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**MARKET UPDATE**

**Fresh fish delivered with FUSO trucks**

**FEATURE STORY**

**MAN celebrates 100 years**

**Shell Rimula**

contest winners enjoy European Truck Racing

**SPECIAL REPORT**

**Association of Malaysian Hauliers celebrates the industry**



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**COVER STORY:**

**Marriott Makes History at Fuelwatch Challenge 2015**

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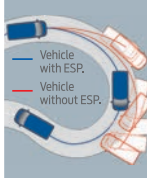


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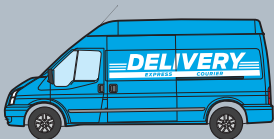


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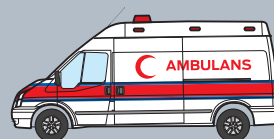
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# The future has arrived - In a truck

I had written something completely different here. But then I saw a note on Facebook that a company in Europe had appointed a Dutch company to build a fully electrically powered truck with a total weight of up to 44 tons! Clearly, we are standing at the brink of a new area. Paired with that came the news that the island state of Singapore is going to give driverless vehicles a massive push. I have to say, I actually like a chat with drivers of commercial vehicles. If anyone, they can tell you where to find the best food, get quickest from one place to another and to give you an overall feel of the economy.

Speaking of which, as we are making our rounds towards the end of the year, it is a mixed bag of messages we are getting. Some of our readers and advertisers are really concerned about the coming year, others are highly excited. Some, like Jimmy Sidhu, are cautious with their investments. Others are saying that now is the time to invest and build their brand. It is going to be an interesting year ahead, given that 2016 is also an IAA year.

One issue that seems to be a bit of a mystery still is the ASEAN Economic Community and how that is going to work for the transport and trucking industry. Many of those I talk to know that the AEC is in place, but have yet to find out how it is going to affect their businesses. It would be timely to shed some light.

Sitting in Singapore's Clarke Quay, having a chat with Mark Cameron of Scania was interesting as we managed to talk about a lot of things, but not just trucks. The same day I met with Olivier Metzger, new General Manager for Volvo in Singapore. Bob from Rosenbauer was another industry veteran I had the pleasure to meet recently. All these people had some exciting anecdotes to tell and I am looking forward to hearing their latest when I see them again. And seeing them again I am sure I will as the industry is rather small.

I also enjoyed our two events we held in the past few weeks. A good number of people showed up for the tyre management and safety workshop. Sitting in the canteen of Goodway's factory, we had some insightful chats with drivers. The first Asian Trucker Drivers Club Bowling Tournament was also a success as over 30 drivers showed up to shoot out the first ever champion. Completely different in nature, this event saw a lot of laughter. Right up until the moment the games started. Everyone was getting serious like a delivery schedule. Given the good feedback on both, we will re-run them in the next year and I hope to see more of you there.

Drive safe,

**Stefan Pertz**

*Editor, Asian Trucker Malaysia*

There have been mistakes in Asian Trucker Malaysia, Issue 25, pages 74 / 75 in the article titled "Q-Two on a roll with Shacman's X-3000". The correct names and titles of the interviewees are: Benjamin Phang, General Manager and Phang Teck Sing, Executive Director. The correct Shacman truck model name is "M-3000". We apologize for the mistake made and for any inconvenience caused.



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# Would you like an association with that?



*With a the new trend of food trucks emerging the need for self-regulation also arises. The Mobile Food Truck & Street Food Association aims to ensure high operating standards.*



**A** global phenomenon, food trucks have won the hearts of people looking for a different experience and convenience when it comes to having their lunch, dinner or a snack. However, as this industry is in its infant stages, there is a need for self-regulation to ensure that customers will get the best they could when they cue up for a meal. Joel Lee, Meal Box-er / Hon. Secretary shares some of his insights and what the association is trying to achieve.


“We now have 50 members, which is a great achievement, considering that we have only started our association in March,” Lee said. There are, according to him, a lot of areas where work is needed. One of the key issues is that event organisers may think that they are offering a venue that will for food trucks that is worth charging for. “However, if you are imposing some RM 1 000 for a day, it is not worth for a food truck to go there,” Lee explains. Naturally, you can only prepare a certain number of meals per hour and when you run out of stock, it is time to pack up and leave. Food truck operators are arguing that it is actually the other way around, with the food trucks adding flavour to an event and shouldn’t be charged for the space.



After all, if they were to operate elsewhere, they don’t have to factor in these fees.

Lee goes on to say that “The next issue is standards that we would want to impose. As with any restaurant, you expect it to be clean (Category A, Bersih). This is no different with a food truck, which deconstructed is simply a restaurant on wheels.” Mobile Food Truck & Street Food Association is aiming at introducing standards to ensure food safety and hygiene. “Just bear in mind that all you have to do is to buy a truck, have the back of it set up to be a kitchen and you are in business. You don’t need to be a chef in order to start this business. However, that also means you may not know about how to handle food stuffs properly.”

The third issue the Mobile Food Truck & Street Food Association concerns itself with is the communication with authorities such as DBKL. As with any new industry, there are a lot of questions that need to be answered, arrangements to be made and lobbying to be carried out. For example, certain areas of the Klang Valley may be very difficult to penetrate for food trucks as permits are not easy to get. “Why would that be the case? Our trucks wouldn’t take away customers from restaurants or Mamak stalls. On the contrary, we would create a different atmosphere and may even entice people to try new foods,” Lee reasons.

Among others, the association is also helping members to find business. When it comes to regular bookings or events such as food truck carnivals, a lot of communication takes place in order to ensure that there are enough trucks present. Offering an insight, Lee says “One advise we can give newcomers is very simple: Your food needs to be tried and tested. Don’t come up with something exotic that no one would want to even try or that is too complicated to eat. Ensure that you start in a location where you can actually meet the demand of patrons. There is nothing worse than running out of food because there are too many people flocking to your truck.” Lee can be contacted via [mealbox@msmmgroup.com](mailto:mealbox@msmmgroup.com) 

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# DRB-HICOM opens 3S centre for Tata vehicles and head office in Selayang



*The media visit to the 3S Centre also witnessed the handover of Tata vehicles to three DHCV's customers, namely Biforst Logistics Sdn Bhd, LB Trucks and Tractors Sdn Bhd and MSS Asia Logistic Sdn Bhd.*

Appointed as the exclusive distributor for Tata Motors commercial vehicles, DHCV has expanded its vehicle assembly business with the opening of the Head Office and 3S Centre in Selayang. This marked another significant milestone as it further augments DHCV's commitment to revive the Tata brand in the Malaysian market.

This is in line with DHCV's objective to develop a dealer and service network to meet set sales volumes and customers' expectations. Besides adding value to customers, this would ultimately also contribute positively towards the company's financial position. The 3S Centre is equipped with a showroom that can display up to three vehicles, comfortable lounge with refreshments and WiFi for customers, a service centre with a total of 12 service bays, as well as spare parts under one roof for the convenience of its customers. With a total built-up area of more than 30,000 square feet, the fully-fledged 3S Centre is currently operated by a group of well-trained technical staff with the technical know-how on the Tata vehicle. They have acquired their skills via training programmes organised locally and overseas under the purview of technical experts from Tata Motors.

The service center is also equipped with Tata Motors' latest diagnostic equipment and special tools to carry out complete service maintenance and major repairs. Other specialities available are the overhaul room for engine and gearbox overhauls, while the lubricating and diagnostic rooms make it a comprehensive service centre for Tata vehicles.



"The Market is quite tough at the moment, and in this crucial time; we see strong competition as well among industry players. Therefore we compete based on value for money. We aim to provide affordable prices with a high quality product and we upgrade the customer service, sales and after sales to gain the customer's satisfaction," said Mohd Syarul Yusuf, Acting Chief Operating Officer of DHCV.

"We even implement a "no holds barred" strategy of stocking spare parts for all variants of all models available in Malaysia, irrespective of the frequency of demand or usage. This is an on-going continuous exercise to ensure the availability of sufficient stocks to keep Tata vehicles on the roads," said Dato's Hisham Othman, Head of Operations, Automotive Distribution and Manufacturing of DRB-HICOM.

To date, DHCV has appointed seven dealers nationwide, namely in Selangor, Perak, Negeri Sembilan, Johor and Sabah, in its effort to reach out and provide better facilities for customers. DHCV targets to have 20 3S Centre throughout Malaysia by mid- 2016. **F**



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# Fresh fish delivered with FUSO trucks

*Hap Seng is poised to increase the sales for both Mercedes-Benz and Mitsubishi Fuso to hit the target before 2015 ends. Lembaga Kemajuan Ikan Malaysia is one of their latest additions to the growing list of customers.*



The handover of seven units of Mitsubishi Fuso trucks was held at Wisma LKIM (Lembaga Kemajuan Ikan Malaysia) with the involvement of three parties which were Hap Seng Star, LKIM and Abnaa Al-Abdully (M) Sdn Bhd.

According to Mr. Eugene Chooi, the General Manager of Hap Seng Star, 2015 is a tough year so far, not just for their business, but everyone in the industry as well. With the new GST format and the weakening Ringgit having had an impact on the business. However, he is confident that his team will achieve the targets set as he oversees yet another hand-over of FUSO trucks.

He added during the interview on site, "This is our first time working together with LKIM, it is a tri-party business relationship, which we work closely with Abnaa Al-Abdully (M) Sdn. Bhd. as the body builder of the trucks and Hap Seng Star as the supplier for the chassis.

Why Mitsubishi Fuso trucks? This is what Mr. Mohd Sallehuddin bin Hassan, Director General of LKIM got to say: "This was an open tender before we decided to choose Mitsubishi Fuso trucks. Eight companies were involved in the tender and through technical evaluation and considering other crucial factors. The Fuso truck match almost all the categories we evaluated"



"We are in the process of building a truck fleet with the first batch of the seven trucks. Therefore we expect a good connection and cooperation in terms of after sales service. We want our fish to be transported throughout Malaysia, giving us more flexibility," said Mr. Mohd. Sallehuddin bin Hassan.

Last year is a solid year for Hap Seng Star as they managed to sell 153 units for both brands. For the year 2015, they have set the target to 200 units and with the seven units sold to LKIM, they believe they will hit the target by the end of the year.

Hap Seng Star is the only authorised dealer to market both brands of Commercial Vehicles, being Mercedes-Benz and Fuso, and is currently represented in the Klang Valley, Kota Kinabalu, Kuching and Miri.





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# Shell Rimula contest winners enjoy European Truck Racing

*Malaysian winners of the recent Shell Rimula global promotion contest return from a money-can't-buy experience.*



The seven Malaysians Chong Kong Jam, Foo Kuek Hua, Gan Choon Ling, Jennie Lew, Liew Foh Min, Renny Ong and Tan Yeong Li were among more than 180 participants from 19 countries who gathered in Budapest, Hungary recently.

They were there not just to watch the FIA European Truck Racing Championship teams at the Shell Hungary Truck Fest, but also take part in the exclusive Shell Rimula Truck Racing Challenge. At the end of the exclusive truck team experience Shell China were crowned the 2015 Shell Rimula Truck Racing Challenge Team Champions, and the overall Shell Rimula Truck Racing Challenge Country Champions was awarded to Shell Germany.

The bespoke Truck Racing Challenge was designed by Shell Rimula to let participants from all over the world put their truck racing team skills to the ultimate test. They navigated their way through a series of obstacles and trials with the guidance of expert instructors as they attempted to master truck control and accuracy tests, mechanical tasks, engineering skills and teamwork challenges in a bid to be crowned the Shell Rimula Truck Racing Champion.

During the challenge, guests were given the chance to see if they had what it takes to be part of a truck-racing team as they experienced the vehicles' power and gained an appreciation of the demands often placed on heavy-duty engines of trucks, when operating in real-life conditions. Driver concentration and awareness were also put to the test in a number of precision and finesse driving challenges, as was the ability to work as a team to complete the various tasks. And if that wasn't enough, all guests experienced the thrill and adrenaline of a professional race driver during an exclusive passenger lap of the Hungaroring.


"The event was a great opportunity for us to be able to bring our valued hardworking Shell Rimula customers together from across the globe for such a unique experience in this beautiful city. All of the competitors had the opportunity to experience

first-hand what it takes to be part of a professional truck racing team, as well as see the teams in action in the Shell Hungary Truck Fest," said Seow Lee Ming, Shell Rimula Global Brand Manager.

Ms. Seow thanked the customers for their support in making the global promotion another overwhelming success and reaffirmed its commitment to work alongside them to achieve their business goals.

"The overwhelming response, especially from East Malaysia, is a clear indication of Shell Rimula's market leadership in the heavy duty diesel engine oil category. We remain committed to ensuring that we work with these decades-long customers of ours and continuously help them deliver greater value to their businesses," she said.

Winner Mr. Foo Kuek Hua, owner of a transport and logistics business in Kuching, was pleasantly surprised with his unexpected win. He further quipped, "I thoroughly enjoyed the well-organized trip, especially the unique and exclusive experience of being part of a truck racing event, and learning more about the technology behind Shell Rimula. I also had a lot of fun getting to know other fellow business owners as well as the Shell team, who were exceptional hosts too. I certainly hope to win again in the future!"

Seow further emphasised that Shell Rimula understands that commercial vehicle drivers have individual motivations that push them to succeed. Just as truck drivers around the world strive to be the best they can for their future, Shell Rimula is committed to constantly innovating, investing heavily to ensure its heavy-duty engine oils are tested in some of the world's hardest working vehicles and toughest driving conditions. These learnings are then applied to benefit Shell Rimula customers and offer them one of the most advanced lubricant products available for all heavy-duty vehicles. 



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# TCIE and Gethi Engineering Showcase Quester Mixer Truck



*Leading the way with the production of the first Japanese 8x4 Mixer Truck in Malaysia and people flocking to the presentation of this vehicle on display in the Gethi facilities in Belakong. Customers will benefit from a higher possible payload thanks to the higher permissible load.*

**T**an Chong Industrial Equipment Sdn. Bhd. (TCIE), the sole and authorized distributor for UD Trucks, and Gethi Engineering Sdn Bhd, a company specialising in the manufacturing of transit concrete mixers on trucks jointly showcased UD Trucks' Quester 8x4 mixer truck in an event that was held at Gethi Engineering's industrial factory that builds the mixer.

Commenting on the event, Mr. Wong King Yoon, Executive Director of TCIE said, "TCIE and Gethi Engineering have been working together for more than five years and this collaboration further deepens our business relationship and commitment to offer our customers reliable and customizable trucking solutions."

"Quester is UD Trucks' latest technologically-advanced truck that was specifically developed for the world of heavy transportation, made for customers in the long-haul transportation, distribution, construction and mining industries. The truck offers a wide range of configurations with easy body mounting, thus we can tailor purpose-built solution for all types of applications."

"With TCIE's wide distribution network, UD Trucks' robust Quester and combined these with Gethi Engineering's technological advancement, innovative precision and market-leading experience as a mixer body builder for the local and overseas market, we have undoubtedly further strengthened our truck solutions offering for the construction industry," added Mr. Wong.

Mr Pang King Soon, Managing Director, Gethi Engineering said, "Our collaboration with TCIE is another example of our customer-centric approach to provide both our customers with the best technologies available."

Gethi Engineering uses programmed robotic welding to produce high quality welds with high productivity. One of its key successes include being the only manufacturer in Malaysia to be able to develop light weight mixer and the first in the region capable in producing the complete mixer barrel shells, blades

and dish using Hardox 450 wear plates produced by SSAB Sweden. To enhance the safety of the operator, radio remote controlling the mixer from a distance is available too.

Commenting on the company's capability in developing light weight mixer, Pang said, "This is a feat for us as the reduction of mixer weight generally saves on the customer's truck fuel consumption and tyre wear, as well as giving a higher payload. Ultimately, this allows us to maximize the productivity and efficiency of the cement mixers and reduces operational costs for our customers." In this case, the capacity of the drum in combination with the combined axle capacity means that 50 % more cement can be transported. Or in other words, with the Quester 8 x 4 and the Gethi drum, a reduction in the number of trips from three to two to move the same amount of cement is achieved compared to a three axle truck.

He also stressed on safety as being a central part of the business. A lower central gravity of the drum's payload, mounting precision that conforms to Quester's axle weight requirement and hold down mechanism, and a host of other safety features ensure that sturdiness, strength and reliability are maintained. **F**



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## Sin Hock Soon Group receives new Mercedes trucks

*Mercedes Benz Malaysia does it again with another 29 units of Actros trucks sold. Following other transporters in the country, the Kedah based company puts their trust in the German brand.*

The handover of the first batch of nine units of brand new Actros model 3340 L cab low roof from Mercedes Benz was held at Lowe Motors Sdn Bhd at Auto City Juru Prai, Penang on 23rd October. Sin Hock Soon Transport Sdn. Bhd. has expressed their satisfaction and trust with Mercedes Benz Malaysia by purchasing 29 Actros trucks to be added to their fleet of prime movers.

Founded as early as 1970, Sin Hock Soon Group was established more than 45 years ago in the rice mill business in Kedah. In response to the Malaysian government's call for local companies to actively participate in the national development especially in the fast expanding transport and logistics sector, Sin Hock Soon Transport Sdn. Bhd., which is owned by Sin Hock Soon Group, was established more than 21 years ago. Since then, Sin Hock Soon Transport Sdn. Bhd. has actively participated in

providing multi-disciplined services in the transportation and logistics industry such as transportation (nationwide distribution), cross border transportation (Thailand and Singapore) and project cargo handling to name just a few.

"The first lorry owned by our family is a Mercedes Benz and today we have brought this old faithful for appreciation. The vintage lorry has served us for almost 40 years and it is still a good work-horse today," said Mr. Yew Ee Sheng, Business Executive of Sin Hock Soon Transport Sdn. Bhd.

"We do own several types of trucks from other brands as well, but the reason why we decided to still buy Mercedes is because of the price and the fuel consumption. Naturally, this is very important for our business. Currently we have 300 trucks and 400 drivers. We cover the whole of Malaysia and



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As a token of appreciation, a Truck model of the Actros 3340 is being handed over to Madam Ong Chye Eng, Managing Director, Sin Hock Soon Transport Sdn. Bhd. by Sales Manager Commercial Vehicles CCB /Lowe Motors, Augustine Maria Dasan.



we have two branches in Kuala Lumpur which are in Balakong and Port Klang” said Yew, who is the third generation of family members owning and running the company.

Growing from the initial office in Bedong, Kedah, Sin Hock Soon Transport Sdn. Bhd. has shifted the head office location to Butterworth, Penang. Today, the company has offices located in northern, central and southern regions to be closer to customers.

Also present was Mr. Devaraju, Director of Operations, who is handling the sales and after sales operations for Cycle & Carriage Bintang Berhad (CCB). During the event he commented “ CCB have outlets for commercial vehicles in places like Johor Baru, Kuala Lumpur, Ipoh and Penang spread along the North South Highway. The wide-spread network is useful in providing quality aftersales services to the customers.” According

to him, the market for Mercedes Benz commercial vehicles is quite encouraging this year, despite the overall Total Industry Volume projection for 2015 being less compared to last year.

Cycle & Carriage Bintang Berhad have been associated with Mercedes-Benz since 1951, from the first Mercedes-Benz imported into the country in 1951 to the present. According to Devaraju, they have their outlets for the commercial vehicles segment in every 150 km distance of travel as to maintain the quality of the after sales service to the customers. According to him, the market for commercial vehicles is quite encouraging this year, despite of few hiccups happening in Malaysia. <sup>T</sup>



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# Truckers win big at TOTY 2015

*The fourth instalment of the Truck of the Year Award saw a packed ballroom with industry players eager to take home the coveted trophy.*



The New Straits Times-Petronas Urania Truck of the Year Awards Night on September 29, 2015 was held at The Saujana Subang with the who's who of local trucking gathering. Before the excitement peaked at the awards ceremony, ideas and news were shared during an informal networking, making this not only a success for the winners, but for everyone attending. The Minister of Transport Datuk Seri Liow Tiong Lai was the guest-of-honor at the awards night which was attended by over 150 guests.

"This award was initiated four years ago by the New Straits Times to enhance the safety, productivity and efficiency of Malaysia's land transport and logistics industry by recognising best practices, role models and entities who produced outstanding public service," said YBhg. Datuk Abdul Jalil Hamid, Group Managing Editor, The New Straits Times Press (Malaysia) Berhad.

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He continued to state "More importantly, it is also in recognition of the champions of our land transport industry comprising truck and bus companies who help to make Malaysia globally competitive."

Hino Motors Malaysia bagged two out of the five main category awards. The Hino 300 Series was awarded the Light Duty Commercial Vehicle (5 tonnes and below) award and the Hino 500 Series took the honours in the Medium-Heavy Duty Commercial Vehicle (10.1 tonnes and above) segment.

In the Medium-Light Duty Commercial Vehicle Category (5.1 tonnes to 10 tonnes), Isuzu's popular N-Series truck beat the competition.

The Prime Mover (2-axle) category was won by the Dongfeng Kinland 375 4x2 whereas the Prime Mover (3-axle) category was awarded to the Volvo FM Series. We hear that Volvo Trucks Malaysia hosted a small party the week after the show with staff to celebrate this win.

**Value for Money Truck: Hohan 6x4**

The Hohan 6x4 is the pick for a value for money rigid truck currently in the market, with a RM195,000 selling price.

**Innovation in Transport: TheLorry.com**

TheLorry.com took the principles behind ride sharing applications and applied them to the commercial industry, creating the first ever Malaysian online platform to connect customers and truck drivers for transport matchmaking.

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**Fleet Management Telematics: CSE Telematics Sdn Bhd**

Two years ago, CSE Telematics was launched to provide fleet management systems for commercial vehicles and fleet operators. This year, CSE has the telematics capability to enhance the fleet management system to include usage-based insurance. This means that Malaysia's phased detarification of vehicle insurance is comprehensively supported by CST and this has major benefits for overland transport from Singapore, Johore to Myanmar and Vietnam. **➤**

**Special Mention awards for citation at NST-Petronas Urania Truck of the Year Awards Night 2015**

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# Ready for the Rally



*Already holding the world record for the most entries into the Rally Dakar, as well as finishes, Yoshimasa Sugawara is confident that his HINO Team Sugawara will be successful yet again.*

**W**ith only a few weeks, merely days, left to the next instalment of the Dakar Rally, we take a closer look at one of the teams. In Bangkok, during the Thailand International Truck Show, we were privileged to meet with key members of the highly successful Team Sugawara. HINO not only managed to get the team principal to be present, but also to have the actual truck ready to take visitors for a ride they will not forget.



## Tough Rally

The Dakar Rally, or simply “The Dakar” is known as the original “Paris–Dakar Rally”. It is an annual rally raid organised by the Amaury Sport Organisation. Most events since the inception in 1978 were from Paris, France, to Dakar, Senegal, but due to security threats in Mauritania, which led to the cancellation of the 2008 rally, the 2009 Dakar Rally was run in South America (Argentina and Chile). It has been held in South America each year since 2009. The race is open to amateur and professional entries, amateurs typically making up about eighty percent of the participants.

Despite its “rally” name, it is an off-road endurance race, properly called a “rally raid” rather than a conventional rally. The terrain that the competitors traverse is much tougher and the vehicles used are true off-road vehicles rather than the modified on-road vehicles used in rallies. Most of the competitive special sections are off-road, crossing dunes, mud, camel grass, rocks, and erg among others. The distances of each stage covered vary from short distances up to 800–900 kilometres per day.

The Truck class (T4), first run as a separate category in 1980, is made up of vehicles weighing more than 3,500 kg (7,716 lb). Trucks participating in the competition are subdivided into “Series Production” trucks (T4.1) and “Modified” trucks (T4.2), whilst Group T4.3 (formerly known as T5) trucks are rally support trucks - meaning they travel from bivouac to bivouac to support the competition vehicles. These were introduced to the rally in 1998. The truck event was not run in 1989 after it was decided the vehicles, by this stage with twin engines generating in excess of 1000 horsepower, were too dangerous following the death of a DAF crew member in an accident during the 1988 rally.



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### Mindset and fitness

Heat, stress and the gruelling race itself require the team members to be fit. Very fit. Wondering how Yoshimasa Sugawara keeps fit, the answer is rather surprising. "I am now 74 years old and I know that my stamina isn't as good as it used to be. However, there are ways to counter this. Personally, I take part in some four motorcycle rallies every year, each some 4 000 Kilometres. What I am out to do is to challenge the big boys with our Little Monsters." Sugawara will continue using trucks in the under 10 Litre class to compete with the bigger vehicles

entered by other teams. During our meeting he said "It is about the trucks and the drivers. Each are equally important when it comes to winning this rally".

### The Team

The story of HINO at the Rally Dakar is remarkable in many ways. In 1991, Hino Motors became the first Japanese truck manufacturer to enter the Dakar Rally—known as the "world's most gruelling rally," where as few as 20.5 percent of entrants actually cross the finish line. Since its very first year in the race,





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Hino has finished all 24 races it started. Although every team member contributes to the success of the team, some members deserve a special mention. Yoshimasa Sugawara, Team director and driver of Car 1, has entered the rally driving motorcycles, cars and now for several years trucks. He holds multiple records for Rally Dakar.

Following his footsteps is his second son, Teruhito Sugawara, driver of Car 2. He began racing alongside his father in a two-truck lineup in the Dakar Rally in 2005, and won his first championship in the Under 10-litre Class in 2007. His 2014 win was his fifth straight championship in the Class.

Also worth a mention is Yoko Wakabayashi as a female member of the racing team. Wakabayashi participated in four Rally Mongolia races from 2009 to 2012. In 2010, she entered and finished Rally Mongolia as a driver on a Jimny Sierra 1300 fabricated by Yoshimasa Sugawara and navigated by Reiko Miyoshi. In 2011, she navigated for Yoshimasa Sugawara and won the class championship. In 2015, she enters Dakar Rally for the first time.

**Little Monsters**

Based on the HINO 500 Series trucks that are known for their world-class durability, these mid-sized racing trucks continue to fight fiercely against larger monster camions powered by

engines with more than twice the displacement of the 500 Series engine. This is why these trucks, nicknamed “little monsters,” have instilled fear and awe in their rivals. These trucks are currently being maximized the potential inherent in HINO trucks so that they will be ready to take on the race. Naturally, these trucks have little in common with the street legal versions one will find on our roads. The engine and suspension modifications might be the most important.



Modified for higher revving and fine-tuned to meet regulations, including adjustments made to the injection pump, the engine with inter-cooled turbo revs up to the red zone with no stress whatsoever. In addition to easier handling, its durability and reliability are in classes of their own. This engine is literally the “motivational force” behind HINO’s record of consecutive finishes in the Dakar Rally. Combined with large wheels, the truck is able to reach speeds up to 170km/h.

Because the Dakar Rally weaves through areas where there are literally no roads, it would not be an overstatement to say that suspension settings determine the outcome of the race. Suspension settings must be fine-tuned to ensure that the truck is able to handle a variety of situations including driving over sand dunes and rocky terrain, as well as high-speed driving over gaps, all the while maintaining handling stability. The suspension has undergone countless improvements year after year, and currently uses a multi-leaf suspension and shock absorbers by Reiger Racing per wheel.

According to Teruhito Sugawara, there are still some 50% of the original truck present in the race ready vehicle. “The mainframe and cab are original and most of the engine is still the same” he said. His father added that they had chosen HINO as “The vehicles are very strong, even as original vehicles for transportation use.”

What motivates Yoshimasa Sugawara? Maybe he just can’t help it as “It is the Asian spirit, the will to win”, he said as he makes his way out to the test drive area. **F**



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**GIIB**

RUBBER

## Slack adjusters



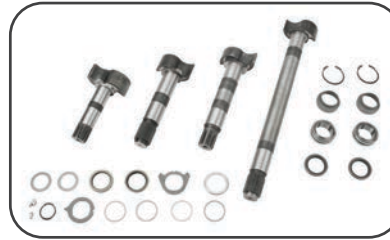
Slack adjusters are used to adjust the braking-induced wear of brake drums and ensure a constant clearance between these components.

Slack adjusters are employed in S-camshaft drum brakes and take over the transfer of force from the wheel brake cylinder to the S-camshaft. Thus, a manual or automatic adjustment of the S-camshaft is possible, so that the brake cylinder operates in virtually the same stroke range.

A distinction is made between manual and automatic slack adjusters. Self-adjusting automatic slack adjusters are quick and easy to install and are optimally constructed. No special adjustment is now required for the correct installation of the brake lever. This provides a larger area of application and a reduction in part numbers can be achieved.

A constant readjustment of the slack adjuster prevents the piston stroke of the brake cylinder from becoming too large, resulting in increased air consumption. Consistent brake response time is thereby guaranteed.

## Brake camshafts for trucks, trailers

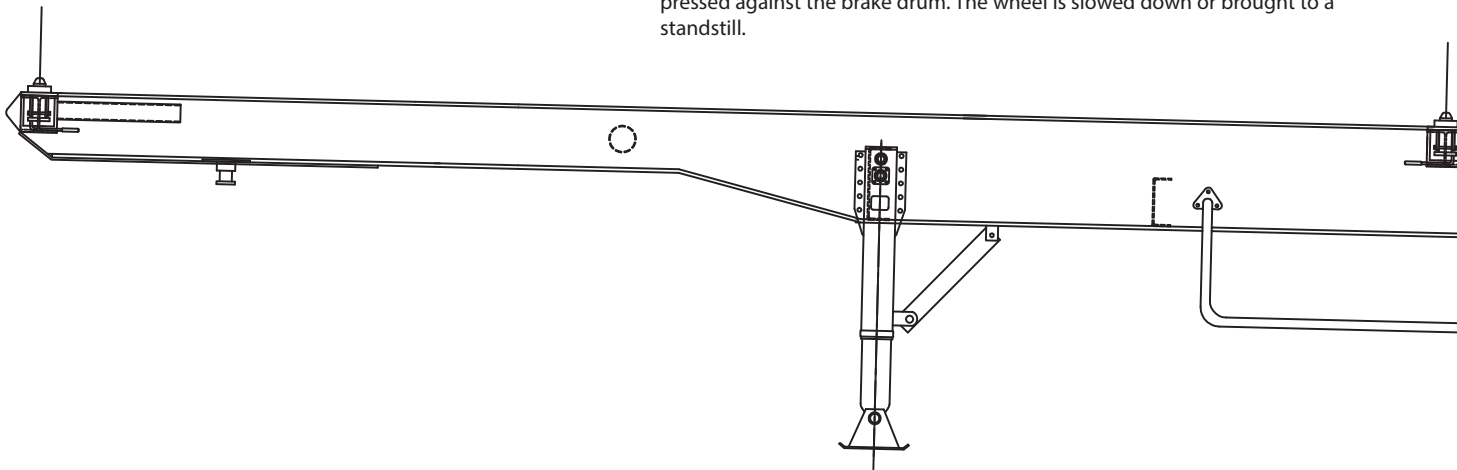


Brake camshafts are used in Simplex drum brakes. They serve to transfer the power generated by the pneumatic brake cylinder, via a slack adjuster, to both brake shoes.

For this purpose, a tooth system is installed on the drive side of the brake

camshaft (to hold the slack adjuster) and a Z-cam on the output side (to spread the brake shoes).

Upon actuation of the brake camshaft, both cantilevered brake shoes are pressed against the brake drum. The wheel is slowed down or brought to a standstill.



### About DT

The DT® Spare Parts brand offers a complete range with more than 30 000 different spare parts for trucks, trailers, buses and transporters, including all standard slack adjusters with the corresponding component parts.

The DT® brand products, made of high quality materials, meet your highest quality requirements and guarantee a long period of use.

Under the brand DT® Spare Parts own products of Diesel Technic are offered and not original spare parts of the vehicle manufacturers. The complete range is continually being developed and provides the trade with the opportunity to meet market demands at all times.

Distribution partners in more than 150 countries value the experience and expertise of Diesel Technic as a reliable full-service partner for the trade.

## Axle shock absorbers



Axle shock absorbers are of great importance for driving safety. They serve to suppress the vibration of the unsprung mass of the vehicle. The impact of shocks which are transmitted to the vehicle by uneven road surfaces is dampened by the shock absorbers. When deciding on

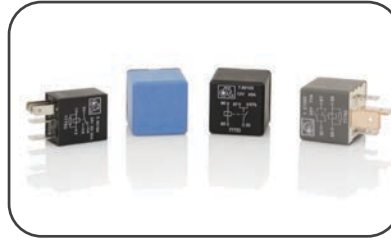
the parameters for the level of damping, the best possible compromise is looked for between comfort (low damping force) and driving safety (high damping force).

The operating piston with the piston rod moves within an oil-filled tube. During the axial movement of the piston rod, the oil is forced through narrow channels and valves through the pistons. With the speed of the piston motion, the flow resistance and thus the damping effect increases.

DT® Spare Parts shock absorbers are designed for a service life of 10 million cycles. Corrosion resistance is tested in a salt spray test for 500 hours.

The function of the shock absorber is guaranteed even at extreme temperatures of between  $-40^{\circ}\text{C}$  and  $+70^{\circ}\text{C}$ .

## Relays for trucks and trailers

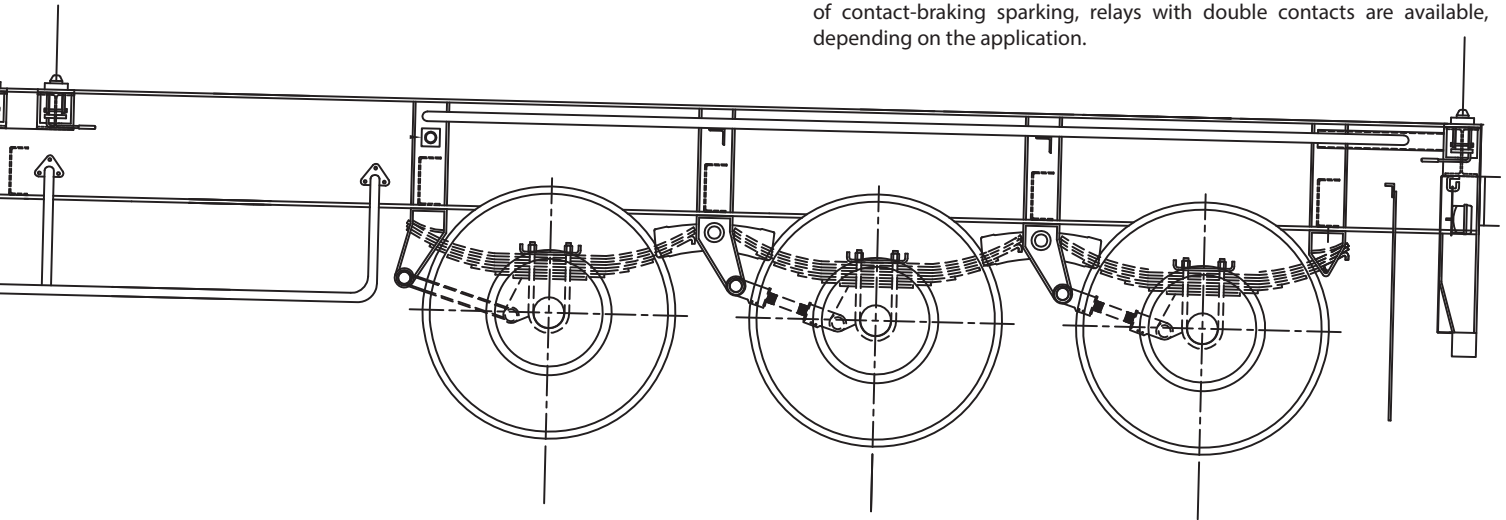


Relays are used to separate electrical circuits and to switch electrical consumers up to a current of 70 amperes. The advantages of relays are the compact design and the possibility of switching large electrical consumers with low currents. Furthermore, relays provide the possibility of

switching higher voltages with low control voltages.

In a robust plastic housing, is an electric solenoid coil, which is supplied with electricity via a standard flat plug when switched on. When electricity flows, the coil produces a magnetic field in the core of the coil which, via an armature, opens or closes one or more contacts, depending on the design.

To obtain a low tendency to "sweating" and low contact resistance, the plug contacts are made of brass with a nickel-plated surface and the switching contacts are coated with resistant silver-tin oxide. To prevent the occurrence of contact-braking sparking, relays with double contacts are available, depending on the application.



## Spring brake cylinders



In the case of pneumatic brakes, spring brake cylinders convert the energy of compressed air into mechanical force and motion. They are a combination of diaphragm brake cylinders and a spring brake chamber and are primarily installed on the rear axle.

During braking, the compressed air presses against the diaphragm in the brake cylinder, so that the push rod is moved forward by the piston. Hereby, the diaphragm brake cylinder acts as a service brake. When the pressure in the diaphragm brake cylinder is reduced, the diaphragm and the push rod are pushed back by a spring into the initial position.

Due to the spring-brake chamber, spring brake cylinders also serve as parking or auxiliary brakes. In the case of a pressure drop in the pressure reservoir the parking brake is mechanically actuated by means of a strong spring. The release of the parking brake takes place by re-application of compressed air, whereby the spring is pushed back into the driving mode. If a spring brake cylinder is gradually vented using the hand-brake valve, it can also fulfil the function of an auxiliary brake.

Spring brake cylinders of the DT® Spare Parts brand undergo extensive quality controls to ensure perfect functioning. These include visual inspection, inspection of the surfaces, performance tests, as well as dimension and leakage tests. Furthermore, corrosion tests are carried out on the salt-water test stand, as well as vibration and climate chamber tests. In long-term tests, the durability of the spring-brake chamber is tested for at least 300 000 cycles and the durability of the diaphragm brake cylinder for at least 1 000 000 cycles.



# Marriott Makes History at Fuelwatch Challenge 2015



*For the very first time Volvo Trucks APAC Fuelwatch challenge 2015 included female participants and one took home the trophy, writes Asian Trucker's Fajar who travelled to Hua Hin Thailand for the competition.*



*Louise Marriott from New Zealand, Winner of the Volvo Trucks Fuelwatch Asia Pacific Challenge 2015, On-road category*

**T**ricky, exciting and unexpected are the only three words needed to describe Volvo Trucks Asia Pacific (APAC) Fuelwatch Challenge 2015 held in Thailand from September 15 to 18, 2015. It was a tricky challenge, an exciting journey and had an unexpected result.

## The Results

History was made at this year's Fuelwatch when, for the first time, a lady won the title. Ms. Louise Marriott, representing New Zealand, won not just the title, but also emerged as the most fuel-efficient truck driver for the on-road category. Yes, you read it right, the first female contestant has demonstrated that driving a truck is not something where only guys excel.

This year it all happened in Hua Hin, Thailand, 'the land of smiles'. And smile they did. "Why Thailand? Mr. Lee Sung Jong (SJ), Director of Brand and Marketing/ Logistic and Program for Volvo Asia Ocean Sales responded to the question. "It's very convenient and easy to conduct this type of big event here as it is complete with the facilities that we need. Furthermore, we have a big operation in Thailand, therefore, it's kind of a strategic place for everyone to gather from all over Asia. And here we usually have good weather as well."

"Preparation commenced two months before the finals with all the great cooperation from the Volvo teams in each country. As for the drivers, qualifications are priorities in safety driving mindset, health and driver productivity in driving," Lee added.

## Ice Breaker

Arriving at Don Mueang airport, it took four hours to get to Hua Hin on the shores of the Gulf of Thailand. Hua Hin provided an amazing backdrop for the event. As everyone from Malaysia was tired on the first day because of the long journey, the only agenda item was a welcoming dinner. Ice breaking between the 17 drivers and their teams from 10 Asia countries, journalists



and Volvo staff from around the region went well at dinner. One might have had a hard time understanding the different accents and slang at times, but this just added to the excitement of being there. What united the group was the shared experiences around trucks and the participation in the competition. Soon tips were shared and opinions offered in lively conversation.

### A Challenging Course

We have been divided into two groups, which were the group of the media and a group of the drivers. The drivers headed to their driving training at the Kaeng Krachan Circuit, which was the venue for the competition. The circuit, which opened in 2010, is the longest race track in Thailand. Kaeng Krachan has three configurations: a full course of 2.912km, a medium course of 2.400km and a short course of 1.004km. Elevation changes, including uphill and downhill turns, increasing and decreasing radius curves, high and low speed turns are included. Naturally, this kind of conditions challenge the driving skills of truckers and only the best can achieve peak performance here.

The training, the last before the competition, was intended to familiarize the drivers with the circuit and the trucks. A slight drizzle set in during the driver training session, thus it turned out to be a slippery track. These sessions are important as they give the drivers the opportunity to get used to the vehicles. Some may have to drive trucks with the steering wheel on the "wrong side".

### Tough Track

"I have done my training and I found that the final round is going to be a little bit tough," said Mr. Nor Rahmat representing Malaysia. "This is because we are going to drive an empty truck, so you have a truck with a tanker, but without a load. Therefore, without a load it will decrease inertia, which gives the truck more pick up during acceleration. More acceleration inevitably leads to more braking."

Rahmat added: "The strategy here is that we need to do less braking to optimise fuel efficiency, but at the same time we need to complete three rounds of the circuit in under 13 minutes."

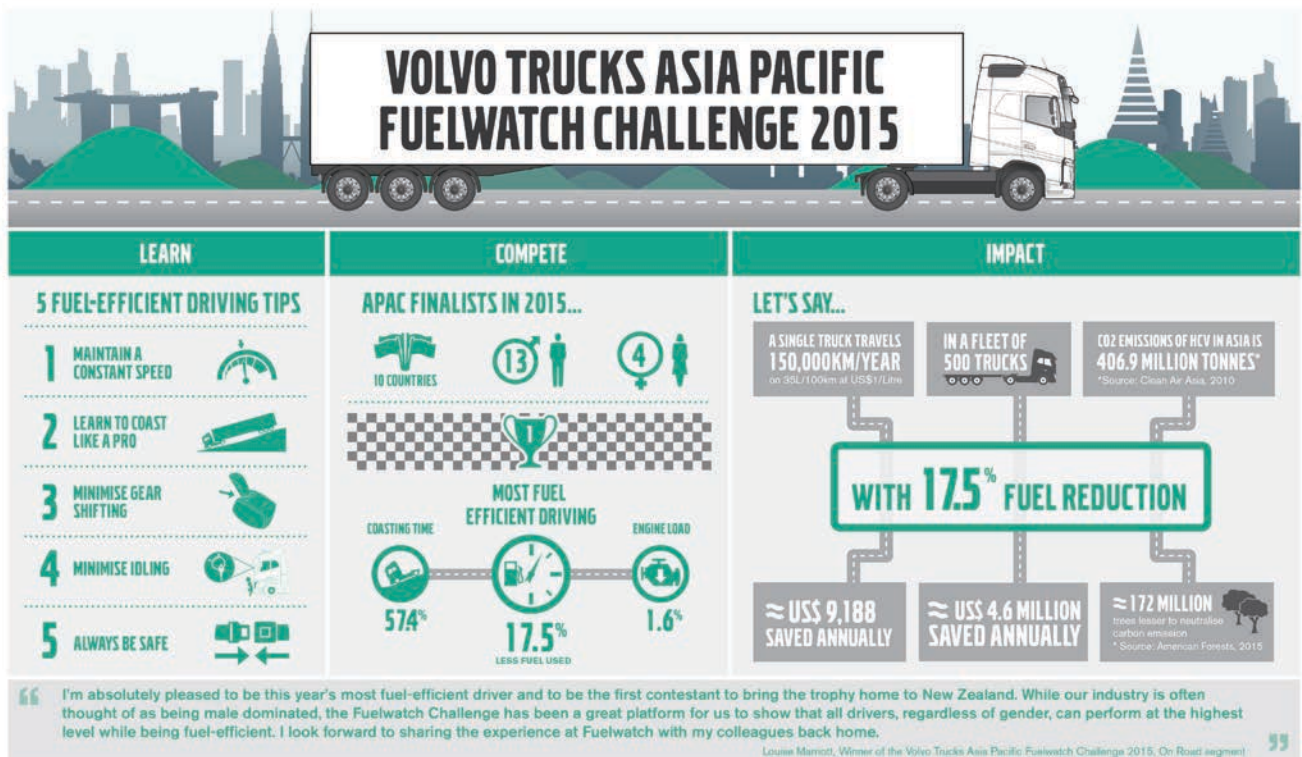
"It feels so good to be one of the female representatives in the male dominated industry as I have been in it for 13 years now," stated Ms. Louise Marriott, a female truck driver from New Zealand. "My focus today is to "fit in" with the truck and the circuit, and avoid any distractions before the competition tomorrow."

### Everything Counts

"In a competition everything counts, we need to think a lot about the technique, how to approach every curve in driving and, of course, the fuel consumption. But in the daily life of driving, it is very natural," said Mr. Suthep Pakkrak, a contestant from Thailand.







“My heart is beating fast, because I am quite nervous about tomorrow's affair. My father was the person who got me involved in the trucking industry. I started to become more serious about the profession after a year of being a truck driver. The Volvo truck is very light and easy to drive, it even offers more driving comfort to the driver,” said Ms. Jaeyeon, a driver representing Korea.

“To be honest, I have no idea how I got into this stage. As I have been driving since 1989, I would say experience is the main factor for me to be where I am right now. To be in the competition, it is not just about winning, but it is about the learning and the improvement process along the journey. So I am just going to do my best for tomorrow and enjoy the views of Thailand,” said Mr. Jee Ben Soh from Singapore.

### Diversions & Driving

While the drivers were on their training laps, the media was having fun at Cha-Am ATV Park. While the training of the competitors required a lot of attention and focus, the activities for the media were paintball, archery and rides on ATVs. In stark contrast to the preparation for the drivers, it was non-sweat outdoor activities, and everyone was just out to have fun!

After the media was done with their fun time, they too headed to the Kaeng Krachan Circuit for the fuel efficiency competition among the media representatives. Everyone got their chance to drive the same truck that will be used on the day of the Fuelwatch competition, the Volvo FH 440. Meanwhile, the drivers completed their training and they too had the opportunity to enjoy the fun activities at Cha-Am ATV Park.

### Competition Day

It finally arrived: the day that was nerve-wracking for everyone, not just for the finalists. The drivers were shifting up to energetic mode and looked very well-prepared. The media was busy taking pictures, and some were at their laptop to update the progress.



A final press conference was held on the competition day to ensure the media got the latest on the proceedings. Christophe Martin, the President of Volvo group in Asia Ocean Sales gave the briefing: “The obvious difference that we have this time in the competition is that we managed to encourage female drivers to join the competition. We have four female drivers for the finals today. Why do we allow female drivers this time? Because I think this is the right time to convince the female



drivers that they can have a bright future in the industry. By that, it is also one of the initiatives to solve the driver shortage issue in Asia Pacific.”

### Promoting Fuel Efficiency

“Notwithstanding the competition,” Martin continued, “the Fuelwatch Challenge wholly reflects our commitment to champion fuel efficiency in the industry. At Volvo Trucks, we believe that enhanced technical capabilities of the individual drivers can complement state-of-the-art engineering and technology to optimise fuel efficiency. Participants of the Fuelwatch Challenge return home as ambassadors of fuel efficient driving, and we look forward to supporting them beyond the competition to influence positive change in their home markets.”

The top three finalists were announced and they had to compete for the second round with the truck fully loaded. These three were Louise Marriott and Phil Thomas, both from New Zealand and Scott Chandler from Australia.

Mr. Mats Nilsson, Managing Director of Volvo Malaysia had positive comments about the drivers even though the Malaysian driver didn't make it to the top three. “He has won in Malaysia, enough proof that he is a good driver, coming from a good company that is practicing safe and fuel- efficient driving. It's a part of the competition. Sometimes you win and sometimes

you lose. Still, we are proud of him and his achievement. Of course we will try harder and come out with new strategies to win in the next Fuelwatch competition to bring the trophy to Malaysia.”

### Malaysian Driver

Mr. Nor Rahmat Bin Abd Talib, a truck driver from Prifaria Sdn. Bhd. in Prai was representing Malaysia in the Fuelwatch Asia Finals 2015. The qualifying round of road shows across various cities and towns in Malaysia kicked off in April. During the finals for Malaysia, Mr. Nor Rahmat Bin Abd Talib had defeated 17 other semi-finalists who were all vying to become Malaysia's most fuel-efficient truck driver.

The sixth instalment of this annual competition, this year's challenge saw an overwhelming participation of over 1 000 drivers. This is a significant increase from last year's participation of 800 drivers and Volvo views this as a sign that the competition adds value to their client's businesses.

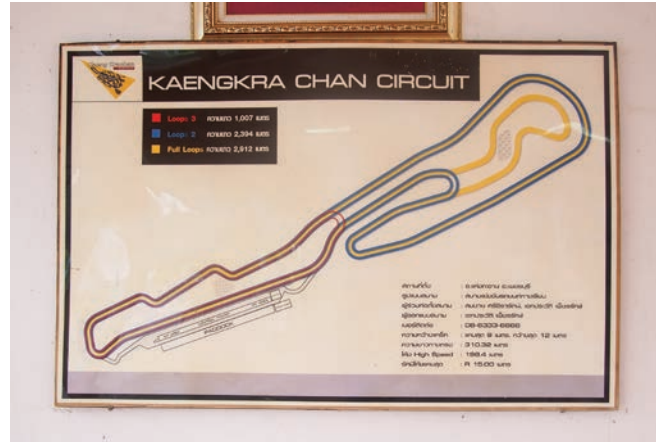
Mr. Shamsul, development trainer at Volvo Trucks was together with the Malaysian group in Thailand. He is responsible for conducting driver development programmes for Volvo Trucks' customers in Malaysia. “The night before the competition, Mr. Rahmat and I had our last discussion about the competition. After he had done his training at the circuit during the day, we needed to prepare some strategies as we already identified

few weak points during the training,” said Shamsul, who has trained over 5 000 truck drivers and has travelled to Sabah and Sarawak to train the drivers not just in the classroom but on the roads and hilly terrains too.

“I have been driving almost seven years now, and been driving Volvo Trucks all the time, so far, and I like Volvo Trucks a lot. Not just in the terms of technology but as well as the comfort in driving and handling it. FH model that used for the competition have the powerful figure yet very soft inside,” said Rahmat

“I am grateful to have a mentor and trainer on hand. He has helped me a lot throughout the competition,” he added.

“Quality, safety and environmental care have been our guiding principles since our inception in 1969. While we integrate these core values into our products, we strive to ensure that the end-users of our products – in this case, the drives – also exhibit these very fundamental values in their everyday driving. We want our drivers to be of top-notch quality, who observe safe driving, and to drive and operate in the most fuel efficient manner. These are makings of a good, responsible, and committed driver and another point of this annual competition is to drive these values into our drivers,” said Mats Nilsson, Managing Director of Volvo Malaysia.



“Although the fuel prices have shown a dip in recent months, we do not expect the prices to remain low in the long run. With dwindling fossil fuel supply, prices are expected to rise over time and this can pose a heavy burden for many haulage companies and affect their business’ bottom line. Thus, the Fuel watch concept was created as a platform to help our customers address this issue by teaching and encouraging the companies’ truck drivers to adopt a more fuel-efficient way of driving,” he added.

**Volvo Trucks Singapore Inspires Advanced Fuel Management Efficiencies**

Prior to the regional Fuelwatch event Volvo Trucks Singapore concluded its third Fuelwatch Challenge in Tuas on August 15, 2015 where 25 drivers competed to achieve the highest fuel savings through optimised driving techniques.

Winners of the Singapore edition, were Mr. Soh Jee Ben from IS Logistics Pte Ltd and Mr. Sek Song Hwee from Kim Hock Corporation Pte Ltd, in the FH/FM category and FMX category respectively. Both winners used 4% less fuel than the first runner-ups. The overall spread amongst the contestants, however, was as high as 40%.





### Representing Singapore

Soh and Sek proceeded to represent Singapore in the APAC Fuelwatch Challenge 2015 in Hua Hin, Thailand, from 15 to 18 September 2015 to compete for the title of the most fuel-efficient Volvo truck driver in the region.

“The Singapore Fuelwatch Challenge has been an eye opening experience for me where I have been introduced to a whole new world of being fuel efficient, environmentally conscious and effectively productive,” said Soh. “I look forward to pitting my new skills against drivers at the APAC Fuelwatch Challenge.”

The competition serves as a valuable channel that provides an accessible and attractive platform for drivers to develop fuel-efficient driving skills to create a positive and long term impact on businesses’ bottom-line and the environment.

### Positive Impacts

“The Challenge has made me realise that there is more to being a driver, particularly so when driving a Volvo truck, the lessons on fuel management techniques have taught me about the positive impact it can have on my company as well as the environment and I aim to continue these lessons in my daily routine.” said Mr Rahmat from Malaysia.

Volvo Trucks has long realised that skilled drivers can reduce fuel consumption costs by up to 30% of overall operating costs, which translates to a significant amount of savings for businesses in the long term. Fuelwatch Challenge, along with many of its driver initiatives, aim to equip Volvo truck drivers with the necessary skills to achieve fuel efficient driving and contribute to real and positive change to their businesses and the environment.

“As an organization committed to sustainable transport solutions, we aim to lead the way in communicating our core values of quality, safety and environmental care. More than just a driving competition, Fuelwatch Challenge is designed to promote good driving behaviour and advanced fuel-saving driving skills among valued customers and their drivers. It is something that we at Volvo Trucks are indeed proud to share with our partners,” concluded Nilsson.

### Local update

While in Thailand, we also met with the heads of Volvo offices in the region for updates on their operations. At the time of the Fuelwatch, the new General Manager of Volvo East Asia, Mr. Oliver Metzger, had just joined Volvo Singapore for a little more than two weeks. According to Metzger, Singapore has





quite a high level of the existing customer. Thus, they have been investing a lot for Volvo in Asia to keep the customer's trucks on the road.

"Currently we have two workshops and over the last two years, we went from 20 to 65 students, mainly technicians, to maintain the service level as customer satisfaction is one of our main objectives because they are all efficient customers. Therefore, uptime is a big deal for them", Metzger told us.

### Greater performance with the Latest Innovations

Participants of the Singapore Fuelwatch Competition 2015 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 to work at its most efficient revolutions per minute range.



### Best of the Best

The APAC competition will bring together 13 winning representatives from around the region to contend against each other for the title of most fuel efficient driver in the region.

The APAC Fuelwatch Challenge champion will be awarded with a Volvo Trucks customised trip to Gothenburg, Sweden in 2016.



### Fuelwatch Objective

The purpose of Volvo Trucks' Fuelwatch competitions is to encourage maximum fuel efficiency when operating a truck or a fleet of trucks. Fuelwatch aims to educate on achieving maximum performance at minimal cost, by acknowledging the vital role drivers play in the process, which allows for a decreased fuel consumption of up to 30% with proper training in place.

Fuelwatch is a creative and unique approach towards environmental responsibility as well as maximising customers' profitability, and is part of Volvo Trucks' broader commitment to sustainable technology and reducing carbon emissions. **T**



# Association of Malaysian Hauliers celebrates the industry

*Uniting Malaysian hauliers, the Association provides a platform to engage with and to provide a shared voice to all stakeholders. We met with the Association's president to find out more about their upcoming activities and the recently held Gala Dinner.*



Marking it as a huge success, the recently held Gala Dinner of the Association of Malaysian Hauliers (AMH) in Setia Alam was more than just an informal get-together but served many other purposes as well. We met with Datuk Che Azizuddin Che Ismail in his role as President of the association to gain insights into the work of the organisation.

"The Gala Dinner served more than just one purpose. It was a gathering, yes, but it was also to update members about what is happening. There are some crucial developments in our industry, but an annual event would be too frequent. This is why we host this event every two years. Besides that, it is a way of raising funds, as our Association doesn't sell anything, nor does it provide any services that can be monetized" he said.



During the Gala Dinner, AMH also raised money for a good cause. The proceeds are to be donated to buy a Dialysis machine for a centre in Port Klang. Said Datuk Che Azizuddin "We need to give back to society. Our aim is to find a centre that can operate the machine as it doesn't make sense for us to have it in our own premises. While priority will be given to our members, the machine shall also be accessible to others". According to him this is important as even teenagers may need treatment. As there are people that cannot afford a costly therapy, this will help ease their burden.



At the time of writing, AMH also had good news as they had just signed up their 100th member. "This goes to show that we are doing things right as we wouldn't get the support of the industry otherwise" he went on to say. Over the past four years the membership has doubled and members can rely on AMH to understand and raise their issues, provide a platform and to liaise with the government in weekly meetings.

AMH is very proud of the achievements over the past years. The association has organized various major events and programs that benefited members. To name just a few is the revision of the AMH conditions of carriage, conducting safety campaigns, organizing various seminars and forums between members and the various government agencies, highlighting various industry issues to the relevant government departments and private sectors, conducting various courses on legal acts, human resources acts, and various other new legislations that affects the haulage sector. However, Datuk Che Azizuddin cautioned that what happens in the haulage industry will affect other businesses. One has to be neutral and cannot be too aggressive, otherwise it will impact other business aspects of members as they will not only operate trucks but also warehouses. Key areas that AMH is focusing on at the moment include productivity, congestion in ports, on roads and in depots. "For the government to make amends it takes some time. Regulating depots is crucial, but we understand that many factors need to be looked into," he said. What will make things easier for the logistics sector is the recently set up one-stop shop under MOT. Members of AMH hope that this centralised authority will make things easier.

Following the big success of the Gala Dinner, the next planned activity is a Conference / Expo for the industry. In Datuk Che Azizuddin's view it is crucial for the public to interact with the association. One of the objectives of such public event would be to address the shortage of drivers that the industry is currently experiencing.

Further elaborating on the growth of the association he thinks that "The more members the better". However, it should be the owners of member companies to be the EXCOs' as recipe for success as that would make for easier decision making while hired managers come and go.





### About the Association

Association of Malaysian Hauliers or "AMH" was registered in July 2002 and approved by the Registrar of Societies in September 2002.

The idea to form an association came about with the participation of new companies in the container haulage industry as a result of the linearization of the container haulage industry by the LPKP, Malaysia. The container haulage industry was previously monopolised by 5 container haulage companies which formed "CHAM" or Container Haulier Association of Malaysia.

For the interest of the industry, both CHAM and AMH had decided to merge under AMH to have a unifying voice in representing their members to safeguard their common interest. Also, the association is to act as the bridge between the members and the government agencies / authorities like MOT, SPAD, MITI, KPDKK, MHOR, JPJ, and PUSPAKOM. AMH will not only be the information sharing centre providing beneficial assistance and consultancy to members in matters relating to the authorities but also a symbol of unity among container haulier companies. The association membership has since grown from 10 to 100 companies and more are expected to join AMH.

AMH feels that the container haulage industry plays an important role in the growth of the nation's economy and the liberalization will spur competitiveness and prepare the industry to face globalization and competition after Asean framework agreement on the facilitation of goods in transit. **F**



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# Daimler Trucks Move into Top Gear

*Autonomous driving is yet again in the lime-light as technology may be the answer to the question on how to make roads safer and trucking more efficient. One of the leaders in this area is Mercedes and we take a closer look at the latest developments from the German brand.*

**A**utonomous driving is yet again a hot topic as Singapore announced a full fledged field test. The island state is gearing up to see driverless infrastructure within the next 10 - 15 years. Currently, the main focus is on passenger cars, taxis and operations where mini-buses operate to take visitors around, the next logical step is to look at commercial vehicles to be driverless. We revisit the revolutionary Future Truck and what has happened around it.

## **Actros with Highway Pilot - world premiere on public roads**

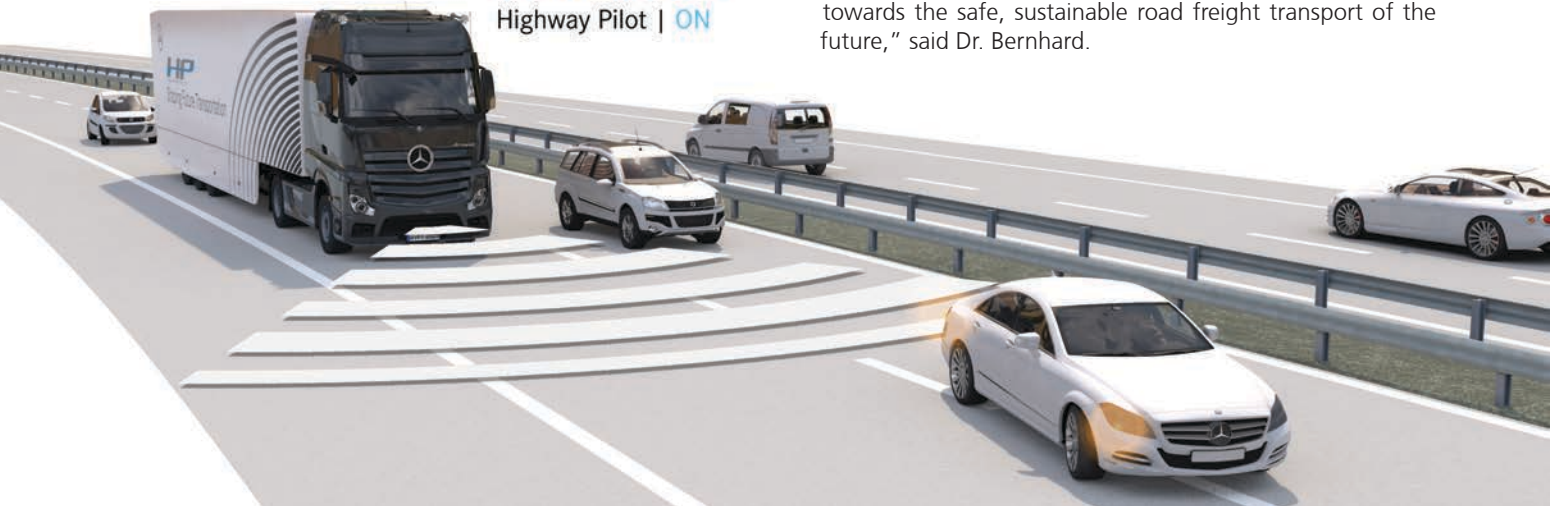
While Daimler Trucks Asia was mapping out its future alignment in Asia on the A8 between Denkendorf and Stuttgart airport in Germany Daimler Trucks was debuting the world's first series-production truck to operate on an automated basis drive on the motorway. Together with the state

of Baden-Württemberg's Prime Minister Winfried Kretschmann, Dr. Wolfgang Bernhard, Board Member of Daimler AG responsible for Trucks and Buses, undertook the maiden journey in the Mercedes-Benz Actros with Highway Pilot system.

With a special permit the truck was allowed to drive on motorways on an automated basis. The truck used for the premiere was a standard Mercedes-Benz Actros equipped with the intelligent Highway Pilot system for this test of autonomous driving on public roads. The truck was approved as a test vehicle. The Rhineland German Technical Inspection Authority had inspected the vehicle and issued an expert opinion. On this basis the Baden-Württemberg regional council granted an exemption in accordance with §70 StVZO.

## **Important Step**

"The premiere is a further important step towards the market maturity of autonomously driving trucks – and towards the safe, sustainable road freight transport of the future," said Dr. Bernhard.



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The multi-sensor fusion, i.e. the combination of proven new-generation assistance and safety systems and sensors, enables the truck with the Highway Pilot system to continually observe the entire area in front of the vehicle and to take control itself in certain situations. This gives Dr Bernhard the opportunity to take his hands off the wheel without incurring any risks.

### Highway Pilot On

Dr. Bernhard drives the Mercedes-Benz Actros from the service station onto the motorway towards Karlsruhe. As soon as the truck has entered the flowing traffic in the right-hand lane, it's "Highway Pilot On" and the system now offers to take over vehicle operation. The driver can confirm at the press of a button. The Actros meticulously keeps to its lane and maintains the optimum distance to the vehicle in front of it. Should the distance become too small or if a vehicle cuts in front of it, the truck brakes. Both vehicle occupants are sitting comfortably in the functional and modern cab and are chatting in a relaxed fashion.



Baden-Württemberg's Prime Minister Winfried Kretschmann, (left) Dr Wolfgang Bernhard, Board Member of Daimler AG responsible for Trucks and Buses (right)

At the airport/trade fair exit the system again asks Dr. Bernhard to take control and the truck reverts from automated driving mode to manual control – "Highway Pilot Off". He steers the Actros off the motorway and then drives directly back onto the A8 again, this time in the opposite direction. The scenario is exactly the same: the Actros steers and brakes independently in the flowing motorway traffic.

If it approaches an obstacle, such as roadworks, the system asks the driver to take over the vehicle. Once the roadworks are behind the truck, the Highway Pilot can again take control

of the vehicle. The system safely assists the occupants up to the Wendlingen exit. Here Dr Bernhard again takes over the driving and steers the truck off the motorway.

### A Safer Driver than any Human

The Mercedes-Benz Actros is fitted with the 12.8 l engine, OM 471 and all the proven assistance and safety systems, such as Mercedes PowerShift 3, Predictive Powertrain Control (PPC), Active Brake Assist 3, proximity control, drowsiness detection and a Fleetboard vehicle computer. These systems are linked with the sensors of the Highway Pilot – radar and stereo camera. So all the technology of the Actros with Highway Pilot is in the vehicle, and the truck does not need the Internet for its automated driving function.

The system is ideal for the motorway: it maintains the correct distance to the vehicle in front and brakes in good time if another vehicle cuts out onto the road in front of it. The Highway Pilot does not replace the driver, but supports and relieves the strain on them by dealing with monotonous stretches for them and taking care of annoying stop-and-go driving in a traffic jam. In automated mode the driver has control over the truck at all times and in tricky situations can take over driving of the vehicle again.

The redundancy in the sensor system and fail-safe components such as the steering and brakes ensure an extremely high safety standard. If the minimum prerequisites for the system are not present due to bad weather or missing road markings, the Highway Pilot issues acoustic and visual impulses to ask the driver to take over. The driver has sufficient time to take over the task of driving. If there is no reaction from the driver, the truck brings itself to a standstill independently and safely.

Daimler Trucks is focusing on constantly developing mobility solutions for the future and readily assumes the leadership role for automated driving in the truck, Dr. Bernhard emphasises: "Our claim is 'Shaping Future Transportation'. And with today's premiere we are once again impressively backing up this claim. We are shaping the future of transportation with the first autonomously driving production truck." **T**





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# Scania crowns champion at Driver Competition

*Seeing a huge increase in participation, the Scania Driver Competition has a new champion following a gruelling final at the Sepang International Circuit.*

A total of 16 finalists from both bus and truck category competed in the toughest practical finals yet which saw Saiful Nizam Abd Aziz representing Bank Simpanan Nasional Malaysia and Abdul Aziz Amir representing Shaziman Transport Sdn Bhd, Malaysia, being crowned Scania Driver Competitions 2014/2015 Malaysia-Singapore (SDC) Champions.

that wanted to give it a try. One of these sessions was held during MIBTC 2015 in May at the Mines and over the period of three days over 400 participants stepped up to the challenge. Daily winners were announced at the Scania booth inside the main exhibition hall in front of cheering audiences. "It is very encouraging to see how many people are actually eager to try the parcour. Naturally, this is also a way for us to showcase our product and maybe win over some drivers to vote for Scania" Ian Tan, Marketing and Communications Manager, Scania Southeast Asia said during the proceedings.



**Public events**

Leading up to the finals, Scania also hosted public events where drivers and non-drivers could try their skills. These were modelled after the actual competition, but open to anyone



Another such public event was held in conjunction with the Gala Dinner of the Association of Malaysian Hauliers in August at the Setia Convention Center. This special edition was won by Mr. Vissnu s/o Rengasamy, Managing Director of L&R Haulage Sdn. Bhd – Champion, Mr. Said Harun, Port Klang Branch Manager of Kontena Nasional Bhd – 1st runner-up and the only female participant Ms. K. Maria, Assistant Manager of LTS Logistics Sdn Bhd – 2nd runner-up.



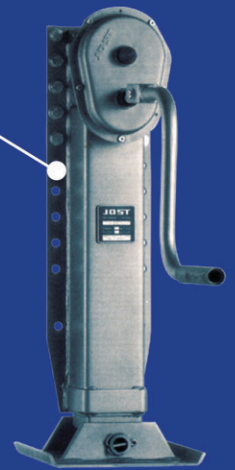
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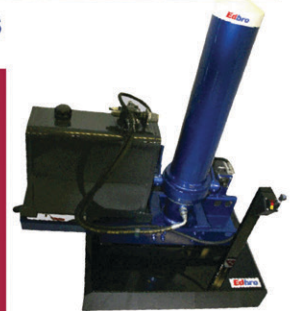


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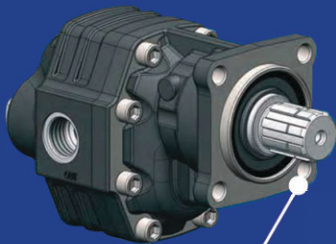


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### Higher purpose

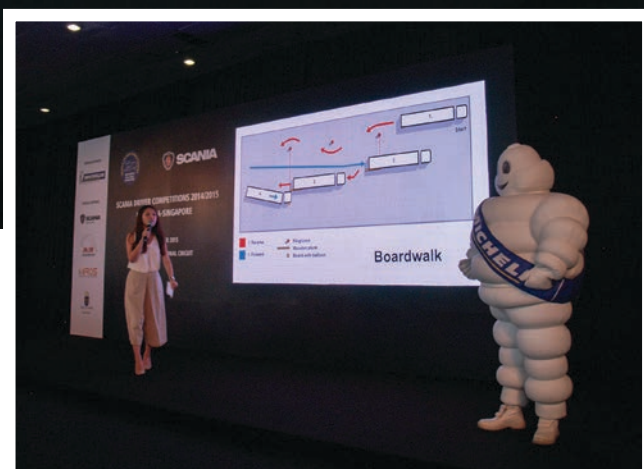
"The purpose of the competition is to recognise as well as elevate the skills of the drivers in the aspects of safety, fuel economy and environmentally-friendly driving," said Marie Sjödin Enström, Managing Director of Scania Southeast Asia, Scania Malaysia and Scania Singapore. "After all, the driver is the single most important asset for all transport operators." The bus and truck champions each took home RM10,000 in cash, a championship trophy and an achievement certificate. Their companies were also awarded with RM5,000 worth of Scania service vouchers. To win it, they had to go through challenges that consisted of fuel economy driving test, defensive driving test, "Knock-the-Cone-and-Head" precision test and "Boardwalk" obstacle test.

### Industry Support

Returning once again as the Main Sponsor was Michelin Malaysia, which noted the growing awareness, popularity and effectiveness of the SDC among the commercial vehicle driving fraternity in Malaysia and Singapore.

"The Scania Driver Competitions 2014/2015 is a prestigious platform for Michelin to demonstrate the capabilities of our tyres in terms of safety, comfort and longevity on top of fuel efficiency which contribute to energy-efficient transportation and reduce carbon emissions," said the Managing Director of Michelin Malaysia, Chandan Thakur.

The finalists were shortlisted from a total of 1,005 participants during the initial theory submission stage. Coming from Malaysia and Singapore – an almost 50% increase in participation from the previous year – the participants had to go through subjective and objective questions covering their knowledge on local



transportation laws and regulations, fuel-efficient and safe-driving techniques, occupational hazards and health practices, and reactions to emergency procedures. The shortlisted finalists were:

### Truck Category

- 1) Kamarul Anuar Ropiae – MISC Bhd, Malaysia
- 2) M.Govintha Raj – Trinity Transport Sdn Bhd, Malaysia
- 3) Ahmad Othman – Syarikat Logistik Petikemas Sdn Bhd, Malaysia
- 4) Abdul Aziz Amir – Shaziman Transport Sdn Bhd, Malaysia
- 5) Putera B Jaya – B.S.S.K Transport & Services Sdn Bhd, Malaysia
- 6) Lim Leet Heng – Toll Logistics, Singapore
- 7) Yap Foo Yong – Toll Logistics, Singapore
- 8) Amairrudin Ali – Leighton Asia, Singapore

Since the inception in 2003, Scania Driver Competitions continued to grow in stature around the world with over 50 countries and over 200,000 drivers participating today.

"The Scania Driver Competition celebrates its 10th anniversary this year and Scania Malaysia and Scania Singapore are very pleased that we have successfully collaborated for the fourth time with JKJR, MIROS and the Embassy of Sweden to promote safety for all road users," said Marie Sjödin Enström.





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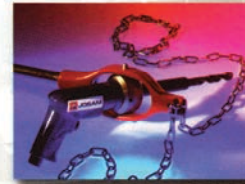
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# MAN celebrates 100 years



*One of the leading truck manufacturers turns 100 this year and Asian Trucker joined for the celebrations. As much as this event is a reflection of the past, it is also a view into the future.*

## Celebrating at the Busworld

Hartmut Mueller, Managing Director of MAN Truck & Bus Malaysia Sdn. Bhd. took us on a tour of the MAN stand at the recently held Busworld in Belgium. He said "Firstly, Busworld



Kortrijk is the most important exhibition for the bus industry. World-wide. Here you can see anything and everything that relates to the bus industry. All suppliers and bus makers are here. If you don't find something that belongs to a bus here, then it does not exist". It is here where MAN celebrates its centenary with customers and global partners.

According to him, the vehicles, technology and products on display are the future for the bus business in Asia too. Naturally, many of the innovations can be applied for trucks as well as buses. This is especially true for safety features and technology to clean exhausts as they are highly developed in Europe. "And Asia will follow these standards sooner or later. This is an outlook to the future," he added.

MAN's man in Malaysia pledged to improve the service network and there are now two recently opened sites, one in Johor Baru and another in Prai. "These are located directly along the highways to Thailand and Singapore as there is a lot of traffic. Through them we provide better services in the case of a breakdown too," Mueller said. Recently, the German

brand also extended their network in the East coast region, collaborating with local firm Minufa. Here Minufa will take care of regular maintenance. To be able to respond to breakdowns faster, three new service trucks, complete with workshop repair equipment in the back, are now active and can be deployed in an instant. The on-board equipment even allows for larger repairs to be carried out outside the fixed locations. Mueller is happy to report that the company has closed a lot of gaps in the Malaysian service network previously found.

The question in the industry is if the company name is MAN or M-A-N. We will get to this too, but first we shed some light on the past of this German marquee that has produced many iconic trucks that helped shaping economies.

### 100 years of MAN trucks and buses

Roads without a silver lion on the radiator grille? Hard to imagine today. But in 1914, trucks and buses did not yet play a part in the MAN range. A state of affairs that General Director Anton von Rieppel wanted to change. "M.A.N. must be put on wheels," was his strategy. No sooner said than done. In the summer of 2015, MAN Truck & Bus was celebrating 100 years of commercial vehicle engineering.

If one were to look closer at the history of this company, it can actually trace back its origins back to the foundation in iron and steel works. St Antony Oberhausen some 250 years ago.

One key innovation that shaped the industry was the invention of the Diesel engine. Mr. Rudolf Diesel was the best student of 1880 at the Munich based university for technology. He was severely injured when his first engine prototype exploded. After several months of recovery from injuries that almost killed him he went back to the drawing board and designed his second engine. Again, it failed him. It wasn't before the third approach that his concept caught on in 1897.

The name MAN Truck & Bus AG did not however exist at the time the company was founded. "Lastwagen Werke M.A.N.-Saurer GmbH" (M.A.N.-Saurer Truck Works) – LWW for short – was the entry made in the City of Nuremberg companies register on 21 June 1915. At that time, the company Saurer was the leading truck manufacturer in Switzerland – and new partner to the Maschinenfabrik Augsburg-Nürnberg (M.A.N.). At the time M.A.N. General Director von Rieppel was planning to set up the company's own truck and bus production plant in 1914, the First World War had just broken out. So there was no time for M.A.N. to develop its own vehicles and instead, it found a partner with the necessary know-how in the form of Saurer.

It was Anton von Rieppel himself who approached Adolph Saurer in a letter written in December 1914. This gave rise to negotiations between the two companies. Mr. von Rieppel had originally planned to acquire a license from Saurer to build his own trucks. But Adolph Saurer wanted to enter into a cooperation that would guarantee his participation in the company. After





several months of negotiations, the industrialists finally reached agreement – and this joint venture laid the foundation for truck and bus production at MAN.

From then on, things moved very quickly. By July 1915, LWW was already producing its first trucks at a plant in Lindau. This plant took over the joint venture from Saurer. Only four months later, production activities were relocated step by step to Nuremberg. Not only was the entire plant and all the machinery moved, but Lastwagen Werke also took over all the forty Lindau employees. When MAN produced their first truck in 1915, it was actually a petrol (Otto) engine that powered the vehicle. Although Diesel engines finally worked, they were huge and could not fit into trucks. It was only in 1924 that the miniaturization of the Diesel engine progressed enough to allow fitting them into trucks. Today, MAN offers Diesel, Gas and Hybrid engines.

In 1955 the MAN plant in Munich opens. The grounds of the production facilities have a long history too as the place used to be owned by BMW in 1930s. It was here where the car maker used to produce airplane engines. The facilities were sold to MAN and the truck maker's facilities now occupy the space of 140 football fields or one million square meters. Some 9000 staff work in Munich. In 1971 MAN took over the Buessing company, gaining access to some 90 patents held by the

founder Mr. Buessing. This was said to be a match made in heaven as Buessing himself was an prolific inventor that could add value to the company. The year 1990 saw the takeover of Steyer Nutzfahrzeuge and Neoplan was acquired in 2001 to add a luxury bus line to the product portfolio. Both are still sold under their original brand names.

### Omnibuses for transporting parcels

As well as trucks, LWW also produced omnibuses, mainly for the "Reichspost" and city transport companies. Especially the country buses built by LWW were a common sight on the roads at that time. The "Reichspost" used them to transport not only passengers, but also letters and parcels. Just like the trucks, these first buses were also 2 to 3.5 ton cardan vehicles – all fitted with a four-cylinder spark ignition engine, engine brakes, carbide lighting, petrol lamps, bulb horns, wooden wheels and a set of solid rubber tyres.

M.A.N. and Saurer worked closely together until 1918, then Saurer and his company pulled out of the joint venture. And from 14 November 1918 onwards, this was also reflected in its name - the company then became officially known as "M.A.N. Lastwagen Werke" (M.A.N. Truck Works). From then on, the Nuremberg site paved its own way in the development and production of trucks. Successfully. Until today.

With the TGX D38, the latest flagship of the truck fleet, MAN sets new standards in efficiency and performance. The MAN engineers also have a keen eye on the future of mobility. They are working hard to make the vehicles even more customer-friendly and economically. And customers appreciate this: Numerous fleet operators, breweries and local authorities have been relying on commercial vehicles made by MAN for decades.

### MAN now

Today the company produces 25 axle types in over 130 variations, engines (Diesel and Gas) and transfer cases. At the IAA 2014 MAN took to the stage in presenting their new flagship models. Currently MAN holds 25% shares in the Chinese truck maker Sinotruk. The year 2015 marks the 60 years anniversary of the Munich plant as well as 100 years bus and trucks. Some 30 000 people showed for the birthday party held earlier this year.

For 2016, MAN plans to sell some 46 700 vehicles and 60 000 cabs to be mounted in other production facilities.

### Significant difference

As customers are looking for efficiency and better economy as trucks drive long distances, maintenance and fuel efficiency are items that allow for cost savings. This is where customers are looking for European brands. MAN is a leader in efficiency and lower cost of ownership is what the company is aiming to achieve. When asked about Asian products, Mueller replied that there is "A change of mind of customers when it comes to Chinese products. Many are coming back to European vehicles as they are more reliable." These thoughts are reflected in MAN's approach to Total Cost of Ownership (As shown on the MIBTC 2015 booth earlier this year). Truck operators clock 100 000s of kilometres on each vehicle and saving a few cents per kilometre will result in tremendous savings in the long run.

Customers can expect MAN to be adding more and more safety features, such as automatic braking systems. These will be added step by step. As these cannot be simply imposed on the customers, MAN Malaysia is currently discussing with interested



operators which features are to be added. At the present moment, customers have to specifically order additional safety features.

"Governments should provide more help when operators are upgrading their safety features to electronic safety features. This saves lives and is a good way to promote road safety" is his pledge to the ruling parties across Asia. Safety features are going to be the main focus of many truck manufacturers. The industry is now looking at electronic tools to improve safety as axles and bodies have been optimised to a high degree.

### But first: Safety

No matter how important fuel efficiency and overall operational cost reductions might be, human lives are still the most important aspect. Modern truck chassis are developed according to stringent safety norms plus a lot of active and passive safety systems such as lane guard or braking assistance. MAN offers a number of safety features, but also systems that may not be as obvious in helping to improve safety.

### Overseas perspective

MAN representatives observed that the trucking industry is becoming more and more international. Mueller stated that there are strategic pillars for the company in Asia. The distributor in Thailand and own company in Malaysia, with both countries as focus markets are testament to this. This year also marks another significant step for MAN in Asia as the CKD operation in Thailand commenced business in 2015, with a strong focus on coach business. As each market is different, the operations are as individual as the countries MAN operates in.

"We will continue to invest in Asian countries. We are enthusiastic!" said Mueller, pointing out that next year the 800th bus will be delivered in Singapore within the short span of only four years.

### Secret revealed

Revealing the final secret, MAN actually stands for Maschinenfabrik Augsburg-Nuernberg AG, a name that was created in 1908 as the result of the merger of various companies involved in machine manufacturing. This was also the time when the now well known name MAN emerged, originating at the time with the three dots M.A.N. To get it right, one should state each letter when referring to the brand. **MAN**



# Insure it right with TGC Asia

*Even if we never need them, insurances play a crucial part in business and our industry is no different, where having a policy in place is the prerequisite to putting your vehicle to the task.*

Typically, people have a good understanding about insurances for life and health, but for this issue, Mr. Alan Lim, the Managing Director of TGC Asia Sdn. Bhd., was pleased to share with us about the importance of insurance in the logistics field and better understanding in it.

## Background

TGC Asia was founded by Alan Lim and mentors, Thomas Gutruf and Juergen Bochanski from the Aktiv Group, Germany in 2005 with a vision and true entrepreneurial spirit to build a geographical hub for insurance risks placement and risks management in the Asia Pacific region.

The Aktiv Group is a global leader in insurance brokerage, insurance agency and risk management. Headquartered in Munich, Germany, the Aktiv Group has many strategically placed offices in Europe, USA, North and South America.

"For the jump start of the business, we only focused on the local market. As the demand continues to grow, we manage to expand our insurance business involving the logistics players in Asian countries such as Indonesia, Vietnam, Dubai, Lebanon and Singapore," said Lim.



Alan Lim, Managing Director of TGC Asia.



"We quickly realised the demand for insurance in the logistics and transport industry. All manufacturing companies need logistics and shipping activities for the distribution of their products. Goods need to be moved from one point to another and another and another." Another important point Lim mentioned was that "There are so many layers in the process. For example, if you are a freight forwarder, you may need the Errors and Omissions (E&O) policy, to protect you for the professional liabilities when dealing with your customers".

"In addition to that, Warehouse Legal Liability Insurance might need to step in to provide protection to the goods during storage and warehouse operations".

"The breadth and complexities of the transport and logistics industry makes finding the right insurance coverage very challenging. There is no "one-size-fits-all" package. Every situation is different so it is important to navigate through many insurance policies for a balance of risk management and insurance solutions".

Lim explains that the types of coverage is very similar depending on the the type of cover preferred i.e. a) third party b) third party fire & theft or c) comprehensive. Commercial vehicle premium tariffs are calculated based on type of cover and vehicle type permits. The other important point is compliance with Axle Load Policy determined by the authority JPJ.

"The numbers for truckers are growing every day. Be it hauling garment across the country or just perishables around town, your trucks are your lifeline".




The main insurances that are usually required by the customers are liability insurance and asset insurance. Liability insurance is a part of the general insurance system of risk financing to protect the insured from the risk of liabilities imposed by lawsuits and similar claims. Liability insurance policies cover both legal costs and any legal pay-outs for which the insured would be responsible if found legally liable. Intentional damage and contractual liabilities are typically not covered in these types of policies. The asset insurance is used in case the companies have warehouses, depots or moving vehicles.

Lim states “Our view is whether you have flatbed trucks, refrigerated vans or prime movers, they are vital to the transportation business and smart business owners know that they need the right commercial vehicle insurance”.

“To me the idea of competition is to be at the top in your service where you genuinely care about your customers. If you are keen to know about their insurance requirements and provide professional advice about the requirement, it is definitely enough to build the trust and maintain it with your customers,” he added.



*Insurance needs arise throughout the entire transport system and need to be tailored accordingly.*

Apart from that, insurance claims will involve many parties. Therefore, they have to make sure the claim process runs smoothly and efficiently. TGC Asia has five operating offices in Solaris Dutamas, Melaka, Port Klang, Kelana Jaya, and Johor to cater to the needs of customers. 



*Fragility, among other factors, determines insurance needs.*

Celebration of The **25,000<sup>th</sup>** Locally Produced Truck  
 21<sup>st</sup> October 2015

# Mercedes-Benz Malaysia Celebrates Production of 25,000th Commercial Vehicle

*With some RM 28 million invested in Mercedes-Benz commercial vehicle production line since 2004 it is no wonder that the factory puts out high quality products. Visiting the plant, Mercedes pulls aside the curtain to let the media have a look inside their Malaysian crown jewel.*

The convoy gathered at the Cycle and Carriage Mercedes-Benz service center near Batu Caves on 21 October 2015 for the trip to Pekan, Pahang. The occasion was the production of its 25,000 Mercedes-Benz Commercial Vehicle and Mercedes-Benz had organized the visit to their production plant in order to celebrate this event.

The event went hand in hand with another aim: "To us, it is important to demonstrate or give more exposure on how

Mercedes-Benz Commercial Vehicle and our production facilities have continued to be a hallmark of premium quality. As a first-class product, Mercedes-Benz trucks represent reliability and cost-efficiency that comes with a service quality of comprehensive expertise," said Mr. Albert Yee, Mercedes-Benz Malaysia Commercial Vehicles Vice-President.

During the visit in the reproduction plant, the media were guided by Mr. Ingbert Grombach, Mercedes-Benz Malaysia Vice President of the Production Plant. He explained that the trucks are not fully produced from scratch in the Pekan plant. The name "reproduction plant" stems from the process of marrying the frame and the powertrain. Some of the truck parts, for example the engines, are coming pre-assembled from their plant in Germany.

Looking at the set-up of the facilities, it becomes obvious that the trucks from Mercedes-Benz produced in Malaysia are of the same quality as in the ones that are being manufactured in Germany. The Pekan plant has exactly the same standard rules and procedures and the assembly process as well as the same high testing and inspection requirements as set by the HQ in Germany. The slight difference here is that the trucks produced in Pekan will be moved from one station to another station which allows for more time in every station while in the main plant in Germany, the trucks will be assembled along a continuously moving assembly line.



Albert Yee, Mercedes-Benz Malaysia Commercial Vehicles Vice-President signing a plaque to celebrate truck number 25 000 leaving the factory






*Old friend - Sidhu Brothers' 911*

In the Pekan plant it takes six days to produce one complete truck as they are also being painted here. The plant is operating five days a week and eight hours per day. As one of nine Daimler CKD commercial vehicle production facilities worldwide, Mercedes-Benz Malaysia's Pekan production plant continues the 100-year legacy that comes with a Mercedes-Benz commercial vehicle. The total size of the plant is 339,000sqm and it sits on 895,000sqm size of land. Spread across 19,000 sqm, the commercial vehicle production line is operated by 176 employees, and has a current capacity of 4,000 units a year.

The production process for commercial vehicles is split into five stations in this plant. Work begins with the Frame Assembly. This is where the production of the Actros begins. Over 200 rivets are fitted to the solid steel frame to create a chassis that is built to withstand extremely heavy duty operations. From here, the frame moves on to the Cab Painting station. Observing the highest quality of paintwork, this is where the new owners can be assured that the cabs in which the driver sits possess absolute Mercedes-Benz quality. The next station is the Assembly Line where the interior, chassis and safety features come together. Here over 1850 parts are installed by the skillfully trained production plant workers. To ensure the utmost quality, commercial vehicles are sent to the Testing Station. Each truck produced here is required to pass seven quality gates. Finally, for completion, it reaches Inspection and Buyoff. As a customer-oriented solution provider, Mercedes-Benz Malaysia continues to develop its product portfolio and after-sales services in tandem with the demand for commercial vehicles. Its current best-selling model, is the 6x2 configuration, Mercedes-Benz MP3 Actros 2640LS.

The 25 000nd truck leaving the Pekan plant on the day of our visit was a Mercedes-Benz Actros model 2644LS in the standard configuration as 6 x 2. The proud new owner is Landbridge Haulage (M) Sdn. Bhd. Also on display was the "truck that built Malaysia", the Mercedes-Benz 911. There are still many 911s in operation, which is a testament to the ruggedness and reliability of the vehicles. This particular vehicle was on loan from Sidhu Brothers, the Rawang based palm oil transporter. 

### Quick Facts about Mercedes-Benz Malaysia

- Mercedes-Benz is a brand with over 125 years of history that focuses on delivering the ultimate vehicle along with superb quality services. Its long and rich heritage in Malaysia dates back to the beginning of the 20th century.
- Mercedes-Benz Malaysia Sdn Bhd (MBM) was established on 1 January 2003.
- MBM's portfolio covers the production and wholesale distribution of passenger and commercial vehicles.
- In addition to Mercedes-Benz vehicles, in 2005 MBM took Mitsubishi FUSO under its wing and now manages the assembly, distribution and spare parts and servicing of these vehicles.
- MBM has in and around Malaysia:
  - 57 authorised dealers for Mercedes-Benz and Mitsubishi FUSO brands
  - 79 outlets that provides sales and after sales services
- In 2004, MBM invested in a plant located within the Kawasan Perindustrian Peramu Jaya, Jaya, Pekan, Pahang. Since then approximately RM28 million has been invested in the plant.



*A marriage made in Pekan - Frame and engine come together*



*The 911 from Sidhu Brothers featured in Asian Trucker - Some 22 issues later we met again*

ASIAN TRUCKER DRIVERS CLUB

# UPDATE



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RUNNER-UP



SECOND RUNNER-UP



Some nine teams of truckers from the Asian Trucker Drivers Club gathered on Saturday 7th November in Shah Alam for the first ever bowling tournament of the club. The spirits were high as the teams gathered to shoot out the champion, hoping to take home the trophies and hampers.

The competition saw three games in a knock-out format. The best six teams of the first game advanced while the best 3 competed in the final round for the grand prize.

With only a few points difference between them, the winners emerged after a tight race for the Strikes!

- 1) Team TNT
- 2) Team "Cool Rollers" from Kit Loong
- 3) Team "Tow Truckers"

We are looking forward to a re-match next year and hope even more teams will join.

## Perkara yang anda perlu tahu tentang pengurusan dan keselamatan tayar

Dianjurkan oleh:



RUBBER

### Bengkel Goodway Rubber Industries Sdn. Bhd. untuk ahli-ahli Kelab Pemandu Trak Asian Trucker.

Jangan ketinggalan untuk menyertai bengkel pengurusan lengkap dan keselamatan tayar. Bengkel ini dianjurkan khas untuk ahli-ahli Kelab Pemandu Trak Asian Trucker sebagai sebahagian dari program latihan yang dijadualkan sebagai aktiviti kelab. Tiada yuran penyertaan yang akan dikenakan. Penyertaan adalah terhad kepada yang terawal sahaja. Jika anda masih belum menjadi ahli, anda boleh mendaftar di sini: <http://www.asiantruckerclub.com.my/join.html>

Anda juga boleh menghubungi kami untuk salinan borang untuk menjadi ahli.

Tarikh : 23rd Januari 2016, 08:30 - 14:00  
 Tempat : Goodway Rubber Industries Sdn. Bhd., Lot Pt 1654 & Pt 1657, Nilai Industrial Estate, Negeri Sembilan, Kawasan Perindustrian Nilai, 71800 Nilai, Negeri Sembilan, Malaysia

Untuk mendaftar sila emelkan ke: [info@asiantruckerclub.com.my](mailto:info@asiantruckerclub.com.my) atau melalui akaun social media, Facebook.



## You join and you gain! – Workshop Program



*Training sessions, such as the Tyre Management and Safety Workshop serve as a platform that gives you several ways to improve yourself as a trucker, as a group of our club members could experience recently.*

Learning has no limits and we have members of the club that have not yet attended every workshop that we have organized. This time around, Asian Trucker Driver Club collaborated with Goodway Integrated Industries Berhad (GIB) in organizing a tyre management and safety workshop. Some may say that they have been driving for many years and would know about these issues, but obviously, things change over time. What you may have learned some twenty years ago may no longer be relevant or has become outdated. Many a times we also hear that people have forgotten about certain aspects and a workshop like this will refresh knowledge acquired long ago.

The workshop was held at the GIB tyre retreading plant in Nilai, Saturday 3 Oct 2015. Truckers started to show up 30 minutes before the workshop started. This is proof enough for the enthusiasm of the truckers in learning and wanting to gain more knowledge.



The half day program started with a theory session explaining in detail about the process and technology of retreading tyres by the GILB team. Even we have done a similar workshop before, we believe that the truckers will always gain something new from a different company. After the theory session, our club members have been divided into two groups and proceeded to the factory tour. They went for a tour through the compounding facility and the Big Wheel factory, where the actual retreading is taking place.

Following the factories tour, we then continued with a question and answer session. This is the most crucial session in any workshop program. That was where interaction took place between all parties showed interest in what everyone is doing, connecting people, opinion sharing, problem solving, additional information exchange and of course, feedback.

"I attended the workshop before and here I am today, again, attending another workshop by Asian Trucker Driver Club. Simply because I want to get more exposure as a truck driver and this is a great platform. Besides gaining knowledge, I make new friends and gather with other truckers. Apart from that, to get a chance to do tour this factory was very interesting as we were able to know certain processes starting from their start", said Mr. Nur Rizat.

"Even as truckers, of course it's the company who provides the tyres for us, but what we need to know is how to take care of them. New tyres as well as retreads ones. I am more keen to know the differences between the original tyre with the retreads and how convincing it is to be used. The workshop today has answered my question," said Mr. Fadzli. 🚛



# Tidak semua pemandu trak itu kasar.

*Beliau gemar meluangkan masa lapang dengan menulis, bergiat aktif di dalam kerja-kerja amal dan melakukan aktiviti bersama keluarga.*

Pada isu kali ini, kami telah menemubual Nor Azli b Ahmad, 42, status berkahwin dan mempunyai empat orang anak. Gambaran yang diberikan oleh Encik Azli tidaklah rumit berkenaan dirinya, beliau sukakan sesuatu yang sedarhana dan minuman wajib dipagi hari adalah Nescafe 'O' panas.

Encik Azli kini adalah pemandu trak "sideloader", jenama DAF VH 323. Hampir 17 tahun, beliau mengabadikan diri di dalam industri yang melibatkan trak. Jika difikirkan, bagaimanakah seseorang itu mampu berada disatu industri selama bertahun-tahun? Jawapan yang diberikan oleh Encik Azli mudah sahaja, semuanya kerana adanya minat dan kesungguhan dalam membuat sesuatu pekerjaan. Sebelum beliau memulakan kerjayanya sebagai seorang pemandu trak, beliau tidak mempunyai apa-apa pengetahuan atau latar belakang yang berkaitan dengan dunia trak. Jadi bagaimana minat tersebut boleh berada di dalam diri beliau?

Selepas menamatkan persekolahan, beliau menyambung pengajiannya di sebuah kolej dan mengambil khusus teknikal. Selesai pengajian, beliau mencari pengalaman di sebuah bengkel kereta selama tiga tahun. Bekerja di bengkel telah banyak mengajar beliau tentang aspek-aspek penting mengenai kereta, motor dan sudah tentu tentang trak.

Beliau memulakan tugas memandu trak yang pertama dengan syarikat kargo. Beliau telah memandu trak kargo dan sebuah trak kontena bagi menimba lebih banyak pengalaman sebelum menukar



kepada trak "sideloader". Anda mungkin tertanya-tanya, apakah perbezaan di antara mereka yang memandu trak-trak lain dengan trak "sideloader"? Trak "sideloader" biasanya digunakan di dalam gudang di pelabuhan, dan untuk bekerja di ruangan yang sempit.

## Minat

Para pemandu trak juga manusia biasa seperti kita semua, yang mempunyai minat yang lain selain dari memandu trak. Bagi Encik Azli, beliau suka melibatkan diri dalam aktiviti-aktiviti amal. Salah satunya adalah seperti membuat pengumpulan dana. Beliau akan mengumpulkan dana ihsan daripada beberapa persatuan trak dan dana yang diperolehi akan diberikan kepada keluarga mangsa kemalangan. "Saya melibatkan diri dalam kerja-kerja amal bukan hanya untuk mengisi masa lapang saya, tetapi kadang-kadang mangsa adalah seseorang yang saya kenali, oleh itu, ini adalah yang termampu yang boleh saya dan sahabat-sahabat lain lakukan untuk membantu keluarga-keluarga ini," kata Azli.

Pengalaman manis yang tidak dapat dilupakan apabila beliau diberi peluang untuk memandu trak baru. Mengikut kata Encik Azli, tidak semua pemandu trak boleh mendapat peluang sebegini, biasanya hanya mereka yang berpengalaman dan diberikan kepercayaan penuh oleh majikan sahaja.

Kami juga bercakap tentang kadar kemalangan bagi tahun ini yang melibatkan kenderaan perdagangan. Ini adalah apa yang Mr Azli kongsi "Sama ada tiada pihak yang patut dipersalahkan atau semua pihak patut dipersalahkan. Kenapa saya berkata demikian? Kerana kita tidak boleh membuat kesimpulan mudah bahawa pemandu trak adalah pemandu yang tidak berhemah, kita juga sering melihat pemandu kereta yang yang memandu secara merbahaya. Oleh itu, kesimpulannya adalah, setiap pihak perlu memainkan peranan masing-masing, mendidik diri sendiri dan mempunyai kesedaran diri tentang keselamatan. "Jalan raya bukan trek perlumbaan atau untuk menunjukkan kemahiran," akhir beliau. **F**



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# Synchronizer gears for trucks

Guaranteed quality has made the brand DT Spare Parts the leading brand in the international independent Aftermarket for commercial vehicles. The complete range includes all required spare parts for trucks, trailers and buses, including all standard synchronizer gears. Synchronizer gears form the transition between gearwheel and shift collar. Through friction, they bring both wheels of the required gear to the same rotational speed, so that this can be engaged without declutching.

During the gear shifting, the shift collar is pushed to the gearwheel. In the process, the locking piece pushes the synchronizer ring onto the conical part of the gearwheel.

Through the friction of the synchronizer ring, the gearwheel is accelerated or decelerated. The synchronizer ring is supported over the lugs on the shifting body. Due to the play in the lugs on the shifting body, the synchronizer ring is repositioned by about a half a tooth width and thus blocks the shift collar's way into the gap in the teeth of the gearwheel. Once the synchronization is established, there is no longer radial force acting on the synchronizer ring.

Due to the chamfering on the end faces of the shift collar and synchronizing ring, the synchronizer ring is turned back. The tooth spaces become free and the shift collar can be slid over the teeth. The gear is engaged. Quiet synchronization is guaranteed by precisely coordinated gear teeth. The synchronizer rings are forged. This production method ensures a more consistent tooth form with high strength.

The friction surfaces of the synchronizer rings are coated with Molybdenum. This protective layer is characterized by excellent frictional properties and guarantees minimum wear during the synchronization.

## Drive belts for trucks from DT Spare Parts

Guaranteed quality has made the brand DT Spare Parts the leading brand in the international Independent Aftermarket for commercial vehicles. The complete range includes all required spare parts for trucks, trailers and buses, including all standard drive belts.

The extensive DT range includes more than 500 different drive belts and, in addition, matching components, such as belt tensioners, tensioner pulleys and (belt) pulleys.

Due to compliance with high tolerance accuracy and regular monitoring during production, DT V-belts with AVX profile can be used in sets.

Because of their precise profile, narrow structure and extreme flexibility and elasticity, DT V-belts with PK profile fit perfectly to the ever closer adjacent auxiliary units of modern engines.

In addition to the AVX V-belt sets, the DT brand also offers power belts which are made specifically for long transmission distances and where, due to the aggregate arrangement in the vehicle, strong vibration may occur.



DT Spare Parts power belts are firmly connected drive belts and banded by a cover plate, so that the belts remain tear-proof, even in extreme performance situations.

Drive belts of the brand DT Spare Parts are characterised by high power transmission, low vibration and quiet operation. This result is achieved by regular monitoring of the accuracy of the profile during production and a tight length tolerance of max.  $\pm 5$  mm.

A long service life of DT Spare Parts drive belts is guaranteed by the use of high-quality oil and temperature resistant materials, which prevent the belt from tearing and becoming porous, even at extreme temperatures of  $-40^{\circ}\text{C}$  to  $+120^{\circ}\text{C}$ .

## UD Trucks has introduced the full Quester range in the market, which offers increased flexibility to meet the needs of businesses across various industries

Japanese truck maker UD Trucks, which is wholly owned by Volvo Group, has introduced the full line of its Quester heavy-duty truck range. Today, customers can enjoy incomparable freedom with Quester's variety of customisation choices to suit their business needs. To commemorate the release of all models in the range, some 780 customers from countries spanning Thailand, Myanmar, Laos, Cambodia, Vietnam and the Philippines were invited to an exclusive test drive event. This was held from 22 to 26 September at the Kaeng Krachan Circuit, just off the Thai City of Hua Hin.

First introduced in 2013, Quester embodies the firm's vision "to make the trucks that the world needs today". Developed with a customer-centric approach, and complemented with UD's 80-year Japanese engineering heritage and Volvo Group's global resources,

Quester is a modern heavy-duty truck built to address the demands of the growth markets in Asia and beyond.

The full range offers an additional 15 configurations, making it a truly versatile choice for businesses. This includes a new 8-litre engine in addition to the current 11-litre engine, both with high torque capabilities and running at low RPM to optimise fuel consumption. Horsepower options ranging from 220 to 420, as well as a selection of either a 9-speed or 12-speed gearbox, are also available. Furthermore, Quester's wide variety of axle configurations comprises the 4x2, 6x2 and 8x4 in addition to the current 6x4 for both tractor and rigid.





# Mercedes-Benz Malaysia introduces three new Fuso Trucks to the Malaysian Market

**M**ercedes-Benz Malaysia, the authorised distributor of Mitsubishi FUSO, has launched three new models, the FM65FN, FM65FJ and the FN62FM, further enhancing the Mitsubishi FUSO product portfolio in Malaysia.

Speaking on the reception of the FM and FN series, Mercedes-Benz Malaysia Commercial Vehicle Vice President, Albert Yee, said, "The truck series has time and time again proved to be a popular contender in the Malaysian market. Since 2012, we have sold more than 2,500 units on an annual basis, and we are confident that with these three new additions, it will further enhance our presence in the Malaysia market. The upgraded chassis provides especially good function in the construction, logistics and quarry industries. The FN series, in particular, has provided versatility for off-road applications."

Succeeding its predecessors launched between 2009 and 2010, the upgraded variants - FM65FJ, FM65FN and FN62FM - feature a complete new engine and chassis. The FM65FJ is a six inline engine generating a total of 686 Newton metres of torque with a maximum output of 240ps@260rpm. With its taper leaf spring suspension, this vehicle is ideal for construction and heavy-duty use.

The FM65FN, like its counterpart, the FM65FJ, also boasts a powerful six inline engine generating 785 Newton metres



(left to right) Mercedes-Benz Malaysia Commercial Vehicles Vice-President, Albert Yee; and Daimler AG, Head of Commercial, K. Wolff, at the launch of the three latest Mitsubishi FUSO trucks

of torque, producing a maximum output of 270ps@260rpm. With its engine specifications and aerodynamic design, the FM65FN offers a smoother ride and is ideal for the logistics sector and transport of heavy weights, in particular long haul drives. FUSO's medium-duty FN62FM stands out for its nine-speed transmission with a high-low range change. The FN62FM generates a maximum output of 270ps@260rpm and 795 Newton metres of torque. Equipped with a crawler gear, the FN62FM provides the maximum torque required in all its' applications. The FN62FM fares particularly well in quarry areas, with an all-new transmission, the FN62FM offers drivers better efficiency and lower fuel consumption. 2

FUSO's FM and FN series incorporates specific safety aspects. These include the anti-lock braking system (ABS) and exhaust braking which assist drivers to avoid uncontrollable skidding and offers better braking performance. Other additional inclusions are the reserve sensor and daylight running light. FUSO's new FM and FN models come with a 100,000km or two-year warranty (whichever comes first). Customers will also enjoy three complimentary services for the trucks up to 20,000 kilometres free service charge, spare parts and lubricant oil.



The Mitsubishi FUSO FM65FN enhances Mercedes-Benz Malaysia's commercial vehicle product portfolio.

## Giti makes its presence felt with opening of Malaysian office

Participating in MIBTC earlier this year, Giti already hinted at an expansion into Malaysia. In September, the company made a move and set up their office in Oakland Industrial Park, Seremban. Here, Giti as a manufacturer, has built up a team to service Malaysia market. The purpose of this local office is to ensure that the contact with local customers is "more in-depth and professional" according to a Giti spokesperson. Full contact details:

Giti Trading Sdn. Bhd.  
(Company No: 1149901-K)  
Chamber B, Lian Seng Courts, 275,  
Jalan Haruan 1, Oakland Industrial Park,  
70200 Negeri Sembilan Darul Khusus,  
Malaysia

Tel: (+60) 6 7610091

## 66th IAA Commercial Vehicles 2016 in Hannover

The origins of the IAA can be traced back to more than 100 years. In 1897, 8 motor vehicles were exhibited to the public at the Bristol Hotel in Berlin. From these humble beginnings, a regular exhibition was established that, due to its high visitor turnout, had to be separated into an alternating exhibition of passenger cars and commercial vehicles in 1991. In odd-numbered years the IAA Cars is held in Frankfurt; even-numbered years see the IAA Commercial Vehicles in Hannover.

**Dates:** September 22th to 29th, 2016  
**Venue:** Fairgrounds of Deutsche Messe, Hermesallee, 30521 Hannover, Germany

## MANN+HUMMEL opens sixth plant in Chongqing, supports momentum of expansion in China

MANN+HUMMEL has opened its new Chongqing plant on schedule, deepening its strategy in China. With manufacturing bases already in Shanghai, Changchun, Jinan, Liuzhou and Bengbu, MANN+HUMMEL's sixth plant in Chongqing, Southwest China, expands a notable footprint of localized development in the country. As a vital production base of MANN+HUMMEL in Southwestern China, the new plant will further meet the needs of local and global customers and accelerate the company's development in China.

## Continental Appoints New Head of Sales & Marketing for Truck Tyres in APAC



Continental has appointed Philippe Barabinot as the new Head of Sales & Marketing for their replacement truck tyre business in the Asian-Pacific region (APAC). He will be based in Continental's APAC headquarters for truck tyres in Petaling Jaya, Kuala Lumpur.

Philippe will be responsible for contributing to Continental's growing efforts in the APAC business region handling the diverse truck tyre market that geographically spreads from South Korea to Australia with a keen focus on driving sales and marketing initiatives. He will also oversee the development and expansion of current and new markets in this region.

Continental's truck tyre business objective is to deliver the lowest overall driving costs to customers, and Philippe will spearhead this through strengthening Continental's portfolio via products that are both reliable and agile. Continental

Tires' promise of "Driving Performance for You" also provides the ongoing commitment of delivering advanced technology-driven products and solutions.

Instilled early on with the core values of Continental to trust, have passion to win, have the freedom to act and to act for one another, Philippe Barabinot, an employee since the early 2000s, has worked his way up and brings with him a breadth of international experience in the tyre business. He previously served in the specialty tyre business of Continental as global Head of Marketing and Key Account Management.

The truck tyre business in Asia-Pacific has experienced steady and encouraging growth. Continental is widening its reach and increasing presence in the region with South Korea being the latest endeavour for its truck tyre business.

## MICHELIN TAPS CHANDAN THAKUR TO HEAD MICHELIN MALAYSIA

Chandan Thakur has been appointed Managing Director of Michelin Malaysia Sdn Bhd succeeding Beltran Yturriaga who moved to MICHELIN's regional office in Bangkok as Distribution Development Manager, East Asia and Oceania.



Chandan, 41, a mechanical engineering graduate from the University of Bangalore India, has had a long enriching career evolution with the Michelin Group since 1999 and was Country Sales Manager, Passenger Cars and Light Trucks in Malaysia from June 2007 to April 2011. He also had stints as Country Sales Manager, Passenger Cars and Light Trucks in India from May 2011 to April 2013 and was Distribution Development Manager, East Asia and Oceania in Bangkok prior to his recent move here.

As Managing Director of Michelin Malaysia, Chandan aims to continue building on MICHELIN's double digit sales growth achieved since recent years and enhance the brand's footprint and long term customer loyalty, leveraging on the brand's technology and innovation to build equity and deliver solutions that are increasingly effective and competitive, and perfectly suited to the challenges of mobility.

"We aim to leverage our growing network of TYREPLUS outlets and offer professional counsel to meet the driving styles and preferences of our customers. While the primary objective would be to prescribe MICHELIN as a tyre of choice, we do not adopt a one size fits all policy at our multi-brand stores and offer customers the flexibility to make informed choices. Safety, longevity, fuel saving, comfort and driving pleasure is the core of our DNA in offering our customers MICHELIN Total Performance," Chandan added.

According to Chandan, besides increasing the TYREPLUS network presence nationwide, MICHELIN is also enhancing the footprint of its specialised truck and bus service centres at strategic locations throughout Malaysia to be closer to fleets and to better meet their needs.

## Asian Trucker online survey results



# Scania Malaysia opens Kuala Terengganu Service Centre



**From left to right;**

Chandra Rajan, Scania Region Manager for Region East, Marie Sjödin Enström, Managing Director of Scania Southeast Asia, Dato' Hj IR Mohamad Dalib, Director of Automotive Engineering Department of JPI, Gary Archer, Services Director of Scania Southeast Asia, Wan Noaimadudin Wan Mohamad Kamal (Aiman), Branch Manager of Scania Kuala Terengganu, officiating the Launch of the Scania Malaysia Kuala Terengganu Service Centre.

**S**cania (Malaysia) Sdn. Bhd. has officially launched its Kuala Terengganu service centre on October 13th. Customers in the East Coast region can now send their Scania trucks, buses and coaches, marine, industrial and power generation engines to this service centre for regular maintenance.

"The opening of Scania Malaysia Kuala Terengganu service centre demonstrates our continuous improvement in providing the best services for all our Scania customers for their best profitability in this state, region and across the country," said Marie Sjödin Enström, Managing Director of Scania Southeast Asia.

A complete service solution, Scania Malaysia Kuala Terengganu is now part of a vast network of 10 Scania service centres in Malaysia. The service centre covers an area of 3,759.18 square metres consisting of three bays and one pit. It will be operated by well-trained Scania technicians, service advisors and parts personnel. With support from Asian Parts Centre in Singapore, Scania Genuine Parts are available at this new service centre. New standby service van adds to a growing fleet of roadside assistance in this state and in the country.

The service centre is headed by Wan Noaimadudin bin Wan Mohamad Kamal (Aiman). As the Branch Manager, he

has a Degree in Mechanical Engineering (UiTM) & has been with Scania Malaysia and Scania Regional Product Centre for more than five years now. He reports to Chandra Rajan who is the Region Manager for Region East.

In conjunction with the service centre opening, Scania made an official handover of trucks and coaches to customers.

Agensi Pelancungan & Adik-beradik took ownership of two units of K360IB4x2 bus and Suwara Travel & Tours Sdn. Bhd. took one unit of the same model, while Syarikat Pengangkutan Bumi Pantai Timur Sdn. Bhd. took the keys to 2 units of K410IB4x2 buses – all are financed by Scania Credit.

Sentosa Jaya and Yusri Maju also received 2 truck units of G460CA6x4EHZ with Retarder and 1 unit of P410LA6x2MNA with Opticruise respectively on the same day.



## New Silk Road to create a new frontier for China-Europe food and agri trade

Rabobank says the New Silk Road will create a new frontier for China-Europe food and agri (F&A) trade as China's consumption of perishables grows by 17 per cent between 2010 and 2025. In the presence of the visiting King Willem-Alexander of the Netherlands, Rabobank and Wageningen University today jointly released a report titled Freight Trains and Cold Chains – Meeting China's Growing Appetite for Perishables at a seminar themed One Belt One Road – agriculture and logistics opportunities in Shanghai.

Mr Ping Chew, Regional Head of Food and Agribusiness Research at Rabobank says "China is quickly becoming a consumer-based economy, where economic growth and urbanisation are driving demand for higher-quality and safe fresh food items, including meat, dairy products, and fruit & vegetables.

"Once the New Silk Road becomes an integrated part of China's food distribution network, it will have the capability to stabilise the country's food system by way of enhanced competition and trade, and open new market opportunities," says Mr Chew. The report outlines that the success of perishable trade using the New Silk Road will also depend on removing some logistical barriers that exist along the train corridor, and require a supply chain with a well-functioning cold chain infrastructure. Rabobank estimates that USD 85 billion needs to be invested between 2015 and 2025 to improve China's cold chain infrastructure.

## The New Eurocargo, The Truck the City Likes, is the "International Truck of the Year 2016"

The New Eurocargo was voted "International Truck of the Year 2016" by the jury panel of 25 senior commercial vehicle journalists from across Europe. The prestigious award – the fourth won by Iveco in the last 4 years – demonstrates Iveco's commitment to technology and its focus on low cost of ownership and sustainable transport.

# SINOTRUK T7H SPECIFICATION

<b>ENGINE</b>	MODEL	MC11.43-30, EURO III	
	DISPLACEMENT (L)	10.518	
	MAX. OUTPUT HP; kW/(r/min)	430HP; 316/1900	
	MAX. TORQUE Nm/(r/min)	2100/1000-1400	
<b>CLUTCH</b>	MODEL	Ø430 DIAPHRAGM SPRING	
	TYPE	HYDRAULIC OPERATED GAS BOOSTER	
<b>TRANSMISSION</b>	MODEL	ZF16S2230TD , HW19710T , HW19712	
	FORWARD RATIO	13.80, 11.54, 9.49, 7.93, 6.53, 5.46, 4.57, 3.82, 3.02, 2.53, 2.08, 1.74, 1.43, 1.20, 1.00, 0.84	
<b>CHASSIS</b>	MODEL	U-PROFILE PARALLEL LADDER	
	MAIN CROSS-SECTION	GROOVE 270x85x10mm	
	SUB CROSS-SECTION	-	
	WIDTH(mm)	FRONT 940 REAR 766	
<b>STEERING</b>	MODEL	ZF8098, Hydraulic steering	
	RATIO	22.2~26.2	
	PUMP MAX. PRESSURE (kPa)	20,000	
	STEERING TYPE	POWER ASSISTANCE	
<b>BRAKING SYSTEM</b>	RATED WORKING PRESSURE(kPa)	810	
	TYPE BRAKE SYSTEM	DUAL-CIRCUIT AIR BRAKE	
	BRAKING FORCE CONTROL TYPE	ABS (Optional)	
	TYPE PARKING BRAKE SYSTEM	BREATHE BRAKE SPRING ENERGY	
	ASSISTED BRAKING SYSTEM TYPE	ENGINE EXHAUST BRAKE	
<b>WHEEL &amp; TYPES</b>	RIMS	9.00-22.5, 10 HOLE-STEEL	
	TYRES	315/80R22.5	
<b>SUSPENSION</b>	FRONT	MODEL	NON-INDEPENDENT SUSPENSION
		LEAF SPRING	3
	REAR	MODEL	NON-INDEPENDENT SUSPENSION
		LEAF SPRING	5
<b>DRIVER</b>	MODEL	T7H	
	NUMBER PASSENGERS	2/3 PERSON	
<b>ELECTRICS</b>	LINE TYPE	TWO-WIRE, POWER CONTROL POSITIVE	
	VOLTAGE (V)	24	
	GENERATOR POWER(kW)	1.5	
	BATTERY VOLTAGE/CAPACITANCE (V/Ah)	2×12/165	
<b>DIMENSIONS</b>	LENGTH (mm)	6840	
	WIDTH (mm)	2496	
	HIGH (mm)	3850	
	WHEEL BASE (mm)	3200+1350	
	WHEEL TRACK (mm)	FRONT	2022
		REAR	1830
	Min. GROUND CLERANCE (mm)	260	
	APPROACH ANGLE (°)	15	
	DEPARTURE ANGLE (°)	46	
	FRONT OVERHANG (mm)	1540	
	REAR OVERHANG (mm)	700	
TRACTION SEAT HEIGHT FROM GROUND (mm)	1390		
FRONT/REAR RADIUS OF GYRATION (mm)	2160/1720		
<b>WEIGHT</b>	CURB WEIGHT (kg)	8800	
	GROSS VEHICLE WEIGHT (kg)	33000	
	AXLE LOADING CAPACITY (kg)	FRONT	7000 (disc/drum)
		REAR	13000×2
	GROSS COMBINATION WEIGHT (kg)	71000	
	RATED LOADING CAPACITY AT FIFTH WHEEL(kg)	18070	
<b>PERFORMANCE</b>	MAX. DRIVING SPEED (km/h)	90	
	MAX. GRADEABILITY (%)	26	
	FUEL CAPACITY (L)	600	
<b>FRONT AXLE</b>	MODEL	MCY7 DRUM	
<b>REAR AXLE</b>	MODEL	SINGLE REDUCTION DRICE AXLE : MCY13	
	MAIN REDUCER	RATIO	4.11

The Sinotruk T7H is the latest truck generation manufactured by Sinotruk, utilizing German MAN technology. It is the first Sinotruk product to fully adopt German MAN technology, incorporating advanced manufacturing equipment from Germany, MAN design concepts, craftsmanship standards and production management. The truck meets active and passive safety standards and the driving cabin crash test meet Swedish standards. Other technical highlights include the SKF main reduction and conical wheel hub as well as the ZF Transmission.

The CNG version of this truck comes with 12 Cylinders in total. There are eight cylinders holding 140L each and four Cylinders with a volume of 80L each. It is said that a full tank of CNG costs RM275 (based on RM0.68/L) and allows for a travelling distance of up to 600km, which equates to RM0.46/km.





# What My Nationality Has to do With Road Safety

*Stefan Pertz has been criticized in social media for commenting on road safety in Malaysia. Shouldn't one be more concerned about the message more than who is delivering it?*

It is a good question, what does my nationality have to do with road safety? I could tell you. In one word. But I would rather discuss this a bit. Several times now I have been asked why I would get involved in road safety in countries that aren't mine. I would answer: why not?

Just imagine a tourist arrives in a new country where he experiences how people drive. This is unavoidable as one would use taxis, walk around or even take a long distance coach to see the countryside. It is here where an opinion about road safety is formed. Such a tourist would come back and tell his / her friends about the conditions found there. And this could be either a pleasant experience (like taking a taxi in Japan) or rather one that is freightening (Just this week alone I saw three motorbike accidents with the riders ending up severely mangled on the road side).

I've lived in Malaysia for a long time, and I am not just a casual observer, but I think, we can all make a difference when it comes to road safety. Why not tell the cabbie to slow down? Why not ask the trucker not to park in a way that would block the view onto the street when you exit your office building's car park? Surely, this would impact you no matter what colour your passport is.

I also stick my neck out to defend local truck drivers. Yes, there are some that aren't adhering to the rules and it is those that we hope to reach with Asian Trucker and the activities we run. Sometimes I comment on Facebook posts that deal with road safety. Some respond by telling me that it isn't my business as I am not a local.

is big and they will be safe, therefore no need to buckle up. Guess what! That was the thought in Europe some decades ago too. But we have moved on and improved things.

Anyway, don't you think that I should have the right to comment on behaviour of people around me? I could also comment that people are irresponsible when they throw rubbish on the ground. Or maybe I can comment on the skills of local chefs, comparing the cooking skills of locals with those in Europe. Oh, hang on, I can't do this as I am not a local! I would rather ask what qualifies a local that hasn't got much to do with commercial vehicles, other than sharing the road, to comment on such issues. Has Michael ever climbed up into a truck to see what "blind spots around a truck" really means? I have. And not just once.

Perhaps it could also be the case of the Japanese consultant that urged us to pretend to be a fish in a bowl and jump out to get a different point of view? I would argue that sometimes we actually need outsiders to give things a fresh perspective or impetus. There are many experts working in areas such as construction, oil & gas and IT in South-East Asian countries. So why can't a foreigner be involved in road safety? When it comes to passenger cars, users actually seem to prefer European makes, as they are safer. Must be our expertise in making safe things that one is after, yes?


In short, my nationality has nothing to do with road safety. And yet, it is everything to do with it. Funnily, we get criticised when we get involved in something that the locals



**Michael** *Stefan Pertz, are you from Malaysia? If not, you should not give statements in support of Malaysian truckers. The fact*

Really? I think I have all the right in the world to talk about this as, even without spending every day around truckers, I can observe driving behaviour. Also, I may have some views that I bring with me and could constructively add to the discussion.

Take seat belts for instance. Some truckers may not use them as they think their vehicle

aren't touching. If everyone would do their part for road safety, nobody would need to make noise, no foreigner, no local. And to those thinking that I am disqualified to talk about this topic as a result of having the "wrong" passport, I would like to remind them that I am also a participant on the roads just as they are. I invite those to join us in our effort to make the roads safer. 

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