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Chassis
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Rear Axle
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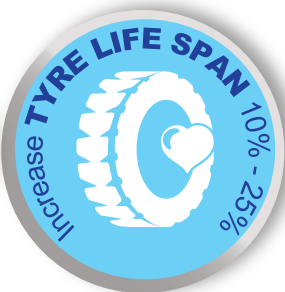
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390Hp ; 11045 cc

Transmission

- American Eaton
- ET - 20109A

Chassis

- 320mm * 90mm
(8mm + 8mm)

Rear Axle

- 16 tons + 16 tons
- Hub Reduction

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4x2

6x4

8x4



Engine

- FAW -CA6DM2 - 39
390Hp ; 11045 cc
- FAW -CA6DM2 - 42
420Hp ; 11045 cc

Transmission

- American Eaton
- ET - 20109A

Chassis

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FUELLING BUSINESS FURTHER

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TAKING MATTERS INTO HIS OWN HANDS

Yew had been looking for more ways to further his business, and found that his operations were suffering due to vehicle performance.

"More than ten units were breaking down every month or so. The injectors were badly burnt and jammed with deposits." Investigating the issue, Yew discovered an alarming difference when his vehicles used Shell FuelSave Diesel and when they did not.

"We have saved up to 6% on our maintenance costs since switching to Shell FuelSave Diesel."

That difference greatly affects the business' bottom line.

IN THE DRIVER'S SEAT OF FUEL EFFICIENCY

The result of 100 years of fuel research, Shell created a powerful detergent formula that helps prevent deposit build-up contributing to improved fuel economy over the lifetime of the vehicle. This same formula is used in Shell FuelSave Diesel, supplied in both skid tanks and retail stations.



Unlike the rest, the injector on the far right used only Shell FuelSave Diesel and stayed clean from deposits.

Wanting further evidence, Yew put Shell FuelSave Diesel to trial. He monitored the engine parts of trucks that were either filled with Shell FuelSave Diesel or alternatives, and the results were clear.

"The injectors we used with Shell diesel had no problems. In fact, it still looked like new. From experience, the injectors would have darkened with residue in a short period of three months."

THE FAMILY BUSINESS JOINS SHELL'S FAMILY

All this solidified Yew's decision to work with Shell moving forward. With plans to expand his transnational business across Vietnam, China and Singapore, Yew is confident that this collaboration will optimise their efforts.

Sin Hock Soon stands as one of the largest service providers in Malaysia today, and has over 250 trucks of various capacities in their fleet.

Taking over the family business when they only had 40 trucks, Yew is now training the third generation, including the children of his siblings, so that all of them can be independent and carve their own successes.

Start driving your business further with the fuel that works just as hard as you. Learn more about Shell FuelSave Diesel at www.shell.com.my



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"Partnership is crucial for the success of a business, as it's never only about yourself. That's why I've chosen Shell, and believe they'll help bring my business further."
- Tony Yew, Director of Sin Hock Soon Group

125
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The above views are those of a real Shell customer who has used Shell FuelSave and may have been edited for brevity or clarity. The customer was not paid for his/her testimonial. Results were self-reported by the customer and have not been individually verified. Results are not indicative future performance; individual savings may vary.

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Into the Unknown



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Usually I am confident about what lies ahead. This time however, one can't be too sure. The next couple of years are certainly going to be interesting as there is so much going on that nobody can really say what is going to come our way. Just before writing this, I had a meeting and the person I met was sure that future trucks will be powered by electricity. However, if it was up to others, trucks would be propelled using biofuels, derived from municipal waste. We also don't know when we will see fully autonomous vehicles. Or how that development will impact the logistics industries. Certainly, it will impact drivers.

But again, nobody knows. What is certain though is that we have put together another very varied issue of Asian Trucker. While some may say that the economy is slow, we have yet again gathered a lot of market updates for you to let you know what is happening in the region and in Malaysia. One thing is also clear here: companies don't invest in new trucks, whatever brand that may be, in small or large numbers, if they don't see business to grow.

As the IAA, the world largest commercial vehicle exhibition, is held in Hannover, it allows me to spend some time with my parents. I have yet to explain to them, what exactly it is we are doing. I would always say that we provide communications platforms for the commercial vehicle industry. This is important as all of you would need to communicate with your stakeholders.

And there is more than just advertising for new products. What you can also do is to use our services for job ads or to sell your used trucks. What you can count on is that we will be continuing our efforts to bring you the latest in trucking from around South East Asia. The trip to Europe has also allowed again for a comparison between the European Union and the ASEAN Economic Community. For the latter, many are still at a loss as to how it is to work and why it would benefit local businesses. Both, truck makers and transporters we have spoken to have said that they have yet to see any change based on the implementation of the AEC. Personally, I find these discussions very interesting as they allow me to compare the reality with what governments are planning and trying to achieve.

Recently, we kicked off a very ambitious project and I am looking forward to announce the availability of a map that shows all the locations of truck dealerships across Malaysia. We will make this publicly available as we believe that it will benefit many of our readers. Through this process we have actually learned a lot about the domestic market. With the completion of the map project, we will soon be making another set of data available, which is fleet data. This is why I like what I am doing as it is not just about going to launch events. Through my work I can add value to our industry and shape things. Maybe this is my contribution to reduce the uncertainty in the current market economy?

What is certain though is that we can all do a bit more for road safety. I hope that we can all look at our own behaviour and the campaigns that are out there and embrace a more road safety savvy approach. If you have an idea to share on how we can reduce accidents, please contact me and we will talk about this. Certainly, we can make a difference if we really put some effort towards this.

Till then, please drive a bit slower and safe lives,

Stefan Pertz

Editor, Asian Trucker Malaysia 

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SCANIA

Continental Launches Generation 3 Truck Tyres



Continental is offering their Generation 3 products in all popular sizes used in main segments, specifically made for Asian road conditions.

Continental took the opportunity to evaluate feedback from the markets and develop tyres that meet Asian customer needs. Generation 3, comprising of the Conti Hybrid HS3, the Conti Hybrid HT3 and the ContiUrban HA3, was launched officially at the Aloft Hotel, Kuala Lumpur on August 1st 2016. Continental proudly introduced the tyres that were designed to suit different axle positions and developed with the unique Asian road conditions in mind.

With Continental's innovative and improved technical features, the new Conti Hybrid tyre line offers higher mileage performance and fuel efficiency for maximum volume transport.

"With an impressive 20% increase in mileage performance and up to 6% improved fuel efficiency, the new Conti Hybrid 22.5 sets the standard for cost effectiveness in the truck tyre industry. In addition, Generation 3 truck tyres come with the C3 Conti Casing Warranty which is a steadfast commitment to the quality Continental provides in its products," said Mr Cameron Wilson, Managing Director of Continental Tyre Malaysia.

The Conti Hybrid HS3, which is a steer axle tyre features improved casing and greater steel cord strength for better retreadability. The new and straight outer grooves also provide precise steering feedback while the stone ejection feature and heat endurance have been improved from the previous generation tyre. This tyre is suitable for regional roads and major motorways on vehicles such as container hauliers, auto carriers, HAZMAT tankers, general and container cargos as well as for refrigerated goods carriers.

Designed for the trailer axle, the new Conti Hybrid HT3 has an improved tread pattern for optimum even wear. This tyre has a high value casing for premium retreadability and multiple tyre lives. It is suitable for the same application and vehicles as the Conti Hybrid HS3.

The Conti Urban HA3 is designed to master the complex environment of today's city buses such as narrow streets, curbs, and stop-and-go traffic. With the new dedicated urban tread compound and greater tread width, the ContiUrban HA3 delivers up to 20 % more mileage and 2 % better fuel consumption compared to its predecessor. Furthermore, it's wider tread ribs, ww-density interlocking sipes, and enhanced wet braking performance, give drivers better cornering stability under varying weather conditions and passengers a smoother and safer ride.

Apart from attending the launch and introduction of the tires, media representatives were gathered and went to Continental's high-tech plant in Petaling Jaya to witness the production of commercial vehicle tyres. Attendees were taken through the entire process and each step was explained by the person in charge at every station. Having seen firsthand what it takes to manufacture tyres, most agreed that it was a knowledgeable experience for the participants. **T**



OUR VISION ZERO ACCIDENTS



Safety has always been our priority at Volvo. In addition to developing many innovative safety features for our products, we also have a comprehensive outlook in all aspects of safety that translates to our work and the way we conduct ourselves to the people that we touch.

We educate children on traffic safety through our global **STOP, LOOK, WAVE** hands-on training initiative. This free education campaign teaches our children to **STOP** on the side of the road, **LOOK** both ways, and **WAVE** at the truck driver before they cross.

While educating pedestrians and other road users is beneficially prudent, educating drivers goes a long way in our campaign to champion safety. Volvo Malaysia has taken the initiative to the next level in starting the **"Know Your Blind Spots"** road safety campaign aimed to educate and raise awareness among truck drivers and other road users about blind spots around a truck.

Our strongest commitment to you remains the same- to bring road accidents down to zero, together.

For more information, please visit www.volvotrucks.com.my or call our Customer Care Centre at **012-373 1030 & 019-240 1030**.



Q-Two Takes Delivery of Third Batch of Shacman Trucks

Confident that the investment will pay out in the long run, the company invests in new trucks with cement trailers made in China.



The handover of eight prime movers and tankers had a fun fair atmosphere. Most of the staff of Q-Two (M) Sdn Bhd gathered to witness the delivery of the vehicles. Of this batch, three trucks sported the standard Oxford blue and white scheme of the company while the balance of five units were in red and white with blue stripes. These five units are Q-Two's delegated tankers for their client, Hume Cement.

Shacman trucks have long been the workhorse in the company. By now, Shaanxi Trucks Sdn Bhd has delivered a total of 28 units since 2013. "We have plans to invest in another eight units next year, but this will depend on the economy. If it heads further south, then we will delay the decision until later," Phang closes on a positive note.

According to Phang Teck Sing, Director, Q-Two, there were many improvements from the second batch, making the recent delivery their third batch. "Malaysia's economy may have slowed and overall demand for deliveries is down by some 25%, but we are in for the long haul so to speak," he said during the hand-over.



This delivery also constitutes their first order of China made tankers. The initial advantage is the competitive pricing. "These units come with important features like ABS brakes, lighter tank top covers, well placed lighting and with the faster delivery compared to locally made tankers are very attractive," Phang stated. The V-shape tanker-trailers, imported by Shaanxi Trucks Sdn Bhd, use low alloy carbon steel. This gives them a lighter weight compared to those using normal steel fabrication while maintaining the same size. The brakes are equipped with Wabco ABS for braking safety and the paint job is done in a dust free environment. For easy coupling and decoupling, the wiring harness used is from Phillips.

According to Q-Two's management, these tankers are for transporting bulk cement for several cement manufacturers in Ipoh and they are confident the contract is perpetual for as long as cement is required for construction. Upcoming infrastructure works are said to spur demand.



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Mercedes-Benz Malaysia Launches First Full-Fledged 3S Centre in East Coast

Mercedes-Benz Malaysia Commercial Vehicles together with authorised dealer, Hap Seng Commercial Vehicle, introduced the first full-fledged 3S Centre in the east coast region.

Strategically located in Kuantan, Pahang, the Mercedes-Benz Malaysia authorised dealer Hap Seng's Commercial Vehicle 3S Centre (Kuantan) was officially launched on 8 August 2016. It is the first in the east coast with the capability to facilitate sales and service, maintenance and repairs for both brands: Mercedes-Benz and FUSO commercial vehicles.

"Mercedes-Benz Malaysia Commercial Vehicles stand not only for reliability and economic efficiency, but also for first-class product and service quality. Today we are proud to unveil the latest full-fledged CV 3S centre in the east coast of Malaysia together with our authorised dealer Hap Seng Commercial Vehicle. This dedicated CV 3S facility for our line of commercial vehicles will further strengthen our position as we continue to expand our presence in Malaysia." We see great potential in the east coast region and our product portfolio is able to support all five key economic clusters in the region, namely manufacturing, oil, gas and petrochemicals, tourism, agriculture and human capital development. We look forward to providing customers in the east coast with trucks they can trust," said it's Vice President, Mr Albert Yee.

Mercedes-Benz Malaysia has been a strong contributor to the development of the nation's automotive sector. The launch of the Hap Seng Commercial Vehicle 3S Centre (Kuantan) comes as another positive investment with the potential to benefit the East Coast Economic Region's (ECER) goal of spearheading the region's socio-economic development.

The Hap Seng Commercial Vehicle 3S Centre (Kuantan) is a 9,780 sq ft facility which accommodates display of up to 14 trucks and three (3) work bays. Hap Seng Commercial Vehicle has invested a total of RM350,000 into after sales equipment, parts and tools as well as upgrading the work bays of its service area. It is operated by a dedicated administration and technical team capable of servicing up to 100 vehicles per month and is located at JG 1/79A, Kawasan Perindustrian, Batu 3, Jalan Gambang, 25200, Kuantan, Pahang.

"Our passion for excellence has been a major driving force behind the success of the Mercedes-Benz and FUSO commercial vehicle brands. We are very happy to bring this brand confidence and reliability to our customers in the east coast. We understand the needs of our commercial vehicle customers whose businesses depend on the reliability of their vehicles. The Hap Seng Commercial Vehicle 3S Centre (Kuantan) is a testament to our dedication to bring our unparalleled offerings closer to customers," said Hap Seng Star and Hap Seng Commercial Vehicle, Chief Operating Officer, Mr Wong Leh Seng. Speaking at the event, he invited all customers present to come back often to experience the service center and to discuss their needs.

"Our customer-oriented transport solutions paired with comprehensive expertise continue to prove why Mercedes-Benz Malaysia Commercial Vehicles reflect the vision of its parent company, Daimler AG, in being the benchmark of premium quality. We intend to continue building our dealership capacity with a series of additional CV 3S centres in the pipeline," added Yee. **T**



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Chevron's Latest Lubricant



Chevron Malaysia unveiled the advanced formula offering ISOSYN technology in the Caltex Delo® 400 MGX SAE 15W-40.

Due to the demand and the good potential in Malaysia's market, Chevron Malaysia launched their latest premium diesel engine oil, Caltex Delo 400 MGX SAE 15W-40. It was specially designed for both new and older diesel engines. The focus on the lubricant is to help customers to utilise just one heavy duty engine oil that operates efficiently in both high and low-sulphur diesel fuel environments. The product has also been tested in Thailand in mining operations.

"The introduction of the Caltex Delo 400 MGX SAE 15W-40 is proof of our commitment and goal to providing customers with ground-breaking products, which not only boost performance but reduce operating costs as well, while keeping their diesel equipment operating reliably," said Lennard Kwek, Asia Pacific Marketing Manager, Chevron Lubricants.

This new advanced formula delivers excellent soot dispersancy, as well as wear protection and sludge control to guard against loss of engine life and is to help reduce oil consumption.

"If you look into the market now, fuel providers are bringing several new diesel formulations into the market and fleet operators are being educated about using these products.

It was shown that there is a high demand for quality diesel, and that is why we are bringing our Caltex Delo 400 MGX SAE 15W-40," said Mr Asim Khan, Area Business Manager, Cluster Asia Pacific, Chevron Lubricants.

"We are first in focusing on the new product within the region. On that note, Malaysia is the first market in Asia Pacific to have this new lubricant and when the time has come, we want to make it available in all the major countries," said Lennard Kwek.

Caltex Delo 400 MGX SAE 15W-40 also has the added advantage of being a single fleet oil, thereby, reducing the need for multiple diesel engine oils. The new product is specifically developed to help meet emissions regulations as well as adhering to OEM requirements and performance specifications of the local markets. Delo with ISOSYN helps to extend service protection and maximise engine durability as well as operating costs.

The sales of the product has started in July, therefore, it is actually already being used in the market with the recommended selling price of RM 9.50/L (available in drums). 

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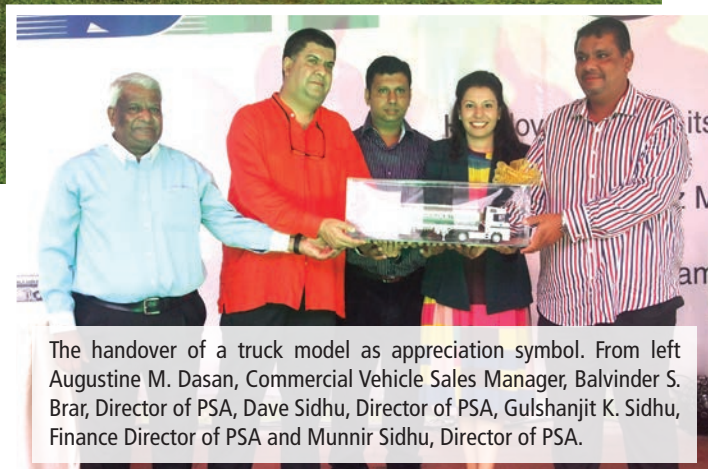
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Pritam Singh Agency Takes Delivery of 30 Actros



With an emphasis on safe and reliable service, Pritam Singh Agency banks on the new Mercedes-Benz 3344S 6x4 Actros prime movers to further enhance their reputation as the company is well-equipped to provide same-day delivery.

Desiring a natural and environmental concept for the handover ceremony, Pritam Singh chose Awana Genting hotel as the location for the handover of their latest additions to the fleet. The wonderful event was not held in the hotel, but in an outdoor space, where they gathered half of the trucks that the company bought. Despite hearing that the economy is bad, Pritam Singh Agency proved it won't stop them from developing their fleet to 108 trucks after adding these 30 units of Mercedes-Benz 3344S 6x4 Actros prime movers. The handover ceremony enticed people to get into a traditional and cultural mood with the Bhangra (Indian dance of Punjab) and some Punjabi mix music played at the event. Most of the guests were in their traditional dresses as well.



The handover of a truck model as appreciation symbol. From left Augustine M. Dasan, Commercial Vehicle Sales Manager, Balvinder S. Brar, Director of PSA, Dave Sidhu, Director of PSA, Gulshanjit K. Sidhu, Finance Director of PSA and Munnir Sidhu, Director of PSA.

Obviously, the weather agreed that there is to be sunshine after the rain as a downpour stopped at the perfect time when the event was about to start. When you are in Genting, the wind, slightly cooler temperature makes everyone more excited to be there. Since inception in 1986, PSA's average daily transport of crude palm oil and related products has grown multi-fold to 4 000 – 5 000 tonnes per day. These include Crude Palm Oil, RBD Palm Oil, RBD Palm Olein, RBD Palm Sterine, Palm Fatty Acid as well as water, sludge, soap and sugar.



Celebrating the launch ceremony lead by Pritam Singh Sidhu, Chairman and Founder of PSA and Madam Opinder K. Hans, Executive Director, PSA.



Bhangra music as special entertainment.

"Mercedes is a reputable brand, and as you can see today we also bring our very first truck. This Mercedes truck has been with us for 30 years. For us, it is not just the value of the product but also on how you maintain the relationship between both parties. We have our trust in Mercedes since day one until now. Apart from that, Mercedes has a long history of providing long-haul trucks, and they are also environmental friendly, which is what we want to support as well," Ms Gulshanjit Kaur, Finance Director of PSA said at the event.

"Safety features available in the Mercedes-Benz 3344S 6x4 Actros Prime Movers is what we are looking for to have in our palm oil trucks. This is because our trucks have to go up and down the hills of palm oil estates, using challenging dirt tracks and not the usual paved roads. Better trucks for better business," said Balvinder S. Brar, Director of PSA.

"I do agree that the economy is down, but the Ringgit has slowly returned and the palm oil industry is speeding up. With the company vision "Always Moving Forward", we won't hold

back just because of the economy's status. We have a very strong committed CEO and Chairman. They always have the mindset that we will survive and if we continue to provide the best services, it will make us stronger and we will maintain a good position in the market," Ms Gulshanjit Kaur added her opinion.

"It is with such great pleasure to have Pritam Singh Agency's confidence in selecting our commercial vehicles and services for their transporting business. We have full confidence that our valued customer will further strengthen its position as a leading transporter of crude palm oil and related products here in Peninsular Malaysia. We at Mercedes-Benz Malaysia Commercial Vehicles are committed to ensuring the highest quality of products and services thus living up to our claim of "Trucks you can trust." As such, we take great pride in what we have delivered to PSA," said Mr. Albert Yee, Vice-President of Mercedes-Benz Malaysia Commercial Vehicles. **F**

Technical Data – Actros 3344 S 6x4 L-Cab

V-Line 6 Cylinders turbocharged with air-to-air intercooled Unit Pump System (UPS)

Telligent Engine Management System with Cruise Control & Speed Limiter

320Kw (435 Hp) @ 1800 rpm
2100 Nm @ 1080 rpm

Mercedes Powershift, a fully automated constant mesh gearbox with 12 forward and four reverse gears. Transmission oil cooler fitted as standard

Service brake: drum brakes front and rear, dual-circuit full air brake & Telligent Brake System with ABS and ASR



Photo session from left Balvinder S. Brar, Director of PSA, Dave Sidhu, Director of PSA, Gulshanjit K. Sidhu, Finance Director of PSA and Munnir Sidhu, Madam Opinder K. Hans, Executive Director, PSA, Pritam Singh Sidhu, Chairman and Founder of PSA, Kamaljit Singh, Commercial Vehicle Senior Manager, Mercedes Benz Malaysia. R. Devaraju, Director of Operation, Cycle and Carriage Bintang Berhad, Albert Yee, Commercial Vehicle Vice-President, Mercedes Benz Malaysia, S.T Cheah, Commercial Vehicle Senior Manager and Augustine M. Dasan.



Viva Haulage Takes Business to New Level

Within a few years only, local transporter Viva Haulage has grown leaps and bounds. Their latest decision to invest in new Scania trucks, receiving their first P410LA 6x2 MSZ signifies the dawn of a new chapter for the company.

Viva Haulage Sdn Bhd (Viva) has increased its capabilities with the delivery of a Scania truck to the company which specializes in container haulage business for major forwarding agents and freight forwarders in Port Klang. The Scania P410LA 6x2 MSZ truck will be Viva's first new Scania truck and comes with a host of added benefits to ensure maximum support for its customers.

Handing over the keys to the truck to Mr Tee Wah Meng, Director of Viva Haulage Sdn Bhd, was Tuan Haji Idros Puteh, Sales Director, Scania Southeast Asia.

"We consider ourselves small in size compared to other bigger haulage operators, but we are very focused in what we do and we tie ourselves very well with strategic partners in the logistic business rather than cover the full logistics chain, enabling us to maintain double-digit growth after we went really aggressive in 2014," said Tee. At their current location in Telok Gong, the company has some 30 trucks and two sideloaders at their disposal to move goods for clients. Some 40 staff manage the dealings of the haulier.

Planning to secure more trucks in the very near future, Viva will seriously consider Scania trucks especially for their safety, fuel economy, powerful performance, reliability and uptime.

"I am very pleased with my decision to finally get my first new Scania truck and know that Viva's business operations will benefit from the 2-years free Scania Assistance, the 2-years free Scania Maintenance and the 10 years free Scania Fleet




Management System. And by financially securing the truck via Scania Credit Sdn Bhd, my business can now expand further," added Tee.

Viva also believes that its drivers are the most important asset of the company and intends to train his drivers more. With the activation of the Scania Fleet Management System Viva would be able to identify specific training needs for its drivers based on the vehicle and driver data.

The Scania P410LA 6x2 MSZ truck comes with a powerful engine with higher torque at lower revs, delivering better drivability and fuel-efficiency.

The Scania Opticruise automated manual gearbox that comes as standard, provides the best gear-change and gives Viva drivers more time spent on handling the truck and managing the fuel economy. This feature also reduces clutch and synchromesh wear and tear.

The driver station ergonomics offers superior comfort for the drivers, keeping Viva drivers focused and alert at all times.

"We are happy to have Viva's trust in Scania's sustainable transport solutions. We continue to support Viva in helping them achieve the best profitability in the long term," said Idros. 

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East Malaysia Authorised Dealers: **SABAH** • Universal Motor Sdn. Bhd. (Kota Kinabalu) - 088-388 920 • Universal Motor Sdn. Bhd. (Tawau) - 089-775 500 • Universal Motor Sdn. Bhd. (Keningau) - 087-335 505 **SARAWAK** • Rhino Motors Sdn. Bhd. (Kuching) - 082-452 444 • Rhino Motors Sdn. Bhd. (Sibu) - 084-344 444 • KM Mobil Sdn. Bhd. (Bintulu) - 086-318 668 • KM Mobil Sdn. Bhd. (Miri) - 085-663 355

* Specifications may vary from models illustrated here.

Isuzu Dealers Receive Highest Certification



Nine Isuzu outlets were recently presented with their Isuzu Medium-Heavy Duty (MHD) Truck Authorized Service Centre plaques heralding a new level of Isuzu customer experiences available in the country.

Following the certification, these outlets are officially recognized as flagship Isuzu truck service centres, capable and dedicated to handle all classes of Isuzu trucks, particularly the medium-duty Forward and heavy-duty Giga models.

The outlets had met the new standards requirements set by Isuzu’s technical team that mandates facilities be suitably able to cater to the requirements of heavy-duty trucks with ample availability of spare parts, have trained and certified technicians skilled in heavy-duty truck maintenance and repairs on hand, as well as display technical capabilities in handling state-of-the-art proprietary diagnostic equipment.

The principals of the outlets received their wall plaques from Isuzu Malaysia’s CEO Kenji Matsuoka who commended their efforts to spearhead Isuzu’s efforts in developing new levels in customer satisfaction standards.

“As the leading truck brand in Malaysia, we have the onus to not only provide the necessary support infrastructure for our customers but to continuously raise the quality levels of our service. The nine outlets that received the plaques have been exemplary in their commitment towards ensuring customer satisfaction and taken that step forward in line with our Kaizen principals,” said Matsuoka.

The outlets operated by Automotive Corporation Malaysia (ACM), Indah Utara Auto, Jumbo Arena and Ultra Gallant located in the states of Kedah, Penang, Perak, Selangor, Negeri



Sembilan, Johor and Pahang are the pioneer dealers to achieve this status in the programme while outlets in East Malaysia are expected to gain their certifications soon.

With these flagship outlets in place, Isuzu Malaysia’s customers will be able to seek efficient and professional support along the major transportation routes, particularly along the north-south highway as well as in the east coast region. The location of these outlets are key to ensuring that long-haul trucks are able to seek quick and convenient technical redress or maintenance as they ply these routes on a regular basis.

“It is very critical for our customers to be kept moving effectively and efficiently according to their tight schedules. By strategically placing our support backbone in line with where our customers regularly travel, we are able to assure them that professional Isuzu truck care is always conveniently close at hand,” added Matsuoka. **T**



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Hino Makes You an Offer That is Hard to Resist

Hino Malaysia's latest service offering may be just what many operators have been waiting for as it now enables them to finance vehicles with an offer that takes away the headache of typical solutions.



Recently launched by Hino earlier this year, their Financial Solutions packages might be just what many operators have been craving for. According to Hino, one of the main reasons people don't buy brand new trucks is the fact that there is a high amount of downpayment to be made when purchasing the vehicle. Nowadays, most vehicles are financed over a number of years as opposed to being bought cash in full. However, the initial payment to be made is still a heavy burden for the cash flow of a young company or one that is seeking to expand with limited resources.

Another aspect that Hino identified is the use of reconditioned trucks. While these constitute a significant lower investment upfront, the residual value is not as high when they are finally being sold on with some ten to fifteen years of service on their clocks, but there is also the issue of increased maintenance cost.

Instead of a questionable rebuild truck, one would be receiving a brand new one that comes with warranty. While the new vehicle may cost more, the residual value will be higher too. In many cases, the rebuild trucks will simply be sold as scrap metal.

Simulation Example

GD1JLPA	DOWN PAYMENT	INSTALLMENT PLAN			60	60
		1	2	3		
BALLOON FINANCING	0	3,300	3,300	3,300	3,300	48,125
FULL CASH FINANCING	0	3,653	3,653	3,653	3,653	3,653

After five years, the new Hino truck will still have a resell value of about 40 percent. At the end of the financing agreement, the final payment is due. Clients may either pay the final, larger instalment and keep the truck or sell the truck to pay for the last instalment and use the difference between the resell value and the amount due to re-invest in a new vehicle.

HINO 500 Series GD1JLPA	60 Months Tenure RM
Chassis Nett Selling Price	181,260
Body Construction	13,000
TOTAL	194,260
Down Payment	0
Interest Charges	48,565
Balloon Payment (60th Installment)	48,125
Monthly Installment	3,300

The second option to finance the Hino trucks sees a zero downpayment too, but slightly higher monthly instalments. Using that, there is no larger payment to be made at the end of the 60 months term and the truck is fully paid. The interest rate can be as low as 3.8%, but depends on the financing model. The benefits are improved cash flow, lower maintenance cost and the fact that owners will enjoy a new truck instead of a used one.

What Hino has done is to look at passenger cars and how they are financed. As a result, there are now a number of trucks that one can finance with zero downpayment. Then there are two financing models to choose from. The first option (called Balloon Financing Scheme) gives owners a low monthly instalment rate. At the end of the contract, there is one big sum to be paid, which effectively puts the typical downpayment needed towards the end of the contract. At this point in time, the truck will already have earned its keep.

For now, these financing options are available only in Peninsular Malaysia as there are only two offices of the financing company outside Klang Valley (Johor and Penang). Companies would still have to fulfil certain criteria in order to qualify for the financing schemes, however, that would also be the case when financing rebuild or second hand vehicles that are acquired using leasing or loan facilities. Terms and conditions may apply and it is recommended that interested buyers consult with Hino on the availability of these plans according to their needs. **F**



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MCVE Gains Momentum

With the fringe program shaping up, South East Asia's largest commercial vehicle expo is gaining momentum with key players from the industry putting their support behind it.



Delegates can look forward to an even more exciting event compared to the last instalment of the expo, which was held in 2015. "We realize that drivers of commercial vehicles, while typically underrepresented, play a huge role in the daily operation," Stefan Pertz, Organiser of MCVE 2017, said. "To this extend, we are going to make a bigger effort to bring in drivers to see the show. For our Asian Trucker Drivers Club members there will be a lunch on Saturday."

"We are also grateful for new exhibitors joining us, for instance Volvo Bus and Chevron, which are major players in their respective industries," Pertz stated further. "There will be some very interesting products on display," he promised."

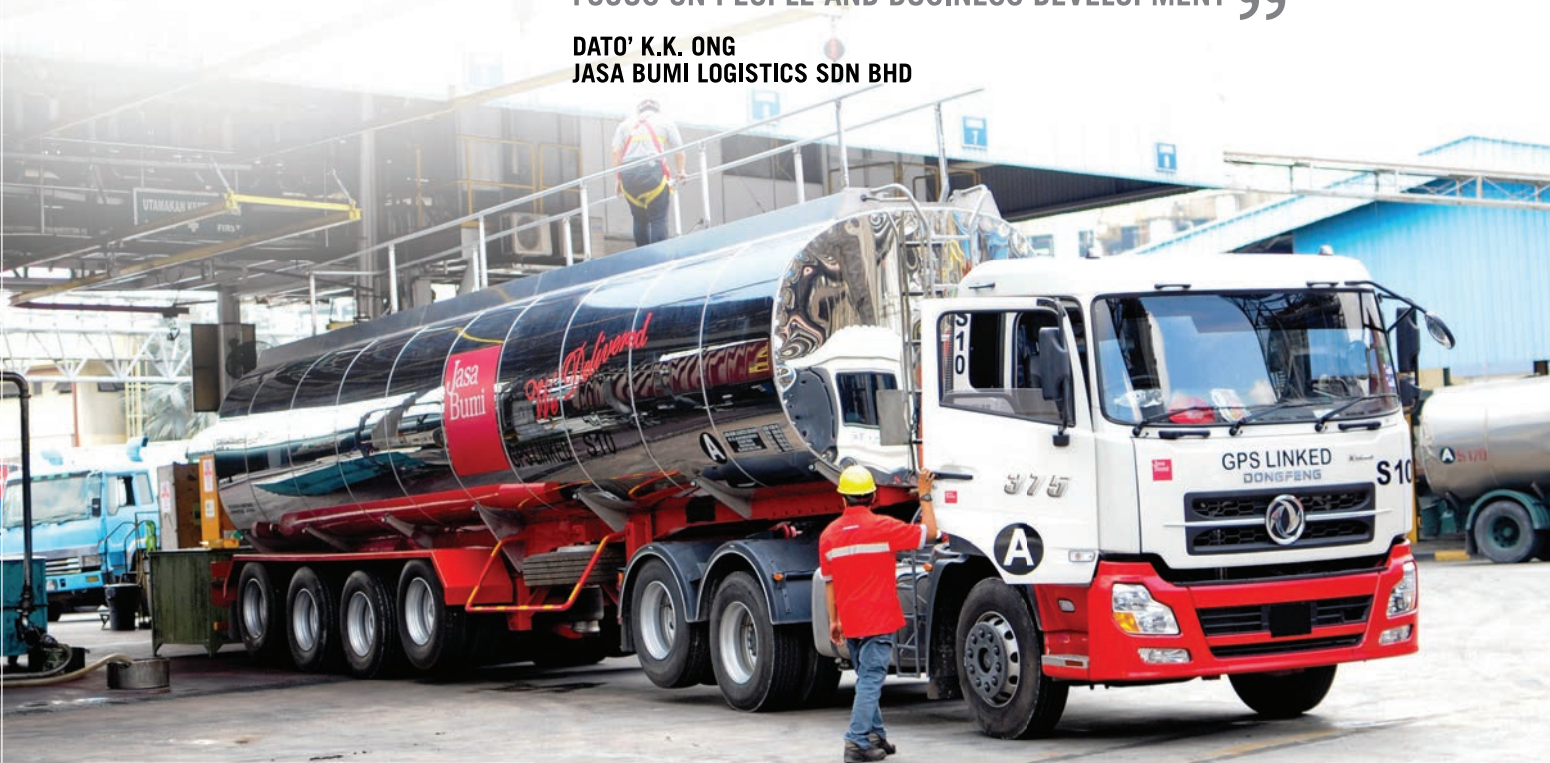
Further evolving the idea of the food trucks, MCVE will host a R & R area in which delegates can enjoy fresh coffees and finger food while having their discussions with business partners. This is also in the spirit of "Connected Mobility" as this is the area where the organizers hope to see people making new connections. Meanwhile, the seventh Asian Trucker Networking Night will be back and delegates and exhibitors alike are invited to join the sub-event on the Friday night, the traditional day for this happening.

The event is also seeing strong support from industry players other than manufacturers of trucks and buses. Meanwhile, the Association of Malaysian Hauliers has put their support behind the event, as have several media titles. Locally, Tyreman, Bus & Truck News, Asia Business Review and Newpages join international titles TruckMagz (Indonesia), Asia Auto Parts and TyreAsia (India) will be present during MCVE 2017.



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DATO' K.K. ONG
JASA BUMI LOGISTICS SDN BHD



*Dato' K.K. Ong and En. Azmir Yahya
 (Directors of Jasa Bumi Logistics)*

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Steelbro Helping New Customer Viva Lift the Bar

Investing in transport equipment is a major financial commitment and such purchase decisions are never made lightly.

Viva Haulage made a commitment to join the list of Steelbro supporters for the first time this year. “Although Steelbro enjoys a strong presence in the commercial and road transport market in Malaysia, it’s still very important for Steelbro to build relationships,” says Steelbro Business development manager Paul Ravinder, “to understand how we can support customer’s business needs and keep gaining valuable feedback. We want to achieve a win-win for both the customer and Steelbro.”

Mr Tee Wah Meng, Director of Viva Haulage Sdn Bhd had a few simple objectives in mind when buying a sidelifter – to find a solution that would speed up his operation and to increase efficiencies.

Viva Haulage Sdn Bhd is in the business of haulage and transportation. Established in 2008, the company has specialised in container haulage for major forwarding agents and freight forwarders in Port Klang. Today the company has 30 vehicles in its fleet and employs 42 staff. “We consider ourselves small



in size compared to other bigger haulage operators,” says Tee, “but we are very focused in what we do and we tie ourselves very well with strategic partners in the logistic business rather than cover the full logistics chain. This has enabled us to maintain significant growth in the past two years.”

“I am extremely pleased with my decision to get my first new Steelbro sidelifter,” Tee told Steelbro. Viva purchased the SB450 model and uses it to haul 20’ and 40’ containers on short journeys. With a robust construction, the SB450 sidelifter



has been built to work under the most rugged and extreme of conditions. Its heavy lifting capacity means that transfers of 45 tonne containers are made easily within a safe working envelope. "Malaysia is a significant market for us," says Ravinder, "and having a presence here in the country helps us to understand our customer's requirements in order to provide the very best solutions.

A proportional control system allows the operator to position the stabiliser and the container with precision, minimising risk of damage to plant or equipment. This is invaluable in tight operational situations.

"It's a great example of Steelbro's ability to adjust the product according to the customer's expectations. Since the arrival of the first SB450 into Malaysia, interest in this model has been excellent," says Ravinder. "The SB450 has been around for a few years now, and Malaysia has really embraced the product." According to him, it's a stronger, more powerful model and so less stress is placed on the unit, extending the life of the componentry and reducing the overall cost of life of the unit. He further assured the market that Steelbro will continue to invest in new technology to ensure that its portfolio of specialised transport equipment will keep audiences interested.


"The sidelifter has helped our operation and the way we do your business," says Tee "It has increased the speed of our operation and the volume of containers we can handle. Now we can load heavy back to back containers more easily and we

can make cost savings on our overall container handling. By double stacking containers, it saves space for us. The trailer to trailer transfers have meant that shunting has become easier. "Our operators at Viva have described the Steelbro units as 'convenient to use and safe to operate'".

Steelbro told us that the design process typically sees the engineering team begin with an existing model and decide what parts can be modified or strengthened to achieve a better performing product. Components are then redesigned as needed to get the design and manufacture right.

One example of such a design feature is the SB450 outreach of 3.9 metres which means that the unit can lift to its full hydraulic capacity at a further distance than earlier models, increasing stability and safety and speed of operation.

"Steelbro are pioneers in the market. We chose their sidelifters because they are known for their durability and safety. They also seemed to be more economical than alternatives. We also liked the toughness and the low line crane design," Tee said that he was also pleased with the improved after sales support.

The focus for Steelbro will to continue delivering innovatively designed machines that set the benchmark in value for money, reliability and service for their customers in Malaysia. "We look forward to watching the progress at Viva as they continue to grow and would be privileged one day be considered as a long term partner with them," says Paul Ravinder. 



Events & Exhibitions



INDONESIA TRANSPORT SUPPLY CHAIN & LOGISTICS (ITSCL)

Date : 19 October 2016 – 21 October 2016
 Venue : JIExpo Kemayoran, Jakarta
 Contact Info : +65 6780 4592 / theresa.len@reedexpo.com.sg
 Details : ITSCL is the only dedicated transport and logistics event in Indonesia, with the aim of being a key partner of industry and the Indonesian government, showcasing the government's aspirations of efficient infrastructure and helping

LOGISWARE MALAYSIA 2016

Date : 03 November 2016 – 05 November 2016
 Venue : Kuala Lumpur Convention Centre
 Contact Info : 03 – 8943 7488 (James)
 Details : The Malaysia International Logistics & Warehousing Technology Exhibition aims to bring industry stakeholders under one roof for the purpose of business expansion, learning and networking for greater improvement in terms of efficiency and cost – saving for the logistics and warehousing industry.

CITY INFRASTRUCTURE PHILIPPINES 2016 (CIP)

Date : 22 November 2016 – 24 November 2016
 Venue : Philippine Trade Training Center (PTTC), Metro Manila
 Contact Info : +65 9182 9748 / info@hqbizlinkintl.com / david.chow@hqbizlinkintl.com
 Details : This event will showcase the latest technology, products and services for green & smart cities, highway, rails, underground, drainage and logistics infrastructure with a very special emphasis on the use of Trenchless technology with minimum impacts and inconvenience to the general public.

REIFEN CHINA 2016

Date : 01 December 2016 – 03 December 2016
 Venue : Shanghai New International Expo Center
 Contact Info : +49 (0) 201 72 44 – 780 (Ayben Durumoglu)
 Details : Originating from Germany, REIFEN China was launched in 2007 with the aim to establish an

ideal platform of international communication for Chinese tire and related industries thus opening the doors of opportunity for a completely new line of innovative shows for the tire manufacturers and dealers.

LOGISTICS ASIA EXHIBITION

Date : 02 December 2016 – 04 December 2016
 Venue : The Gujarat University Convention and Exhibition Centre, Ahmedabad
 Contact Info : +91 98251 85566 / mktg@logisticsasiaexpo.com (Mohit Bhatt) +91 75670 75522 / logistics@logisticsasiaexpo.com (Krunal Upadhyay)
 Details : Comprising of a 3 day International Exhibition and 2 days of Conference & Networking, Logistics Asia is an ideal platform for B2B, B2G and Exim related enquiries with business delegates & visitors, Government authorities, industrial associations, and international trade consulates amongst others.

INDONESIA INTERNATIONAL INFRASTRUCTURE CONFERENCE & EXHIBITION (IIICE 2016)

Date : 09 November 2016 – 11 November 2016
 Venue : Jakarta Convention Centre
 Contact Info : +62 21 391 3037
 Details : IIICE now in its 6th year, is the largest national forum for government and private sectors to come together with the aim of building partnerships, sharing knowledge and cultivating the transfer of technology among decision makers driving Indonesia's critical national infrastructure.

SAUDI TRANSTEC 2016 EXHIBITION & CONFERENCE

Date : 05 December 2016 – 07 December 2016
 Venue : Dhahran International Exhibitions Center, Dammam
 Contact Info : +966 13 887 8537 / exhibition@sauditranspec.com
 Details : SAUDI TRANSTEC attracts top industry professionals and targets qualified transportation and logistics specialists at all management levels in small and medium-sized companies as well as large enterprises.

JBTC-Expo: Supporting Safer Roads

Organized by the Johor Sand & Granite Lorry Operators' Association (Persatuan Pengusaha Lori Bahan Batuan Johor), the inaugural Johor Bus, Truck and Component Expo gathered industry players to promote road safety.



Held in Danga City Mall Convention Centre, 12 to 14 August, the event featured a number of activities that were aimed at making Malaysian roads safer. Thanks to the support of key authorities such as SPAD, JPJ, JKJR and organizations like MAI, MIROS and Puspakom, there was plenty to be learned. Throughout the weekend, presentations were given and delegates were invited to participate in discussions. JBTC was launched by YBhg Tan Sri Dato' Seri Dr Syed Hamid Syed Albar, Chairman of the Land Public Transport Commission (SPAD), with Scania Malaysia as the Platinum sponsor. Scania was showcasing their wider range of sustainable transport solutions for customer's profitability.

Set up just outside the expo hall was Scania's Driver Competition, JBTC-Expo edition. Here, hosting a slimmed down version of their original competition, Scania offered delegates an opportunity to test their driving skills. By "knocking the cones", drivers could demonstrate how well they can maneuver a truck in a confined space while the clock was ticking. Marie Sjödin Enström, Managing Director of Scania Southeast Asia, Scania Malaysia and Scania Singapore, who was present throughout the event, said "This may seem like a skill test only, but through this, we are actually making drivers safer. When you know your truck that well that you can manoeuvre it with such skills, then you will handle it with more care during daily operations."

Attended by a big crowd was a panel discussion on how everyone can play their roles in making roads safer. Moderated by Stefan Pertz, Editor of Asian Trucker, the one hour long session provided insights into the work of several government agencies and questions were raised concerning the state of road safety in Malaysia. "How are we going to have our

overnight breaks?" one driver asked. "We understand that it is not legal to park on the emergency lane, but at the same time, there aren't enough parking lots at the rest and recreation centres along major highways." Obviously, truckers are facing a Catch 22 situation: continue driving fatigued or receive a traffic summon.

Also present was Manbeni Machine tools, which demonstrated how regular wheel alignment can help to make trucks be safer while moving loads. "We need to continue educating companies about this. Many don't know that you can and should also align the rear axles of your truck or even the trailer axles," Mr Wong of Manbeni said.

In conjunction with the JBTC-Expo, the Johor Sand & Granite Lorry Operators' Association also held its annual dinner. Here again, Frankie Chia President of the association urged members and guests to "Slow down – Safe lives". To underline his message, very graphic videos were before the dinner. **F**



Trucking Mega-Trends at IAA

Held for the 66th time, the IAA Commercial Vehicles in Hannover, Germany, had a lot of innovations and improvements to show, impressing with a coherent message from the participating companies. Asian Trucker went to scoop up the latest from the show.



If there was ever a show where so many exhibitors were singing the same song from the same book, then it would have been this year's IAA in Hannover Germany. Opening its doors on 22 September, all major exhibitors preached the reduction of cost for truck operators by using high-tech with alternative fuels, new materials and disruptive new ways of doing business.

Standing amidst a sea of journalists on press day, one could almost feel the excitement when Scania unveiled yet again their next generation truck. Although officially launched in August and with special press events taking place in parallel in Sweden, this must have been the most attended press conference at IAA. With a development cost matching a small country's GDP of two Billion Euros, this vehicle was surely a show-stopper.

Moving on, Iveco, in partnership with Petronas, made heads turn with their Zero-Impact Concept Truck. But this concept was more than just a pretty face as it explores items like waste heat recovery via an on-board Rankine Cycle system to exploit exhaust gas as a heat source to recover energy. Besides that, Iveco had some other high-octane vehicles on display to wow the crowds.

Lamilux yet again came clad in innovations that would reduce weight for trailers while adding smart features. This time the company packs an innovative anti-bacterial Gelcoat and anti-slip surfaces. Here at

the IAA we also had the chance to speak to the newly appointed representative of Lamilux handling the South-East Asia Region.

Meanwhile, being one of the leading companies in the sector of production of insulation materials for construction for over 50 years, Brianza Plastica just opened their second production site in Rovigo.

Hyva lifted spirits with their stand party on the last evening of the show. However, they didn't do that any sooner than after a successful exhibition, showing their latest innovative lifts and loaders. Many were hooked on the sun-glasses, which by now have become a collector's item.

Hammar's owner and Chairman, Mr. Bengt-Olof Hammar has all reason to be happy with his presence at the show as his latest creation is the only sideloader available that already complies with the newly adapted SOLAS regulations for containers. He is likely to look forward to every enquiry turning into an order.

This year, the German brand MAN showcased their latest truck, the new PerformanceLine edition of the TGX with an output of up to 640 HP. The third generation of the tried-and-tested TGX EfficientLine was able to demonstrate even further improvements to its economic fuel savings potential during a 4000 km comparison run across Europe against its predecessor. **F**



Iveco Presents its Z TRUCK Concept at IAA 2016

Presenting a revolutionary Zero Impact study at this year's IAA, Iveco also looked back at a highly successful year. Confidence boosts came from orders for the new Stralis and Trakker from high profile customers that have been testing the vehicles over the past month.



At the booth we met with Koray Kursunoglu, Truck & Bus Business Director (Head of IVECO) South East Asia & Japan Region, "being one of the full-line manufacturer we have wide range of products from light commercial vehicles to heavy commercial vehicles For IAA 2016. Here at our booth, we have our latest Z Truck concept which was unveiled yesterday; we also have a number of our prime movers, buses and transport solutions displayed inside and outside in the open air areas. These types of vehicles are the solutions our customers seek," he told us in an exclusive interview at the IAA.

"For South East Asia, we started to restructure our organization and presence in the region, therefore at the moment we are growing year on year because demand is increasing. For example, in terms of retail sales to compare 2015 and 2016, we have increased in sales more than 80%," Kursunoglu stated.


"IAA is an international exhibition; hence this is the right platform for us to connect with our customers and public, especially to showcase our new truck for the future that aims at zero emission, zero consumption, and zero accidents. We also brought our customers and distributors from Korea and Singapore. Korea is using Euro 6 and Singapore is going to Euro 6 in 2018. Hence, this is a good opportunity for them to come and see what we can offer to complete the product range offered in either country."

Following the launch of the gas powered Stralis, The Iveco Z-Truck is a logical evolution of this approach. Using optimized Liquefied Natural Gas (LNG), the truck is also designed to

eliminate stress and wastes of time for the driver. The cab, although very futuristic looking, can be completely reconfigured depending on the activities during the day. The cab will either be an office or a resting area. The pioneering design has resulted in some 29 patents that have been filed. Again, as with the Stralis, Petronas has been a key partner in the development as is apparent in the livery of the vehicle on display.

Another new truck on display was the Astra as an off-road application. Offering a 50 ton GVW, the truck can handle more payload thanks to a lowered centre of gravity. The truck will have now body subframe while still having the same robustness as its predecessors.

Also exhibited was the "The Truck the city likes": the Eurocargo range was crowned "International Truck of the Year 2016". On the stand, Iveco will introduce the new Euro VI C compliant ML160 (16t) in the new full air suspended version and display the eco-sustainable Natural Power version that runs on Compressed Natural Gas (CNG).

James Koh, Assistant General Manager, Sales, Goldbell Corporation was present during the IAA. Goldbell is a market leader in industrial vehicles leasing: commercial vehicles, passenger vehicles and industrial equipment. They have been an authorized distributor for IVECO since 2009. 

What is MAN up to at IAA 2016?



This European truck manufacturer remains competitive with all new features for their trucks and a online backend that is to assist fleet operators to be more efficient.

This man of MAN Malaysia is no longer someone new to Asian Trucker readers; he is someone that has been with MAN for almost 15 years now: Mr Hartmut Müller, Managing Director of MAN Truck and Bus (M) Sdn Bhd. We interviewed him at IAA 2016, where he was joined by clients from Malaysia.

"IAA is always the biggest show in the trucking industry, hence, it's very important to attend or to be present in order to meet old customers, new customers, colleagues, competitors, and to have discussions on what's new rolling into the markets. I believe every two years, there will be something exciting in the trucking industry from all over the world, that is why I am here," said Müller.

This year, MAN Truck and Bus (M) Sdn Bhd took 15 customers from Malaysia to IAA, and as for this year, they have chosen customers only from the long-haul industry to see what is the future of the truck in Europe.

EfficientLine 3

It is a evolution of a truck that started in 2010, when MAN was thinking about what can be done to reduce fuel consumption by looking into the various components of the vehicle.

For this year, the MAN TGX Efficient Line 3 is on display. With the help of consistent advancements in the development of the fuel economy concept, MAN has succeeded in launching a highly efficient truck on the roads. Moreover, it is more optimised with respect to fuel consumption and more environment-friendly than ever before. Buyers will benefit from an attractive price-performance ratio, lower their total cost of ownership (TCO) and maximise profit. This generation of the EfficientLine managed to reduce fuel consumption by a further 6.5 %.

RIO

Arriving at the airport in Hannover, one can see this MAN solution advertised throughout the arrivals and departures. It is an IT product that offered for the transportation industry and is designed to sync with Apps provided by other players in the industry. It is also an open platform which runs potentially on every vehicles. The idea is to provide an uniform interface for the logistics industry to then have all the services provided thru the device that will manage the whole fleet and provide decision

support. Moreover, fleet owners do not have to install any software on board of the truck. As of now, RIO is only available for trucks meeting the Euro 6 emission norms.


Asia Night

"This time round we have a bigger international crowd, as we invited customers not only from countries from the Asia Pacific region, but we also have countries outside of Europe, Africa, middle east, Asia and Australia," said Mr Müller

"Later, there will be an award ceremony for our customers and one of the fleet owners from Malaysia is receiving the award," he added.

Nozomi Logistics (M) Sdn Bhd

It was an invitation from MAN Truck and Bus (M) Sdn Bhd to bring Mr Thomas Tan, Managing Director and his team. This was his second trip to IAA. "It is good to be here because it's like a window to the latest innovative ideas and to the latest updates of what is going on in the world of logistics. Everything here is more advanced, of course, an eye opener for everyone that comes to this expo," said Tan.

"My business relationship with MAN Malaysia has been more than five years now. At the moment, I have more than 30 trucks from MAN and definitely more to come in the near future. Apart from the best quality that no one can deny, it is the hard work and effort that is being put in by Mr Müller and the team that convinces us. I am a satisfied customers," he added. 



**Hartmut Müller, Managing Director of
MAN Truck and Bus (M) Sdn Bhd**

Continuous Innovations and Intense Drive from Lamilux

By now one should be used to Lamilux being a powerhouse of innovations. Again, at the IAA 2016, the company comes through with the presentation of new solutions, coupled with staff driven to go the extra mile.



Taking us through the innovations is Mr. Christoph Meiler, Sales Manager for innovative fibreglass solutions. The first product Lamilux is featuring at the IAA is their anti-bacterial solution, which works with all their Gelcoats. Through this, 99.9 % of bacteria are killed upon contact with the surface. Lamilux's AntiBac is tested and certified and can last decades. What is interesting is that the product was initially developed for applications in the medical industry. "AntiBac was conceptualised for mobile hospitals. I point out that the bacteria are permanently killed upon contact," said Meiler. For the commercial vehicle industry, Anti-Bac is suitable for reefer trucks and any transport solution that is dealing with food. "We have already gathered some good feedback from companies active in food transportation," he added.

Next he shows us the Lamilux High Strength X-treme Gelcoat. Through special ingredients, this laminate offers an extreme flexural strength, tensile strength and modules of elasticity. Meiler said that "You can apply this directly on a frame, without the need for a plywood frame. That obviously saves weight." Adding to that, Lamilux is showing their solution for anti-slip. "Here we can immediately make use of the laminate, unlike in the traditional production method, which required the material

to dry for two to three days. The time savings in the production are tremendous when using our product." One key trend Lamilux has identified is the departure from steel and other metals when building commercial vehicle bodies. The industry is looking for lighter weights, which offer higher payloads, while making better use of resources.


Here at the IAA we are also meeting with Mr Louis Mary, Southeast Asia Sales Manager. He joined Lamilux in the beginning of the year to handle the South East Asian market. Previously he was already in the composite industry, however his scope of work was not specifically on the materials side.

Focus South East Asia Market

"For me, it was an interesting market to start with in the sense of diversity and dynamics. There are quite a few countries in Asia, obviously with different languages, different rules and different habits, especially when it comes to commercial vehicles," is a short summary he has about his initial experience.

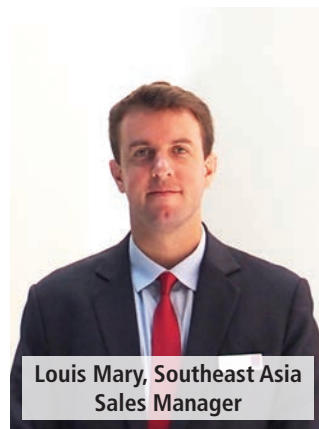
"From our perspective, we see a lot of potential for our business growth in the market. We slowly shift the mentality to accept innovative changes and as we expected, some countries are going slower than others, but nevertheless, we will get there eventually."

"As for my short experience, I could say, Thailand is very receptive, as is Vietnam and Singapore towards our products. He continued to say that "Our aim is to add value to the market with our high quality products and backing them with support because we are based in South East Asia. Apart from that, we strive to deliver a better support to our customers than our competitors,"

"My job here at the IAA is help expanding our network plus meeting existing and new customers. I do my best in presenting our new products to convince our customers to give us a chance to prove their value." 



Christoph Meiler,
Sales Manager



Louis Mary, Southeast Asia
Sales Manager



Christian Levin, Executive Vice President Sales and Marketing

One of Many News – Scania's Next Generation Truck

While groups of visitors crane their necks to see the new Scania truck, Christian Levin, Executive Vice President Sales and Marketing shares with us insight into other developments.

Clearly happy about the response and feedback for the new truck, of which there were four parked in the Scania booth, Levin takes the time to talk about other milestones that the company has achieved and in their sights. "For one, we are back in the Top 3 of truck makers here in Europe. This, I would say is a job done although we will not rest on these laurels. However, it is a clear indication that we are on track with our offerings," he told us.

Briefly touching on the possibilities offered with the new Scania truck, Levin highlights that the truck is highly customisable with some one million variations and an incredible one billion variations with the new truck. A true Lego system, a modular one, there might never be a case where two trucks are absolutely identical.

While the orders for Europe are to hold the position among the Top 3, the growth will come from outside of Europe. "There we still have a few markets we have to go in and make our presence felt." However, Levin said that "Of course, Asia is where will see significant growth." According to him, this will be an interesting scenario as the total number of trucks sold in many markets is shrinking, while Scania is managing to increase sales (As reported in Asian Trucker Malaysia Issue 30). "If your market share is less than one percent, then there is technically only one way: up". While being confident, Levin however cautioned that it also

takes service and dedicated people to make this happen. In many markets, such as Thailand, Scania typically enters with their buses, which pave the way for the entry of trucks later on.

"One of the most interesting markets we have is China. While we only sell some 1000 to 1500 trucks, there are now clients that run them some 300 000 Km per year. We even have a club for trucks that have surpassed the three million kilometre (!!) mark," Levin proudly reports. At the moment, Scania appeals to such premium clients and the company will continue to grow this market segment.

Customers in Asia can look forward to Scania investing in markets outside the home market in order to serve them better. A concept that has proved to be a hit with the owners is to have parts supplies and factories locally. In Bangalore for instance, Scania has set up a Bus factory. This means that lead times are drastically reduced and parts availability is significantly improved.

Currently, the next generation Scania truck is being rolled out in Europe and it will not be available in South East Asia for a while. Not standing still after the launch of the next generation Scania truck, the company will launch more application over the coming months and years. While only long haul applications were shown at the IAA, construction and distribution application are already in the pipeline. It is important to note that Scania understand the new truck to be a complete package with services build around it, especially digital ones that can help any operator gain more profitability in the long run. Besides this near future outlook, Levin identified some very clear mega trends for the industry. He named electrification, autonomous driving including truck clusters and connectivity as the key drivers for coming developments. With the latter, services can be better timed and executed. "Before we see autonomous driving to be fully developed, there will still be a lot of work, especially when it comes to legislation." Levin cites the decisions of cities rather than entire countries as the driving force of change, whereby cities like Paris have already banned Diesel. "This gives way to the development of alternative fuels, something that Scania has strong capabilities." To round off the firework of innovation shown at the IAA, Scania also has a couple of buses with their latest innovations on display. **T**



Presence is What Matters Most for Brianza Plastica

The demand for laminates with better characteristics have triggered an evolution that has made the Italian made Elycold and Elyplan fiberglass laminates, an optimal solution for recreational and temperature-controlled vehicles.



Andrea Bollani, Area Manager for Brianza Plastica

The IAA 2016 once again brings the massive crowd from all over the world to either source new and innovative components or to seek new ideas while being a part of this international commercial vehicle expo. We visited the booth of one of the leading companies in the field of fiberglass laminates for industrial and commercial sectors, the Italy based Brianza Plastica. At their booth we met Andrea Bollani, area manager, who has been working with the Company for four years. He is in charge of Eastern Europe, Australia and South East Asian Countries.

"For our business, we see stronger demand in the European and Australian markets. As we go further, we are aiming for China as a possible new market for the next growth phase of our business and we're looking with great interest to Asian market".

Brianza Plastica has three factories that produce handmade laminates, while a fourth site is relying on a higher degree of automation, as a consequence of the different product lines that are created in order to meet the requirements of clients around the world.

At the IAA 2016

According to Bollani, their booth is bigger than two years ago and it is a better opportunity for them to showcase all their various ranges of products. IAA is in fact a perfect opportunity to present and boost their brand names, Elycold and Elyplan and to present the new Elyplan embossed finishing, suitable for commercial vehicle sector.

"We do have different products ready and we would like to launch them, for example our flexible materials, but we need that customers know that the Company is ready to give an immediate feedback to all requests. We will introduce the new PVC for flooring, a fantastic application for the recreational vehicle (RV) sector, rather than trucks. Apart from that, we are also working on a few new projects for the development of our business," he explained, keeping us in suspense as to what the Company has in store.

Challenges

Bollani has been handling various overseas markets and with that come insights that are highly valuable. For instance, he acknowledged that "Language is one of the challenges for us when introducing the product into countries outside Europe, such as China or Japan. It is almost impossible to meet and present to small companies that are not export oriented in such Countries." Communicating the benefits of Brianza Plastica's products become a hurdle if one does not have a local agent there. "Naturally, we are always on the lookout for qualified local agents for better communication between all parties."

"We are also looking forward to be part of MCVE next year in Kuala Lumpur. It is definitely a good opportunity for our business to grow," he ended. **F**

Hammar - Certified Ready to Lift and Load

Meeting with Hammar's owner and Chairman, Mr. Bengt-Olof Hammar, we learn why this sideloader is likely to be classified as a disruptive technology. With the only SOLAS compliant application of this kind, the future looks bright for the Swedes.



We meet the energetic founder of Hammar at his booth, in the outdoor areal on a sunny Saturday morning. The weather seems to be a reflection of the mood as he is clearly proud to be the only sideloader manufacturer that has achieved SOLAS compliance. As at March 2016, SOLAS 1974 has 162 contracting States, which flag about 99% of merchant ships around the world in terms of gross tonnage. The latest amendment to the maritime laws stipulate that the weight of any container being loaded onto a ship has to be submitted 24 hours prior to entering the port.

What Hammar has done, after this radical change was announced in November 2014, was to source a system that allows to weight the container to be weighted while being lifted. The scale is build into the sideloader and users can opt to use paper print-outs or to add an app that would transmit the results immediately via the internet. This means, that operators will no longer have to rely on weigh-bridges which may not operate 24 hours or are located far away from the port. In

addition, this new sideloader can be used to determine the weight of the goods carried for invoicing. With a tolerance on +/- 50Kg, it is also far ahead of the tolerance currently allowed in the transition period in which transporters need to get ready to comply with SOLAS. While the added function will increase the cost of the sideloader by some 10 000 Euro, it also means that operators will save the fees imposed by weigh-bridges.

"We constantly innovate, we are never happy with where we are. We look into every aspect of the sideloader: the materials used, the way it is fabricated and the way it is operated" Hammar said. Launched in parallel with the new Scania, Hammar's 1605 is able to lift some 36 tonnes while the actual sideloader is only weighing in at 6990 Kg, making it the world's lightest. "This means you can have a higher payload, save fuel, save natural resources and you may save on road taxes where the fees are based on the vehicle weight," he explained.

"Our motto is "Any Box, anytime, anywhere" and this has been a driving force for the business for a long time," he added. According to him, there are Hammar sideloaders that can even manage highly specialised containers and the 53" containers commonly used in the USA. While the vehicle on display is from GDH, which was the first to order the new SOLAS compliant Hammar, there is more to be expected from the IAA. "We have been here since 1998 and are the only ones providing such tool. Others may lift, but can't transport. Hammars do both." At the IAA, Hammar hopes to get in touch with new customers, which may now look at the sideloader as an answer to their problems in complying with new regulations.

He also praised the work done in Malaysia as "The new workshop has allowed us to lift our service to a new level. It is a great location, great concept and we are happy with the development in Malaysia. Chris and Eugene are doing a superb job!"



Hammar's owner and Chairman, Mr. Bengt-Olof Hammar (L) meeting a customer at IAA



Happy Hyva!

While the resume that Hyva draws could be as simplistic as our headline, there is more to the success of their participation at IAA 2016. We met with the South East Asian Team at their booths.

One thing visitors notice is that there are a lot of Hyva staff at the booth. And for a very good reason. Customers from all over the world flock to the stand, wanting to discuss things at the IAA while meeting with the people responsible for their respective markets. With close to 75% of exhibitors needing hydraulic cylinders at the IAA using Hyva, there is a lot of pride to be felt too.

Since we met the entire team last at the previous IAA, Hyva has fully rolled out the Alpha lifts and has given their entire product range a make-over. Hyva's crane range also saw an overhaul with added functionalities and an improved design, making them even more appealing visually. In line with the update of the products, Hyva also rolled out new waste collection and handling products in the Middle East, African and Far East.



Having invested heavily in the update and extension of the product range, Hyva took the opportunity to showcase the new products in an added outdoor area. Doubling the size of their usual booth indoors, the company parked a number of cranes, a skiploader a hookloader and other items outside for interested parties to see and try.

"Are we happy with the results of this event? Absolutely!" we heard Hyva's regional heads say in unison. It is the customers' confidence in the products that puts a smile on the faces of the Hyva staff present. Talking about key trends, Hyva identified two developments. Firstly, the need for faster tipping and secondly, the move towards weight reductions. While the former is important in mining and similar applications where short tipping times matter, the latter is crucial when it comes to long haul applications where the process of lifting or tipping is not a large part of the entire process.

For the South East Asian region Hyva is confident that the Alpha series will gain further market share. Also, waste handling, cranes and the FFB crane are applications well suited for the region. TO support further growth, Hyva has decided to open an office in Hanoi, Vietnam. Having spent some nine months in Malaysia to get ready, Eng. Jeffrey Zuidgeest is now heading east to handle the affairs for the brand in his new market. Setting up a team is a challenge, according to him, as one has to start from scratch with a complex product. However, given the support by the HQ and surrounding countries, he is confident to be leading the brand to success.

Keeping everyone in suspense, a Hyva representative mentioned that there are now developments underway to further enhance the product portfolio. However, we were asked to come back for IAA 2018 to see what these products might be. **F**

ASIAN TRUCKER DRIVERS CLUB

UPDATE



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Welcome New Members



During the month of August, Asian Trucker set up a booth at the PUSPAKOM in Shah Alam to attract new drivers as members.

It is always a special event when we meet with drivers as they are, in the true meaning of the words, the drivers of the economy. While they are waiting for their turn at the PUSPAKOM centre they had some spare time to learn more about our activities and the objective of our group. During the six day campaign Asian Trucker Drivers Club saw a number of new members joining the club.

Keeping Busy

Several drivers became familiar faces as they are employed as "runners". Some drivers are tasked with running of trucks to the inspection and back to the yards. "I am semi-retired, but I enjoy to keep myself busy," one driver told us.

Gathering

Following last year's huge success, the Asian Trucker Drivers Club will host the bowling tournament again. In November 2015, some 10 teams fought for the trophies and goodies, while having a good time. Shortly, the date and time for this year's tournament will be announced. **F**



Safer Roads Through Behavioural Change



Various police statistics show that on average 65 per cent of accident cases are caused by human factor. Accidents kill, maim and seriously injure. That is just the human cost, and then there is the cost of vehicles being destroyed, damaged or being off the road.

It is all too easy to be lulled into a false sense of security in the relative comfort of the cab of a vehicle. Accidents happen to other people. But then that sense of security is shattered by a momentary lapse of judgement. You only have to look on the internet to see on YouTube horrific footage of road accidents and how it only takes a split second between normal life and the prospect of death.

It is only when you face the prospect of losing something that you realise how valuable it is! You only get one life, so it would be a waste to lose it needlessly! It is all too easy to blame others and sometimes others are at fault. However, looking after yourself and your passengers has to be your number one priority. It is claimed that 90% of all incidents and collisions are caused by driver actions. This is generally not a driver's actual ability to drive, but the result of their behaviour, attitude and personal choices.

The only way to make our roads safer is to change people's behaviour, to focus on the defensive qualities of awareness, anticipation and alertness. The challenge is not the acceptance


of how important driver safety is as most people agree that it is a major danger and problem. The real challenge is actually doing something about it. In the work situation driving a vehicle can be one of the most dangerous activities an employee will undertake in the workplace. In many countries, protecting employees on the road is a challenge. People who drive for business are up to 50% more likely to be killed on the job than construction or agriculture workers.

Latest figures from Australia show that 80% of fatalities involving cars and large trucks are caused by driver inattention - but not by the truck driver, instead by careless and reckless car drivers. But regardless of whose fault it is, road safety has to be everyone's responsibility, however big or small. Asian Trucker has been at the forefront of driving safety for truck drivers.

Globally many companies and vehicle fleets are now moving towards web-based training to compliment traditional behind the wheel training. With an online programme developed by AlertDriving, Asian Trucker can offer a unique online e-learning driver safety training programme which is the most advanced system of its kind in the world and is used globally in over 70 countries in 108 different languages. It is not about trying to teach anyone to drive. Instead, the focus is on reinforcing the need to drive safely and to increase awareness and the programme has routinely seen a 30% reduction in collisions, coupled with a reduction in the severity of their collisions.

The programme identifies a driver's hazard perception profile based on their ability to identify dangerous situations which happen every day on the road. This includes real life traffic scenarios and multiple-choice questions regarding the safe operation of a motor vehicle. Based on this evaluation the system determines which training modules each driver will need to complete.

The training modules use real life video footage, which leads to better retention rates by drivers and they are individually customised with local country footage and languages. The modules are designed to only take 15-20 minutes to complete, saving time and keeping employees productive with their daily activities.

In Malaysia there has been a total of 280 drivers with language variations of Malay, English and Chinese. This is part of Fonterra's continued safety awareness programme to help its people reduce the risks of being involved in an accident whilst driving on the road and fits their criteria to increase drivers driving safety awareness and to ensure that they go home safe every day. The programme effectively gives a driver refresher course, making people aware of potential hazards that may be a threat in real life traffic. However one of the most important things is that participants actually enjoy the experience, proving that learning can be fun, plus it could save your life! 

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Morning “Teh Tarik” With a Truck Runner



“I need to make sure the truck is safe to be on the road”

Mr Azuan, 35, is what is called “a runner”. He has been driving trucks for Gardenia Bakeries (KL) Sdn Bhd for 16 years and is still counting. Who could imagine someone to stay in the same field and even in the same company for that long? We asked Mr Azuan, what makes him loyal to Gardenia, and he said “I started working in the factory itself, then I got the chance to change my position as a runner. I am the type of person that likes to stay in one place and improve my focus there. I don’t really like be a job hopper,” he explains.

What is a Runner?

It is not what we may think when we hear the term. As a runner, Mr Azuan and his team are responsible for bringing all Gardenia trucks for inspection at Puspakom or to the workshop following the schedule for each truck. Their responsibility extends to any Gardenia trucking operation in different states such as Johor or Penang., He and the team need to go and collect the truck in order to bring it back to Puspakom in Selangor. If he has to collect a truck from outside the Klang Valley, his working hour will some days be more than eight hours.

Meeting him at his regular spot for breakfast, we can tell that he is a man with a lot of experience in handling at what he is best at. Driving a light - medium truck makes his job less stressful when navigating through the narrow streets of cities or busy areas.

Challenges

Being a truck runner for years, he is surely used to all the hustle of his work. However, it is not just routine by the books. “Sometimes I have to wait long hours at Puspakom during the inspection season. If the truck is not from Selangor or Kuala Lumpur, it will take more time to get the job done, furthermore, if the traffic is bad, it might delay some of the work process as well,” said Azuan.

Safety in His Hands

“The thing that I still enjoy about my work up until now is that I got to travel all around Malaysia, and yes a truck runner needs a truck license too. When your job is to bring the trucks for inspection, the safety of the truck is in your hand. If the inspection’s result of your truck states that it failed (for example as a result of some parts being broken) you need to bring the truck to the workshop for repairs to be done. I need to make sure that the truck is in a “healthy” condition before I send it back to the driver,” he added.

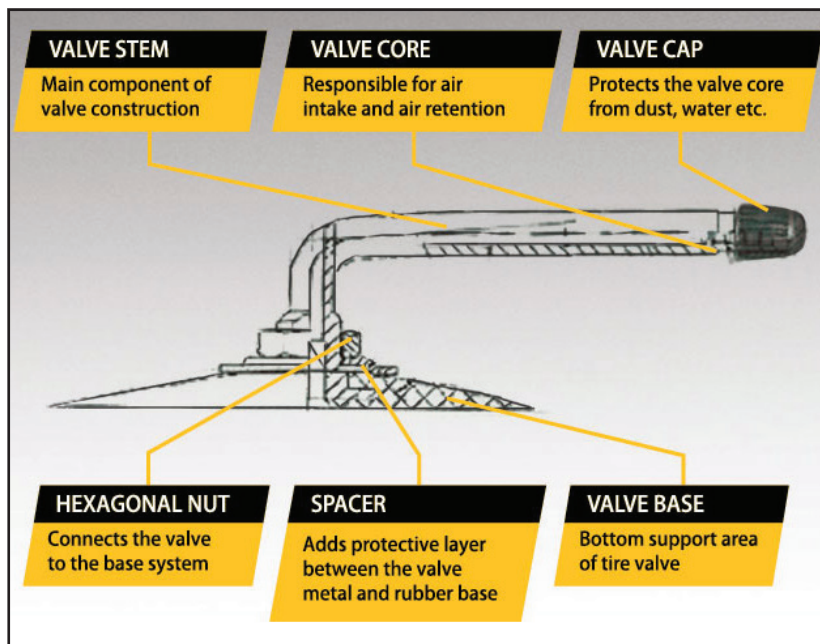
On the surface, his job might look simple to us, but the risk for accidents to happen on the road, during normal operation, is higher if he is being careless or takes his job lightly. In a way, he is a safety officer and subject matter expert. His tours may be shorter than those of the delivery drivers and may not be customer facing, however, if his job isn’t done right, the image of the company will suffer. **F**

Small but Important – Valve Caps

Giti Tire has taken a big initiative to give metal valve caps along with our Tube Type TBR tires. Find out the difference that quality valve caps can make, and more about valves inside.

Commercial vehicle tires should be inflated to a correct pressure to the load, speed, and condition of use. Under-inflation could result in the tires running at abnormally high temperatures leading to thermal degradation of the tires' components, resulting in rapid deflation of the tire.

What Makes Up a Valve




The valve cap is the primary air seal and must always be fitted correctly

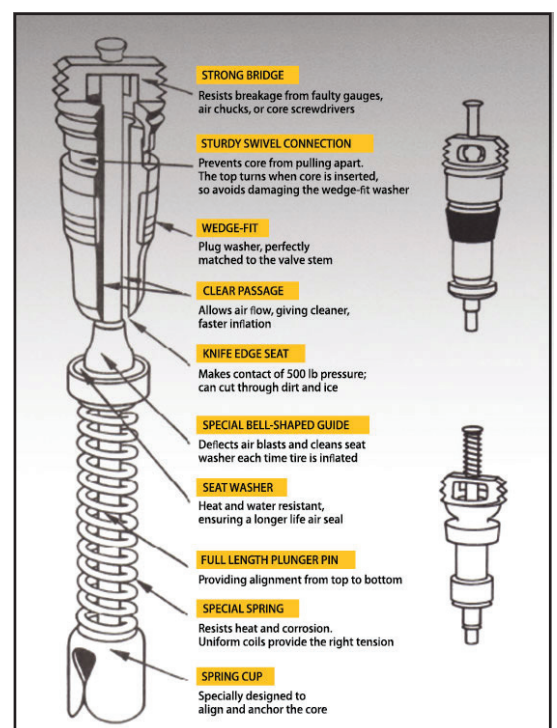
- Tire pressure must be checked on cold tires at least once a week or when the vehicle is serviced, using a calibrated pressure gauge
- Never "bleed" a tire when hot
- If your pressure check indicates one of your tires has lost pressure of 5 psi or more, look for signs of penetration, valve leakage, or wheel/rim damage which may account for the air loss
- If the tire is 20% below the maintenance air pressure, it must be considered flat. Remove and inspect for punctures or other damage. If run flat damage is detected, scrap the tire
- Periodically check valve and caps for any damage

Remember that the valve core should be considered as the mechanism to adjust the pressure, and the cap considered as the primary base seal.

What are the Advantages of Stronger Giti Valve Caps?

- Metal caps provide better durability than their cheaper, plastic counterparts
- The caps better protect the valve core from elements like dust and water, as well as air escape
- They can hold air pressure of 145 psi or greater, while cheaper alternatives cannot hold as much
- Metal caps retain their shape in high temperatures and hot environments, while plastic ones can often get deformed or melt.
- Giti Tire's technical team will advise you on the best way to utilize and maintain the valves and caps

Valves may be just a small part of the tire, but it doesn't mean they aren't important. All Giti tube type TBR products will have high pressure metal valve caps fitted as standard (not plastic). 





Malaysia's Premier Fuelwatch Challenge 2016

Semifinalists of the 2016 Fuelwatch Challenge by Volvo Trucks Malaysia had an added advantage when they tackled the annual real-time driving competition with personalised advice given from the event's past winners.

Last year's champion Nor Rahmat Abd Talib, Ahmad Othman (Champion from 2014) and Zamri Abd Rahman (Champion from 2013) shared their know-how and experience with the 19 semifinalists a day prior to the event and after, mentoring them on the best ways to tackle the competition's driving and fuel efficiency tests. In Peninsular Malaysia, the Challenge was held at Volvo Trucks Malaysia Sdn Bhd's flagship dealership in Port Klang for the first time before moving to Ipoh, Prai, Kuantan and Johor Bahru.

Their expert tips and tricks paid off in spades for winner Zulkifli bin Saad, who displayed precision, patience and exemplary driving skills in securing bragging rights as the nation's most fuel-efficient truck driver in what is arguably the most popular competition of its kind in the world.

Zulkifli, who works with Prifaria Sdn Bhd claimed the 7th edition of the Challenge by achieving the lowest fuel consumption, clocking 2.83 kilometres with just 1 litre of fuel while carrying a load of 20 tonnes in an FM 440 with i-Shift. He posted a time of 1:07 minutes during the driving challenge covering a total of 40km.

For his efforts, the 38-year-old who currently resides in Penang will not only represent Malaysia at the Fuelwatch Asia Pacific Final in Sweden, but also takes home a BSN voucher worth RM5,000 and other exclusive Volvo goodies. In Sweden, he will go head-to-head against other APAC winners to claim the title of the region's most fuel-efficient driver.

"Winning Fuelwatch Challenge is undoubtedly the highlight of my career behind the wheel," said Zulkifli. "I have been training hard for this competition, especially on means of conserving fuel, but I don't think I would have done so well without the advice and knowledge provided by our champion mentors."



He continued, "The competition had also shown me that every little drop of fuel mattered when it comes to operating costs and achieving great fuel savings. And being a part of this competition, it has further taught me the importance of road safety and how everyone has a responsibility to keep each other safe on the roads. The Volvo Trucks 'Know Your Blind Spots' campaign helped me further understand and be more conscious of my surroundings when sharing the road with other users."

He added, however, that his win had placed a heavy responsibility on his shoulders. "There has never been a Malaysian winner at the final, but I hope to be the one that flies our flag high," he said. "I would also like to share the knowledge and skills I've picked up with others to help them understand that a fuel-efficient driver is one of the most important factors for both the environment and a company's economy."

Second place went to Norhadima bin Umar from Megah Transport Sdn Bhd who drove 2.76 kilometres using 1 litre of fuel. He won a RM3,000 BSN voucher and a Challenge trophy while Samsudin bin Abdul Hamid from MISC Intergrated Logistic Sdn Bhd who placed 3rd, won a RM2,000 BSN voucher and a similar trophy. He registered 2.69 kilometres using 1 litre of fuel. The respective companies won a year's subscription to Dynafleet, Volvo's very own fleet management system.

The decision to introduce past winners as mentors is in-line with Volvo's Driver Development initiative, a training programme that has fully-competent certified Volvo driver trainers coaching their peers to ensure maximum road safety and efficiency. The programme, which offers learning modules on economical, safety and defensive driving, aims to give drivers the necessary information and skill to use vehicle functions and features in an efficient, safe manner.

Volvo Driver Development also aspires to improve and enhance the career development of drivers with high potential and provide programme-certified drivers the opportunity to train others.

As with its six previous editions, this year's Challenge looked to increase awareness on the importance of fuel efficiency, promote greater sustainability and lessen environmental impact. It is also geared towards educating drivers, fleet managers, customers and stakeholders on the importance of best practices to reduce fuel consumption and cost as well as boost profitability.





Views and Tips

During the competition, we met with drivers to learn more about how they prepared for the competition.

Mr Rahmat, 49:

AT: What is your aim as a mentor in this competition?

R: I have been a driver trainer for six years and was the first runner up for Fuel Watch 2015. I was excited and thrilled to represent Malaysia in Hua Hin, Thailand. Although I didn't win the competition, I'm back to Kuala Lumpur having gone through a one in a million event, adding knowledge and experience. My aim in the competition is to share all the tips, knowledge, skills, strategies, weaknesses and strengths that I've learned and discovered throughout the journey along with my Mentor, Mr Rusdi.

Mr Zamri, 48

AT: What are the main challenges that you face as a mentor?

Z: The "old" mindset. Some of the drivers are too comfortable in using their old methods in driving and it is hard for them to accept some new techniques that we, mentors try to introduce. Some are eager to learn and some are just not that convinced enough.

Mr Shamsudin b Abdul Hamid, 50

AT: Can you share your experience so far as one of the participants for top 19?

S: This is my first time joining the competition after I have heard about it from my trucker friends. I never expected to reach the top 19 after managing to go through the tough stages of the challenges in the competition. I have been nervous, yet curious about the whole journey after one level to another. I did some practices as part of the competition's preparation during working hours. I hope being in the industry for 18 years will bring glory to my career.

Mr Radzi, 38

AT: What have you gained throughout the competition and what else do you expect to gain from your participation?

Mr R: First of all, I gained more than I expected. I get to make more

friends, listen to their stories and experiences, and build a positive relationship with the mentors. I felt like we are not really competing against each other, but we are more like a new family that is having fun and enjoying the excitement, well since it is my first time. I have learned a lot from everyone that takes part in the competition process and I will definitely try again next year!

On the night of the finals, during the announcements of the winner, we also spoke to Mr Zulkifli, who is this year's Champion for Malaysia and who will move on to represent the country in Sweden.

AT: What do you feel right now?

Z: I feel very thankful to be able to experience such precious night like tonight. But I am still nervous because it felt like a dream when I heard my name was announced as the champion and that I will represent Malaysia in Sweden.

AT: How long have you been a trucker?

Z: Now four years and this is my first time joining Fuel Watch by Volvo

AT: What can you say about the challenges that you faced throughout the competition?

Z: I would say it was quite tough and it did challenge my everyday driving skill as well as my knowledge.

AT: Maybe you would like to say something to people that gave you the full support during the competition?

Z: I am grateful to have received a lot of support from my family and friends, full commitment from my employer, and to my mentors for polishing and developed my skills. Thanks to Volvo for creating such opportunity for the drivers.

Mr Farhan (His Employer) was also present

AT: There are two drivers from your company representing Malaysia for Fuel Watch Competition. What can you say about that?

F: I really appreciate my drivers' hard work in the competition and this is the second time Prifaria Sdn Bhd gets to send the driver overseas to represent Malaysia. We are already proud of the driver's achievement and we hope Mr Zulkifli will give his best in Sweden.




(From L-R) 2nd Runner Up, Samsudin bin Abdul Hamid from MISC Integrated Logistics Sdn Bhd, Fuelwatch Challenge 2016 Champion Zulkifli bin Saad from Prifaria Sdn Bhd and the 1st Runner up, Norhadima bin Umar from Megah Transport Sdn Bhd during the prize giving ceremony



Dynafleet makes its Debut

Fuelwatch Challenge 2016 saw over 36% increase in participation, with over 50% of contestants returning again to test their mettle. It also saw participants using Volvo's proprietary Dynafleet Management, an online fleet management system introduced locally in 2015. Aimed at improving fuel efficiency, producing better vehicle utilization and reducing administration, Dynafleet allows transportation-based companies to manage their fleet of trucks efficiently and easily.

Fuelwatch Challenge 2016 also introduced a safety campaign, called the 'Know Your Blind Spots Campaign'. The initiative and its corresponding activities aim to create awareness among road users and truck drivers on identifying blind spots and practicing proper road etiquette.

"The Volvo Fuelwatch Challenge has continuously become a key platform that educates drivers, fleet managers, customers and other stakeholders about the importance of good driving practices. All these lead to improved fuel efficiency, reduced cost and increased profitability, as well as increasing awareness on safety. This year, the Fuelwatch Challenge was different from previous years because drivers were competing in Volvo Trucks fitted with Dynafleet, Volvo's fleet management system. The system was used to gauge the fuel efficiency of the drivers during the competition. We've also a safety campaign with the aim to create awareness among truck drivers and other road users, about the importance of blind spots, especially in the presence of large trucks," said Law Ah Tiong, Vice President, After Market. 

Vision Scania: Sustainability and Beyond Next Generation



Asian Trucker gets an exclusive opportunity visit Scania's headquarters to gain insights into the thinking behind the new generation of Scania trucks. Stefan Pertz gets the answers to questions on how sustainability is directing the thinking of the company and how the future of trucking could look like with Scania's autonomous vehicles.



Gustaf Sundell, Sales Director, Sales and Marketing, Africa and Asia-Pacific

Amidst the hectic of having to show the next generation Scania to some 9 000 clients from Europe, we are warmly greeted by Gustaf Sundell, Sales Director, Sales and Marketing, Africa and Asia Pacific. He echoes what his colleagues say about Asia being the region of growth for the company. "Asia is important for us. Our newly launched Next Generation Scania has seen a fair share of input from customers from Asia, especially from South-East Asia," he proudly says. Chinese customers have taken it upon them to see firsthand the new truck immediately after the launch.

Sundell emphasises on the modular approach of Scania. "We don't do multi-brand business. We offer one thing: sustainable transport solutions. And these we adapt to each customer via our modular system we have been harnessing over the past 50 years." According to him, the decision made several decades ago has paid dividends over and over again. There is now what he calls a global building set, making the company the most profitable in the industry. It is also a highly efficient system that reduces the number of different parts needed, stockpiles and interestingly strategies for various markets. "Yes, the philosophy for such thinking takes much effort, but as you can see, it pays!" Sundell says.



Sundell also believes that the newly launched truck, one that builds on the modular approach is a step into the right direction, if not a step ahead of everyone else in the market. The numbers seem to prove him right as currently the company holds a 17 % market share in Europe. Having said that, it is now that the company will be needing to set up production centres around the world in order to respond to the needs of local markets. "The current range is performing well and we have already had a high quality level. In Asia in particular, the current line-up has seen a fantastic performance," reflects Sundell.

Touching briefly on the different markets that Scania operates in, Sundell highlights that China is a very interesting market. Not because of the sheer size, but as a result of the high adaptation rate of e-commerce. With that, there is an increased need for distribution. Coupled with that comes the push from the Chinese clients to become more sustainable. India will see a shake-up with the implementation of a new GST scheme. Thailand, closer to our home, is a huge market that is now seeking gains in efficiency. In Asia, one of the challenges are the vast distances that need to be covered. This is especially true for countries like China, India or Thailand. Also, China poses challenges as there are strong local competitors. "While the local competition is certainly very strong, the specifications and prices are in no way comparable to our offer."

As China has been among the first to put their signature onto the Paris Agreement, Scania is ecstatic as it is no longer good enough to just provide a truck. Adherence to the tightened regulations in regards to emissions will play into the hands of the European brands which have been working within the framework of the Euro 6 regulations for many years. "This is going to be interesting," Sundell says. When it comes to the strategy of how to expend into a market, Sundell explains that "You can either divide a country by regions or you approach the business by prioritising specific industries. In our case it is simple: we will focus on where Scania can help the most in improving profitability." This means, Scania will look for a certain type of clients to work with. One of which will be large fleets. Obviously, any expansion of the offer of trucks needs to go hand in hand with the expansion of the service network. "Our yardstick to judge if we are successful is when our clients are successful." Asked if this would be a European mindset and if the Asian thinking is very different, Sundell clearly answers that Asian clients will be much more rational in their decision making and have a better understanding of their business as they are typically driver-owners. "And when your and your livelihood hangs on a decision in business, you tend to be much more rational. However, at the end of the day, it is the relationship that will be the most important aspect in our business dealings. And the region to focus on is South-East Asia!"



Commenting on how the wholesale network works, Sundell calls the offices outside Sweden the real experts. Himself, he classifies as a "Tourist listening to clients" as he frequently visits the markets he is responsible for. Being with Scania now for some eight years, his most vivid memory is that of a client in Oman. Here a company in the oil transportation business turned to Scania and the highly customisable trucks turned the company from drawing red figures to one that is posting profits.



Richard Ramberg, Press Test Officer, Sales and Marketing, Brand & Marketing Communications

Let's Ride

The weather was on our side when we flew to Sweden to test drive the Next Generation Scania. Lined up for us were some 16 vehicles to test on a three kilometre long track that offers corners, steep uphill and downhill straights as well as tight turning circles. If one feels confident, one could also reverse one of the trucks into the designated bays.

As the saying goes, first we like, then we act. And liking is what many do when it comes to the look of the truck. Sitting in the sun, the S Cab of the 730 horse power V8 is screaming for attention. And it gets it. Having seen the droves of drivers and fleet managers clambering all over the vehicle, it is now time for us to hop in. Although, in this case, we majestically approach the 25 meter long road train, loaded with 60 tonnes and radiating confidence. In all other meetings, Scania management have highlighted that the development included an improvement of the quality. And what they meant by that were the gaps between panels, the flow of the building groups and how the surfaces feel. This truck was compared to passenger cars in the way it was put together. And if you have ever stumbled into a showroom of a top car brand, you know what they are talking about.



Scania's new truck range delivers more of everything

- A new range of cabs designed in-house by Scania.
- Two cab series being introduced initially; the new S-cab has a flat floor.
- A repositioned front axle provides increased safety.
- The world's first truck with roll-over side curtain airbags.
- Up to 5% reduction in fuel consumption across all engines.
- Layshaft brake system can halve gearshift time and increase driveability.
- Approved for use with HVO, with more alternative fuels to be introduced later.

Scania recently premiered an entirely new range of trucks which, when complete, will represent a complete renewal of Scania's range of solutions. The introduction of even more products and services now makes it possible to tailor sustainable and profitable solutions for all types of customers. During the first phase, Scania will be introducing solutions with a focus on the needs of customers who run long-haulage operations. The goal is to offer these customers the best possible total operating economy.

Clicking Immediately

Have you ever stood next to a truck, opening and closing the door because the sound of the door closing is so... exciting? While you may think this won't happen to you, we assure you, it is exactly what you will do. And this is just the first testament to the quality that the Swedes have packed into this vehicle. Climbing up into the cab, we have a leather seat that just welcomes you, encases you and makes you feel comfortable in your workplace. The instrument cluster features the stylish V of the V8 sign in a swosh. The steering wheel is no longer round at the bottom to allow you to sit comfortable. When gripping the steering wheel, touching the leather, you immediately feel in control. This leather clad instrument has all the crucial dials in reach. After feasting on the interior, it is time to wake up the 730 HP giant right underneath. Heading out onto the track, an 8% incline is what lies ahead.

Richard Ramberg, Press Test Officer, asks to stop right there. Once fully stopped, he explains that the hill-hold function will allow for four seconds to move the foot from the brake to the accelerator. Doing that, the acceleration is smooth, gear shifts only slightly noticeable and the fact that there is freight worth 60 tonnes in the back is barely noticeable. Steering is easy as the truck cruises around the track. "We also have a 500 HP engine version now, reacting to the feedback we have gotten to from the market. While we are yet to fully test it, we are confident that it will be even more fuel efficient than the 430 HP engine version," says Ramberg. While we are missing the real V8 sound that fell victim to the Euro 6 Emission norms, the truck is stunningly quiet. Naturally, professional drivers will appreciate this as long trips may otherwise add stress.

Developed Inside Out

In order to develop the truck, Scania has worked with a panel of professional truckers. Scania allowed them to move things, adjust items and to comment on what they would want to change. For instance, the driver's seat was fully moveable. What transpired was that the seat should be some 2.5 centimetres more to the left and a bit further forward, while the "windowsill" was lowered by three centimetres. As a result, together with a very lean A-Column, there are hardly any blind spots in front of the truck when the driver has adjusted his seat properly. The electric windows now lift or go down with just one touch, allowing the driver to keep his hands on the steering wheel as much as possible. Further, the mirrors were adjusted in order to give better views around the truck.

Being a complete package, there will be a lot of connectivity to help the driver and fleet manager operate the truck. In addition, there will be new services (Finance, flexible maintenance to name just two) that come as a combo with this truck. A cornerstone of the new offering will be connectivity and the centralised data collection. This will allow Scania to harvest data and to utilize this to further improve the product. For example, the backend will determine when it would be the best time to come in for a service, avoiding appointments that are too close together. For instance,



an oil change may be slightly delayed if the system detects that another item may need servicing in the very near future, thus combining these two tasks. However, one will have to display some patience first as the truck will not be available in South East Asia for the time being. However, we are sure that when it will be, it will see a similarly enthusiastic reception as it had at the IAA.

"My job title is a huge responsibility. I make claims. I create expectations," says Follér as we meet him on the sunny afternoon in the Scania HQ. "It takes effort." And that is easy to see as he is to inspire people to be quicker in adapting a sustainable approach for the business. And that is important as we have to understand that our planet has only limited resources. Follér is also responsible for the communication with NGOs and governments. Close relationships with politicians are crucial if one wants to drive the agenda of being sustainable.



Andreas Follér, Sustainability Manager, Public and Environmental Affairs

Just what does sustainability mean? "It is not something that we, Scania, have the right or possibility to define. It is something unique to every community and what we do in each of the communities to be sustainable may be very different." For instance, in India, it is a question of how we interact with local communities when it comes to women-empowerment or the access to clean drinking water," said Follér. It is a case whereby the activities are not obviously related to the core business, but about ensuring that the company can sustain its business. "We ask: how can we stay relevant? Sustainability is not about being tree-huggers." The question his department is asking is simple: how does the transportation business of the future look like? The question is simple. The answer complex.

Keep Going

Sustainability? In a nutshell, according to Andreas Follér, Sustainability Manager, Public and Environmental Affairs, (Yes, that is a Scania belt buckle!) it might be simply described as "A whole new way of delivering business". Ok. But what does that mean, exactly. There are some really sharp eyes to this person that one may mistake for a tree-hugger, given the job title. However, Follér and his three immediate colleagues have a pivotal role to play in the organisation. "And with that, I would say, I have many more colleagues directly involved in sustainability," he says. There are two dedicated people in purchasing, one in logistics and an entire department to look into production.

In our globalised and inter-connected world, everyone has access to the same data, the same input. Here is where Follér comes in. He looks at you and asks "So, what do you DO with that data, that information that is there and available?" And given what is available, does he think that there is more that could be done? "Yes, absolutely. When it comes to certain issues, such as bio energy, I strongly believe that governments could be doing more. Much more and much faster." It is his belief that without a strong push, via incentives and investments by governments, it will be impossible to reach a state where fossil fuels will be replaced in the near future. "The solutions are available. However, we need the support of the government," Follér sums it up. What he sees as an advantage of companies delivering fossil fuels is that they have been around for some 150 years and are running flawlessly.



Risk-taking. That it is that is maybe needed. Having worked with the Euro Emission Norms for some 20 years now, it seems that the dawn of combustion is here now. "I have no doubt. This is it. The end of energy for transportation from combustion engines," oracles Follér.

So, what is sustainability? For one, it is hard to replicate as a concept that is driving a business. Follér looks at three areas in in the transportation business, which are the hardware, fuel and connectivity. "We are committed to take the lead and our owners are supporting this push. Maybe it is sometimes difficult to see the obvious item to improve efficiency, the hardware, the actual truck, but Scania is unique in this approach and it will be very, very tough for the competition to replicate this". Follér cites over a decade of data collection as a head-start they have on the other truck makers. Competition may come in the shape of companies that aren't even in the business of transportation. Yet.

Follér takes the Scania bus to work and walks the remaining distance from bus stop to his home.



Per Sahlholm, Head of Platform & Architecture, Autonomous Transport Solutions

The Crystal Ball

At this year's IAA, the industry agreed: autonomous driving is the future. It is no longer a question of "If" but that of "when". At the Scania Technical Centre, just up the road from the HQ, we meet with Per Sahlholm, Head of Platform & Architecture, Autonomous Transport Solutions, who will offer a view into the future. Our interviewee has been working on the creation of the new truck. With that now finished, he has moved on to working on autonomous driving, something that in his view is "Highly exciting and right down my alley For Scania, the path is clear: it is autonomous driving that will be the key driver for profitability for their clients. In our meeting he presents a roadmap for this ambitious project and Sahlholm is confident that the company is on track.

As there are a lot of parameters and events to be programmed into an autonomous vehicle, enclosed, limited and easy to monitor environments are the first applications that Scania is approaching in order to gather intelligence and experience. These are mines and locations such as ports, factories and airports. Those familiar with automotive production will know that for many years materials have been delivered by robot-vehicles that act autonomous. "A good estimate is that the first autonomous vehicles in an industrial or mining setting will start reaching customers around 2020," said Sahlholm. This will be the time when we will see trucks and buses advancing from just driving a few laps to running 24 hours a day. According to him, connectivity is a pre-requisite for the creation of autonomous vehicles. Scania is well set—up in this respect as there are already some 200 000 Scania's on the road talking to the company.

At the moment, we already use a number of tools that would be classified under the assisted driving, such as active prediction, which helps the drive to use the vehicle at optimum performance. Various vehicles are also already equipped with lane departure warning and other tools that make the life of a driver easier. "And if you think of it, the use of autonomous vehicles is in line with our philosophy of respecting the individual. Just imagine the health impact on a human being in a mining operation: stress, the danger of accidents and pollutants. All this will soon no longer be an issue." When asked if the development of such vehicles will result in a lot of people being unemployed, he is very clear in saying that "There will always be people needed to manage these vehicles. You need to schedule them, monitor and program them. Also, one needs to do daily safety inspections for example. Through this, we will simply create better jobs." Sahlholm and his colleagues are seeing some very clear advantages that will come with the autonomous vehicles. Efficiency will increase, safety improves and health impacts reduced.

What we see already today are countries like Singapore asking for platooning as pilot studies into autonomous driving. For the visionary person, this means a better utilisation of resources, such as fuel and parts on a truck. It is a known fact that in a convoy, any driver will break harder than the driver right ahead, thus creating the so-called "jams out of nowhere". When vehicles communicate with each other, they can transmit the exact amount of breaking needed to avoid a collision (at a distance of 0.8 seconds mind you!!) and the right timing to break. Just imagine that your trucks can adjust their driving speed and gears according to the topography that lies ahead, communicated via satellite and passed on through a convoy of several trucks.


However, just the driving aspect of transportation is not enough for Scania. With the advent of The Internet of Things, one can also look at smarter ways to improve the transportation business.



With apps that track the available space in a truck, loads to be collected and the possibility to quickly optimise routes, trucks will soon become much more efficient. The Next Generation Scania is already a glimpse into the future. While the vehicle is likely the most easy component to be explained, there is an entire suit of software that supports the truck. "There needs to be an ecosystem, a way to support our clients with their need for smart transportation solutions. Hence, we will need our sales representative and the entire organisation to become much more of a consultancy based organisation," he summarises. What makes his job even harder is the requirement of the vehicles produced by Scania having a modular approach. No matter what form of propulsion, size or application, his solutions would have to fit them all.

While enthusiastic about what he is doing, there are also some considerations and obstacles that need to be addressed and overcome. For instance, there will be fatalities with autonomous vehicles. "You cannot rule that out completely. However, as we are taking fatigue and misjudgement out of the equation, there will be much fewer accidents. Autonomous vehicles will be statistically safer. Now, that doesn't mean everyone will immediately trust them. It will take time to build up that confidence," cautions Salholm. Just think about the fact that there will be participants in traffic that don't follow rules. And if your motorbike is made

of plastic, a self-driving truck using radar to detect obstacles may not "see" you. If you so decided to drive into oncoming traffic, the truck may not detect you. For now, there is also a high degree of supervision of the vehicles on the road, something that will be reduced, but won't disappear entirely. What is described as safe failing is what one needs to aim for now. It is about stopping a vehicle before anything can happen.

Salholm joined Scania during his postgraduate studies and for now, this is "the most exiting project" as he goes through the presentation on Scania's path to achieving the goal of autonomous driving. In his view, the current trends are an enormous opportunity, but also a challenge to established brands. Not coming into the business with any knowledge of commercial vehicles, he saw a project that opened up to be his ticket to his PhD. "What we have here in Scania is a deep understanding of our clients and their business. Scania has unique skills. Pair that with the premise of creating the future and you are onto something that is clearly exhilarating," he finishes his presentation. When asked which of the two trends will be dominating, electrification or autonomous driving, he answers in the typical Scania way "It depends on what the client needs." He points out that electrification is easier to achieve as a result of regulations. 





From Left Adam Lim, Director - DA Logistics (M) Sdn Bhd, Liong Wu Lung, Director - Mac Asia Line Sdn Bhd, Alice Chang, Director - Trans Atlantic Forwarding Agency, Captain Justus Kumar, Director - Mac Asia Line Sdn Bhd

What Makes Hammar the Smartest Sideloader in the Market

Transporters are aware that lower weight means less fuel consumption. Not compromising on the safety, the Hammar sideloaders are engineered to give the best performance while being featherweights.

We drop by the Hammar Maskin (M) Sdn Bhd office to get some updates on the development of the business and the Malaysian trailer market itself. The company is a wholly owned subsidiary of Hammar Maskin AB of Sweden and here in Malaysia has more than 500 Hammar sideloaders on the road. They command well over 67% market share in Malaysia. Today, Malaysia is the fastest growing sideloader market worldwide and the second biggest market in the world after Australia.

The Tech Inside

Using the very latest CAD/CAM and FEM technology in conjuring with the latest quality materials and advanced design methods are one part of the success. Hammar sideloaders are made using the latest high tech Swedish steels. These special, super-high strength steels are micro-alloyed with niobium, titanium, and vanadium, which enable low carbon and magnesium contents to be maintained. Using such steels enables Hammar to design a very lightweight sideloader with lighter/thinner gauge than normal steels but at the same time without any compromise on strength. This resulted in the Hammars achieving the lightest sideloader tare weight (weight of the sideloader without payload) in the world.

Local Market Conditions

"Market development has slowed down for the past few months compared to last year and it did have some impact towards our sales as well. This year, existing and new customers are more focused on budgeting and balancing their financials and we see that they are reducing their investments," said Mr Joon, Director of Hammar Maskin (M) Sdn Mhd.

The Klang Workshop

After the opening of their new workshop last year, according to Joon, they have increased the efficiency in delivering their services. The new working environment, with a fully fledged

workshop, equipment, enough manpower, comfortable waiting area for customers and easy access enables them to provide a higher quality service compared to their old workshop where they couldn't control the workload as well as now

Currently, they have two workshops in Malaysia, one being the Klang workshop and another one is located in Johor.

Three Strong Words

Reliability, service and spare-parts are the key to success for Hammar. "Even if your product is good, but your service is not satisfying, the product will eventually fail. The same applies to the service if it's good, but you don't have the spare parts available, then you'll start to disappoint customers," said Mr Joon.

Trailers in Malaysia

Probing on, here is what he got to say about the business in Malaysia compared to other Asian countries: "the trailer industry in Malaysia is not as big as in other countries (excluding Singapore), hence, other countries have quite a big volume of demand for trailers," he explained.

According to him, sideloaders are a very economic alternative to delivering containers from the port to the consignees. Using a sideloader is far more efficient, with a productivity of each unit being up to 30 times higher, than that of an ordinary container chassis. Malaysia Department of Safety and Health (DOSH) categorizes the sideloader as a mobile crane or lifting frame and this falls under their jurisdiction for approval by DOSH with conditions. One of the conditions stipulates that non original replacement parts and components are strictly forbidden and any repair procedures must be advised and approved by the manufacturer. The condition is widely practiced worldwide and especially so in the case of sideloaders which are designed to lift 36 tonnes and above.



Effortless Handling

One may assume that such hi-tech components are difficult to manage. However, Hammar proved this to be wrong. Dropping by unannounced on 22nd August was a delegation from Transatlantic. The group, having made their way to HAMMAR's workshop were Alice Chang, Director of Transatlantic, Adam Lim, Director of DA Logistics, Liong Wu Lung and Captain Justus Kumar, Directors of Mac Asia Line. Transatlantic itself is based in Kuching whilst their other two companies are based in Bukit Tinggi, Klang. Following the introduction of Hammar as a company, after about one hour, it was time for a practical demonstration of the sideloader.

Shipping cost was a concern for Transatlantic as the trailer was to be deployed in Kuching. However, on the yard was a HAMMAR that was specially packed to reduce shipping dimensions to benefit buyers through reduced shipping costs for another East Malaysian customer.

Whilst viewing and presenting the service backup facilities, the visitors asked for a demonstration of a Hammar too. Joon decided to use a 10 year old Hammar 195S that had just been serviced and was about to be tested with a 20ft container laden with 45 tons of concrete. "We conduct this testing regularly after servicing or repairing Hammars or before delivering a new unit," explained Joon. Just when the Technician laid his hands on the remote controller to start operating the mechanism, Ms. Chang asked "Can I try operating it?" To prove its mettle, how can one refuse?

While the Hammar sideloader demonstrates enormous strength in operation, it is also effortless to handle for the operator. This was demonstrated recently when for the first time in Hammar Malaysia's history the Klang based team had a lady taking over the controls. "We left the controller in her hands for the first time and operating the Hammar with minimal guidance, showed how user-friendly the Hammar is as it designed with intuitive handling apart from intelligent safety features" said Joon after this event.

With guidance from the technician on hand, it was smooth sailing for Chang at the Hammar controls lifting the 45 ton container. History was made: another first for Hammar Malaysia.

MAC Asia Line Sdn Bhd

MAC Asia Line Sdn Bhd is a Malaysian based shipping & logistic company whom are currently active in the Asia Pacific market & are also in the process of setting future goals to extend its network to a more global presence. "We have branch/agent offices in all major cities / ports in this region thus ensuring the best & reliable service is provided to our customers in terms of shipping, freight forwarding and logistics, engaging in multimodal transport business and also offering an extensive & comprehensive total transportation service to our valued customers," states Captain Justus Kumar. At this moment our company's core activities are as follows: sea & air freight forwarding, inland transportation of export & import, customs clearance & documentation, cargo consolidation and LCL service, project cargo handling, container trading, warehousing, cross trade business, shipping agency (currently the appointed agents in Malaysia for Merchant Feeder Lines Pte Ltd & SingWA Shipping Pte Ltd for their Kolkata ~ Port Klang ~ Singapore Service (KMS Service) & also the Kota Kinabalu agents for BMS Line Sdn Bhd, Perma Shipping Line Pte. Ltd. & Simatech Shipping Sdn, Bhd. for the West / East Malaysia Express Service (WEX Service),conventional, break bulk, OOG & UC cargoes, ship brokerage, chartering & demolition and total ship management service (Commercial, Operation & Technical).

DA Logistics (M) Sdn Bhd

DA Logistics (M) Sdn Bhd was founded in Malaysia by professional logistics veterans to provide reliable and efficient service with quality assurance. "We are dedicated to providing a variety of logistics services and flexibility to tailor solutions to meet customer's needs. Our expertise is in sea and air consolidation service to East Malaysia, custom clearance & documentation, international export or import cargo service and warehousing facilities" explained Adam Lim. DA Logistics strives to establish cost effective and to ensure that consistent quality services are delivered.

Trans Atlantic Forwarding Agency

Trans Atlantic Forwarding Agency is a logistics service provider established in East Malaysia. "We are customs appointed Forwarding agent with own Forwarding and Shipping license. We also registered with KEMENTERIAN KEWANGAN MALAYSIA (FFO) and UNIT PENDAFTARAN KONTRAKTOR DAN JURU PERUNDING (UPK)" said Alice Chang.

As a service oriented agency, they provide wide range of logistics solutions including international import and export cargo, sea or air freight service, haulage, warehouse facility, project cargo handling, trucking service and handle East Malaysia Deconsole service. She promises that "With Trans Atlantic as your business partner, we are firmly committed to ensure quality and professional service are constantly provided and we focus to deliver cost-effectiveness and efficiency to all our clients".

Lubricants and Sulphur



With the introduction of Delo 400 MGX SAE 15W-40, Caltex offers an answer to the needs of modern engine technology when it comes to lubrication. One of the factors affecting engine performance is the sulphur content in diesel fuels. We take a closer look at how the new Delo product can enhance engine performance.

Why is Caltex introducing Delo 400 MGX?

The continual need to meet more stringent emissions legislations requires development of new engine hardware, the introduction of exhaust after-treatment technologies in diesel engine such as Exhaust Gas Recirculation (EGR), Selective Catalytic Reduction (SCR), Diesel Particulate Filter (DPF), and increasing availability of Ultra-Low Sulphur Diesel (USLD). These factors in turn drive the need for higher quality lubricants that are also compatible with exhaust after treatment technologies. The development of new Caltex technology that provides more effective acids neutralization capability at lower alkalinity (TBN) provided us with the ideal condition to evolve to the new Caltex Delo 400 MGX SAE 15W-40 API CJ-4 product, which offers technological advantages such as better dispersion of soot, significant reduction in wear rates, decrease in deposits on the piston, as well as a better resistance to oxidation.

What are the impacts of higher sulphur content in diesel fuels?

The sulphur in diesel forms undesirable by-products during the combustion process, which result in increased emissions

to the atmosphere as well as increased corrosive sulphuric acid in the engine. Globally the trend has been towards reducing sulphur levels in diesel to help meet more demanding emissions legislations.

What are the solutions to neutralize these acids?

The detergent additive technology in heavy-duty engine oil provide the main Total Base Number (TBN) which is critical to neutralize various corrosive acids, helping to extend drain intervals and keep engine components clean and running smoothly.

In my country, sulphur content in diesel fuel vary. Can I use one product, Delo 400 MGX, for diesel fuels with different sulphur levels?

Yes, the new formula of Caltex Delo 400 MGX SAE 15W-40 is designed to work in diesel engines running on both ultra-low sulphur diesel (<15 ppm) and high sulphur diesel (up to 2000 ppm). This is due to the detergent additive in the formulation, which provide very effective neutralization of acids and retention of Total Base Number (TBN). Delo 400 MGX has undergone controlled testing in the Cummins ISM engine to show its ability to neutralize acids. Result showed a lower rate of Total Base Number loss (blue line-less steepness of the line) compared to a competitor API CJ-4 product. Furthermore, Delo 400 MGX has been rigorously field tested to show improved performance in other areas such as wear protections and oxidation control.

What happen if I use as standard product designed for ultra-low sulphur diesel (API CJ-Oil) in high sulphur diesel?

Standard API CJ-4 Oils will perform well when ultra-low sulphur diesel (<15 ppm) is used, but if high sulphur diesel is used, oil drain intervals need to be reduced accordingly in order to protect new and expensive hardware. However, Delo 400MGX is a premium API CJ-4 product that can be used with both ultra-low sulphur diesel (<15 ppm) and high sulphur diesel (up to 2000 ppm) without compromising oil drain intervals.

I am using Delo 400 Multigrade, what are key performance differences of Delo 400 MGX(API CJ-4) compared to my current Delo 400 Multigrade (API CJ-4 PLUS)?

API CJ-4 service category is one of the most robust specifications on the market. Delo 400 MGX is designed to provide higher performance in various areas such as wear protection, engine cleanliness and soot dispersancy.

API CJ-4 was designed to be backwards compatible, therefore meeting the requirement of API CI-4 PLUS and earlier categories. Delo 400 MGX can be used for a wide range of diesel engines, including newest low emission engines and in older engines, reducing complexity and chance of misapplication.

Our formulation expertise allowed us to develop the special TBN retention technology found in Caltex Delo 400 MGX SAE 15W-40 that provides improved oil drains performance.


Can I mix Delo 400 MGX SAE 15W-40 with Delo Multigrade SAE 15W-40?

Since Delo 400 MGX SAE 15W-40 is product with a new formulation, mixing this with other product should be avoided and we recommend complete oil drain of the engine before changing and filing with new oil. However, incidental mixing should not be an issue and if you need to top up the engine oil, you should ensure that the quantity does not exceed 10% of the total volume of the crack case: for example, if the engine has a 38 litre tank, the new product can be a maximum of 3.8 litres. For storage tanks, it is recommended to drain completely before filing with the new product in order to avoid mixing as much as possible.

What API standard and OEM Approvals do Delo 400 MGX meets?

Delo 400 MGX SAE 15W-40 is API CJ-4 licensed and also has extensive OEM approvals such as Cummins CES 20081, Daimler MB-Approval 228.31, MAN M3575, MTU Category 2.1, Volvo VDS-4 and more. Please follow the recommendations of The OEMs and also support your operations with an oil analysis program such as Caltex Lube Watch® to determine the optimum oil change interval for your engine.

Can Delo 400MGX SAE 15W-40 be used for off highway applications?

Yes, it is suitable for most modern off-highway engine including those adapted for current and future emissions standard in construction, agriculture, marine and mining applications. 



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Pre-lubricated, Pre-assembled, Pre-positioned




FAG SmartSET – the ready-to-install wheel bearing repair solution for trucks, buses and trailers from Schaeffler in the automotive aftermarket.

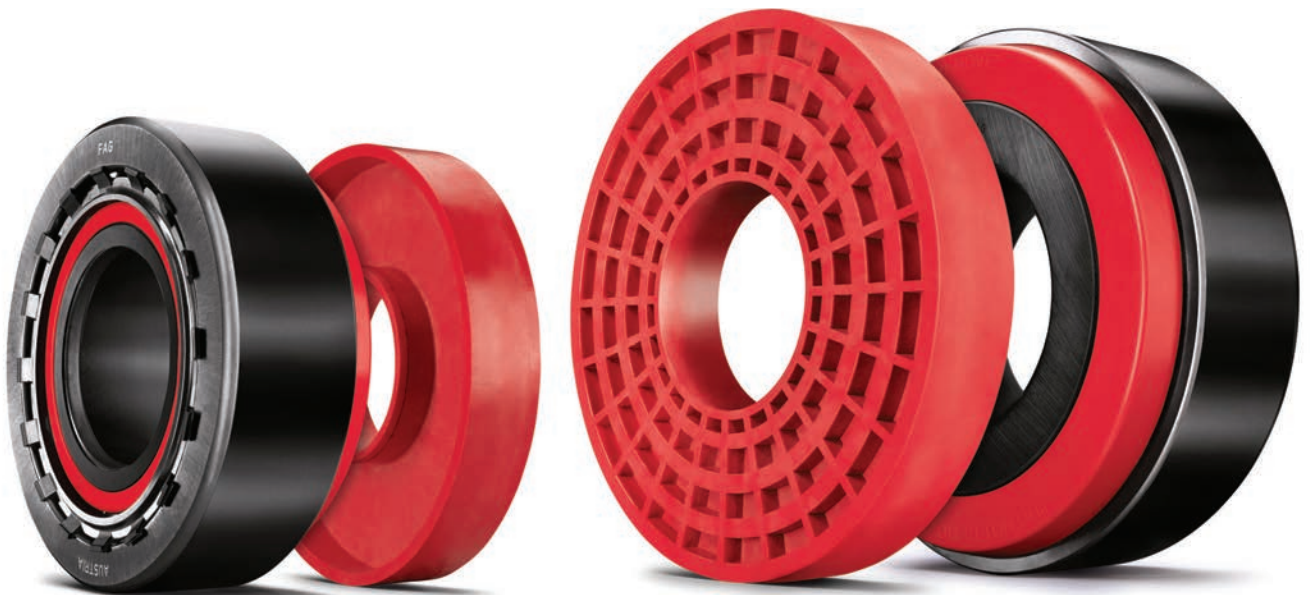
With its FAG SmartSET, Schaeffler is now making available in the automotive aftermarket a ready-to-install repair solution for wheel bearing replacement on trucks, buses and trailers. It is pre-lubricated, and pre-assembled with pre-positioned tapered roller bearings, which means this new complete solution can make a vital contribution to reducing the Total Costs of Ownership (TCO). And not only that – fitting and mounting the wheel bearing unit is simpler and more reliable than ever before.

“With rising competition and price pressure, the total costs of ownership are increasingly a major focus of fleet operators and transport companies,” says Dr. Robert Felger, Senior Vice President Product and Marketing, Schaeffler Automotive Aftermarket. “When a repair is needed, it isn’t the cheapest spare part that is decisive in lowering operating costs, but the spare part that promises the longest reliability as seen over the life span of the truck. Whether it’s the FAG SmartSET or our patented FAG Repair Insert Unit (RIU), these kinds of holistic repair solutions – in the form of pre-assembled and high-quality wheel bearing units – are key factors in meeting the current needs of truck and bus repair specialists.”

The FAG SmartSET was developed especially for the independent Aftermarket and is ideal for all types of truck and trailer axles that use standard tapered roller bearings. Core elements of the new repair solution are two pre-assembled wheel bearing units – each consisting of tapered roller bearings in an innovative cage design with retaining elements, and specially-coated inner and outer rings. This special coating significantly protects the bearings from corrosion, slip wear and crack formation. A support sleeve pre-positions the tapered roller bearings so that rotating the wheel to adjust bearing play is no longer necessary. The FAG SmartSET is pre-lubricated, which ensures that garage professionals always have the right amount and specified-type of grease. In addition to all this, a permanent dust cover prevents dirt ingress from contaminating the grease. As a complete set that includes a pressing tool, this new solution means a fast, clean and efficient repair process that minimizes the sources for mistakes and creates cost benefits.

An additional benefit from this new repair solution is when repairing brakes. While standard tapered roller bearings fall apart when the wheel hub is removed, the FAG SmartSET stays intact as a unit within the hub. Typical time-consuming tasks, like cleaning and then lubricating the hub or replacing the shaft sealing ring, are no longer required. Compared to the repair of standard tapered roller bearings, this solution allows garage professionals to save up to two hours per axle – depending on vehicle model.

Initially there are different versions of the FAG SmartSET available, which cover numerous models of major truck, bus and axle manufacturers. For this new complete solution, Schaeffler Automotive Aftermarket has an installation video and a technical brochure available. More information can be obtained on the internet at the garage portal REXPART (www.rexpert.com). 



A complete package for replacing wheel bearings on trucks, buses and trailers – the FAG SmartSET from Schaeffler in the Automotive Aftermarket consists of two pre-assembled wheel bearing units and pressing tool.

The FAG SmartSET is pre-lubricated, and pre-assembled with pre-positioned tapered roller bearings, which means this new repair solution can make a vital contribution to reducing the total costs of ownership (TCO).

Bosch Brings Intelligence to Tomorrow's Cab



In the driver's cab of the future all data a driver needs will be available on the central tablet display at the swipe of a finger. The future is now.

Nowhere is it truer that time is money than on construction sites. Manoeuvring around the site, unexpected delays caused by excavator and wheel-loader accidents or breakdowns – all this costs time and hence money. “We take a machine that weighs several tons and manoeuvre it with millimetre accuracy, eight hours a day. Even the tiniest detail has to be right,” says the wheel-loader operator Roland Ehrensberger.

That is why, at this year's bauma trade show, attracted around 580,000 visitors from 200 countries, Bosch presented a driver's cab developed especially for construction machinery. At this driver workplace of the future, vehicle operating data can be analysed to the nearest second on a tablet display.

Sensors Make it Safer

And that is not all: ultrasonic and video sensors monitor the vehicle's surroundings more thoroughly than any rear-view



mirror, which prevents downtimes due to accidents. These surround sensors are an important step in the process of giving construction vehicles more intelligence, and so making them even safer.

“Bosch is turning construction machinery into technology showpieces,” says Johannes-Jörg Rüger, president of Bosch's newly founded Commercial Vehicle & Off-Road unit. “The megatrends of automation, electrification, and connectivity don't stop at the gates of construction sites or mines.” In the



future, construction machinery will automatically carry out certain tasks, with drivers scheduling tasks at the connected interface in their cab.

A New Bosch Unit

For the first time at bauma 2016, Bosch presented systems solutions for construction machinery. At the start of this year the supplier of technology and services set up a unit specifically for this field. "As a systems supplier, we want to offer everyone the solution they need," Rürger says.

The unit's portfolio comprises all the Bosch products and services that are relevant for construction machinery: "Modern sensor systems, cameras, and display technology improve the driver's workplace, as well as increasing safety and hence also productivity," explains Andrew Allen, head of the unit's Construction business.

Bosch Joins Joint Genius CAB project

Bosch has worked with partners to integrate its products into a futuristic driver's cab. The newly founded Cab Concept Cluster project brings together a network of renowned suppliers, the Technische Universität Dresden, and VDBUM, the German association for construction, environmental, and machine technology. The project's aim is to demonstrate to manufacturers of construction machinery, agricultural machinery, and industrial forklifts how much potential there is for efficient system integration.

This concept has already notched up its first success: the Genius CAB driver's cab won the bauma innovation award in the Design category.

Which Components go into the Driver's Cab?

The body computer is the central element in the electronic concept. It reduces the number of electrical connections, relays, and fuses. This not only saves on material, but also makes circuits less complex, which in turn greatly reduces error rates.

The body computer's programming can be customized to suit each customer's applications. In the Genius CAB, the body computer performs central control of the sensor and actuator systems via CAN (J1939), LIN, or directly.

The Bosch direct wiper drive adjusts effortlessly to the prevailing weather conditions – whether showers or hard rain. What is more, the wiper drive can be flexibly adjusted to fit different cabs.

Eliminating the Side Mirror

Bosch side-view mirror replacement displays give drivers a digital look over their shoulder. Integrating the displays into the vehicle interior means there is no need for side-view mirrors. Particularly in the working environment of a construction site, reducing blind spots significantly increases workplace safety.

An ultrasonic sensor system can monitor the environment when human eyesight is not enough – when visibility is poor, for example, or even at night. These sensors give drivers unobstructed all-round vision, which further heightens operating safety. The display shows drivers any obstacles, so they can react accordingly. Measurement ranges can be defined individually for each sensor.

The Interface is a Genius

The central user interface in the Genius CAB is the DI4-mid display and terminal, which can be operated using buttons or via the touchscreen. With a 7-inch display, the DI4 is a universally applicable control system that is freely programmable using the Codesys V3.5 development environment.

Another interface is the 4THE5 joystick. In excavators, this controls functions such as shovel movements. At the same time, the joystick is an important interface to the DI4-mid terminal, since its push buttons can be used to activate terminal functions including the windshield wipers, side-view mirror replacement system, and cab lighting. **F**

Trailblazing Trends

Naturally, we want our trucks to become better over time. What drives the improvements of vehicles is oftentimes pure imagination, something that we may want to call "Science Fiction". Murali Thalor gives us a glimpse of what innovations can do for us to improve our lives on the road.

Kids Kaleidoscope

It is a known fact that necessity is the mother of invention. Here the paradox is that we do not know what will be the future necessity. The present day aspirations are moving faster. The designers, on their part, relentlessly seek different methodologies and new technologies to make an absolutely brilliant vehicle. But will they meet the future needs?



The search for the aspirations of tomorrow begins with the kids of today. The leading global automotive supplier Bosch asked a group of six-year olds, what they will want from their car when they grow up. They gave very fantastic and challenging replies. These kids wanted their cars to be driverless, self-parking and to pick them up when needed.

Most of the kids want their car to be more than just a method of transportation. They want the front seats to turn around to face the back seats and a table in the middle for them to party.

It should have a bed for the passenger to rest, while the car will drive on its own to the destination. They will tell the car where to go and that's it. The car has to download the map from the cloud and take them to the desired destination.

Some of them wanted the seat belt to fasten itself once on board. They need a radar for the car, like the one for the aircraft, to make driving safer. The kids also want their cars to be powered by electricity and be kind to the penguins and polar bears, with less greenhouse gases.

These are wonderful inputs for the system suppliers and many of these ideas could very well be transferred to commercial vehicles. One may just as well ask what kids want their trucks to be like if they were taking up the profession of a driver. This is not a new trend. During one of my trips to Japan a decade ago, a friend who worked for Toyota Motor Corporation said, the company used to study the expectations of children to understand what they wanted in future. The kids then wanted to have control systems in the steering wheel of the cars, like they have in the video games. Soon these things became a reality. The challenge of knowing what we want continues, despite a galaxy of innovations.

Backseat Reminder

The RVS-BLB Brilliant Backseat Reminder System, released by Rear View Safety, the industry leader in the sales and distribution of back-up camera systems, is one of the latest trailblazing innovations that won accolades recently. This 'backseat reminder system' reminds the drivers to take children, pets, or any other valuables from the backseat of the car. Several kids and pets that were left behind in cars have died from heatstroke and this was the driving force for this innovation.

The specialty of the Brilliant Backseat Reminder System is its simplicity. When the driver arrives at the destination and leaves the vehicle, the RVS-BLB activates a moderate audio alarm to remind him about the cargo, if any, in the back seat. If this alarm is not turned off in 40 seconds, the system activates the vehicle's horn. How many of you truckers have once forgotten your valuables or important documents in the cab?

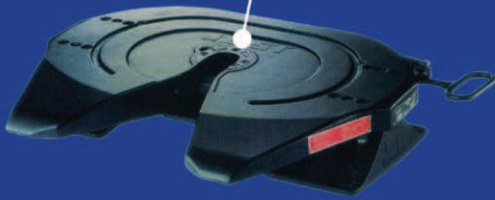
Another trailblazer is the new technology that analyses a person's natural speech to detect and monitor Alzheimer's disease and other cognitive disorders. The innovation was recognised recently as the new technology- deployed artificial intelligence to analyse about 400 variables like pitch, tone, and rate of speech with 85-100 percent accuracy.

Innovations continue... 

T Murali (aka) Murali Thalor is the Editor of Auto Parts Asia, India.



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Johor Sand & Granite Lorry Operators' Association

Telephone Number : 07 – 351 5749
 Email : jeeonn@gmail.com
 Person-in-charge : Mr Frankie Chia
 About : The Johor Sand & Granite Lorry Operators' Association is one of the largest commercial lorry dealers in Johor. It was formed in order to provide a business information network and share knowledge and information among the members. A key task is to work together with government agencies to improve the national road traffic by providing information to national road safety committees and in cooperation with government authorities.
 Website : <http://www.persatuanlori.com>



Commercial Vehicles Rebuilders Association Malaysia (CVRAM)

Telephone Number : 03 – 7726 8286
 Email : sekretariat@cvramrebuilt.com
 Person-in-charge : En Suhaimi Mohamad
 About : CVRAM's members consist of rebuilders who extend the lifespan of used trucks through the rebuilding process. Working closely with government like MIT/MAI and JPJ for approvals, whereby all vehicles are refurbished in accordance to the approved activity chart certified by JPJ to ensure marketability and safety. Rebuilders shall provide limited warranty to its customers. Currently the industry is in the process of transforming from Rebuilt to Remanufacturing.
 Website : <http://www.cvramrebuilt.com>



Malaysia Heavy Construction Equipment Owners' Association (MHCEOA)

Telephone Number : 03 – 4143 6830
 Email : info@pajpbm.com
 Person-in-charge : Mr Verdon Tan
 About : MHCEOA serves as a platform to enable members throughout Malaysia to discuss all things related to construction machineries while enjoying benefits in the retention of a legal advisor in regards to hiring fee and receipts of payments. Founded in 1991, MHCEOA maintains regular contact with all relevant authorities, housing developers and contractors of housing to name a few.
 Website : <http://www.pajpbm.com>



Malaysia Mobile Crane Owners Association (1987) (MMCOA)

Telephone Number : 03 – 8959 0390
 Email : mmcoa87@gmail.com
 Person-in-charge : Mr Lee
 About : Objectives:
 • Protect the rights of members, giving assistance in solving problems associated with the industry; and maintain friendly relations with registered organizations across the industry
 • Establish good communication channels with land transport-related government and non-government agencies, and to maintain a harmonious relationship
 • Promote friendship and cooperation within the field and to enhance the professional image of the mobile crane industry.
 Website : <http://www.mmcoa.com.my>



Malaysian Automotive Association (MAA)

Telephone Number : 03 – 7843 9947 (Hunting Line)
 Email : sekretariat@maa.org.my
 Person-in-charge : -
 About : Formerly known as Federation of Malaya Motor Traders Association (FMMTA), MAA was established in 1960 with the original objective of allowing members to discuss issues related to the Motor Industry. By the year 2000, MAA was known as a medium to promote and protect the interests of the Automotive Industry in Malaysia.
 Website : <http://www.maa.org.my>



National Ready – Mixed Concrete Association of Malaysia (NRMCA)

Telephone Number : 019 – 357 5793
 Email : nrmcam@gmail.com
 Person-in-charge : Mr Eric Wong
 About : NRMCA is an organization for the ready-mixed concrete operators and related trades. Their activities include organization of seminars, trainings and conferences on areas related to concrete technology in order to inculcate professionalism and to uplift the image of the industry. Recently, they were behind the 2016 NRMCA Industry Concrete Convention focusing the present-day challenges faced by the industry players.
 Website : <http://www.nrmca.com.my>



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Trucks – The Blind Spot of Society

Why does the general public not appreciate truck drivers and can anything be done about it asks Stefan Pertz.

I have had to defend truckers on several occasions. Some of Asian Trucker readers have also seen articles of mine where I argue that the trucking industry may need to step up its effort to advertise itself and to present a positive image. In many discussions I have with people outside the industry there seems to be an obvious blind spot about the trucking industry. Here is a good definition of the term blind spot: “an area or subject about which one is uninformed, prejudiced, or unappreciative.”

Uninformed

How are people uninformed? For starters, many don't know that driving a truck could be the starting point for great career. We have seen programmes that take in university graduates who begin their career by driving for a number of years before shifting into management roles. Whenever journalists from car magazines drive a truck they are impressed by how comfortable the vehicle is and how easy to drive. You might have thought that they should know.

Many motorists aren't aware of the characteristics a truck displays on the road. For example, that a truck has blind spots and its braking distance is longer than a car's. People are also uninformed about the contributions trucks and truckers make to society. Not only in terms of job creation, but also in allowing many other industries to actually function. Try building a new home without a truck delivering the building materials.

Incompetent

We often hear: “If you can't do anything else, you drive a truck.” A prejudice labelling truckers as too incompetent to hold a “decent” job. Recently I was in Japan. I got myself some spices in the supermarket. At the cashier, all the cute girl had to do was scan the items, take my money and feed the notes into the cash register. The machine would then spit

out the balance. I had to pack my own groceries. Now, please compare that with the many different tasks a trucker has to carry out: Paperwork, maintenance, driving, orientating and making sure that nobody gets hurt. It is a tough and demanding work.

Another stigma that long distance truckers have to deal with is that they are said to take drugs. Surely, there must be some that do. But I guarantee that there are drug users in most professions. Lastly, what many do not realize is that there is good money to be made as a driver.

Unappreciated

It is also obvious that many people don't appreciate trucks and truckers. Yes, it is inconvenient when a truck needs to stop to unload and traffic has to manoeuvre around it. Surely it will be more inconvenient when people run out of food to buy in the supermarket. In short: You can't have it all. Trucks are a crucial part of our daily lives and we need to acknowledge that trucks may need some extra concessions.

We need to appreciate the fact that truckers spend their days sitting behind the wheel for long hours. They are not always able to stop where they want as that will trip off the GPS geofencing. Handling a heavy vehicle, with its blind spots in traffic that can be crazy, can make for a stressful day. Long distance drivers are away from family and friends for long periods.

Undone

Any wonder that there is a shortage of drivers? The long stressful days are one reason. The public attitude towards the profession is another. Perhaps if we showcased more of our heroes, spoke more about the stellar careers offered by the industry, and the importance of the driver-truck combo, we might be able to move out of the blind spot and into the lime light. **T**



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 Cooperative Research Centre
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Iron Knight

Volvo's Record Slayer

By Order of the Truck Empire

Volvo Trucks' The Iron Knight, driven by Boije Ovebrink, now holds the official speed records for the 500- and 1000 metre distances. During their work on the truck, an expert team from Volvo Trucks found innovative ways of uniting technology with design.

With an average speed of 169 km/h and a time of 21.29 seconds, The Iron Knight beat the international speed record for 1000 metres from a standing start. It also beat the corresponding record for the 500-metre distance, at 131.29 km/h and 13.71 seconds. The record run was carried out at a closed-off test track in northern Sweden. At the time of publication, the records are being reviewed by the FIA, the international motor sport association.

According to Olof Johansson, a technician at Volvo Trucks, specialists from several different Volvo Trucks departments worked closely together to develop a truck with unsurpassed performance. Apart from Volvo Trucks' powertrain, which is the heart and soul of The Iron Knight, is a hand-built truck from the ground up.


Behind the wheel of The Iron Knight was Boije Ovebrink, who has more than 30 years' experience of both car and truck racing. He has previously beaten five speed records and in 1994 was European Truck Racing Champion.

Record-breaking Technology

With 2400 hp, 6000 Nm of torque and weighing 4.5 tonnes, The Iron Knight has a power-to-weight ratio above 0.5 hp/kg. The mid-mounted engine is a significantly modified D13 unit with water-cooled intercooler and four turbochargers with load pressure of 6.5 bar.

The I-Shift Dual Clutch transmission maintains torque delivery during gear changes. Apart from a reinforced clutch (the discs and pressure plates are made of a sintered material), The Iron Knight uses the same gearbox that is fitted to series-manufactured Volvo

FH trucks. Electronics kept to a minimum to lower the vehicle's weight. For this vehicle, the software has been re-programmed to permit the high performance.

Being a Custom built FH look-a-like cab, it is aerodynamically optimised, made of fibreglass with a wheelbase of 3850mm. The side-skirts have large air intakes to supply the engine with cooling air. During the record runs The Iron Knight reached a top speed of 276 km/h, thanks to a Meritor rear axle with a ratio of 2,43:1 and Goodyear truck tyres, both capable of +250 km/h. 



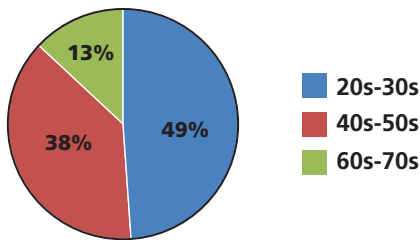
Market Intelligence

In the month of August, a series of recruitment drives were held at Puspakom Shah Alam.

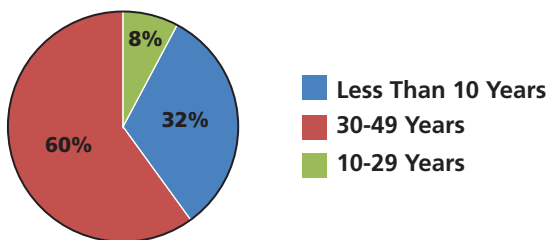
We went back to PUSPAKOM to gather more market intelligence following our previous activity in the same location. Each participant was assisted by staffs of Asian Trucker Media in answering the questionnaire to ensure accuracy. Each survey form was subject to a process of analysis by Asian Trucker Media.

Disclaimer: The survey conducted is in no way meant to be representative and is only a reflection of the demographic present at the said location. Furthermore, the results of this survey are in no way a representation of the truck industry across all states of Malaysia.

Drivers were aged between 21 years old to 75 years old and can be summarized as following:

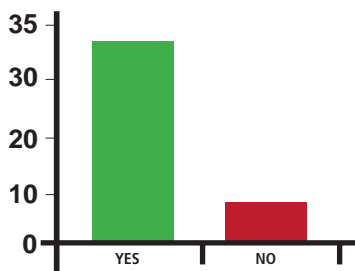


Years of experience ranged from 1 year to 47 years (Please refer to the pie-chart below):



1. Have you received training on truck driving before?

Answered: 42 Skipped: -

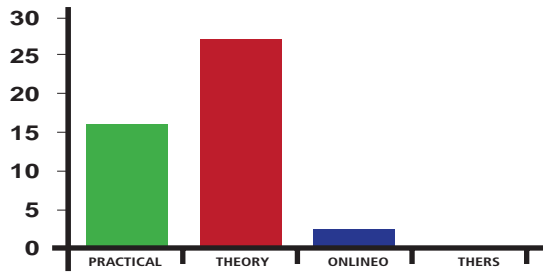


Note(s):

i. Participants who ticked "NO" were asked to skip Question 2 and Question 3.

2. Please specify the kind of training you've received:

Answered: 32 Skipped: 1 N/A:9

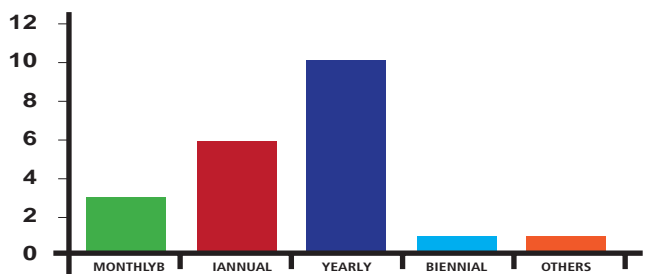


Notes:

i. Participants were allowed to choose more than one option.

3. How often is this training held? (If any)

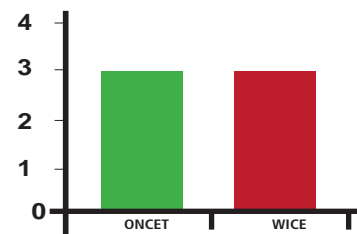
Answered: 27 Skipped: 6 N/A:9



Notes:

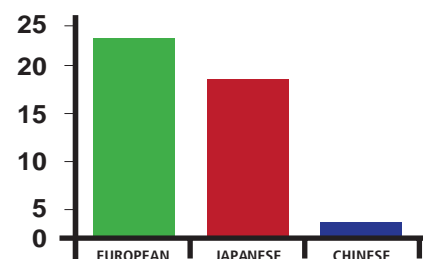
i. Specific answers have been generalized into five (5) categories to create a graph.

ii. Participants whose company does not organize regular training were asked to answer in the number of times they have received any form of training. The answers are tabulated below:



4. What brand of truck are you driving?

Answered: 41 Skipped:- (Irrelevant):1



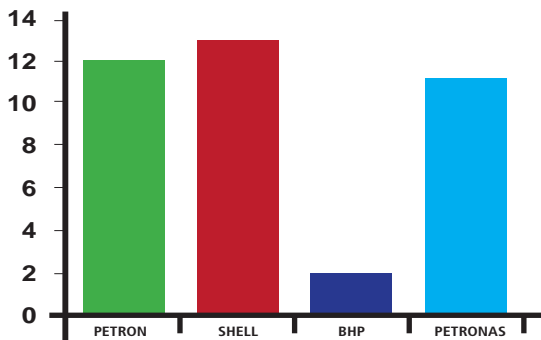
Note:

- i. Specific brand names have been generalized by their country of production.
- ii. Participants were allowed to choose **only one (1)** truck- preferably the truck that was being inspected at Puspakom on that day.
- iii. In instances where more than one (1) answer was given, only the first is accepted.
- iv. Answers that stated the type of truck being driven were deemed irrelevant.
- v. Participants were also asked to rate their experience. 3 drivers skipped this section.

Bran/Rating	Satisfied	Average	Poor	Skipped
European	41.5%	7.3%	0%	7.3%
Japanese	26.8%	12.2%	2.4%	0%
Chinese0	%2	.4%0	%0	%

5. What brand of diesel are you using?

Answered:38 Skipped: 2 Irrelevant:2



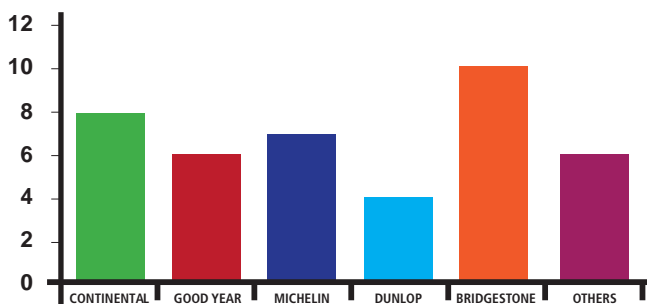
Note:

- i. Participants were allowed to choose **only one (1)** diesel brand.
- ii. In instances where more than one (1) diesel brand was being used by the company, participants were allowed to choose a brand based on either one of the following: -
 - The brand that provided highest fuel-efficiency (in their opinion) **OR**
 - The last diesel purchase made
- iii. Answers that stated the type of diesel being used were deemed irrelevant.
- iv. Participants were also asked to rate their experience. 3 drivers skipped this section.

Bran/Rating	Satisfied	Average	Poor	Skipped
Shell	21.1%	7.9%	0%	5.3%
Petron	21.1%	7.9%	0%	2.6%
Petronas	26.3%	2.6%	0%	0%
BHP	0%	5.3%	0%	0%

6. What brand of tyre are you using?

Answered:41 Skipped:1 Irrelevant:-



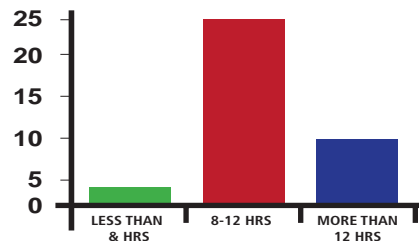
Note:

- i. Participants were allowed to choose **more than one (1)** tyre brand.
- ii. However, most drivers could not remember the brand of tyres being used and therefore were requested to state at least one (1).
- iii. Participants were also asked to rate their experience. 11 drivers skipped this section.

Bran/Rating	Satisfied	Average	Poor	Skipped
Bridgestone	14.6%	2.4%	0%	7.3%
Continental	14.6%	0%	0%	4.9%
Dunlop	7.3%	0%	0%	2.4%
Good Year	9.8%	0%	0%	4.9%
Michelin	9.8%	4.9%	0%	2.4%
Others	4.9%	4.9%	0%	4.9%

7. On average, how many hours do you work in a day?

Answered:39 Skipped:- Irrelevant:3



Note:

- i. Drivers who had inconsistent working hours were requested to state the maximum number of hours they spend on the road.

8. What is your opinion on the R&R facilities provided?

Which is your favorite?

PART 1

Answered:14 Skipped:22 Irrelevant:1

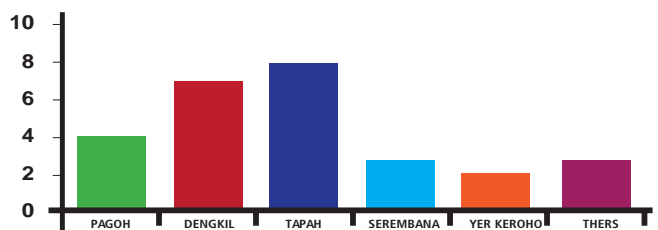


Note:

- i. The opposing views on the parking space available vary from one stop to another.

PART 2

Answered:27 Skipped:14 Irrelevant:1



Note:

- i. Participants were allowed to choose **only one (1)** favorite R&R stop.
- ii. In instances where more than one (1) answer was given, only the first is accepted.
- iii. Names of all the R&R stops stated have been verified before being taken into account.
- iv. Necessary changes have been made to the R&R stops with incorrect names based on the proximity between the near est R&R stop to the area mentioned.

Shell Lubricants Hosts Technovation Conference, Aims to Grow



Shell Lubricants aims to grow its market leadership in the industrial sector in Malaysia by introducing the next generation of cutting-edge lubricants and services that can help businesses lower total cost of ownership by maximising equipment efficiency, prolonging equipment life and reducing downtime.

This year, Shell Lubricants organised the first-ever Shell Technovation Conference that saw the participation of more than 170 representatives from businesses across industries from all over Malaysia and Singapore. At the one-day event, guests were updated on the latest trends in hydraulic systems and lubricants, provided an overview of the Shell Shanghai Technology Centre (SSTC) and its offerings to businesses, and introduced to Shell's state-of-the-art technical services such as thermal imaging analysis to detect equipment failure. There was also an interactive laboratory to demonstrate the right product application on various industrial equipment.

At the inaugural event, Shell Lubricants also took the opportunity to officially launch the next generation Shell Tellus S2 MX and VX hydraulic oils with enhanced formulations for the general manufacturing industry and mining and construction industries respectively.

Shell Lubricants General Manager -- Malaysia & Singapore, Mr Leslie Ng, said that the technology conference and introduction of the next generation Shell Tellus S2 MX and VX hydraulic oils reflected Shell's technology leadership and its desire to offer cutting-edge lubricant products and technical services that deliver real and tangible benefits to businesses operating in an increasingly challenging economic environment. Leslie said that Shell Lubricants planned to introduce more next generation products for different industrial applications in the near future.

MetTube Sdn Bhd General Manager T M Pillai, whose copper tube manufacturing company has been using previous generations of Shell Tellus hydraulic oil for the past 25 years, found the inaugural technology conference highly informative and planned to send a bigger team next year. "The conference was highly beneficial and covered all aspects of hydraulics and we were able to speak with the experts. We plan to send a bigger team next year," he said.

Sunway Construction Sdn Bhd Assistant Procurement Manager Lulu Loh said that the one-day conference was interesting and different, with plenty of updates on the latest technologies. "Our company has standardised all our lubricant requirements to just Shell products. We are keen to try out the new Shell Tellus S2 VX as it has double the oil lifespan. We are also keen to explore services provided by Shell such as video check on oil and thermal imaging analysis," she said. **■**

ZF Group to set-up Technology Center in India

Friedrichshafen AG is setting up its first ever India Technology Center in Hyderabad which will be dedicated to software and mechanical engineering. The new Technology Center will support ZF's global development teams while enabling the company to accelerate local product development.

Dr Stefan Sommer, CEO of ZF Friedrichshafen AG said: "This new facility is a significant investment for ZF in India. We are harnessing the skilled talent pool that India has to offer in order to develop superior technology solutions for our global as well as local customers". Over the years, ZF has been successful in localizing high technology products in India. "As demand for software engineering grows, we will exponentially increase our capacity to help meet our customers' growth aspirations. With this Technology Center, we are reinforcing our global R&D footprint as well as our commitment and investment in the rapidly emerging Indian market," he added.

13,800 engineers are currently working in R&D with ZF globally. The research and development network consists of more than 100 development locations, including 17 main development locations. ZF's first Technology Center in India will be fully operational by 1st January 2017 and is expected to have a work

force of 2,500 engineers by 2020. ZF has made considerable investments and advanced technology launches in the Indian market for example in its Pune facility, the first launch of the Electric Park Brake (EPB) technology in India and also inaugurated ZF Hero Chassis systems Pvt. Ltd., a 50-50 JV ZF India Pvt. Ltd. and Hero Motors Ltd in Oragadam, Kanchipuram district.

ZF has been operating for more than three decades in the Indian market and ZF TRW for more than 50 years through its joint venture with TVS and Rane groups. Currently with about 12,000 employees including JV's, ZF has 19 production facilities excluding warehouses and office buildings.

Ms Mamatha Chamarthi, senior vice president and executive lead for the new India Technology Center said: "ZF has an impressive history of being the leader and innovator in the auto component sector. We have 1,000 external engineers in the field of electronics, software and mechanical engineering with key Indian Engineering Services providers in Pune, Bangalore and Hyderabad. Our ZF India Technology will build on this engineering foundation, and focus not only on bringing advanced technology to India, but localizing more strategic business activities including research, design and development." **■**

Dongfeng Produces Local Video About "One Belt One Road"

China has created an action plan for its Silk Road concept in the form of the "One Belt, One Road" (OBOR) initiative. It is grandiose, potentially involving an area that covers 55 percent of world GNP, 70 percent of global population, and 75 percent of known energy reserves. China's financial commitments to the project seem huge: some multilateral and bilateral pledges may overlap, but it is still likely we are looking at up to \$300 billion in infrastructure financing from China in the coming years. The idea for this concept stems from the ancient Silk Road which has recently been revived. Malaysia's road network, allowing cross border traffic with Singapore and Thailand, is part of the extension of the Silk Road.

Dongfeng Commercial Vehicle (Malaysia) Sdn Bhd will be producing a video to highlight the strengths of this concept and how the China-made trucks are and will be used to support this concept throughout Malaysia. On 28th July, Lim Kin Chze, Business Development Manager of Dongfeng Commercial Vehicle (Malaysia) Sdn Bhd signed off on the production order for this project. "We are also very happy to report that, while the general outlook for Malaysia's economy might be gloomy, we recorded an increase in orders. This year will clearly be a better one than 2015" he said during the signing ceremony for the video.

Present was Mr. Fang Shutang, Dongfeng Commercial Vehicle, Managing Director Overseas Business Department, who visited from China to attend this important event. "Dongfeng places

great importance on the development of the Malaysian market and we believe that the "One Belt One Road" video project will strengthen the brand awareness in the ASEAN region in general and in Malaysia in particular".

According to Miki Wan from Xuanworks, who is producing the video, it will take some 60 days to complete the video as there are locations from Ayer Hitam to Singapore to be visited. The theme, has been adopted from Dongfeng in China and will guide the efforts. **F**



Scania Driver Competition Here Again

The biannual Scania Driver Competition (SDC) is now officially on. It is now even more challenging than before with tougher rules and scenarios that are designed to make Scania truck and bus drivers better equipped with skills to match the demands of the commercial vehicle industry.

The latest edition is known as the SDC Southeast Asia 2016-2017 (SDC-SEA) edition as it will, for the first time, welcome participants from Myanmar and the Philippines and put to the test ten drivers from Malaysia, six from Singapore, two from Philippines and two from Myanmar in the finals.

The theme for the inaugural SDC-SEA is 'Face the Challenge' and as always, the focus will be the driver as the single most important asset of any truck and bus owner and even more so for fleet operators. Once again, Michelin Malaysia is the Official Sponsor for the competition. Acknowledging the value of the competition, the Road Safety Department of Malaysia (JKJR), the Road Transport Department of Malaysia (JPJ) and the Malaysian Institute of Road Safety (MIROS) will again be the Official Partners.

There will be two stages – Application Stage (objective and subjective theory questions) and the National Finals Stage to determine the champion of the truck and bus categories. Applicants can download a form from the Scania Malaysia website and either drop their submission form at the branches (SDC box) or submit it to smyenquires@scania.com or online submission. Each applicant will also get a Free SDC t-shirt.

What started off as a local initiative to improve truck and bus drivers' skills in Sweden is now a global movement that has attracted more than 200,000 contestants in over 50 countries. **F**



MAI Launched New Technology Centre to Help Automotive Sector to Innovate



The Malaysia Automotive Institute (MAI) has launched a new advanced automotive technology centre known as the MAI Intelligent Technology Systems (MITS), a first-of-its kind in Malaysia, to boost product design capabilities and innovation within the domestic automotive components and parts supply chain.

The MAI Intelligent Technology Systems (MITS) is set up to fill the technological gap within the domestic automotive sector, through a one-stop facility that integrates advanced software, hardware as well as technical consulting support for automotive parts design & development and system engineering works. The system's main hub is housed in MAI's headquarters in Cyberjaya.

Altair Engineering Sdn Bhd, a wholly-owned subsidiary of US-based simulation technology and engineering services company, Altair Inc., will collaborate with MAI as the 'simulation' technology partner for MITS.

MITS is designed to serve the entire automotive parts and components supply chain targeting mainly Tier 1 and Tier 2 companies. It plays a key role in facilitating and helping these companies in their product design and development initiatives without the need to invest in expensive software, hardware and technical consulting services.

Altair believes simulation is more than a tool. By applying simulation technologies upfront in the product design process; automotive design engineers will be able to develop innovative, weight-optimized products with better performance. It also allows them to validate design and optimize safety and durability parameters, while reducing design cycle times, bringing new products to the market quicker.

Altair's HyperWorks Unlimited (HWUL) solution which is installed at MITS will form the backbone of the facility. Users will be able to undertake different simulation tests to validate their product design and engineering processes, including crash, electromagnetic, Noise-Vibration-Harshness (NVH) and manufacturing simulation, while working closely with Altair's experts in light-weight engineering and composite.

Lubetrans Hosts Carnival



Hosted on the 7th of August in the Marina Putrajaya, the Lubetrans & CS Nam Carnival Untung Mai 2016! (Profits Come!) and Open House in conjunction with Hari Raya Aidilfitri 2016 was held to promote their company and to raise awareness for their brands. Guests were existing and potential customers. On display were products, tools and workshop equipment that the company offers.



Volvo Group Appoints Boustead Sdn Bhd as its Authorised Distributor in Brunei



The Volvo Group announced Boustead Sdn Bhd as its authorised distributor of Volvo Trucks and UD Trucks in Brunei. The new dealership is now open for business and ready to serve customers.

This is the latest phase of the Volvo Group's expansion plan -in this hub-undertaken since 2013 as part of the implementation of its Network Strategy Plan that was aimed at raising the bar in retail excellence. Volvo aims to establish dealer coverage by reducing the average travel distance between each of its dealer points to within three hours, while providing better facilities to improve productivity, service quality and customer satisfaction. **T**

Truck Services: Knorr-Bremse Launches New Aftermarket Brand

At the automechanika 2016 trade fair in Frankfurt am Main (13.09.-17.09.) Knorr-Bremse presented the new TruckServices brand under which it is to deliver its full range of aftermarket services in the future. Knorr-Bremse TruckServices offers an expanded portfolio of products to underpin its claim to provide reliable, economical solutions for diagnostic, maintenance and repair work on commercial vehicles of any type or age.

ages that helps keep them operating reliably and economically throughout their entire working life. On offer to distributors, workshops and fleet managers are diagnostics, needs-based maintenance and repair services, plus access to Knorr-Bremse's extensive expertise via online services, training and individual specialized advice. An efficient international logistics system means the aftermarket portfolio's wide range of spare parts can be rapidly delivered whenever and wherever required. **T**

The Knorr-Bremse TruckServices promise is summed up by the brand slogan 'Keep it running': The company offers an aftermarket package for commercial vehicles of all types and

Goodyear Reports Strong Net Income for First Half of 2016, Driven by Solid Performance in Asia Pacific

The Goodyear Tire & Rubber Company reported robust results for the second quarter and first half of 2016. The leading tire manufacturer in the world recorded a strong net income of \$202 million for second quarter of 2016, and \$386 million for first half of the year.

Asia Pacific's second quarter 2016 sales increased 8 percent from last year to \$528 million. Sales reflect a 21 percent increase in tire unit volume, primarily due to growth in Japan and China. This improvement was partially offset by unfavorable foreign currency translation. Replacement tire shipments were up 38 percent. Original equipment unit volume was up one percent. **T**

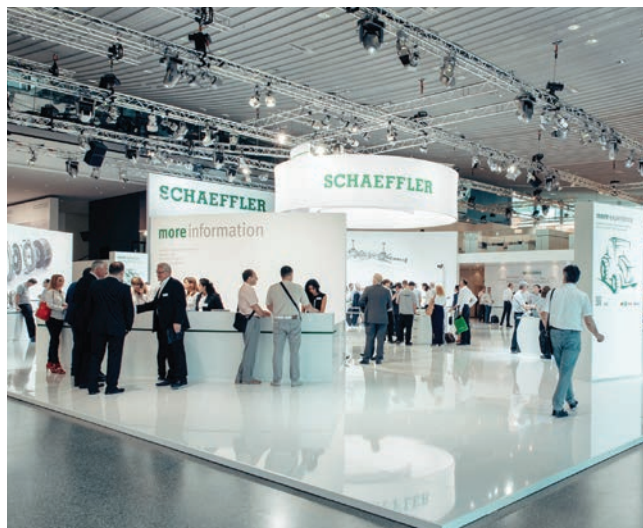
A virtual journey of discovery, product innovations, and a very special anniversary

A look back at the Automechanika – Schaeffler a hit with discoverers


Schaeffler is reporting very positive results from Automechanika 2016. The Automotive Aftermarket business division of the Schaeffler Group exhibited at the world's largest, leading trade fair for automotive spare parts under the motto "discover more." On nearly 1,200 m² of stand space, the company gave insights – some of them in virtual reality – into its products for passenger cars, commercial vehicles, and tractors, presented the repair solutions that go with them and demonstrated its comprehensive service package for garages. And not only that, Schaeffler used this year's Automechanika to celebrate its 40th anniversary in the Automotive Aftermarket with customers, partners, and employees.

A major attraction at the stand proved to be the journey through Schaeffler's highlight products in virtual reality that allowed visitors to experience them first-hand. In a simulated repair garage, visitors could replace a dry double clutch using the LuK RepSet 2CT repair solution all by themselves, and steer a miniature spaceship through the insides of a passenger car engine to learn more about INA engine expertise. Celebrating its premier at the Automechanika was the FAG SmartSET, which was developed exclusively for the Aftermarket. All of the components of this ready-to-install repair solution for commercial vehicle wheel bearings could be experienced virtually as well.

Also in focus at the trade fair exhibition was the service brand REPERT, whose added value for garages was demonstrated at six work benches. Tailor-made to visitors' requests, Schaeffler REPERTs not only showed practical repair presentations, they also explained the comprehensive portfolio directly at the stand using the roughly 50 exhibits, along with giving a lot of useful tips for assembly and disassembly.



"Precisely because mobility for the future is getting increasingly complex, it was important for us to present current and future topics in a way that was understandable, informative and competent. We were successful in this," said Michael Söding, President, Schaeffler Automotive Aftermarket. "Distributors and garages got concrete information about how they can profit from our products and repair solutions." Michael Söding then concluded "We are also elated about the overwhelmingly positive feedback, and the best wishes on our 40th anniversary, that we received at so many of our talks and meetings."

Videos, pictures, information and additional impressions from Schaeffler at Automechanika 2016 can be found online at www.schaeffler-aftermarket.com. 



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