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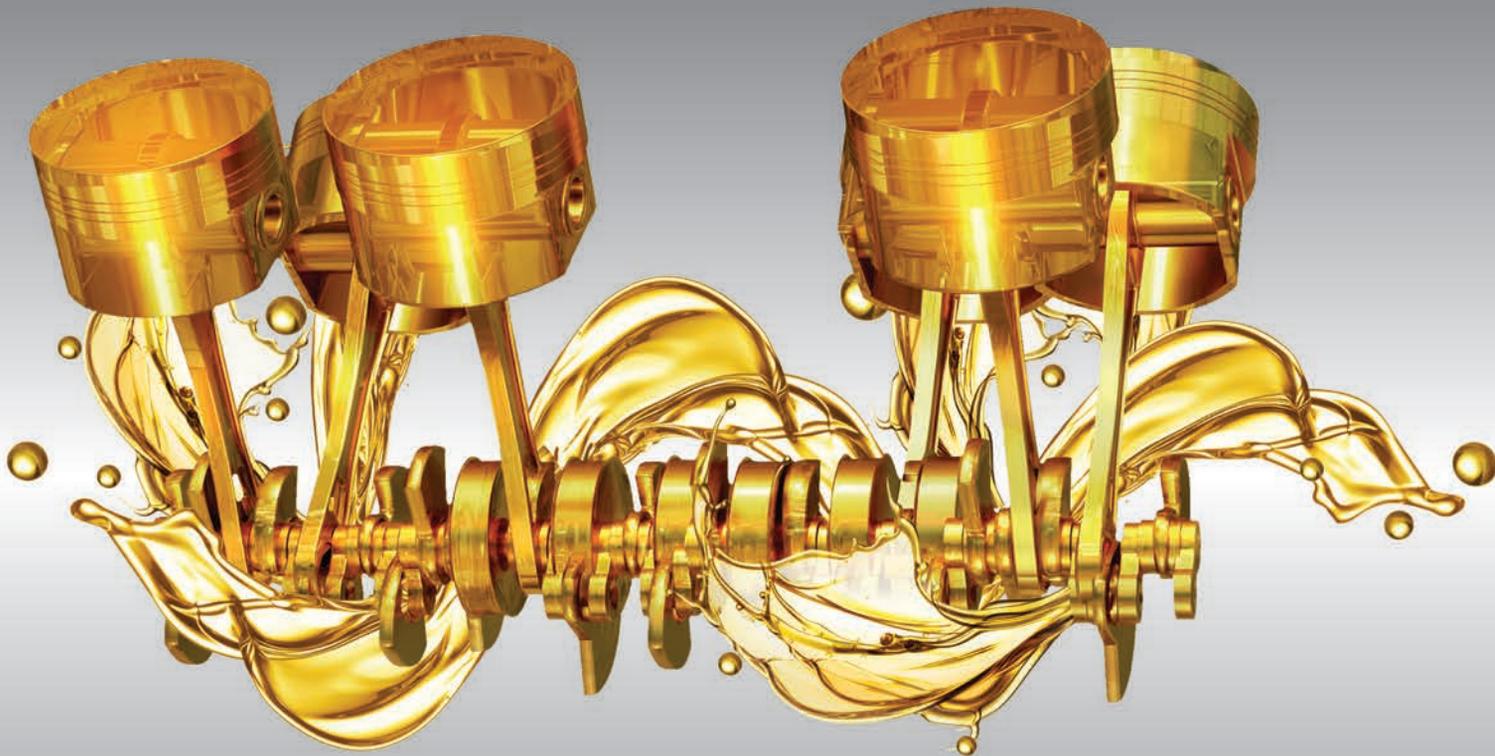
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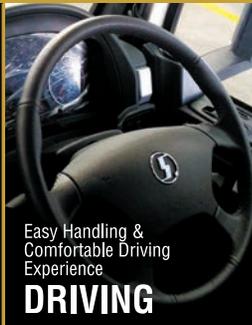
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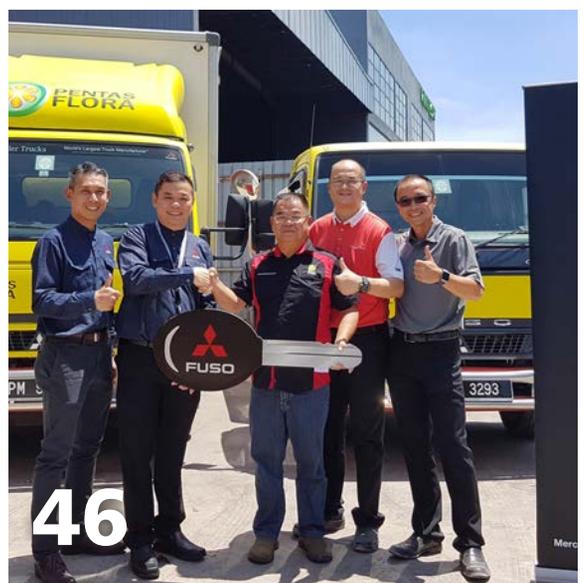
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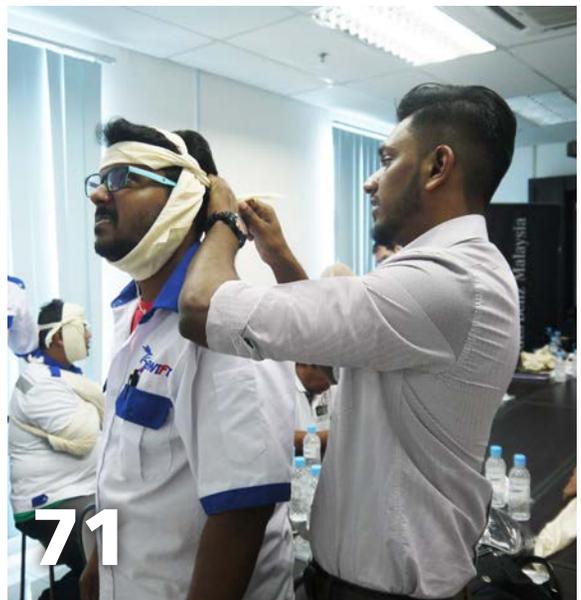
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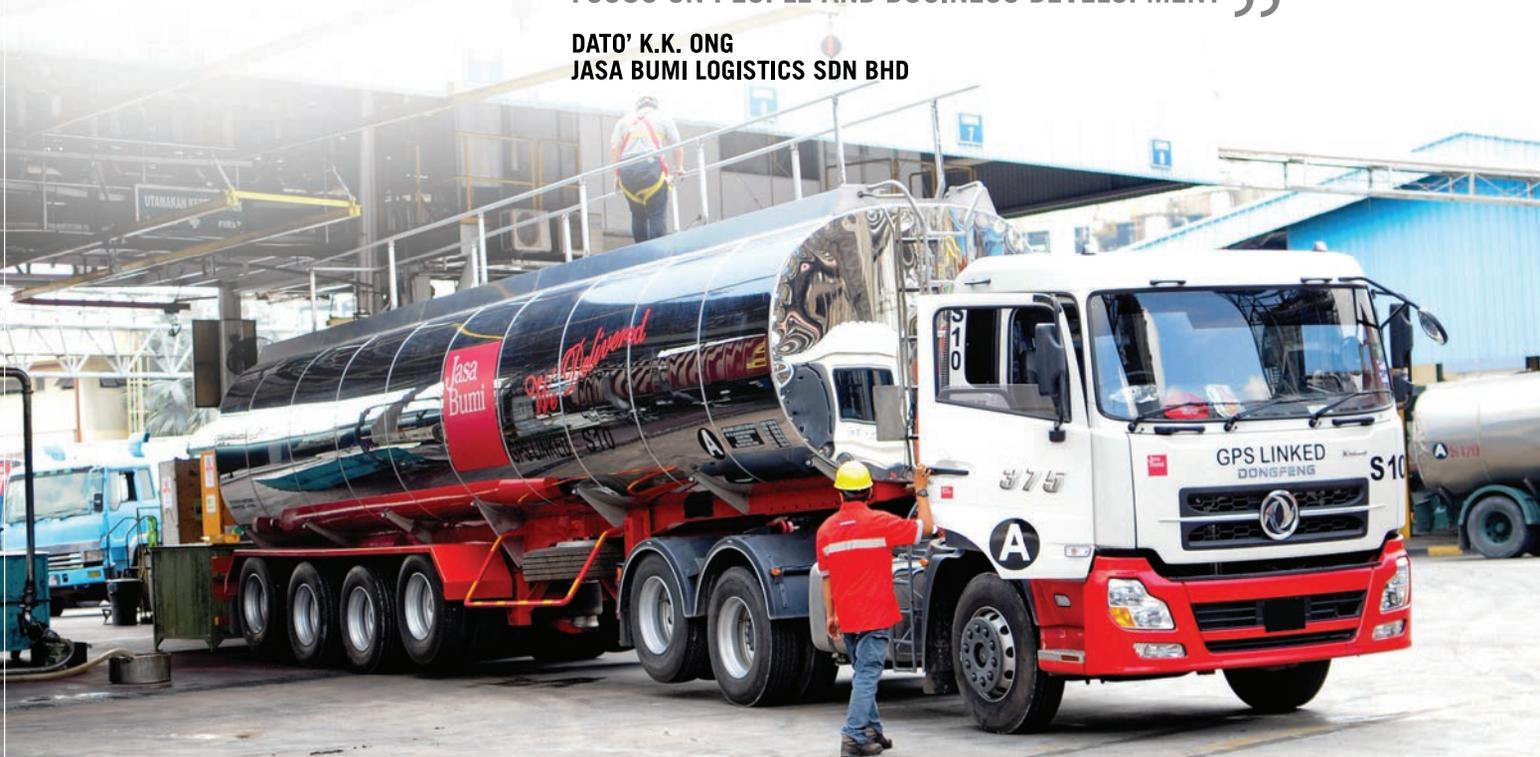
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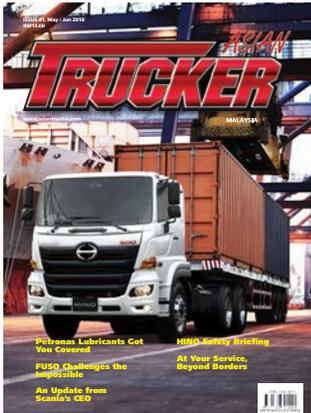
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For several weeks I have been planning to attend a few events. It was interesting for me to see what HINO has come up with as the challenges put before the drivers at the first ever HINO Ultimate Drive. Personally, I thought that the format was quite good as it was modelled after real life situations. A couple of hours of flying got me to Sweden where I was witnessing the global final of Volvo's Driver Challenge. This year, the format was changed and there was an added component that tested off-road driving capabilities. Although the Malaysia contestant normally doesn't drive off-road, he did well. And again, I liked that format as in the daily life of a trucker, sometimes things can happen unexpectedly. What I could learn from both competitions is that driving a truck requires precision and skills.

Carried Away, Delivered with Precision

A newly found confidence seems to be noticeable in Malaysia. Both AMH and NSLOA have hosted events that gathered the industry and in both cases the response was overwhelming. It seems that the direction we have taken since mid-year has had a positive impact on businesses and the leaders of businesses I talk to are clearly more optimistic. Now, during the AMH Gala Dinner that could have also been motivated by the excessive use of fun and costumes. Have a look for yourself to find out just how outrageous some of the get-ups were.

Delivered with precision was the IAA as well. This time, we have changed the format of our reporting. I have been scouting the fair grounds for several days, looking for innovations and ground-breaking developments to talk about. I can tell you that the idea of alternative fuels and electrification is now kicking off a whole avalanche of inventions, updates, technical improvements and new systems that we can use to improve the transport business. There was so much that one could have easily been carried away. I hope that the short report from the show is informative.

Locally, things have been busy too! Answering the call from YongMing I went to Prai to participate in a training day for truckers which was followed by truck hand over ceremonies. In each case, the companies receiving the trucks stated that they are expecting business to pick up. We hope that the trucks

have arrived at a good time. Arriving in Malaysia as well is the FOTON Aumann Est which already saw a number of clients signing the line that is dotted. I had Carol, our writer have a try in the truck and she came back reporting that a truck indeed drives almost effortlessly.

In our effort to improve road safety, we hosted our first first aid course. Thanks to Mercedes, who sponsored the session, we could train over 20 drivers. Our idea is that we should have more commercial vehicle drivers trained in first aid. Being on the road all the time, they are likely to be around when someone needs help. All participants found the course beneficial. Here, I would like to call upon others to also sponsor this initiative as we would like to continue offering first aid courses to drivers of trucks.

Drive Safe

Stefan Pertz
Editor, Asian Trucker Malaysia



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Sam Hin Motors Enterprise Opens Hino 3S Centre in Melaka



New 3S centre to strengthen customers' commitment to the Hino brand.



Sam Hin started the relationship with Hino as a 1S centre where they provided sales only. In 2014, Sam Hin opened its first 3S centre in Segamat, Johor.

"Sam Hin and Hino will not spare any effort to enhance customer trust and confidence in the Hino brand. We sincerely ask for customers' continued patronage to Hino products and Sam Hin."

"Hino's mission is not only to develop a product which is a perfect fit for each customer's business but also to maximise vehicle uptime and minimise vehicle lifetime cost," Iwamoto said.

Sam Hin General Manager, Tan Wei Chiang said that besides supporting Hino's products, Sam Hin also aims to support the growth of its customers' businesses by increasing truck uptime. "We are proud to be selected by Hino as a pilot project as it also helps us to build customers' trust towards our services," he added.

The opening of the new centre was officially launched by Sam Hin Managing Director, Jimmy Tan Tin Leong with a plaque unveiling and ribbon-cutting ceremony, accompanied by lion dance performances. **T**

Hino Motors Sales Malaysia Sdn Bhd (HMSM) has expanded its business with the opening of its latest Sales, Service and Spare-parts (3S) dealer, Sam Hin Motors Enterprise Sdn Bhd (Sam Hin), in Melaka which was launched on August 8. Located in Autocity Ayer Keroh, it is strategically placed at Jalan Autocity 2 where it can be seen from the main road, attracting not only existing customers but potential ones as well.

The centre promises a speedy service as quick as 45 minutes at its Express Maintenance Bay, exclusively for customers by appointment. There are other bays for regular services. For the comfort of its customers, Sam Hin is equipped with an air-conditioned waiting area with free Wi-Fi connection to keep them occupied with work or entertainment. The centre is manned by 20 staff. Besides services inside the centre, there is also the Pro-Care package which is a door-to-door service assistance and a 24-hour breakdown service.

The main objective was to strengthen the commitment to the brand and to provide the best possible ownership experience to all Hino customers. Hino expects an increase in demand for its aftersales services as its customer base is growing in Melaka. By strengthening Hino's presence in the state, it ensures continual delivery of its products and services to improve customer satisfaction.

Present at the launch was HMSM Managing Director, Ken Iwamoto. He acknowledged Sam Hin's commitment in providing the best service for Hino vehicle sales, service maintenance and spare parts to Hino's customers in Melaka.



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Complementing those reasons, he added, was the excellent Scania after sales service and maintenance that also contributes to their uptime.

The five units of the G410LA6x2MSZ trucks purchased by Hin Tatt Recycling offer powerful performance and increased fuel savings that can help attain the best profitability during long-haul operations, making them suitable for transportation of the company's wide inventory of steel products.

The vehicles that were handed over also come with the standard package of the two-year free Scania Maintenance; two-year free 24/7 Scania Assistance and a ten-year free Fleet Management System (FMS) package that will help both customers monitor vehicle and driver performance, particularly fuel consumption that will assist them in making informed decisions.

"We are proud to be a partner for Hin Tatt Recycling for its long-haul operations and are indeed very happy that they have placed their trust in Scania to take their businesses toward the best profitability," said Tan.

Scania Malaysia's key Pahang customer – Hin Tatt Recycling Sdn Bhd recently received keys to the vehicles they acquired for their business and transport requirements.

Held at the Scania Kuantan service facility, the official handover was done by Scania Southeast Asia Sales Director, Daniel Tan.

Hin Tatt Recycling's Logistics Manager Encik Rahmat bin Kassim cited performance, reliability, fuel economy and safety as some of the reasons as to why Scania was the ideal choice for their operations and total operating economy.

The event also saw the presentation of the Scania FMS Competition Awards to Tasik Bintang Transport & Trading Sdn Bhd, which was represented by its director Mr. Tan Say Lim, for achieving best fuel savings in the bus and truck categories respectively.

The Scania FMS is a total solutions approach created for its customers to achieve the best profitability and efficiency in their businesses. It gathers data from the driver's performance and vehicle, which is then used together with methods such as driver training and coaching to increase the productivity of the fleet, achieve fuel economy and eventually reduce the cost of operations.

The handover of vehicles was held in conjunction with the Scania Open Day, which served as an opportunity for staff and their immediate family members to mingle around and see what goes on to keep the trucks and buses profitable for their owners, all to give them an idea about what it's like to work at Scania and the full picture of what Scania can offer as an employer. **F**





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YonMing is Busy in Prai

Hitting the mark with a good product has seen YonMing selling volumes of the Shacman branded vehicles. Taking a proactive step, the company is ensuring that drivers know how to best use them.

In a recent service initiative, YonMing's Prai branch provided comprehensive driver training to customers using the Shacman branded trucks sold by the group. The reason for this is two-fold: motivated by the ambition to be a partner that is with the customers all along, such training is to ensure that the trucks are used in the most fuel efficient manner possible. Further, while the basic functions of trucks are all the same, the way these are operated and managed may vary between brands and even models from the same brand. "Our training aims at imparting knowledge to the drivers to ensure that they have all the skills to drive in the best possible way," said Lee Wei, Senior Branch Manager, YonMing Auto & Ind Parts (B'worth) Sdn Bhd, who was overseeing the activity.

The first session of the day, held on the 7th of August, took place in the headquarters of City Zone Express. The logistics service provider has increased the number of Shacman trucks over the years and according to S. Pirithivaraj Selvarajoo, Director of City Zone Express, is a satisfied customer. "We are planning to increase the number of Shacman trucks shortly as we can see that our business volume is increasing," he said in an exclusive interview with Asian Trucker during the training.

During the training, led by a dedicated trainer from YonMing, drivers participating in the training had to attend a theory session before a segment with the actual trucks rounded off the session. The training took drivers through the most important aspects of handling a truck. Starting with the responsibilities they have in their daily routine, to the axle configurations found in Shacman trucks to the function of Power Take Off (PTO), the





programme covered some 14 points. The last item on the agenda was a detailed list of activities to be carried out as a daily safety inspection. "Safety is of utmost importance and drivers are responsible for the safety of the vehicles and other people surrounding the truck while in motion or when stationary. Hence, we need to train and re-train drivers on this," Pirithivaraj Selvarajoo emphasised.

The seven-step safety check comprises of the following items to check: engine oil level, coolant level, power steering oil level, clutch fluid level, belt condition and tension, tyres for abnormal wear and pressure, wheel nuts, foreign objects in the engine compartment, windscreen for cracks and rear-view mirrors and headlights. These basic steps are easily adaptable by any user of trucks and is independent of the brand. According to YonMing, they would be happy to see if others adopted this routine as well as everyone plays a role in road safety.

Following the morning session, YonMing's driver trainer administered the same training at Sin Hock Soon in the afternoon. While drivers learned about safety of their vehicles, Asian Trucker had a chat with Yew Ee Sheng, Business Executive. "We have added 16 Shacman trucks to our fleet and tonight we will receive the keys in the hand-over ceremony," he said. The trucks were chosen based on the basis of total cost of ownership. According to him "Sin Hock Soon is a haulage company. While we move a lot of containers, our trips are short in comparison to others. On average, our trucks move only about 100 kilometres per day." As a result, Sin Hock Soon Group has opted for trucks that don't have any unnecessary equipment. "What we need they have and with that, we address the needs of our operation."

In total, Sin Hock Soon Group has some 200 trucks. In 2018, the company bought Shacman trucks for the first time to be used in various applications. The 16 new vehicles will add capacity to the growing needs of the company as well as replacing older vehicles that are phased out. Brand recognition and the fact that Shacman trucks have been successful in the Malaysian market for some time have supported the decision from Sin Hock Soon to purchase these vehicles.

Initially, drivers were a bit sceptical of the Chinese trucks, however, over time their concerns have been proven to be not an issue. "The driver training helps. Although a driver may have some 20 years of experience, every truck brand and model is different. Drivers need to get used to the new patterns of the vehicles and this is where YonMing's service makes a difference as we can speed up this getting-used to phase." Already a few changes have been made by the new government of Malaysia, however, Yew is expecting these changes to take time to take effect. For now, many may only adopt a "Wait and see" approach. Meanwhile, he praised YonMing as "doing pretty well." 



Angka-Tan Motor Launches Foton Auman EST

The all-new Auman EST is developed with a wide range of innovative and credible global technologies; poised to lead the haulage and logistics industry into the future

Placing technology at the heart of smart trucking solutions, local truck distributor Angka-Tan Motor Sdn Bhd (ATM) - a subsidiary of Warisan TC Holdings and a member of Tan Chong Group - has recently launched and unveiled the all-new heavy-duty commercial prime mover - Foton Auman EST (Energy Super Truck) series - at a well-attended event for customers.

Manufactured by Beijing-based Foton Daimler Automotive Co. Ltd, the all-new Auman EST truck is part of the Foton Super Truck Series that are fully-equipped with advanced mobility technologies leading into the future.

The all-new Auman EST series were built by a combination of globally-renowned and best-in-class technologies from the United States (U.S), Germany and China. It is powered by U.S-based Cummins Inc.'s clean, efficient and dependable Cummins ISG 12-litre engine, Germany-based ZF's latest innovative TraXon transmission and Beijing Foton Daimler Automotive's application of European technology into its newly styled body.

Tan Keng Meng, Chief Executive Officer, Warisan TC Holdings Bhd said, "The Foton Auman EST is a technology-laden heavy-duty prime mover which we believe will deliver exceptional values and advantages to logistic and haulage companies in Malaysia. Today, technology has been consistently making its way into trucking solutions to make them intelligent, as the industry landscape continues to evolve and demand for smart transport solutions increases. This is what the Auman EST embodies with its intelligent technology, highly efficient fuel conservation, superb safety features and strong reliability."

The Auman EST was manufactured in global digital paradigmatic factory with TOS+ (Truck Operating System) management system, advanced manufacturing capabilities and technologies. The truck has undergone rigorous testing regimes

and on-road testing in various road condition, temperature and altitude took it to the limit so as to ensure its superior quality, durability and performance.

Dai Hongkai, General Manager, Foton Asia Pacific, Beijing Foton Daimler Automotive Co., Ltd shared, "As one of the leading commercial vehicles manufacturer in China and globally, Foton continues to invest heavily in engineering research and development and embracing cutting-edge technology into our Auman EST trucks, as we are committed to creating and delivering intelligent and efficient trucks for today and the future."

"This truck bears all the hallmarks of Foton's values and is poised to be the game-changer in our quest to becoming the Chinese brand that creates the global standards in trucking solutions. Foton is also very glad to partner with Angka-Tan Motor as our distributor in Malaysia, as we share the same vision for success and leading businesses into the future," he added. 



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Mercedes-Benz Malaysia Commercial Vehicles Delivers 24 FUSO Trucks To Pentas Flora

Mercedes-Benz Malaysia Commercial Vehicles (MBM CV), authorised distributor of FUSO trucks in Malaysia, together with authorised FUSO dealer, Vista Wheels Sdn Bhd, officially delivered 24 FUSO trucks to Pentas Flora Sdn Bhd, the only and largest privately-owned oil refinery plant in Malaysia.

“As a long-time trusted partner of the nation’s haulage and logistics industry, MBM CV is pleased to continue our on-going pledge to the Malaysian market. Our commitment in providing trucks of the highest quality, while offering reliability and economic efficiency is of the utmost importance to us and to our customers. We are absolutely pleased that Pentas Flora Sdn Bhd has placed their confidence in our highly reliable and economical commercial vehicles and extensive service network. It is a trust that we greatly value and appreciate deeply,” said Mercedes-Benz Malaysia, Vice President, Commercial Vehicles, Mr Albert Yee.

A FUSO customer since 2011, Pentas Flora Sdn Bhd’s recently purchased fleet of 24 FUSO light-duty trucks comprise primarily of the FE71PB and FE83PG series. The FE71PB series is commonly used for short distance distribution and inter-state logistic transportation while the FE83PG series is suitable for unpaved or rougher terrain. MBM CV’s authorised FUSO dealer, Vista Wheels Sdn Bhd, will



provide extensive aftersales support and vehicle maintenance for Pentas Flora Sdn Bhd’s FUSO fleet which travel routinely to its branch offices nationwide.

Speaking at the handover ceremony of the latest five FUSO trucks, Vista Wheels Sdn Bhd, Managing Director, Mr Book Lim Guan, said, “In the haulage industry, we understand that customers require vehicles that are safe, durable and perform well under pressure. Peace-of-mind is what customers look for, and together with Mercedes-Benz Malaysia Commercial Vehicles, we are proud to deliver the highest level of quality and service to Pentas Flora Sdn Bhd.”

“As a company that relies heavily on the transportation of used oil and a one-stop provider for waste management, our trucks needs to be in a tip-top condition. We depend on consistent aftersales service for our fleet that is reliable and most importantly, with absolutely minimal downtime. We are on track for growth this year, so it is only natural that we look to MBM CV to deliver the necessary services in expanding our FUSO truck fleet,” said Pentas Flora Sdn Bhd, Operation Director, Mr David Ng.

Established in 2008, Pentas Flora Sdn Bhd’s primary business is to provide an integrated solution of waste management and recycling used engine and other mineral oils for companies. A member of the EXSIM Group Of Companies, Pentas Flora Sdn Bhd is currently on an aggressive expansion drive, with plans to open their 12th factory in Labuan this year. To date, FUSO trucks make up 90% of the company’s 61 units of the commercial vehicle fleet. Pentas Flora Sdn Bhd is set to further expand its fleet by year end. **F**



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Sidhu Brothers Acquire New Trucks



Sidhu's first Tata truck in Felda's depot in Kuantan



for Malaysian roads and therefore incomparable to brand new trucks in the way they operate.

As their confidence in the new trucks grew, the number of bookings that Sidhu Brothers are able to accept also grew. With no breakdowns in the past six months, Jimmy is glad to report that they have seen a 30 to 40 percent increase in bookings since. "As we are certain that the trucks would deliver, we have not held back on taking in orders since. We are positive that these trucks would not fail us even though we continue to make full use of it" said Jimmy.

As with all operators, Sidhu Brothers too would encounter some difficulties due to the local legislation. "All countries in the world operate by only licensing the prime mover, but Malaysia currently utilises the system of licensing the tanker instead. As prime movers were designed to be articulated, one prime mover can pull various types of trailers; be in a tank trailer or a flatbed. With Malaysia's licensing system, I would have to risk having an empty load on return trips as I am legally bound to pull only the licensed tanker on the prime mover. I hope the new transport minister would take into consideration the out-dated rigid licensing systems and amend the regulations as needed," he concluded. **T**



Same place, new trucks - Some 35 years later

Asian Trucker met with Jimmy Sidhu of Sidhu Brothers to talk about their newly purchased trucks and the effects it had on the operations of the company.

As an operator in the palm oil haulage industry, it goes without saying that trucks essentially make up the core of the business; transporting loads from plantations and eventually to customers. Sidhu Brothers, as leaders in the industry, recently acquired 20 new TATA prime movers to ensure they are able to deliver the goods to their customers on time.

With a fleet of almost 100 trucks, Sidhu Brothers is delighted with the addition of 20 prime movers in their fleet. "There have been zero breakdowns since we started using the trucks in March and as with all new trucks, the fuel efficiency is fantastic and this is of course cost-effective for us. These are some robust trucks and they are able to ply any road conditions, be it off-road or not. And because they are brand new trucks, we can run them 24/7 to lower down our cost. We sometimes even have two drivers per truck to ensure we get maximum use out of the trucks. One would drive while the other rests. As we do not compromise on safety, we ensure the drivers get adequate rest while on the job. We do not believe in the number of trucks, we believe in using brand new trucks," shared Jimmy.

Prime movers in Sidhu Brothers' fleet are usually replaced every five years, or if they are maintained properly, they can be used up to seven or 10 years. They currently have a service maintenance contract with TATA for the new trucks. As for the older trucks in the fleet, they are serviced in house.

The previous European trucks were rebuilt and re-conditioned trucks and encountered frequent breakdowns. Although the rebuilt trucks were retrofitted by local workshops in Malaysia, they were in essence not designed

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Celebrating Milestones

The Johor Sand & Lorry Operators' Association celebrated their 6th Anniversary Dinner and Inauguration Ceremony on the 17th of August 2018. Their President raised many issues at the ceremony and gave us many insights to the industry.

Johor Sand & Lorry Operators' Association celebrated their 6th anniversary and in conjunction with the joyous event, a gala dinner was held at the Pekin Restaurant in Johor. Before the event started, some companies had a mini exhibition to showcase their products and services. The companies included K One Enterprise Sdn Bhd, KGV & G F Tyre, Kitar Teliti Sdn Bhd, A Plus Automobile Sdn Bhd, BHPetrol and Lik Thong Resources Sdn Bhd.

President Frankie Chia Jee Onn addressed the crowd in his speech and took the opportunity to share some difficulties that have been hindering the operations of member companies. This include the procedural difficulty that arose due to the lorry tax involved, namely permit 4C. Currently, operators need to file for a permit three days in advance before they are allowed to operate. There are numerous restrictive rules that could be cost-saving to operators if they were less rigid while not compromising on safety. "Other states have begun using the coupon system for permit applications and yet Johor remains the only state to use the 4C system. This system is very time-consuming and a lot of paperwork needs to be done thus increasing the overall cost of the operation. The association hopes that the relevant authorities in the state of Johor would implement a more efficient system to increase productivity. The state of Selangor has gone even further to implement an e-coupon system and everything can be applied online. This saves time and energy as the process will definitely be quicker compared to our current system," said Frankie.

YB Tuan Tan Hong Pin, Chairman of the Local Government Department, Johor Science and Technology Division in his opening speech addressed the troubles faced by operators and said he would review them with the relevant



department. He also said that the government will constantly welcome opinions from operators and will try to strike a balance between parties involved as well as prioritising safety. Also present was YB Tuan Steven Choong Shiau Yoon, Tebrau Division Chief of PKR and Member of Parliament for Tebrau.

Lucky draws from the night were sponsored by Apollo Tyres, K One Enterprise Sdn Bhd and Lik Thong Resources Sdn Bhd. A cheque was also presented to the 'Tabung Harapan' as a sign of support from the Association to the new government. **F**

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NSLOA Propels Association Into Next Era



While hosting the NSLOA Trucking Carnival 2018, the association also unveiled new ambitious goals, plans for a website while having created a successful event for industry players to meet.

This year's NSLOA Trucking Carnival was held in the d'Tempat Country Club in Seremban. It took place on 28 and 29 September and saw strong support from the industry. Exhibitors signed up in numbers with Hong Seng Group as the platinum sponsor leading three more gold and a dozen silver sponsors besides some 20 companies taking up exhibition spaces alongside the sponsors.

YB Anthony Loke Siew Fook, Minister of Transport

"The Ministry of Transport has always maintained a good relationship with NSLOA and other state associations. This allows us to work together to resolve problems in regulations, enforcements and licencing.

This trucking carnival that you have organised as part of your anniversary celebrations will enable the public to take a closer look at trucks with the latest safety features. We hope that public perception of trucks will improve, and the transport industry should be recognised as a vital link in the Malaysian economy.

The Ministry of Transport will support the land transport sector to bring about efficiency and cost reductions. Various proposals are being studied to achieve these objectives. I understand that the transport industry has waited since 2003 for the increase in permissible axle weights. MOT hopes to implement this change in the near future."

YAB Tuan Haji Aminuddin Bin Harun, Menteri Besar of Negeri Sembilan

"I am proud to see that NSLOA is able to pull in the big names in trucks and component suppliers to participate in this carnival as exhibitors. This means that NSLOA and its members are well regarded in the trucking industry. It also shows that NSLOA has contributed much to the transport industry in Negeri Sembilan.

Being 84 years old means that Negeri Sembilan has a well-developed transport and logistics network serving the country. I am told that a few of the members in NSLOA are amongst the leading fleet operators in the country.

The State Government welcomes this carnival which is open to the public so that everyday people can understand more about the road transport industry and have a closer look at a truck. They will appreciate the technology and innovation in the modern trucks of today.



With the current office bearers of NSLOA, we have a new Vision, which is "To be the leading Lorry Operators' Association in Malaysia to help our members to be competitive and to enhance the standard of trucking industry."

Our missions are to Negotiate, Synchronise, Lead, Organise and be Active.

Negotiate with government to help the local transport companies improve and compete internationally. Negotiate with suppliers to provide cost efficiency and quality.

Synchronise all trucking companies from various sectors such as general cargo, tanker, tipper, low-loader, curtain sider, mixer and light trucks. Once NSLOA has members from the various sectors, we will have better representation when having discussions with government, suppliers and customers as well.

Leadership is the key success for NSLOA's continuous growth. Under the leadership of our Honorary Lifetime President, Dato' Tan Kim Chong, NSLOA grew from a few members to almost 200 members today.

Organized behaviour and the unity of NSLOA office bearers were the vital ingredients that contributed to the growth NSLOA. Although all members are the bosses of their own companies, but in NSLOA everyone has to work together and follow strictly to NSLOA rules and regulations.

Active is the last of NSLOA missions. Actively seeking improvement, adding new members from various transport sectors and courageously learn from mistakes."



I believe the new President, Mr. Lee Hung Yang has inherited an established association and the good legacy of its past leaders. We need to work together to improve the economic growth of the state as trucking industry is often regarded as the backbone of the economy."

Mr Lee Hung Yang, President, Negeri Sembilan Lorry Operators' Association (NSLOA)

"As the Organising Chairman and President of NSLOA, I would like to thank all exhibitors and members for their enormous support to make this event a memorable and successful one. It has been seven years since the last event, and I feel it is time that we connect with our suppliers, members and customers again. This also coincides with the change of office bearers in NSLOA in 2017. We hope that this event will present an opportunity for the industry players to know us better, especially our new members.

Being one of the oldest Lorry Operators' Association, we would like to set an example in terms of being a progressive association with full commitment to its members who had put their faith in us.

This year we will set up our very own website. In the past, members get information through phone calls or via fax. With NSLOA's own website, members can login to view and get information such as meetings with government agencies, upcoming seminar and events, training and transport-related articles.

Is Your Supply Chain Safe From Threats?

In this evolving world of trade and logistics, every day brings about new threats and organisations would need to constantly prepare and ready with their prevention and recovery strategies.



Immense pressure is placed on the global supply chain demanding the latest technological innovations in transportation, information technology and materials. With such emphasis on the supply chain, numerous people, companies, regulations and nations are involved. Sometimes the challenges revolve on trusting others along the chain; sometimes it is about cyber security; other times it is a matter of cargo theft. Either way, key leaders in the trade community, such as the ones present at the Inno Trade Security Summit held from the 24th to 26th of July 2018 in Sheraton Imperial Kuala Lumpur, are working hard to ensure minimal impacts are inflicted on the security of their goods.

The Summit exposed the market on the new technological breakthrough and governmental programmes that can boost trade security. Delegates were given hands-on extensive experience on how to manage logistics and supply chain processes more effectively. As the first ever innovation summit that focuses on the needs of the trade community, Inno Trade Security Summit successfully gathered trade professionals from private, public and multinational organisations to come together and discuss the issues on trade security.

Among the list of impressive speakers was Atul Holkar, Head of Supply Chain Management of VBL Pepsico. As a supply chain and merchandising professional with more than 25 years of experience, Atul is currently associated with Varun Beverages Ltd, the second largest bottler of Pepsico in the world as a Senior Vice President, Head Supply Chain Management. In his presentation, Atul shared his analysis on the rate of cargo impeachment for the last five years and the cost associated with the damages. "Based on statistics, cargo theft is currently prevalent in countries such as South Africa, China and India. With such sophisticated methods of theft, it is vital for organisations to be up to date with the methods used to counter the damage. Supply chain security management is a relatively new discipline and therefore, security managers should constantly be alert on updates in the field," Atul emphasised.



Kevin Greene, APAC Security Director from Brightstar Corp, Hong Kong shared his views on developing approaches on security, trend analysis and cargo security risk assessments in his presentation. He has provided consultancy services in security and cargo operations to clients across Europe, Asia Pacific and Oceania and has recently conducted Validations for EU Aviation Security Standards across the world. Greene opened the eyes of participants at the summit on the key vulnerabilities in cargo security. He advised organisations to conduct strict domestic security regimes such as maintaining robust inspection regimes including personnel, technology and access control protocols.

Automechanika Insights



A fixed calendar item, Automechanika Shanghai is set to be another success this year. We had the chance to learn more about the event from one of the key people in the organisation. Here is what Ms Fiona Chiew had to say:

AT: Tell us a bit about yourself and your role with Automechanika Shanghai?

I am the Deputy General Manager, Messe Frankfurt (Shanghai) Co Ltd, one of the organisers behind Automechanika Shanghai. The show will take place from 28 November to 1 December 2018 at the National Exhibition and Convention Center in Shanghai.

AT: Tell us a bit about the event - what makes it so important to the global vehicle service and repair industries?

Now in its 14th year, Automechanika Shanghai is Asia's largest trade fair for automotive parts, equipment, accessories and services. The show is in a unique position in that it covers the entire supply chain for the global automotive industry – from parts, components, electronics and systems, to repair, maintenance, accessories, customisation and tyres. This year, the show will welcome an estimated 140 000 buyers and 6 250 exhibitors, who will be meeting and doing business across a huge 350 000sqm of exhibition space.

Speaking specifically about the show's relationship with Repair & Maintenance (R&M) sector, this is most certainly an area which is gaining more and more interest from our participants as each edition passes. We like to think that our show grows and evolves alongside the industry's own developments (especially in China's fast-paced market where car ownership is rising and the aftermarket landscape is shifting), and these days our R&M coverage is stronger than ever.

Both halls 5.1 and 6.1 will be solely dedicated to R&M this year, where visitors will find a number of solutions

for painting and collision repair, remote maintenance, diagnostics, new workshop technologies, workshop management and more. Not only that, we will also have an array of fringe events which will offer practical guides on the transformation of repair workshops.

AT: How do you ensure the profile of the event meets the needs of the automotive service industries and remains relevant to those within it?

Like I said, every year we want to make sure that our show is a true reflection of where the industry stands at that particular time, whether that be an upcoming trend in electronics or car connectivity, or even something as specific as tyres and remanufacturing.

This is what has helped the show continue its upward trajectory in terms of participant figures and scale – people keep coming back to Automechanika Shanghai because they know it's the place to keep abreast with everything that's happening across the entire industry.

AT: What are the main focuses for the 2018 event?

We have placed a lot of emphasis on three particular highlights in 2018. One is the aforementioned Chain Stores Zone. Elsewhere, we have a brand new area for Tomorrow's Service & Mobility, which will feature the most essential elements of car connectivity, electronic vehicle innovations, electric controls, charging and battery technology, connected cars and testing equipment. This part of the show in the North Hall really represents where we think the future of the automotive industry is heading.

AT: Do you have anything you would like to add or a specific message for our readers?

On behalf of the team behind Automechanika Shanghai, we look forward to welcoming some of you to China in November this year. The show will open your eyes to the possibilities of expanding business not only with the Asian market, but with the entire industry's biggest names. Enjoy the show! 

AMH Fundraising Gala Nite 2018

The Association of Malaysian Hauliers held a fundraising event on the 3rd of August 2018 at the Setia Alam Convention Centre. The night concluded with a resounding success with many smiles and laughter throughout the event. The theme of the night also saw many guests getting creative and dressed to the nine in accordance to the 70s theme.



The event started with Dato Nazari, President of AMH addressing the crowd in his opening speech. He thanked the audience for their fullest support towards the association and its significance to the industry as a whole. "With more than 130 members, AMH plays an important role in the greater logistics supply chain network of the import and export sector of our country. We represent more than 70% in terms of total equipment available in the local haulage sector. For reference, the haulage industry accounts for nearly 98 percent of the country's import and export trade at the four major operating ports in Peninsula Malaysia. In 2017, Malaysia's export and import is valued at more than 1.7 trillion ringgit and from that our ports handle around 24 million TEUs (Twenty-foot Equivalent Unit) annually" shared Dato Nazari.

He continued "our job is supposed to be very simple, for import we move containers from the port to the customer's premises and for export, we collect the container and deliver it back to the port. However, along the way, we have to interact with so many other players in the logistic chain such as forwarding agents, port operators, shipping lines, depot operators, various government agencies and various other enforcement agencies. Along those lines of interaction, many issues will surface. Despite that, the most challenging issue thus far is the infrastructure to almost all major

ports with Westport (a premier port) being the most critical. Klang Multi Terminal Container Sdn Bhd was incorporated in 1994, while the Pulau Indah Expressway was opened to public in 1995 to facilitate container movement to Westport. In 2000, Westport handled only 40 000 teus but today, Westport handles approximately 9 million teus annually, an increase of more than 200 times in the last 17 years. Despite this remarkable growth, the Pulau Indah Expressway remains almost the same as it was built in 1995, a very narrow four lane expressway, where most of the street lights do not function at night, making it very dark and dangerous not only to the truckers but to other road users as well."

Dato Nazari emphasised "due to the narrow roads and high movement of heavy vehicles in the area, accidents are prone to happen. Sometimes accidents happen almost every alternate day, either major or minor, and this in turn creates a congestion of more than 10 kilometres and almost three to four hours delay.

Something needs to be done urgently to rectify this bottleneck or one day this route will burst and it would definitely have a huge impact on the nation's import and export trade. Port Klang is ranked the 12th busiest port in the world therefore, the government needs to



seriously study the capacity of our existing infrastructure, not only in Pulau Indah but also at other major ports in the country to meet future global economic demand and growth.”

“Despite the troubles the industry faces, I wish to thank all our business partners whom are present here today. Your contribution means a lot to us. I am proud that after nearly two decades, the association has finally managed to secure its very own office which is situated in central Port Klang. With this new office, the association will definitely be on a better footing to come up with more activities including conducting its own training programme at its very own premises to enhance professionalism in the industry” he concluded.

The Association of Malaysian Hauliers (AMH) was registered on 25th September 2002 to safeguard the interest of members, enhance the utilisation of road container haulage and also to promote the concept of containerisation in Malaysia. AMH is a non-profit organization and is financially supported by contribution from members.

Officiating the event was YB Anthony Loke Siew Fook, Minister of Transport Malaysia. In his speech, the minister expressed his wishes to engage with stakeholders in a friendlier manner as the haulage industry is one of the most important stakeholder which contribute to the country's economic growth. This falls in line with the government's recognition of the logistics sector as

an important component of future economic growth. Furthermore, he acknowledged that AMH had contributed the lion's share in the haulage industry and applauded their active participation. As for the issue of lacking infrastructure, the Minister promised to look into the issues seriously and will discuss with various agencies to rectify the problem. The Ministry had recently streamlined the enforcement agencies by dissolving SPAD to encourage efficiency. The Minister confirms that there will be various collaborations in the future and AMH would be invited for consultation sessions in order to fully comprehend the situations.

Also speaking on that night was Daniel Tan from Scania. In his speech, Daniel said “coincidentally, tonight's theme is the 70s. Scania has been in



Malaysia since the 1970s, supporting the logistics, construction and public service sectors, commuting people and goods every day throughout the country. Scania has always emphasized the importance of providing our customers 'peace of mind' in owning and operating a Scania vehicle. We believe that when you decide to take ownership of a Scania vehicle, your decision was influenced by our reputation for quality and reliability. We also know that same expectation extends to the ongoing maintenance and servicing of your vehicle throughout its ownership. Recently, on July 12th 2018, Scania Malaysia officially launched its upgraded Port Klang branch as part of the company's network expansion strategy to improve Scania's service level and technical support amidst robust business growth in Malaysia. With the belief that sustainable transport is all about moving people and goods while contributing to economic and social development without jeopardising human health and safety or endangering the environment, the Scania Port Klang team will strive to provide its customers with tailored solutions that promise to bring about efficiencies within the customer's entire transport flow."

Other VIPs present on that day include Dato K. Y. Chan from Infinity Group, YB Tuan Azmizam Zaman Huri, Port Klang Member of Parliament, Ms Judy Chong and Mr C. Y. Soo from AMH, Mr Ian James from MMC Port Holdings Sdn Bhd and Mr Nicolaus Graf Lambsdorff, the German Ambassador.

Sponsors for the event included Scania as Platinum sponsor, Volvo, Hino, Foton-Daimler, Iveco and Westports Holdings as Gold sponsors, MAN, TATA,



Sime Darby, UD, TCIE and MMC Ports as Silver sponsors and Shell as the official lubricants and fuels sponsor. Asian Trucker was the appointed event organiser and official media partner. 





IAA 2018 Highlights

Having taken place in Hannover, Germany, from 20 to 27 September, the world largest commercial vehicle exhibition, gathered the best and most innovative companies from around the globe to showcase their latest developments. While the show was dominated by news around electrification, there were lots of other areas to explore.

Filtered

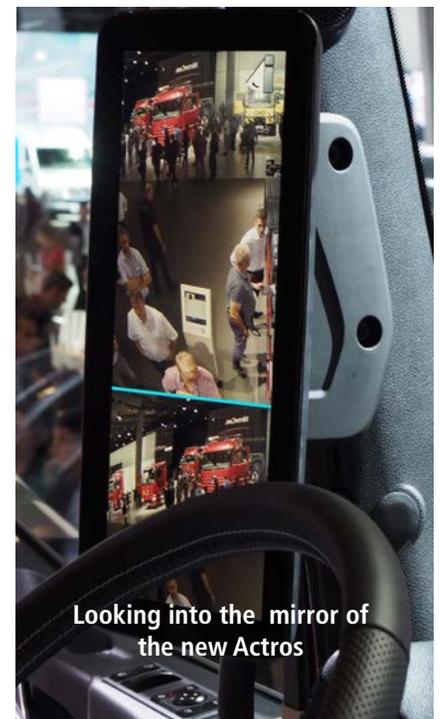
One of the issues with conventional brakes is that they work through abrasion, which in turn creates particle dust from the brake pads. **Telma**, whose motto is "zero emission braking system", was showing an electromagnetic retarder. The electromagnetic technology guarantees unequalled instantaneous availability and full braking power provided by the Telma retarder, regardless of the vehicle's speed. These retarders remain effective even after the engine stops, or when the gearbox is in neutral.

As they dissipate the energy generated during braking directly into the atmosphere without using the engine's liquid cooling system, Telma retarders are effective in all situations, thereby ensuring that a vehicle always remains at the driver's desired speed.

With exceptional endurance, Telma retarders ensure most vehicles' braking needs. Risks associated with service braking system overheating are therefore avoided and the system remains fully operational in case of emergency.

Addressing the same problem in a different manner is **MANN+HUMMEL**. The company first presented the technology in 2017 at an early stage of the development process. Meanwhile, successful tests have confirmed its effectiveness. The successfully completed Großglockner test in a wind tunnel simulated a drive down a mountain, demonstrating temperature resistance. Snow and water also showed no effect on the filter. The objective of capturing 80 percent of the brake dust particles has been achieved according to tests to date.

Setting yet another record for the number of exhibitors, this year's IAA is bustling with innovative products to be explored. Stefan Pertz went to gather information on key products and technologies.



Looking into the mirror of the new Actros

The newly developed Brake Dust Particle Filter from MANN+HUMMEL significantly reduces the brake dust emissions of vehicles so fewer brake dust particles escape into the environment. The filter is adaptable to existing installation spaces around disk brakes. The Brake Dust Particle Filter can be used for any type of drive, from electric vehicles and hybrid vehicles to classical gasoline or diesel vehicles.

Thanks to its robust housing directly next to the brake caliper, the filter acts directly at the point of production to prevent the escape of brake dust particles into the environment, especially in city traffic with a lot of braking. The filter medium is a material resistant to temperature and corrosion that efficiently filters the different particle sizes. Catching particles directly at the point of production can also significantly reduce dirt buildup on alloy rims and the time-consuming removal of embedded brake dust.



Hengst developed a fluid management module for the Chinese engine manufacturer Weichai that is used in all engines of the WP9H and WP10H series. These engines are installed for example in the models of the Shaanxi Automobile Group and the FAW Group Qingdao. The new module from the Münster-based specialist combines numerous functions. In addition to the oil filter and oil cooler there is also an oil pressure control valve. In this new design, the valve is located downstream of the oil filter and therefore controls the pressure of the filtered oil, regardless of the differential pressure of the filter insert or other components. In addition, an oil filter service valve, a filter bypass valve, a check valve, and the heat exchanger bypass valve are integrated in the module. It is available with or without a lubricating oil centrifuge. The centrifuge removes the soot from the oil to prevent excessive wear of the bearings as a result of high soot content. An important element of the system is the central oil return channel. The oil flowing from the optional centrifuge, the service valve and the oil pressure control valve are fed back to the oil pan through a central return flow channel made of plastic. The hybrid aluminum-plastic design reduces the weight by seven percent in comparison with a version constructed using only aluminum. Other components integrated in the module are the coolant feeder, including a coolant filter and a service valve. The service interval is 60 000 km.

In the Wheelhouse

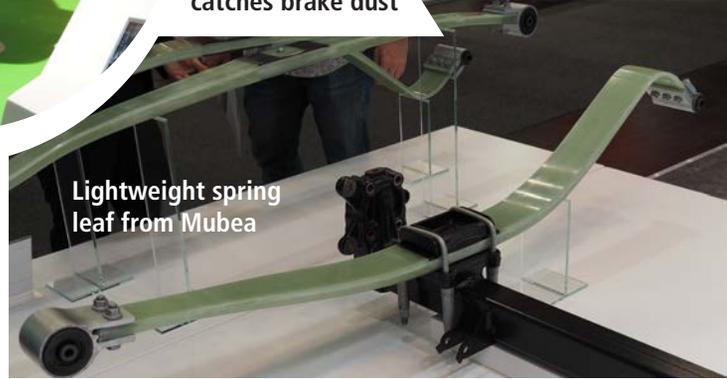
Commercial vehicle OEMs and users are confronted with huge challenges: emissions reduction, more active and passive safety, less strain on traffic infrastructure as well as optimised costs of operations are firmly in focus

Lightweight specialist Mubea, so far mainly known as an innovations pioneer for passenger car components, presented novelties across its whole product range, which provide solutions for the prevailing challenges to producers of commercial vehicles. On top of weight reduction, Mubea's products also come along with improved performance, e.g., for spring characteristics, corrosion protection or for cost reduction by parts integration.



Telma is offering emission free braking

MANN+HUMMEL catches brake dust



Lightweight spring leaf from Mubea



Blue.maxx – the intelligent fuel filter



Gripping - Brembo commercial vehicles brake disc



Hengst showing clever filtration solutions

Within its "classical" product groups the company will show a variety of innovations, such as a coil spring with a bonded rubber pad for optimised corrosion resistance ("DuraConnect"), a stress optimised and robust stabiliser bar system made of Tailored Tubes, double-arm belt tensioners for usage in abrasive environmental conditions, new variants for assembly cost-optimised hose mounting elements or the Tailored Rolled Blanks technology, developed by Mubea, for weight, performance and cost optimised body structures. The company also accelerates applications of new lightweight materials, especially GFRP and CFRP. Mubea's developing team is looking very much forward to receiving feedback from its customers on the derived Tension Leaf Spring and a wheel hub drive.

Working our way outwards, the next stop was at **Brembo**. Brembo, global leader in the production of braking systems, was showing a range of ECS (Electric Combined Sliding) brake calipers in spheroidal graphite iron especially for the commercial vehicle market.

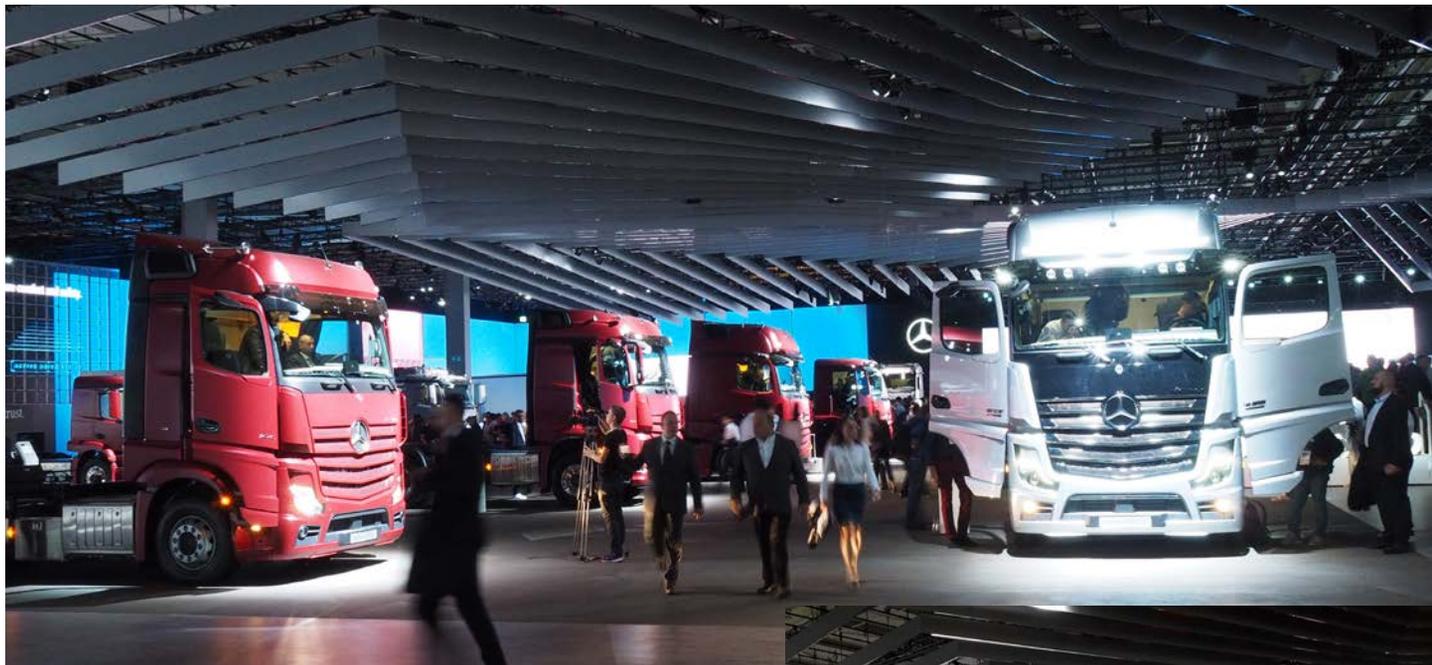
The new range of ECS calipers simultaneously carries out the function of the service brake and integrated electromechanical parking brake. It is a solution that combines traditional mechanical know-how with the latest electronic features. Brembo's manufacturing philosophy guarantees that the service brake can be customised to meet the customer's needs: the commercial vehicle manufacturer can opt for different combinations of piston diameter, surface and pad volume.

As for the parking function, there is a specific electromechanical actuator that meets the requirements of ECE-R13 H and ISO 26262 for functional safety: approval that was obtained after numerous tests to verify the efficiency of the overall system and the materials used. The result is a parking brake that guarantees a level of performance and lifetime durability more common to light and medium-heavy commercial vehicles. Built to withstand the stresses and loads typical of these vehicles, the ECS calipers are integrated into the vehicle's electronic stability control (ESC) system. Brembo is one of the few brands able to operate with ESC system logic, thanks to its continuous testing of the various components that determine vehicle safety.

The technology company and premium tyre manufacturer Continental presented at its press conference the design tyre Conti e.MotionPro, which was developed for the electric truck from MAN, the MAN CitE. Continental's tire study combines a striking blue stripe on the sidewall with a hand-carved profile and blue groove bottoms on the tread. It fits perfectly into the modern design of the new MAN CitE.

Continental's experts drafted and implemented the design of the Conti e.MotionPro based on the layout coordinated with MAN. During the production of the green tyre at the plant in Púchov (Slovakia), the sidewall shell was manufactured by hand and "pulse blue" paint applied to the sidewall while the tyre was heated. The custom-made profile was then created in a laborious robotic cutting process and refined by experienced tyre carvers in Stöcken, Hanover. At the same time, small rubber parts were pasted into the grooves by hand. Continental is one of the few tire manufacturers that can manually produce individual designs in small quantities.

The MAN CitE is characterised by its ergonomic design with low entry, a consistently flat driver's cab floor and easy accessibility. In addition, the low seating position, large glass surfaces and supporting cameras give the driver and front passenger a clear view of the surrounding traffic. The brand-new electric truck concept,



which was developed in just 18 months, sets standards in terms of workplace ergonomics, safety and sustainability in urban delivery traffic.

Klaus Kreipe, Head of Original Equipment Truck Tires at Continental, explains the challenges in tyre development: “Electric vehicles can temporarily be fitted with conventional tyres. However, the new powertrains and the new vehicle concepts that are sometimes associated with them will change the requirements for commercial vehicle tires.

Surround View

Across the globe, an average of 1.3 million people lose their lives each year in incidents involving a vehicle. Today alone, a vehicle will be the main cause of an estimated 3 287 fatalities, including vulnerable road users (VRU). The European Union (EU) has recognised this as a public health crisis and is in the process of mandating blind spot safety legislation for all heavy-duty vehicles in the EU.

PRECO proudly debuted an enhanced PreView Side Defender solution at the IAA Commercial Vehicles fair, optimised specifically for aftermarket users. Side Defender’s advanced technology has been very successful with OEMs and the updated solution will provide a powerful and affordable option with ease of installation for retrofits.

The intelligent technology in the PreView Side Defender is able to detect moving cyclists and cars in the side blind zones, while filtering out stationary objects. Equipped with a 150-degree viewing angle and a new display, the system is an expandable and flexible safety option. The enhanced system is a self-contained solution, engineered for OEM integration and now easily retrofitted in the aftermarket to meet the safety needs of fleets.

In 2016, PreView Side Defender, the industry’s most advanced side object detection solution, and PreView Sentry, the most flexible, accurate, and powerful active blind spot monitoring solution were launched, further solidifying PRECO as the global leader of blind spot solutions. Both radar systems are shipped globally and are designed, engineered and manufactured by PRECO to protect heavy-duty equipment fleets, their



operators, and those around them. We learned that the company is looking for distribution partners in South East Asia.

The new Actros comes with trailblazing innovations that immediately pay for themselves. **Mercedes-Benz** is celebrating the presentation of the new flagship model in Hanover with the special “Edition 1” model limited to 400 examples, whose numerous extras offer maximum comfort and safety for the driver. There are also selected design features that give the vehicle a high recognition factor.

The Edition 1 has outstanding safety features that include MirrorCam and Active Brake Assist 5. The Active Drive Assist, which makes semi-automated driving possible, makes a noticeably contribution, too. The improved Predictive Powertrain Control not only allows significant fuel savings, but now also relieves the driver’s workload on overland routes. And as in the standard model, the new, intuitively controlled multimedia cockpit brings innovative functionalities into the cab.

When you're looking at the truck's exterior, you probably couldn't guess at first glance that they have made a lot of changes in the interior. Nonetheless, in addition to the new arrangement of the lights there's an especially striking detail: The outside mirrors have been replaced with the MirrorCam outside-mirror camera.



For many, the absolute highlight of the show was VERA. Vera is an autonomous, electric vehicle that can operate with significantly less exhaust emissions and low noise levels. It is controlled and monitored via a control centre, and has the potential to make transportation safer, cleaner and more efficient. Vera is designed for regular and repetitive tasks, over short distances, where large volumes of goods need to be delivered with high precision, such as in ports, factory areas and mega-logistics centres. This means that Volvo Trucks will not only be a provider of vehicles, but also of trouble-free transportation of goods from one hub to another.

As it is automated, the solution can enable round-the-clock operations, helping to create a continuous flow of goods with higher delivery precision. The electric drivelines can potentially result in reduced noise, fuel consumption and exhaust emissions.

Each vehicle is connected to a control centre. The transport control centre continuously monitors the progress of the transport and keeps an accurate watch of each vehicle's position, the batteries' charge, load content, service requirements and a number of other parameters.

From the transport control centre, the speed and progress of operations is tailored to avoid unnecessary waiting and to increase delivery precision. This way it will be possible to minimise waste with buffer stock and increase availability. Vehicles that operate on the same route cooperate to create optimal flow.



New Direction

IVECO was showcasing its full commercial offering of alternative traction vehicles on a 100% Diesel Free indoor stand, creating a Low Emission Area at the exhibition. It is also hosting a dedicated Round Table focused on "The energy transition towards a sustainable future" and workshop events in collaboration with industry experts, customers and technical partners, to discuss the energy transition and related topics.

Also present on the stand, and speaking at the press conference, is global energy supplier **Shell**, which shares IVECO's belief that de-carbonisation of the transport sector requires a range of fuels and technologies. As part of their collaboration with the brand to promote the development of the electric and natural gas refuelling networks in Germany, Shell is also displaying on the stand a CNG/LNG filling station and an electric charging station. In a conversation with representatives from Shell we learned that 95 % of all charges for electric vehicles are done at home. Hence, the discussion about power supply in the form of conventional petrol stations may need to be taken further. It is akin to the first automobiles, whose owners had to get petrol from pharmacies before an adequate infrastructure was built.

IVECO's display at the IAA 2018 shows its solution to sustainable transport, with an energy mix that matches the requirements of the different missions. It sees electric propulsion as having an important role to play, especially in high-value missions such as people transport – particularly in low speed, low energy intensity stop-and-go missions in city centres. The other key energy source is natural gas, which provides a mature solution for sustainable transport of people and goods. Through its display and workshops, IVECO is highlighting the considerable environmental advantage of natural gas, which is able to deliver massive reductions in the most polluting emissions: 90% for NO2, 99% for particulate matter, 10% for CO2 with natural gas which rises as high as 95% with biomethane well to wheel.

Making Connections

SAF-HOLLAND has acquired a majority stake in the telematics and connectivity specialist Axcend Ltd. based in Aylesham, UK. The purchase agreement was signed today. With this acquisition, SAF-HOLLAND is strengthening its software

and programming expertise and expanding its technology portfolio for digital trailer applications.

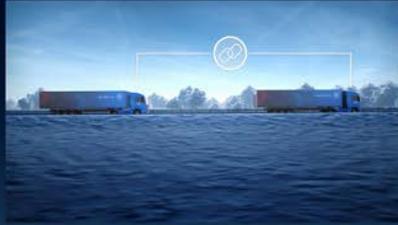
With its product Trailer Master Connect the company focuses on the digitisation of trailer management. Axcend's Managing Director and Chief Technology Officer will remain involved in the company and will continue to run the company in their respective positions in order to speed up the pioneering developments within the SAF-HOLLAND Group and roll them out internationally.

Axcend combines engineering, sensor technology and electronics expertise, together with software programming. The company develops solutions to digitally manage trailers in a comprehensive manner, enabling fleet operators in achieving notable cost reductions and higher fleet efficiency.



SAF-HOLLAND goes beyond axles

Making Transports more efficient through Platooning



Multiple trucks are electronically coupled, forming a platoon, or convoy.



Platooning allows the distance between vehicles to be reduced down to 8 meters (8,75 yards).



While coupled, trucks in the middle of the platoon can save up to 20 percent fuel due to less drag resistance.

ZF puts together multi-brand platoons

With the patented Trailermaster Connect connectivity solution - an intelligent interface for line connection technology and usually equipped with a telematics unit - each semi-trailer can be upgraded or retrofitted to a smart trailer with extensive data-based capabilities.

This technology also allows for data transfer and analyses even when the trailer is uncoupled, enabling fleets to make the most of their resources. Key features that can be integrated include lighting function control, load monitoring and optimisation, maintenance condition checks, tyre pressure monitoring, EBS data evaluation, patented performance data and an evaluation of braking system performance (which relieves testing in the brake test center in the UK) and GPS data transmission for trailer tracking. Several thousand trailer licenses have already been sold to fleet operators under a license-based model.

Follow Me!

In a project involving trucks from numerous manufacturers merging together to form a convoy, standards for networking are critical. ZF's current portfolio has the technology to enable platooning capabilities, including camera and radar sensors, the ZF ProAI supercomputer, the ReAx electrohydraulic commercial vehicle steering system as well as the transmission system.

In a platoon, two or more trucks drive closely together to create a convoy of trucks. This reduces the aerodynamic drag for the trucks behind the lead truck, which, in turn, can reduce fuel consumption by up to 20 percent.

The reduced distance between trucks in a convoy is possible because the networked vehicles can function without driver reaction times. The trucks are designed to brake and steer in virtually real time with the actions of the lead truck; however, they do not drive blind. Thanks to sensor information and autonomous driving functions, they can also stay in the lane even if the lead vehicle unintentionally goes over the lane markings.

ZF has tested the feasibility of platooning in several projects. As part of the EU ENSEMBLE project, the company has established the necessary standards to make multi-brand platooning possible. Multi-brand refers to convoys made up of trucks from different manufacturers. Such mixed convoys are likely to become the most frequent scenario. In another project aFAS, which is sponsored by the German Federal Ministry for Economic Affairs, ZF has worked on implementing the platooning concept in security vehicles that are part of moving roadworks projects. ZF is currently testing platooning in Europe, but also has plans to advance the concept in North America in the coming years. **T**



TCIE and UD Trucks Celebrate 40 Years of Partnership

In what has been an exciting year, this anniversary marks another milestone for local businesses as UD Trucks and TCIE celebrate a partnership that has spanned several decades and is poised to last many more to come.

The name TCIE is iconic in Malaysia, as is UD Trucks around the world. In an exclusive interview with Asian Trucker, both parties reflect on their past dealings and future plans together. In an eventful celebration on 13th September, the partnership was further cemented as representatives from both sides were joined by customers and business partners alike.

Local Icon

Taking us through time to reflect on the history of TCIE and UD Trucks was Mr Tan Keng Meng, Executive Director, Tan Chong Industrial Equipment Sdn Bhd. With Tan Chong Group having recently celebrated 60 years in partnership with Nissan last year, this 40 years anniversary marks another major collaborative achievement by the Group with a global brand. "This is a great reason to celebrate," he said. The celebration is also to recognize loyal customers, dealers and other business partners alike.

According to Tan, taking up the distribution of Nissan Diesel trucks was a natural progression after the company successfully handled Nissan cars. At the time, people were cautious with Japanese trucks. The first Nissan trucks sold in Malaysia were hooded trucks with wooden half cab, pitted against the popular Mercedes 911 models. However, the reputation of Tan Chong Group with an impeccable track record convinced people to give the Japanese trucks a try. With a smile on his face Tan recounts that even in his school days, Tan Chong was a subject for essay writing. Putting key people into the business and investing in an owned dealer network helped boost the brand further.

A major milestone was the change of ownership of the Nissan Diesel brand by the Volvo Group. "It is not just 40 years of this partnership, but also more than 10 years with Volvo Group". With the takeover by the Swedish company, a change in product strategy came along. Tan admits that at the time, the Nissan truck line-up had aged and it was time for fresh models, which Volvo Group promised to develop. This rejuvenation started with the introduction of the Quester, which ended a struggle in the market where old models were having difficulties to compete. "It was also an interesting shift in how we do business. Japanese and Malaysian culture is rather similar and after 30 years, we have gotten used to the way our partners business dealings. With the Swedes coming in, we had an injection of fresh ideas and ways of thinking."



Mr. Tan Keng Meng



Mr. Filip Van den Heede



In Tan's view, one must have equitable partners though. He explains that the responsibility for the brand, the quality and the development have to rest with the principle, the local partner would have to provide the infrastructure, human resources, the execution of strategies and risk taking in the local market. In the case of TCIE, he says they have the best of three worlds: the technology from Volvo, the quality and craftsmanship from the original Nissan Diesel and the local Gemba spirit from TCIE. "And it is through this that we have come to a congruence." Tan notes that Volvo Group was more focused on the promotion of brand and ideas which has become increasingly more relevant these days.

With the brand change in 2010, came the huge challenge to make the transition of names in the market. "As people already know the UD label, it was not that difficult. In

those days, UD was synonymous with Nissan Diesel." Good and strong relationship with the customers benefitted the transition at a time when most were loyal customers.

Although the company has been very successful, the management will not rest on their laurels. The next steps will be to invest and improve the network in East Malaysia. Additional resources and staff are being activated now and the initial activities have already shown results. One area of improvement would be the way a truck brand presents itself. Tan states that it will not be good enough anymore to just sell trucks. It is now a requirement to have modern showrooms and facilities that are welcoming and safe. This is where a lot of investments will be made in the near future. Speaking of future developments, Tan hints at reviving the small truck segment by adding a third series to be offered alongside the Quester and Croner.

The first Questers and Croners have recently left the local assembly and in Tan's view, this is a very strong testimony to the abilities of TCIE to produce high quality vehicles. This now allows TCIE to control the entire supply chain - manufacturing, sales, distribution and after sales. Being involved in the assembly and manufacturing also allows TCIE to understand how components work and how they can be improved for better performance. Through this dialogue, Volvo also benefits through cost reductions.

Besides the hardware in the shape of trucks, TCIE has benefitted from the ability to access software, training and systems that provide improvements in the services offered. One of these offerings is the UD Extra Mile Challenge. Stemming from the need to train drivers, this competition has been very successful. "This competition adds value and allows us to talk to companies on how they can better manage their drivers." THE UDEMC is a competition designed to improve driving skills and knowledge on maximizing the features of UD Trucks. It is also a platform for drivers to understand the importance of safe and efficient driving in order to be more profitable. The competition is not only for the drivers, it also provides the opportunity for TCIE to interact with the owners of the trucks and to help them understand and better manage their key assets: the drivers.

Looking back at 40 years, there were significant changes to how the logistics industry works. Back in the days, the majority of business owners operated their own trucks - usually small number of units. Nowadays, supply chains are specialised and typically outsourced. Fleet customers require a different service offering. The term "cost of ownership" is an area that is hugely important. Containerisation and the increased need for last mile transportation as a result of e-commerce are current trends that impact truck makers and distributors. To address these issues, suitable trucks need to be developed. Today, key customers are the major owners of trucks. Taking the brand forward, Tan hopes to regain market share in the medium and light duty segments as well as in specialised industries like mining. "Whatever it is, we are confident that TCIE is here to stay."

East Side Story – UD

Sharing insights with us was Filip Van den Heede, Managing Director Hub Malaysia, UD Trucks. He took us through the early days of the partnership to local assembly, from local adaptation to the possible future.

"If you look at the past 40 years, there have been several waves, signified by new models, some with longer or shorter lifecycles. Perhaps the event that had the biggest impact was the take-over by the Volvo Group with the ensuing change of the brand name from Nissan Diesel to UD." According to him, UD is working with private importers in almost all markets where the brand is present. As such, the brand had to overcome the transition period very quickly. "The question was, how do we move the brand into the future?" The answer came in the shape of a product pipeline that was spearheaded by the Quester. The Quester was also a springboard that UD used to get closer to the market by setting up localised factories outside Japan. Following the success of the Quester was the Croner and Van den Heede hinted, without giving away too much, at more to come.



Having a strong local partner made a difference. While the UD label was already well known, it needed the Midas touch of TCIE to re-assure the local customers that while the logo changed, the product would still be of the same good quality, if not better, and that the people behind the brand are still committed to delivering a superior product. Now, some 10 years on, the UD brand has been established, with only a few Nissan Diesel logos with legacy vehicles being seen from time to time. "TCIE had an advantage as the company has always been a pioneer. One just has to mention the 24-Hour Rescue service, today called UD Road Support, that they introduced ahead of everyone else." This was a differentiator then, now it is the offering of the UD trucks, which now come with a suite of services as sell. Building the new UD brand was a team effort however. Surely, he admits, the responsibility for the brand ultimately rests with the OEM. Together with TCIE, UD is working in a tight collaboration on how to take the brand to the next level.

Right now, Van den Heede is convinced that TCIE is utilising the new range of support services to shift the mindset of customers. With the Quester, a telematics



system was introduced that more and more customers make use of. "What we see is that our customers are pushing the boundaries of the service that they offer to their clients. However, this is only possible if the dealers or distributors can back that up themselves." As a trend, he is convinced that UD has got the building blocks to take customers to the next level of services. More and more customers have KPIs to fulfill in their relations with their customer and UD is highly placed to support this. "For TCIE, this means that they will get closer to the customers as they require more service." In terms of potential, growing e-commerce will spur the demand for light duty trucks, while cross border transportation requires cost effective solutions.

Being highly experienced in manufacturing, TCIE was also tasked with the assembly of not only the Quester, but also the Croner. Both truck models left the assembly as locally manufactured vehicles earlier this year. This was made possible by the high demand of TCIE in order to produce automotive products at the same quality level as the original Japanese product. "When it comes to such requirements and Japanese quality standards, it is always nice to be talking to people that speak the same language," he said.

In promoting the brand, TCIE has also embraced in key global competitions for drivers and mechanics. This year, two main events will take place: the Extra Mile Challenge and the Gemba Challenge. Initially, only four countries participated in the Extra Mile Challenge. The first global final was won by a Malaysian driver in 2016. Naturally, Van den Heede hopes that a Malaysian driver will win again,

despite increased competition as more countries are joining the championship, which is held on local, regional and global levels. All Malaysian dealers are participating in the Gemba Challenge, which is aimed at training the service staff.

When it comes to challenges, Van den Heede, cites driver retention and shortage besides the natural competition from other manufacturers as a natural. Currently, Malaysia is in a transition, following a changed political landscape "However, delays in projects as we are experiencing them right now will only be temporarily." Where he sees challenges is in the local players responding to new requirements posed by e-commerce and the need for more cross-border transport. "This is where the Malaysian drivers have an advantage as they speak English. To add to that, we are confident that we have given TCIE a winning product and services and it is now up to the local businesses to make best use of the experience of TCIE and the benefits UD trucks and its services give them." Lastly, Malaysia will eventually need to address the need to change to higher emission standards. With that will come a number of developments that need to be addressed, which Van den Heede is certain UD will be able to address in partnership with TCIE. 



A Decade in Business Heralds Major Growth Success for Nova Haulage

Transport and logistics company Nova Haulage has grown at an astonishing rate since it started a decade ago. Mr Siva (Managing Director) reflects on the company's growth. "Ten years ago we had five Prime movers and 25 trailers. Today we have a well-maintained fleet of 50 prime movers, 250 trailers, five tippers and four sidelifters and a staff of 18."

"We've been growing our fleet to cope with the extraordinary changing needs in Malaysia's Transport Industry and we took delivery of a further two SB450 sidelifters from Steelbro this year."

According to Steelbro, the SB450 is a rugged sidelifter unit with a strong lifting capacity. Transfers of containers weighing up to 45 tonnes can be made easily within a safe working envelope. The SB450 was built to work under the most extreme of conditions. In Malaysia the environment and conditions call for a more rugged unit and the Steelbro SB450 is often considered the best possible unit for the job.

"When you're trying to manage a well-maintained fleet of equipment," says Mr Siva, "it's important to partner with the right supplier and organisation. Value for money is key and getting value from your equipment and getting the right capital equipment is crucial for long-term success. Decisions how to invest are never made lightly."

"Steelbro helped that decision making process. They really played a part in our success by giving us a solid return on our investment. Other brands felt lightweight and not sufficiently robust for the job. We needed something reliable that would perform well. Now it gives peace of mind to know that we've made the right investment decision."

Nova Haulage belongs to the Nova Logistics Group, a one stop logistics provider based in the busy Klang area of Kuala Lumpur. The group provides custom brokerage and freight forwarding transportation services. It also offers 55 000 sq ft of warehousing as well as its successful haulage services. Having this one stop approach means they can provide the complete service and in doing so, achieve 'all time satisfaction' to its customers. A programme of continuous





improvement means it strives to constantly improve and upgrade its facilities, professionalism, communication and information technologies.

Aside from the sizable transportation fleet, the haulage operation also boasts a state-of-the-art computerised system for intelligent vehicle scheduling and tracking operations. Growth in cargo volumes, TEU container volumes together with increased port capacity have provided a growing need for this important service and helped fuel Nova Haulage success. The company now provides laden and empty container haulage services throughout West Malaysia.

According to Mr Siva, Steelbro sidelifters have changed the way their operation runs. We currently run nine sidelifters and use them to move 20ft and 40ft general purpose containers plus hi-cube and tanktainers. Sidelifters are mainly used for short journeys, (to both major Ports in Port Klang) or longer for some clients.

"Sidelifters are operated quickly and safely, speeding up operations. Most of our containers are double stacked, and the sidelifters will help us achieve that. They are convenient to use, and versatile to manoeuvre," he adds.

Steelbro sidelifters have been designed and crafted to outperform and outlast. Many operators across Malaysia turn to Steelbro because their equipment can stand up to some of the toughest of tasks.

The sidelifter operators at Nova Haulage are huge fans too. One operator described the Steelbro unit as "heavy duty and very safe to work with. It has improved the way I do my work." Another operator said it's "the most reliable sidelifter to work with in any conditions."

According to Mr Siva, "We chose the Steelbro units based on price, durability and safety and we like the double stacking feature. We consider Steelbro to be the pioneer in Malaysia and with better after sales." When asked about the Steelbro after sales service "We believe the current team is doing an excellent job and creating confidence. We've enjoyed fast service and repair work."

Steelbro have also reached an important milestone this year, celebrating 140 years providing high quality transport solutions. Nova Haulage is still in its infancy by comparison, but will no doubt be looking ahead to the next 10 years. Hopefully the transport sector will continue to expand so they can continue to capitalise on this growth and partner with loyal suppliers such as Steelbro with its heritage and tradition. **T**



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Mercedes-Benz Malaysia Commercial Vehicles Sponsors First Aid Course for Swift Haulage Employees



Being first responders and giving basic help could save lives.

Staff members of Swift Haulage Sdn Bhd recently spent an entire day in a First Aid course with St. John Ambulance Malaysia. Held in their Port Klang centre, the course was conducted by Corporate First Aid Trainer, Tan Yeong Kwan.

Tan said it is vital for everyone to be equipped with First Aid skills but particularly for truck drivers as they are always on the move, sharing the road with other motorists, where anything could happen. He said truckers can be the first responders before professional assistance arrive.

"Cardiopulmonary resuscitation (CPR) is one of the most common assistance needed for accident victims, and one of the most basic First Aid skills. When a person is not breathing, his or her life is in jeopardy. A person can only last for four minutes without breathing before their brain stops to function," he said.

Although the turnout from Swift was good, Tan said like any other skills, they need to refresh and practice at least once a year. The practices should be done practically with first-hand simulation. Tan joined St. John Ambulance as a volunteer in 1999 and in 2008 he became a full-time trainer.

The course's contents included First Aid Essentials which covered monitoring vital signs like pulse rate and breathing rate, action at an emergency, telephoning for help, the First Aid box and casualty handling. They learned CPR, choking situations which are described as mild and severe. Participants were also introduced to wounds and bleeding where they learned how to dress cuts and abrasion, bandage severe bleeding, amputation, nosebleed and how to address foreign objects in a cut.

They learned about burns and scalds caused by chemical or electric, fracture and dislocation (arms, legs and spine), medical emergencies (asthma, heart attack and fainting) and sports injuries (sprains, strains, bruise and cramp).

Swift truck driver Mohd Zulkifli Saddu said skills learned that day were invaluable because he can use them not only to save other road users but people around him in general. "If accidents and injuries happen, without



First Aid skills, all I would do is to wait for paramedics to arrive and that could take too long. Now, instead of wishing I could help, I actually could give at least some basic assistance. I am grateful for this session because I know trainings like this could cost quite a lot," he said.

This First Aid course was sponsored by Mercedes-Benz Malaysia Commercial Vehicles. Its Vice President, Albert Yee, said in addition to providing trucks of the highest quality, safety is another aspect close to heart.

"We are absolutely thrilled to be part of this initiative. Knowledge on first aid and truck safety is certainly useful for truck drivers who spend many hours on the road, often in remote areas. We are pleased to collaborate with our long time customer, swift Haulage, on this initiative as we believe in supporting customers in their business," he said. **T**





A Striking One From The Lot

Asian Trucker writer Carol met with trucker Rashjit Singh from Sidhu Brothers to find out how this trucker manages himself in an industry where increasingly more of the younger generations are reluctant to join and prefer to confine themselves to the luxury of an office cubicle.

AT: Hello, thanks for agreeing to do this interview with Asian Trucker. Can you please briefly introduce yourself?

RS: Hi, my name is Rashjit Singh. I am currently not married and my hobby is reading and researching about trucks.

AT: That is a very interesting hobby considering you spend most of your time in trucks. Can you please briefly describe your experience driving trucks?

RS: I loved trucks since a very young age. I always thought to myself that I will one day be able to drive one. Since the age of 14, I always followed my father around in his truck after school. To me at that time, the ability to drive a truck was very cool. Then, at the age of 21 when I finally got my licence, I started driving part time during college semester breaks. This helped me earn extra pocket money and my interest in trucks grew tremendously. I am 28 this year and I have been driving since I left college because trucking is what really makes me happy and I want to continue doing it.

AT: A very inspiring story you have there. What is your daily routine like on a work day?

RS: Thank you. I usually wake up around 4am and arrive at the depot to check on the truck and make sure that every criterion on the checklist is met. Then I drive to the nearest Costa Coffee to grab a cup of coffee to prepare myself for the long haul trip. After completing a long haul trip, it is usually late night by the time I get back home. Sometimes when it is too late, I do not go back home. Instead, I sleep in the truck as it is quite comfortable and convenient.

AT: What do you do on your off days?

RS: I am usually away from home during my work days, therefore I prefer to stay home when I am off work. I try to spend time with my family, watch the TV or do the laundry. I just want to stay in the comfort of my own bed and rest.

AT: Where do you usually drive to and what are the journeys usually like?

RS: I mostly drive to the East Coast like Terengganu, Kelantan and Pahang

to pick up cargo and have them delivered to Port Klang. My favourite route is the KL-Karak highway. The view along the way is quite spectacular. During the journey, I like to listen to the radio to get the latest news updates. This is my only source of news as I do not have the luxury of time to watch the news on TV or read the papers. Other times you can find me on my Bluetooth headset talking to other truckers and exchanging information that we discover while driving. This information can range from something trivial like what did they have for breakfast or something glum like that accidents that we witnessed while driving. It's never a dull day in the life of a trucker.

AT: Which encounter stood out the most to you throughout your driving career?

RS: It was during the recent water shortage in Klang Valley. Sidhu Brothers delivered water to most of

the affected areas and I was driving round the clock to meet demands. One of the sites I was supposed to deliver water to was a private college's student hostel. The students there had not had water supply for days. The minute the students saw my truck pass the gates, they ran out with their buckets and containers and screamed in joy. To me, that sight was unforgettable. I also realised the importance of having access to clean water.

AT: What was the worst incident you encountered?

RS: It was during 2014 when the East Coast was flooded. I was heading back to Klang from Kuantan and got stuck in the massive flood. For almost five days, the other truckers and I were stranded on the LPT1 and had no access to food. We were starving. Luckily, we managed to get some food, although minimal, from the highway staffs. Now I keep an emergency stash of food like bread and biscuits with me at all times. These will come in handy in the future.

AT: Where do you see yourself in the future?

RS: I have this vision of owning my own truck and being a sub-contractor for Sidhu Brothers. The company has this policy of allowing truckers to be a sub-contractor if they have a good score card, which includes good discipline and hard work. It allows truckers to build a future with the support of the company. When truckers have the ability to own a truck, they are allowed to carry the company's cargo to generate higher income. Of course, this comes with terms and conditions but I am working hard towards that goal.

AT: What do you think are the general public's perception of truckers?

RS: Generally, most of them look down upon us and think that we are doing "dirty jobs". However, those working in the logistics and trucking industry have

huge respect for us as we essentially get the industry moving. Different people will have different opinions of us and I have learnt to filter out the negative comments as I know that my job is equally as important as anyone else's.

AT: What do you think could be improved for fellow truckers?

RS: Probably the working hours. Most truckers only get to go home once a week, and mostly never on weekends. Furthermore, the issue of truck parking is getting out of hand. Parking for trucks at R&Rs are limited and results in some drivers having to park their trucks in the emergency lane. This is a serious road safety issue. There are also cases where theft occurs when the trucks are parked. Truckers fear for their safety when these cases occur.

AT: Have you ever thought of joining other professions?

RS: I have tried working as a call agent and an admin staff for a few months but those jobs didn't work out for me. I do not like being confined to a desk all day long. I much prefer trucking where the earnings are higher and most importantly, I get to travel on the job. I once travelled through Bentong town and stopped there for food. The town was lovely and I couldn't resist the temptation of durians. I had a great time there.

AT: Seems like you are really made out for the job. Thank you once again for agreeing to do the interview with us. Safe travels!

RS: You're welcome. 





Volvo Demonstrates Drive and Skills

This year, the global finals took place in a gloomy Gothenburg where rain made the competition just a bit more challenging. On the 13th and 14th of September, 33 drivers took to the tracks around the Volvo Trucks Experience Centre (VTEX). This was the first time that participants were to be tested in both on- and off-road categories. In previous years the categories were separated, and participants only took part in either one. The Malaysian team was however aware of this as they were already briefed by Volvo representatives before heading out.

Tough Competition

On a set track, the competing drivers had to prove their skills to be fuel efficient. Using Volvo's telematics system (Dynafleet), the fuel consumption during each run was measured. Then, in a second test, drivers needed to demonstrate their skills by navigating an off-road course. Here, a platform holding a box was attached to the truck. Every time the box dropped, the driver had to stop and replace the box, thus adding time to the run. This trial was designed to tie back to how real-life efficiency and cautiousness balance against productivity. Here, just being careful isn't enough as the time is against the drivers. One would need to find the right mix between speed and care.

Following his run, we sat down with Haree Murugan Muniandy from ASTRO Productions Sdn Bhd to learn about his experience at the Volvo Driver Challenge and his approach to driving trucks as a profession. To prepare for the competition he actually borrowed trucks from friends. "I spent about three days with these trucks. Mainly this was to get used to the FH model and the instrumentation." Differences in the setup of the truck and the fact that one drives on the other side of the road made it a slight bit more difficult for him to compete.

"In my job, I am not driving that much, I only do about 1 000 kilometres per month. I am now more of a trainer and I take the experience gained here and teach drivers back home." Through the Driver Challenge, he has also learned

We followed the Malaysian delegation to the global finals of Volvo's Driver Challenge to support Haree Murugan Muniandy and to get a first-hand update from Volvo on developments in the area of electromobility and autonomous driving.

how to best utilise the truck and drive in a manner that is reducing wear and tear. In his words, participating in the challenge is to improve his skills. "We lack professional schools to teach drivers how to improve their skills and this is my school."

The productivity track, the new challenge, was "very challenging" as this was not about being fast, but to deliver goods in good shape. Although drivers could do a walk about, some parts of the track proved tricky. For instance, pools of water could be deeper than anticipated and driving through them too fast may shake the truck and drop the box. Interestingly, Haree was the only driver that did a full safety inspection of his truck before taking to the track. When asked about this, he explains



Haree Murughan Muniandy moments before taking the first challenge



Anna Thorden, Product Manager
Electromobility

that one never knows what the previous driver did to a vehicle or if there are any issues. "We need to ensure that the vehicle is safe at all times when we operate it. I am doing this at work as well. Every time I start driving I do a check. It is for my own and the public's safety."

Asked about his experience, Haree says that coming to Sweden is a once in a lifetime opportunity. He was clearly impressed with the professionalism of truckers on the road. He said: "We are lacking this in Malaysia and we can learn a lot from here. We need to start cultivating a give and take approach back home so that we can all drive safer."

Facts about Volvo Trucks Driver Challenge

The aim of the Volvo Trucks Driver Challenge is to draw attention to the important work done by truck drivers. It is also a way of attracting young people to the job, which offers good career opportunities. The logistics and transport industry is constantly growing and there is now a shortage of trained drivers all over the world.

- The competition has been held every two years since 2009
- This year's competition involved more than 12 000 drivers. A total of 33 qualified to the world final.
- The final was held at the Volvo Trucks Experience Center in Gothenburg on September 13-14th.
- The competition aims to put the driver in focus and reinforce the importance of skilled and competent drivers.
- The main focus areas of the competition are: fuel efficiency, productivity and safety.
- The set up for the World Final was based on two truck models (FH and FMX) and two tracks (Fuel and Productivity) in a closed off area. The winner had the highest combined score from the two different driving stations measuring safety aspects, as well as fuel efficiency and productivity.

Results

First place: Piotr Krahel, Poland

Second place: Bert Johansson, Sweden

Third place: Simo Laukkanen, Finland



Mikael Karlsson, Vice President
Autonomous Solutions



Electrifying Volvo Trucks

With the introduction of electric trucks as standard products within the Volvo line-up, we needed to get an update on this topic as well and we managed to get hold of Anna Thorden, Product Manager Electromobility, to give us some answers.

According to her, sales for Volvo FL and Volvo FE Electric will commence in Europe in 2019. The first applications will be in refuse collection and in urban distribution. From there, Volvo is planning to expand the uses of the electric trucks. Moving into construction applications and eventually covering long haul applications as well. Naturally, the volume will be small initially, but she is confident that the production will be ramped up quickly.

Of course, batteries are heavy, but weight has been reduced drastically and the batteries used in the FL-E series weigh 520 kilograms each with up to six batteries being built into a truck. Obviously, this impacts the payload." Hence, we work with our customers to find the right amount of batteries they carry in order to maximise payload, range and charging." With energy density of batteries decreasing and the cost per Kilowatt-hour increasing, electric propulsion is one of the most promising alternative fuels in her view. Besides, when an application only requires two batteries, the reduction in payload is not that severe anymore. In field tests, companies have been working with Volvo to find the optimum number of batteries needed. In the case of a distribution company, it was the same three batteries needed as a refuse collection business required. Typically, these batteries last the entire day and charging would be done overnight. Meanwhile, authorities are chipping in and if a fast charge is needed, there are diners where truckers can charge their vehicles and use coupons for their meals.



Charging technology is another area that Volvo is deeply engaged with. There is AC charging, with an onboard charger, up to 22 Kilowatts. This system is using the 380 Volts. For DC charging, an external charging box is needed. Addressing the needs of fleets to have multiple brands, the CCS2 standard ensures that charging different vehicles can be done using the same plugs. This standard is already being used by most passenger car makers and most commercial vehicles.

"We have a huge advantage when it comes to developing electric trucks as we can draw on almost a decade of experience from the bus side," Thorden said. On the component level, the trucks share many items with the buses and leveraging on the know-how gained from developing hybrid and plug-in buses, synergies between the different products are easily found. However, progress in electrification is also driven by specific trainings for workshop personnel and drivers. A lot of effort, according to her, goes into the discussion about the total cost of ownership. With electric vehicles, the talking points regarding cost are somewhat different than they are for Diesel powered ones. For instance, there are fewer moving parts, requiring less maintenance and thus offsetting the higher investment cost to buy the vehicle. "You also don't need oil filters and such and therefore the electric truck will be cheaper to operate."

The quest for an affordable electric option has also had an impact on the production line. In order to get started, Volvo is aiming to produce the electric trucks on the same line as the conventional ones. Therefore, the powerpack is shaped similar to the diesel engine and it sits in the compartment underneath the cab. Instead of lifting in a diesel engine, a powerpack will be dropped in. Eventually, the production will be a mixed-model one.

Electric vehicles go beyond a green image that some companies would want to have. One way of looking at cost is also the impact of the emissions, there is a cost

associated to health issues. "And that is a cost we all have to pay." With electric trucks one would be able to deliver within cities that have banned diesel trucks. Not only will the electric trucks reduce emissions, but also noise. Studies have shown that noise increases the risks of cardiac arrests for instance. Tests have shown that the Volvo trucks are quieter by 10 DbA, which to the human ear is perceived as half as loud. "And if you work around the truck, you can actually talk to each other and workers now have a way to socialise."

Within the context of the competition, electrification does not put an end to the quest for efficient drivers. While the power source may change, the drivers will still need to manage their driving in a way that gives them the most out of their energy on board. "For instance, with electric vehicles, we have energy retardation and the less you use the brake, the more energy you recover," she explains.

Automating Volvo Trucks

VERA is the name of a new truck that is trending in a big way within the transport community. Not only is VERA fully autonomous, but it is also electric and therefore the likely first truck to mark a new era. We spoke with Mikael Karlsson, Vice President Autonomous Solutions, about the developments in automation.

Within Volvo Group, there is an Autonomous Solutions Unit, a commercial team that is working on the implementation of automation. "What we are doing is to focus on specific, selected applications where we believe it will start," he said. From there, the unit will have a use-case as to where and how they can generate value. Karlsson believes that automation is not suitable for every application, just as automation in factories has not replaced all human labour, although theoretically possible. "If you transfer this to the transport industry, there are some areas that will benefit hugely and for others it does not make sense."

Currently, logistic hubs, quarries and mining applications are the ones that are the first to be looked into. A lot will happen in the next 10 years in his view, although it would be difficult to predict which exact applications will be the ones growing fastest and at what volumes. Focusing on the needs of specific customers, a total solutions approach is taken and the products will be developed based on the requirements. "We don't develop the technology for the sake of developing it, but we use a specific need to create a solution."

"What I am focused on is autonomous driving. Here I would want to clarify that this means that the driver is no longer in the vehicle. However, there might still be a connection to a person controlling the vehicle. Either just standing next to the vehicle or remotely from a control centre." Replacing humans with machines will make sense where repetitive tasks are a burden for operators for example.

When you take out the driver from the vehicle, cost will change. For instance, you can use it 24/7 and thus



achieve cost reduction. However, Karlsson emphasises that the development of autonomous vehicles is always driven by the core principle of Volvo to be "Safe". Other players, or new entrants, may have technical solutions, but they do not have the heritage of Volvo, where safety is a guiding principle. Consequently, autonomous vehicles from Volvo have a lot of build-in redundancies and added safety features. While this may add to the cost of the vehicle, it will surely pay in the long run as these new types of vehicles can be trusted to be safe. "The autonomous solution should always be safer than what we have currently." Naturally, there is a lot of uncertainty that still needs to be addressed. For instance, Volvo is in discussion with legislators to set up the framework for the implementation of the new technology.

To make VERA viable, the innovative vehicle uses the same components as the electric distribution trucks. Energy storage and systems are transferable and together with 90 years of experience, the support structure will be set up to allow for real-life uses that can start as soon as a need arises where VERA can be put to the test. As a global solution, it can be put to use anywhere right away. 

TRUCK FEATURE: ISUZU NLR CREW & NPR CREW



SPECIFICATION		NLR CREW	NPR CREW
MODEL CODE		NLR77UEEW-2E	NPR75UKHW-2E
Drive Train		4x2	
ENGINE			
Model		4JH1-TC	4HK1-TC
Type		4-Cylinder In-line, 4-Cycle, Water-Cooled OHV, Turbo with Intercooler	4-Cylinder In-line, 4-Cycle, Water-Cooled OHC, Turbo with Intercooler
Displacement	cc	2 999	5 193
Maximum Output (Gross)	kW (PS) @ rpm	81 (110) @ 3 200	110 (150) @ 2 600
Maximum Torque	Nm (kgm) @ rpm	230 (23.5) @ 1 400-3 200	404 (41) @ 1 600-2 600
Emission Level		Euro 2	
Fuel System		Common Rail Direct Injection	
TRANSMISSION			
Model / No. of Speed		MSB-5S / 5-Speed Manual	MYE-6S / 6-Speed Manual
Gear Ratio	1st	5.016	5.979
	2nd	2.672	3.434
	3rd	1.585	1.862
	4th	1.000	1.297
	5th	0.770	1.000
	6th	-	0.759
	Reverse	4.783	5.701
	Final	5.857	5.125
WEIGHT & CAPACITIES			
Gross Vehicle Weight	kg	4 100	7 500
Curb Weight	kg	2 020	2 750
Front	kg	1 375	1 795
Rear	kg	645	955
Fuel Tank Capacity	l	63	100

AXLE			
Front	Type	Reverse Elliot, I-Beam	
Front Axle Capacity (Design)	kg	2 900	3 100
Rear	Type	Banjo, Full Floating	
Rear Axle Capacity (Design)	kg	3 600	6 600
SUSPENSION SYSTEM			
Suspension	Front	Semi Elliptical Alloy Steel Leaf Spring with Double Acting Telescopic Shock Absorber	
TYRES & WHEELS			
Tyres		205/85R16	215/75r17.5
Wheels		16x5.5J-85	17.5x6.00GS-127
BRAKES			
Service		Drum Brakes with Dual Circuit Hydraulic Control, Vacuum Assistance and Load Sensing Proportioning Valve (LSPV)	
Parking Brake Type		Transmission Mounted, Mechanical Operated Internal Expanding	
Auxiliary		Exhaust Brake	
STEERING			
Steering System		Power Assist, Recirculating Ball Type	
Min. Turning Radius	m	5.1	7.1
ELECTRICAL			
Battery		12V x 2	
Alternator		12V-60A	24V-90A
DIMENSION			
Overall Length	OAL mm	4 730	6 635
Overall Width	OAW mm	1 815	2 125
Overall Height	OAH mm	2 175	2 255
Wheelbase	WB mm	2 475	3 815
Front Overhang	FOH mm	1 110	1 110
Rear Overhang	ROH mm	1 145	1 710
Front Tread	AW mm	1 475	1 680
Rear Tread	CW mm	1 395	1 650
Cab to Axle	CA mm	911	2 251
WHEELBASE MODIFICATIONS			
Option	mm	3 100	-



Anders Liss New Scania Country Manager



Scania, a Swedish manufacturer of trucks and buses, has appointed Anders Liss as Singapore Country Manager and Regional Manager of South Malaysia and Singapore, writes Floyd Cowan.

Anders Liss, recently appointed Scania Country Manager for Singapore and Regional Manager of South Malaysia and Singapore, states that sustainability is a top priority for him in his new role. "I want to reinforce the leadership position on sustainability for Scania and for our customers. We can help our customers realise more value if we reduce their environmental impact. Scania is a leader in sustainability, and we are a leader in many areas. One of the challenges for me is to maintain and grow that leadership position."

Reducing Impact

The obvious way for customers to improve their environmental impact is reducing fuel consumption, but Scania's vision goes beyond that. "We are exploring alternative fuels," Anders continues. "We are developing new drive lines to be more efficient and use connectivity to improve operations."

Sustainability is not just a tool to help customers improve their operations but is an overall approach to Scania's entire business. Anders holds up a plastic water bottle. "The next time you visit," he states, "you may not see plastic bottles. We are in the midst of looking into how we can eliminate single-use plastics in the office. We are looking at all of our operations to find the best practice in sustainability."

Minimising Downtime

"What sustainability means for our customers is that we are focused on minimising the downtime of their vehicles and maximising uptime. The more efficient a truck runs, the more sustainable it is. The more time their trucks are on the road, the more money they will make. It is our job to help them make money."

Marie Sjödin Enström, Managing Director of Scania Southeast Asia states: "Anders brings a wealth of experience in Scania's sustainable transport solutions at a crucial time when Singapore is taking climate action very seriously towards ratifying the Paris Agreement. He will work very closely with customers to achieve profitability in their fleet operations while reducing the negative effects of climate change."

Extensive Experience

As Country Manager for Scania Singapore, Anders leads a local team of about 80 employees to meet the public and cargo transport needs of the country, specifically for the logistics, transportation, construction and public service sectors. As Regional Manager for Scania South Malaysia and Singapore, he has operational oversight for both markets in the areas of trucks, buses, engines, maintenance, parts, connected services, driver services and contracted services.

Anders first joined Scania in 1995, as a trainee in research and development in Södertälje, Sweden. "I've been with Scania for 23 years. I started with Scania straight from university where I had studied engineering. I worked in R&D, but I found I wanted to work with people and business, so I moved into Sales & Service."

Achieving Record Sales

Since then he has held a wide range of positions in the sales, services and marketing functions as well as international operations. His most recent position was as Vice President of Sales for Scania Engines where he has been since 2012, prior to

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coming to Singapore. He was responsible for achieving record sales for industrial, power generation and marine engines. Prior to that, he was Sales Director for Scania's City and Suburban Buses.

He has extensive experience outside of his native Sweden. Internationally, he has garnered experience as Country Manager for Scania Tanzania where he was for three years between 2005 and 2008 and as Area Sales Manager in Dubai for the Scania's truck business in the Gulf region before that.

A Warm Environment

"Singapore has been most welcoming," he says after being here at time of writing, for just over a month with his wife and two children. "It is an international country that is used to seeing people come and go. The family has already settled in very well."

For Anders the challenges may be bigger, though in many ways he is taking over a smooth-running machine. Programmes that were started some years before are running smoothly, which gives him time to focus on his priorities.

Supporting Smart Nation

Anders is excited about supporting Singapore's transformation into a 'Smart Nation', saying: "Scania wants to be part of the data-driven innovation and connectivity that will shape the way people live and work in the urban environment here." One of his priorities will be to focus on connecting vehicles through the Scania Fleet Management System – which provides driver and vehicle behavioural data for driver training and driver coaching – to help fleet owners improve fuel efficiency, enhance safety and lower their environmental impact.

What allows Scania to do this efficiently is that all their vehicles are connected. "All 400,000 vehicles Scania has made around the world are connected. We get real time data from the vehicles, so we know how they are performing. We will create more uptime for any of our vehicles."

Scania Fleet Care is also high on Anders' list of priorities "We want to take over the complete management of our customers' fleets. We will set a service and repair schedule for them. Owners should imagine all their maintenance concerns being taken care of by someone whose job it is to maximise the time their fleet is operational. That frees them up to do the work that makes them money. They have more time to do logistics and the things that keep their businesses running. They don't have to worry if that truck or bus is in need of service – we will do that for them."

Integrated Operations

"I look forward to working with the government and the universities. They are very progressive in Singapore." Sharing of knowledge and technology is a two-way process in Scania. "The information, the knowledge that we gain in Sweden through our R&D we will put that into practice in Singapore, but also there is a transfer the other way. If we learn something of value in Singapore, we are going to share that with our global operations."



Singapore is in the forefront of the movement to be a Smart City. It is a testbed for new technologies and concepts some of which Scania is a part of. Scania, working with the government and other local partners, is doing truck platooning trials. This is a step towards fully autonomous trucks, that is being developed on many levels.

Future Opportunities

"Autonomous trucks will be here in the future," Anders states. "But it is not going to come quickly. There is not going to be an immediate dislocation of drivers. There will be jobs for them for some time to come."

Buses are another area that Anders is responsible for, and another area where disruptive changes are taking place. "There are a lot of exciting things happening with buses with electromobility offering a cleaner way of moving people within an urban setting."

Another area that Anders can see growth happening for Scania is in engines – the area he was working in as VP for Scania Engines in Sweden before coming to Singapore. "With the marine industry here, I see a lot of potential for growth."

A Hub

"Singapore is a hub," Anders continues. "It is a logistic hub for the entire region, and this gives us many opportunities. We are living in very exciting times as the technology is giving us new tools and new challenges. We are always looking to recruit good people who will thrive in this environment, who will take advantage of the evolving conditions to grow and improve our business."

"All businesses have targets; we want to improve on what we do. To reach our targets we all have to work together as a team, as one family. From those in the workshop, to the sales team and the front office staff – we are all family," Anders states. **F**

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First of Its Kind from Daihatsu

Since its establishment in Malaysia in 1980, Daihatsu (Malaysia) Sdn Bhd has sold more than 67 254 units of commercial vehicles. In August, the renowned corporation introduces the very first automatic transmission (AT) in the light commercial vehicle segment – The New Gran Max Panel Van (AT).

Daihatsu is launching the very first panel van with automatic transmission (AT) in Malaysia. The vehicle is specially designed to accommodate the requirements of SMEs, business-on-wheels and food trucks that are booming in the country as well as other corporations and government agencies. Being true to Daihatsu’s winning design DNA, the New Gran Max is innovative yet compact and lightweight, making it ideal for many delivery-based businesses such as retail, trading, catering, utility, security and many more.

The vehicle is able to accommodate up to 2 000 kg of gross weight (with load) and runs on Electric Fuel Injection (EFI) powered by DOHC DVVT 1.5 litre engine that produces maximum power of 71kW/ 6000rpm and maximum torque of 134Nm/4 400rpm. This will benefit owners with economical petrol cost without compromising on acceleration power. The engine is also compatible with RON95 petrol which is easily accessible across the country. The multi-purpose van is also equipped with rear-wheel drive (RWD) that improves driving grip while transporting goods, especially on uneven road conditions.

With a 4-speed automatic gearbox, light, powered steering and a 4.7m small turning radius it is a power combo to boost easy vehicle handling. The automatic transmission also takes advantage of torque converters and wider spread of gear ratios allowing better manoeuvrability through busy city roads, tight corners as well as driving up hills. For extra safety and comfort, Daihatsu also adopted an anti-lock braking system (ABS) and dual front SRS airbags along with its high rigidity monocoque body structure on the New Gran Max.



“Although the vehicle is manufactured in the Jakarta ADM Plant in Indonesia, all three arms of Daihatsu Japan, Indonesia and Malaysia take pride in working hand-in-hand, conducting in-depth research of our very own local environment and habits. The dynamics of driving a commercial vehicle is different from driving a common passenger car. And we know that many of our customers will be first timers in owning and driving a commercial vehicle. In order to assist them manoeuvre well, we have equipped the panel van with automatic gear transmission and other enhanced features for an easy driving experience, all while keeping the vehicle safe for the user and other road users,” said Dr. Iqbal Shaharom, Managing Director of Daihatsu (Malaysia) Sdn Bhd and Acting President & Chief Executive officer of MBM Resources Bhd.

“We believe there is a large potential in the country, as based on reported Malaysian statistics, there are more than 900 000 SME establishments (not including the bigger corporations and government agencies). As such, we want to tap into this segment and are happy to develop a vehicle that will help Malaysian businesses reach out to their customers and support the idea of ‘go-to-the-market’,” he added.

In line with the Daihatsu Group’s vision, the New Gran Max Panel Van (AT) is evidence of the company’s commitment in delighting its customers and community with a brilliant product that caters to specific needs, with renowned Japanese high-quality at an affordable cost of purchase and cost of maintenance.

The vehicle is priced reasonably and comes with three years of warranty or the first 100 000 kilometres. Hassle free after sales care is also included whereby service maintenance can be scheduled right at a customer’s doorstep – through the “Daihatsu Mobile Service” team. The service provided includes replacement of timing belt, brake pad, battery, absorber, wiper and brake fluid at a customer’s convenience while being charged standard service centre rate. Daihatsu Mobile Service is currently available within Klang Valley, Johor and will soon expand to other regions of the country.

Alternatively, customers may opt to visit some 50 trustworthy service centres and authorised service dealers throughout Peninsula Malaysia, Sabah and Sarawak, which would guarantee the authenticity of parts and fluids. 



About PT. Astra Daihatsu Motor Indonesia

Daihatsu is the largest automotive manufacturer in Indonesia and the company developed the PT. Astra Daihatsu Motor (ADM) plant on a total of 223 000sqm of land in Jakarta, back in year 1992. The plant is actively manufacturing more than 530 000 units of vehicle per year and other parts for Daihatsu and Toyota. The plant houses 12 022 employees at a time and the Gran Max is among the models produced there.

The ADM plant utilises a production system that incorporates a version of the Japanese SSC (simple, slim, compact) concept, which reinforces the high-quality Japanese manufacturing standards, while integrating it with the local Indonesian working environment and climate. The plant also adopted a system called the ‘Quality Gate’, which instead of sending defective products downstream, the ‘Quality Gate’ system will stop the line and fixes the defect there and then. This process ensures efficiency and quality of production.





Sime Darby Industrial Launches Next Generation Excavator



The two next generation 20-tonne sized class excavators from Caterpillar, the 320GC and 320, increase operating efficiency, lower fuel and maintenance costs and improve operator comfort compared to previous models. It is truly a unique combination of purpose-built features designed to match customers' productivity and cost targets.

The newly-launched excavator from Caterpillar boasts the industry's highest level of standard factory-equipped technology to boost productivity. The CAT 320 is equipped with an integrated Cat Connect Technology, which increases operating efficiency by up to 45 percent over traditional grading operations. Offering guidance for depth, slope and horizontal distance to grade, the Cat Grade with 2D system helps operators reach desired grade quickly and accurately.

The next generation excavators also boast Durable Cat engines that provide duty-matched power ratings from 108 to 118kW. The efficient machines consume 15 to 20 percent lesser fuel than previous corresponding models. New Smart mode operation automatically matches engine and hydraulic power to digging conditions, optimising both fuel consumption and performance. Engine speed is automatically lowered when there is no hydraulic demand to further reduce fuel usage.

Offering extended and more synchronised maintenance intervals, the new Cat excavators do more work at a lower cost and reduce maintenance costs by up to 15 percent over the previous series. Featuring higher dirt capacity, the new Cat hydraulic return filter boasts a 3 000 hour service life, a 50 percent increase over previous filters. A new Cat air filter with integrated pre-cleaner

and primary and secondary filters extend service life up to 1 000 hours, a remarkable 100 percent increase over previous designs while a new fuel tank cap filter extends service life up to 2 000 hours. The three fuel system filters offer a 500 hour service interval respectively.

Both the 320GC and 320 cabs come equipped with standard features like keyless push-start button, large standard 203mm touchscreen monitor with jog dial keys for control and sound-suppressed rollover protective structures (ROPS) to offer next level operator comfort, safety and quiet operation. Programmable joystick buttons for response and pattern allow the operator to dial in productivity settings. A new advanced viscous mount reduce cab vibration by up to 50 percent compared to previous models to reduce operator fatigue.

Speaking at the launch of the next generation excavators from Caterpillar was CK Teoh, Managing Director of Sime Darby Industrial Sdn Bhd. "The 320 and 320GC are the most innovative and technology-packed excavators in its category. As 20 tonne excavators take up about 40 percent of the market share, it is a huge market and we predict there will be a huge demand for these robust machines. As it is, we already have pre-orders coming in from companies looking to invest in a durable and safe excavator. It also falls in line with the government's emphasis on workplace safety" he concluded. **F**



Mpire gives Malaysia the Auman EST-A

With the support of 15 workshops and their own 3S Centre, Mpire took a confident step to launch the Foton Auman EST-A in August to fill a gap in the market.

An impressive display of the Aumann EST-A welcomed selected guests to the official launch, which many will see as only the tip of the iceberg of efforts made to bring this new truck to the Malaysian market. Mpire, which is headquartered in the Elite Industrial Park, has been like the proverbial duck with a lot of paddling beneath the surface. The event was officiated by Yang Berhormat, Dato Kamarudin Jaafar, Deputy Minister of Transport.

Strong Partnership

According to Dato Billy Goh, Group Managing Director of Mpire Auto Group, the Foton Aumann brand was selected because of their comprehensive product line up and strong brand name. The trucks themselves are designed with the use of best of class products from global brands, such as ZF, Bosch, Cummins and Feraucia. The trucks, positioned in terms of perception between the European brands and the Japanese makes, fills this gap and Goh sees a lot of potential for this segment. This trust has already cascaded into the market with pre-launch orders for 60 trucks from PKT Logistics, Integrated Cold Chain Logistics, Ikar Bumi and Dasar Ringgit Sdn Bhd.

Strong Network

Many will argue that the best truck is not worth anything if it cannot be serviced and if spare parts are not readily available. To this extend, Mpire has appointed 15



From left : Mr. Miguel Ernesto Kindler, Beijing Foton Cummins, Mr. Gao Ming, Deputy General Manager Foton Asia Pacific, Mr. Dirk Steffens, Chief Engineer, Foton Motor Group, Mr. Wu Yue Jun, former president, Chairman and CEO of Beijing FOTON Daimler, Yang Berhormat Dato kamarudin Jaffar, Deputy Minister of Transport, Dato Billy Goh, managing Director of Mpire Auto Group, Mr Edwin Lim, Executive Director of Mpire Auto Group, Mr Albert Wong, COO of Mpire Commercial Sdn Bhd, MR. Qin Hai Long, Deputy General Manager HDT Foton Asia Pacific



independent workshops across the peninsula of Malaysia. Fully trained staff stand ready to service the vehicles under the Aumann brand.

However, Mpire is ambitious in setting up their own 35 workshops. The first one, along Kemas Highway, is a four-story building that sports recreational facilities, such as a pool table and a trucker lounge to supplement the training room. According to Goh, two more showrooms are to be set up in the very near future with one each in the north and south of West Malaysia.

About Foton

Founded on August 28th, 1996, Beiqi Foton Motor Co., Ltd. (typically referred to as 'Foton') is headquartered in Beijing, China. With a business scope covering a full series of commercial vehicles including medium and heavy-duty trucks, light-duty trucks, vans, pickups buses, and construction machinery vehicle and an accumulative production and sales volume of approximate 8000 000 vehicles. It is currently the Chinese commercial vehicle manufacturer with the widest range of models and the largest scale.

The Truck

The Foton Aumann is tailored to the needs of the Malaysian market. The "EST-A" standing for "Energy Super Truck – Automatic", it surely is a strong contender. The Cummins engine alone is a very interesting piece of equipment as the US based company has developed a modular engine that is extremely light-weight in order to reduce fuel consumption further. The

12 litre, high torque powerplant puts out some 430 Hp and a maximum torque of 2 000N.m. There are some four advanced technologies built into the engine: the largest diameter of the intake valve, which means more air intake, the integrated air intake channel design to reduce the inlet resistance and improving the inflation efficiency; advanced turbocharging technology to improve the truck's performance on highland and lastly the extra-high-pressure injection for better atomisation. The Cummins engine is coupled with the trusted and proven ZF Traxon gearbox.

Meanwhile, the cabin offers an extra-large space with an all new interior. A comfortable ride is ensured thanks to not only the comfy seats, but also due to the sound and thermal insulation of the engine compartment. Noise has been reduced to 68dB and 55Db when the engine is idling. Fatigue is reduced by means of the air suspension, four-point floating cabin and air bag seat.

Strong Brand

In an exclusive meeting with Asian Trucker, Goh gave away some more details about his plans for the brand. "This year is about building the brand. We are not emphasising on volume first, but on establishing a good name in the market. By the end of 2019, we want to have a total of 560 vehicles in the market, comprising of all types of vehicles." It is noteworthy that the first Foton Aumann 3S Centre is complimented by the first ever Malaysian version

of a website for the brand, which Goh calls a testament to the commitment of Mpire to the brand and Malaysian market. Customers and interested parties can expect a lot from Goh and his team as they are planning to have a number of events for the rest of the year. "There will be truck handover ceremonies, general interactions and a strong focus on after sales service," he said during the session. **F**



Her First Ride in a Truck

Finally, we had our writer Carol on her maiden voyage in a truck and here is what she felt about her experience:

"It was a nerve-racking moment as I climbed up the steps to the Foton EST A prime mover. I've never driven a truck before this, let alone a vehicle of this size. What if I injure somebody? All sorts of thoughts ran through my mind in that short period of time. After what seemed like forever, I managed to climb up those stairs that towered over my height. Instantly, I was overwhelmed by all the attention I was getting, people whipping out their phones to capture the sight before them and probably scurrying to safety immediately after. Yes, I was the only female who test drove the Foton Auman EST A prime mover during the day of the launch.

The trainer reassured me that if I knew how to drive a passenger car, driving a truck will not be much of a difference. Oh well, I thought, maybe it will not be so bad after all. Then I realised, the interior of the cab is really comfortable and I really like the fact that my scope of vision is so much larger and wider now compared to passenger cars. Driving a hatchback, my vision was always blocked by larger vehicles on the road.

The kind trainer told me to step on the accelerator and it was then I realised how the brake pedal and accelerator were closer to each other than I was used to but slowly and surely, the truck was moving. After getting through my initial nervousness, I was actually enjoying the experience. I guess it was also a good thing that there were not many vehicles around and I am happy to report that there were no casualties on that day.

It was easy manoeuvring the prime mover around and the automatic transmission made it even more seamless. The interior of the cab was done up in a modern and sleek design as well with tan coloured seats and a simple control panel for ease of access. I could imagine it being comfortable for a driver who has to spend many hours in the cab. The full blast of the air-conditioning was god-sent for this Malaysian weather. After two circles around the compound, my test drive experience has regrettably come to an end. Overall, it was not as bad as my mind made it up to be and it is definitely true that it has a similar driving experience as cars.

Although, I have to say that I still dislike the act of climbing in and out of the cab. Most people probably would not find it to be much of a trouble but for someone like me who stands at five feet tall, boy was it a daunting height."

New Shell Rimula Boost for Fleet and Transport Operators



Shell Rimula Brand Manager Ravi Shankar (L) and Marketing General Manager May Tan with the new Shell Rimula CK-4

She added, “Today’s engines operate at higher temperatures and need a new generation of high-performing diesel engine oils to protect them. New API CK-4 Shell Rimula engine oils are designed to help deliver efficient engine operation and excellent wear protection.”

Shell Rimula’s API CK-4 oils replace CJ-4 oils, and are backwards compatible to all current vehicles, providing benefits for both newer and older engine technologies. For operators who operate both newer and older vehicles, this helps simplify lubrication procedures.

Shell Lubricants conducted more than 64 million kilometres (40 million miles) of real-world testing (Real world testing’ covers customer and testing field trials, from 2012 onwards)– akin to driving over 1 500 times around the world. Such rigorous testing served to demonstrate the performance of the next-generation heavy-duty diesel engine oils that meet the CK-4 specification without compromising oil life or wear protection. **T**

Shell Malaysia has introduced the newly reformulated Shell Rimula R6 LM fully synthetic and R5 LE synthetic technology heavy duty diesel engine oils (HDDEOs) that meet the latest American Petroleum Institute (API) CK-4 engine oil specification in the Malaysian market.

The availability of the latest API CK-4-compliant HDDEOs is good news for the highly competitive fleet and transportation sectors where companies are under pressure to achieve high standards of reliability and safety while minimising total operating costs.

Shell played a leading role in the development of the new API CK-4 standard for heavy-duty diesel engine oils. The company’s Global OEM Technical Manager, Dan Arcy, chaired the New Category Development Team – a committee of manufacturers, oil marketers, and additive companies responsible for defining and developing the new specifications and associated tests. It was the first to introduce the new range in North America and now, in Malaysia.

The new API CK-4 Shell Rimula R6 LM flagship product combines a fully synthetic base oil with PurePlus technology and Adaptive Additive Technology.

Both Shell Rimula R6 LM and R5 LE demonstrated excellent oxidation and sludge deposit control to prevent oil thickening and harmful deposits in all areas of the engine, resulting in cleaner pistons. They also offer superior viscosity and shear stability for better engine wear protection even at high temperatures and pressure.

All these lead to extended oil drain intervals, better fuel economy and lower maintenance costs.

“Diesel engine technology has advanced significantly over the past 40 years, driven by tightening emissions legislation and increased emphasis from customers on efficiency, reliability and reduced total cost of ownership,” said May Tan, Marketing General Manager – Malaysia/Singapore, Shell Lubricants.



Shell Rimula R5



Shell Rimula R6



Socially Secured?

Globally, truck drivers make up for a big portion of the workforce. They contribute to the economy not only by moving goods, but also with the taxes they pay and the contributions they make to pension funds and the like. While contributing, they may not enjoy enough benefits when they retire or in case of tragedies.

Underinsured

For instance, in Asia many people are underinsured (as opposed to us Germans, who have insurance for just about everything). Truck drivers may not see the need to have insurance. Or maybe nobody has really looked into this. In many cases, the trucker may be the sole provider of income for a family. How will the family get by if something were to happen to the driver and he can no longer work? Thus far, I have only once seen one insurance company that makes the effort to be present at a social gathering of truck drivers, offering a special package. If it was me, I would have a whole suite of products for drivers of commercial vehicles.

Unhealthy

Carrying out the duties of a truck driver is not a healthy occupation. Suffering from back pain myself, some research reveals that sitting is not good for us humans. Add to that, sleep patterns may be disrupted with nightshifts, stress, lack of exercise and the fact that healthy eating habits are not the norm resulting in a large portion of the population that is risking its health for our comfort.

My German driving licence states that I have to wear corrective eye-wear when driving. Some jobs require applicants to have a health test done before coming on board. Why is it then that we don't want healthy drivers to deliver 30 000 litres of flammable goods in their tankers? I would very much like truckers to have regular health checks in order to ensure that they are fit for duty. And yes, I would want either employers to pay for that or the money to come out of the health care system, not the pockets of the drivers. Also, I would applaud more seminars and talks to show truckers how they can lead a healthier lifestyle while on the road.

Unplanned

The term "career" is huge in school, university and when our children enter the workforce. A career is not just about gradual increments of salaries, but also about the assurance that one has a job for a long period of time, even until retirement. Currently, the only assurance that truckers have that they will have a job in the future is the shortage of drivers many countries experience.

However, what happens if a driver is no longer able (or willing) to drive? Where is the career path in this profession? Surely, truckers have other skills too, but who is to guide them, steer them into a new job that may ensure their income, fulfilment and need for interactions? Automation is being hailed as one great advancement of transportation, but I doubt that anyone has addressed the question "If we have to re-train all these drivers, what do we want them to do?"

Unsecured

As you know, I am also constantly lamenting the lack of consideration for the safety of truckers. Being told that they just have to get their job done, they may not be trained in first aid or provided with proper safety equipment. There are commercial vehicle drivers who refuse to use safety vests and other PPE, but they need to be educated. And if they need to be reminded or reprimanded for not using PPE, so be it.

I think truckers deserve to be given consideration for their health and safety as the alternative would be that society has to care for people that have been injured and may no longer be able to work. It is about time that more is done to provide protection for an important segment of our society – whether they want it or not. **F**

Volvo's Fast Track Service to Go Nationwide by Q4

Job scopes to also be expanded to ensure uptime to help increase customers' business productivity.

Volvo Trucks Malaysia hopes to expand its Fast Track Service nationwide by the fourth quarter of 2018. The Fast Track Service was initially launched in 2015 where it comprised of four dedicated lanes to handle minor repair work of trucks below two hours at its flagship Shah Alam dealership.

The Fast Track Service has added the Port Klang workshop where it is undergoing trials before a nationwide expansion can take place. The job scopes that can be completed within two hours have currently been listed down to 31 types of jobs but according to Volvo Malaysia's Aftermarket Vice President, Law Ah Tiong, that number will also be growing.

"Most customers want not only high-quality service, but also fast service and Volvo wants to ensure uptime to help increase customers' business productivity and operation utilisation," he said. Volvo's team of technicians and Service Advisors will attend to the trucks promptly to rectify the problem without any unnecessary waiting time. Trucks brought in for this service will be tagged as "fast track repair" at the bay so mechanics will know which trucks to prioritise. Fast Track Service bookings must be made at least 48 hours in advance within working hours to ensure the team is able to pre-allocate work bay and prepare parts and tools for prompt repairs to customers' trucks.



No	Job Description	Model
1	Replace BELT TENSIONER, ALTERNATOR	FM/ FH/ FM (4)/ FH (4)
2	Replace ALTERNATOR BELT	FM/ FH/ FM (4)/ FH (4)
3	Replace BATTERY	FM/ FH/ FM (4)/ FH (4)
4	Replace WIPER	FM9/ FM10
5	Replace MODULATOR (TRAILER)	FM9/ FM12/ FM/ FH/ FM (4)/ FH (4)
6	Replace LINK ROD, ANTI-ROLL BAR	FM/ FH/ FM (4)/ FH (4)
7	Replace CHASSIS SHOCK ABSORBERS	FM (4)/ FH (4)
8	Replace SHOCK ABSORBER FRONT	FM (4)
9	Replace CAB SHOCK ABSORBER REAR	FM (4)
10	Replace CAB SHOCK ABSORBER, REAR HORIZONTAL	FM (4)
11	Replace WINDOW LIFT MOTOR	FM10/ FM12
12	Replace AIR CONDITIONING BLOWER MOTOR	FM9 / FM12
13	Replace V-RIBBED BELT FAN	FM/ FM (4)
14	Replace VALVE	FM9/ FM12/ FM/ FH
15	Replace SHOCK ABSORBER	FM9/ FM12/ FM/ FH
16	Replace IDLER PULLEY	FM
17	Replace GEAR SHIFT CABLE	FM/ FH
18	Replace FAN HUB	FM
19	Replace THERMOSTAT	FM12
20	Replace EXPANSION TANK	FM9/ FM10/ FM12
21	Replace DUST COVER	FM9/ FM12/ FM/ FH
22	Replace DIPSTICK	FM9/ FM12/ FM/ FH
23	Replace CHARGE AIR HOSE	FM/ FH
24	Replace DIRECTION IND. SWITCH	FM9/ FM12/ FM/ FH
25	Replace BRAKE CHAMBER	FM9/ FM12/ FM/ FH/ FM (4)/ FH (4)
26	Replace BELT TENSIONER	FM/ FM (4)
27	Replace BALL JOINT	FM9/ FM12/ FM/ FH
28	Replace AIR SPRING	FM9/ FM12/ FM/ FH
29	Replace AIR DRIER	FM / FH
30	Replace ACCELERATOR PEDAL	FM/ FH
31	Replace V-RIBBED BELT	FM/ FM12

To book a fast track slot, call Customer Care Centre 012-373 1030 or 019-240 1030. The Volvo Fast Track Service is currently only available for customers under the service agreements, both the Blue Service Agreement and Gold Service Agreement. Law said this is to also encourage customers to sign up with either of the service agreements. **F**

Volvo Blue Service Agreement – main benefits:

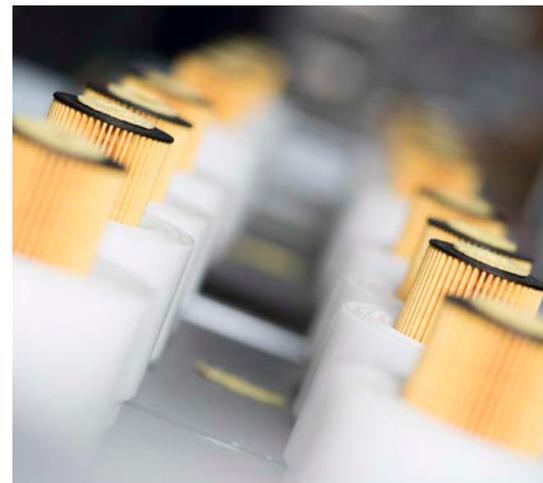
- Maximum uptime
- Preventive maintenance and service plan
- Lower cost of ownership
- The truck is always in top condition
- 24/7 Volvo Breakdown Service
- Fast Track Repair
- No call-out charge for Volvo Action Service
- Volvo Service Planning included

Volvo Gold Service Agreement – main benefits:

- A service plan adapted to your needs
- Maintenance only when required
- Fast repairs, workshop ready when you arrive
- Strive to do all service when the truck is off duty
- Remote workshop connection
- 24/7 Volvo Breakdown Service
- Optimal residual value
- Carefree ownership
- The truck is always in top condition
- Maximum uptime and maximum usage
- Volvo Dynafleet Telematics System
- Fast Track Repair
- No call-out charge for Volvo Action Service
- Volvo Service Planning included

The Finesse Behind Hengst Filters

While many may not pay much attention to their filters in a commercial vehicle, Hengst has amassed knowledge on how make and integrate them. In an exclusive tour, Stefan Pertz was allowed to see the high-tech that is needed to make filters and filter modules.



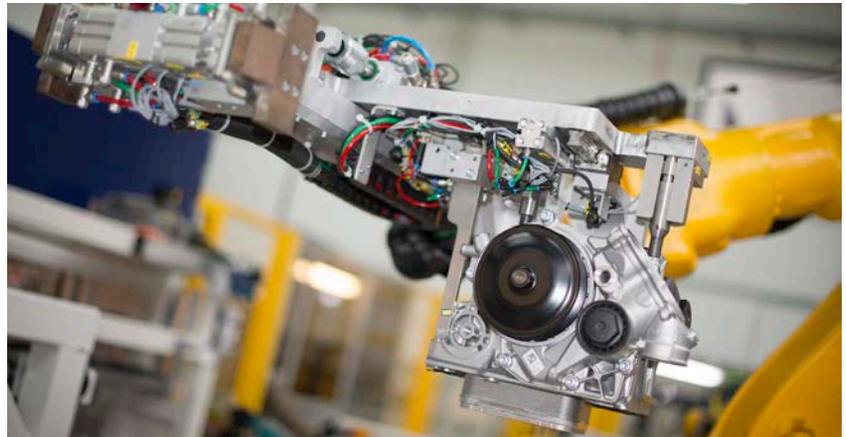
Many might think of it as their end of the career, but in his 60s, Walter Hengst was still restless and he laid the foundation to what has now become one of the most innovative and forward thinking makers of filtration products. What started with the founder taking his campervan to the headquarters of leading vehicle makers to be close to them has now evolved into a business that is present in nine countries with 16 offices and a turnover exceeding 400 Million Euro.

We wanted to know just what drives Hengst to be so innovative, winning awards from industry players as well as associations and governments and we were not disappointed in what we found. According to the people we met in Muenster, the home location of the brand, this stems from the way the founder set up the company 60 years ago. Using the then modern technology, he already innovated and created systems of working with OEMs to better suit the customer's needs. Today, Hengst SE supplies products, systems and concepts for all aspects of filtration and fluid management – from development to high-tech production. The company is a development partner and OEM supplier for the international automotive and motor industry. State-of-the-art filtration concepts from Hengst are also used widely in many other everyday and not-so-everyday applications. The agricultural sector, the navy, and manufacturers of cleaning equipment and electric tools for private or professional use rely on custom-tailored solutions from Hengst. The company's filter systems can be found in an ever-growing number of devices – from household vacuum cleaners to professional electric tools to modern robots.

There are several driving forces that are pushing innovation in Hengst. Firstly, the company aims to optimise product costs for customers. This is not done by driving the price of raw materials down, but by engineering clever filtration solutions. One example would be the way air / liquid flows are designed. If there is better flow in filtration modules, better fuel efficacy can be achieved. Another way is to design filters in ways that allow for the replacement of parts

that have reached their lifespan (filter insert) but keeping those components that are not subject to wear and tear (filter cartridge). Such approach will not only reduce the cost to replace the filter, but also vastly reduce the wastage of valuable materials. Therefore, Hengst is of the opinion that the spin-on filter concept is no longer contemporary. What might be most surprising fact is that Hengst has an enormous capability in terms of production depth.

This is expertise and knowledge is ingrained in the production of the filters. Standing amidst the filter production in the HQ is a machine that produces plastic end caps. When asked why this is done in-house, the answer from the production manager is surprisingly simple: nobody produces as many of these caps as we do and



therefore our quality and know how is better than that of any outside supplier. Besides volumes of knowledge about filtration, Hengst also has production capabilities to produce injection mould aluminium components. The foundry produces modules between 250 gram and 11 kilogrammes. In order to do so, Hengst needs to be knowledgeable about the entire process from melting to injecting the aluminium, from designing to testing. All components are being tested using very specific test protocols. It was learned that even the ambient temperature needs to be controlled for tests in order to not distort the results. Similar, Hengst also produces plastic parts needed for their filter manufacture. Again, this requires in-depth knowledge of the raw materials and their characteristics. To streamline the production, Hengst typically designs and constructs own production robots and machines in order to meet the specific needs of their product design. Given the enormous knowledge about raw materials, production methods and in-house capabilities, it is no wonder that the company is so highly innovative as everything needed is at hand. Their effort is being recognised as aluminium parts from Hengst are winning awards from bodies focused on the die-casting industry, which is not where Hengst sees itself in!

Lastly, the drive to innovate stems from the desire to produce solutions that are protectable through patents. As with many other products, filtration products



are also prone to imitation and copying. This Hengst would want to stop in infant stages as the damage of using counterfeit or knock-off product will ultimate result in damage for the end-user. In line with that, Hengst is offering training to end users to educate the market about the right use of filtration products and how to spot fakes. To top things up, the Hengst Online Catalogue has a sophisticated search function that will allow users to find parts with specific search terms that are used in various regions. For instance, in the US, parts are usually searched for by using the model year as first criteria, whereby in other countries the brand of a vehicle comes first.

Just as one might not have expected that the production of a filter or filter module requires such sophisticated production processes, one may be surprised to learn what is the most important filter in a commercial vehicle. Most of us would surely say it is the oil filter, however, it is the air filter that is the one that has the biggest impact on the performance of our engines. **F**



HINO Hosts Ultimate Drive 2018 Competition

Hino Motors Sales (Malaysia) Sdn Bhd was organising the HINO ULTIMATE DRIVE 2018, the first ever professional driver's skill contest in Malaysia for the Light Commercial Vehicle (LCV) category at the sprawling Hino Total Support Customer Center (HTSCC) in Sendayan, Negeri Sembilan.

The two-day event on 4th and 5th September, witnessed the enthusiastic participation of 16 companies and 28 drivers competing for attractive prizes and to show their skills.

"We initiated the HINO ULTIMATE DRIVE 2018 competition to test and upgrade the driving skills of HINO drivers through several exciting challenges and programmes. Utilising the first Hino Total Support Customer Center (HTSCC) operated outside Japan, Hino drivers in Malaysia are now able to further enhance their professional skills especially in road handling, safety and fuel-efficient driving techniques," said the Managing Director of HMSM Mr Ken Iwamoto.

"Through this competition, we also want to help boost the brand image and productivity of our customers' besides making them feel proud of being a valued Hino customer and driver," he said. Iwamoto stressed that Road Safety has always been a paramount concern in Malaysia. Hino is doing its part to help reduce the accident rate due to human error via this defensive driving training programme and competition. He also hopes that this competition will contribute towards the cost effectiveness of their customers' business operations through the inclusion of eco-driving techniques and habits.

The Hino Total Support Customer Center (HTSCC) in Sendayan is Malaysia's only training center for the Commercial Vehicle industry and Hino's first training circuit operated outside Japan. Initial construction was budgeted for over RM8 million with the HTSCC in Sendayan being expected to improve customers' experience and help instil customer satisfaction and loyalty towards the brand.

"The HTSCC professional drivers' training curriculum focusses on safety, defensive driving, fuel-saving driving and drivers familiarisation training. Road Safety has always been a paramount concern in Malaysia. Hino is doing its part to help reduce the accident rate due to human error via this defensive driving



training programme and competition. We also hope to contribute towards the cost effectiveness of our customers' business operations through the inclusion of eco-driving techniques and habits," continued Ken Iwamoto.

The Hino Ultimate Drive 2018 competition challenged participants in four areas namely, theory, practical driving skills, daily vehicle inspection habits and fuel-efficient economy driving. During the theory section, participants had to answer a range of multiple choice questions on general safety and driving knowledge.

The driving skills section covered seven sessions on hill start, triangular crank, "S" shape crank, reverse garage parking, reverse parallel parking, right angle crank and narrow road driving. "Some of these exercises are really tough. We made it deliberately difficult to navigate the course as we want to bring out the best in the drivers," the organisers said.

For the daily vehicle inspection, participants had to complete one round of truck inspection which included checks of the engine, brake and clutch, checks for oil leakage, visibility, electrical equipment and tyres.

On the second day, participants were also tested on fuel efficiency driving techniques and consumption whilst driving their vehicle. Drivers had to complete a 5-kilometre run, which included the navigation through a model of a street system. Stop and go situations, as found in real-life, were designed to test the driving skills in order to preserve fuel.

It was learned that this initial Ultimate Drive 2018 serves as a test bed for future competitions. For this round, only drivers of LCVs were admitted. Expanding on the concept, MCV drivers could be the next ones to take on this challenge. Drivers said they had learned and improved in terms of skills, truck handling and engine checks.

Keeping in tune with the local commercial vehicle market, HMSM hopes to reach 6 500 drivers in the near future. The company also plans to open the training centre for the use of government and public agencies to ensure their training projects for professional drivers are successful. **F**



Category	Company	Name
Theory Understanding	TODAY BAKERIES PRODUCTS (KLANG)	RUSDI BIN MD SHARIFF
Daily Inspection	SIN GUAN HENG PROVISIONS SDN BHD	MOHD IZUAN BIN MD DESA
Driving Skills	RADIFLEET SDN BHD	MOHD SAHRULLIZAL BIN CHE SAID
Fuel Economy	TERAJU EKONOMI ASNAF SDN BHD	MOHD FAIZAL BIN SULAIMAN
Overall (2nd Runner Up)	SIN GUAN HENG PROVISIONS SDN BHD	MOHD IZUAN BIN MD DESA
Overall (1st Runner Up)	RADIFLEET SDN BHD	MOHD SAHRULLIZAL BIN CHE SAID
Overall (Champion)	IKHASAS RESOURCES SDN BHD	MOHAMAD FAIZAL BIN MOHD ADAM



A low-angle, close-up photograph of a mechanic working on the engine of a large truck. The mechanic is wearing a light-colored t-shirt and is focused on a task, possibly adjusting a component. The scene is illuminated by bright, warm sunlight, creating a lens flare effect. In the background, a red air compressor is visible, with text including 'PS 23 BAR Pro-TOOLAIR AIRTRONIC BRUNNEN'. The overall atmosphere is one of professional expertise and industrial activity.

Shell
RIMULA EXPRESS

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NORTH REGION			
No	Workshop	Contact Number	Workshop Address
1	TKN Pulau Quarry Sdn. Bhd.	05-506 0971	No. 22A, Jalan Lang Jaya 1, Pusat Komersial Lang Jaya, 30010 Ipoh, Perak
2	Thang Kiang Nam Trading Sdn. Bhd.	05-506 0971	No. 22A, Jalan Lang Jaya 1, Pusat Komersial Lang Jaya, 30010 Ipoh, Perak
3	EKSP Auto	04-9291418	No.8A , Taman Melati Pekan Tunjang , 06000 Jitra , Kedah
4	Jitra Usaha (K) Trading Sdn. Bhd.	012-4751198	Lot 6550, KLB31/1 , Jalan Kelubi , Kg.Kelubi Luar, 06000 Jitra , Kedah
5	Chop Sin Lean Huat	04- 9171722	No.52 , Taman Darulaman , 06000 Jitra , Kedah
6	Hong Heng Transport & Trading S/B	05-3573168	Lot 104206, Kawasan Perindustrian Keramat Pulaui, Mukim Sungai Raia, 31300, Keramat Pulaui, Ipoh, Perak Darul Ridzuan
7	Goh Pok Seong & Sons	05-2917963	Lot 149474, Jalan Lebuah Perusahaan Klebang 6, Kawasan Perusahaan IGB, 31200, Ipoh Peark
8	SR Gemilang Transport (M) S/B	05-5299786	3,Jalan Perindustrian 1A , Kawasan Industri Jelangang, 30200 Ipoh, Perak
SOUTH REGION			
1	Chee Heng Workshop	07-4312261 , 4332661	Lot. 2569, Bt.3, Jalan Kluang, 83000 Batu Pahat, Johor
2	Yuen Seng Auto Service	019-7166053	Ptd 151884-A, Jalan Berjaya 9, Kaw. Perindustrian Berjaya, 81200 Johor Bahru, Johor
3	TT Truck & Trailer Vehicles Service	06-3366800	Lot 1-56, Jalan TTC 4, Kawasan Perindustrian Cheng, 75250 Melaka
4	Sin Soon Hup (Muar) Sdn Bhd	06-9756688	Lot 1842, Batu 6 1/2 Sungai Senduk 84400 Sungai Mati, Muar Johor
5	Ah Low Workshop	012-2518022	Batu 4 1/4, No. 29, Bukit Pasir, Parit Buaya 84000, Bukit Pasir Muar
6	Bengkel Hi Tech	06-9763148	Lot 2121, Parit Turun, 84800 Bukit Gambir, Ledang Johor
7	Chua Boon Hock Auto Care	012-7599930	Tijm 3, Lot 2166, Jalan Manja, Kampung Payamas, 84900 Tangkak, Ledang, Johor
8	Sin Yong Workshop	012-6388921	Bangsai Ptd 4748, Belakang Petronas Batu 6 Jalan Bakri 84000 Muar , Johor
9	Chee Beng Workshop	06-9850104	Mp 142 Kn Ptd 1806, Batu 4 1/4, Sg Terap Bukit Pasir 84300, Muar, Johor
10	Ah Tian Workshop	012-6587988	Lot. 244, Batu 6,T.L. Mp 193, Jalan Bukit Pasir, 84300, Bukit Pasir, Muar Johor
11	Sin Kian Fuat Enterprise Sdn Bhd	019-7556222	PLO 88, Jalan Teknologi 2/4, Kawasan Perindustrian IKS, 86200 Simpang Renggam, Johor
12	Harsoon Engineering Sdn Bhd	07-3541739	No. 9, Jalan Firma 2, Kawasan Perindustrian Tebrau, 81100 Johor Bahru, Johor
13	Seng Yeap Lorry Services	012-7176077	Ptd 3993, Jalan Parit Ismail, Benut, 82200 Pontian, Johor
14	Xin Young Enterprise	012-7886025	No. 2, Jalan Pelangi 4, Taman Pelangi Parit Besar, 83000 Batu Pahat
15	Ong Motor BP Repair	012-7193359	TL JPS 19, Jalan Peserai, Parit Sulong, 83000 Batu Pahat, Johor
16	Sin Hupsoon Motor Service	06-9764380	TL255, Lot 6042, Parit Rabu Pekan Gambir,84800 Muar Johor
17	Lien Seng Workshop	60167737940	13 Jalan Puteri Indah 3/3, Taman Puteri Indah 83000 Batu Pahat, Johor
18	PGR Engineering Sdn Bhd	6073824422	No. 2 (Ptd 200644), Jalan Bukit 28, Industrial Park Seri Alam, 81750 Masai, Johor
19	Chu Peng Machinery	6069746152	Batu 18, Pekan Pagoh, 84600 Muar Johor
20	SCM Machinery Sdn Bhd	03-60923662	Lot 13011, Jalan Belmas Johan Utama
21	Kok Wah Workshop	019-3779895	Lot 16,Kawasan Industri, Pulau Sebang,78000 Alor Gajah, Melaka
22	Tek Heng Engineering Works	06-9872566	Pkb 52, Parit Jawa Pantai, 81450 Muar, Johor
23	Ah Chye Workshop	60126123799	No. 48, Batu 4 1/4, Jalan Bakri, 84500 Muar Johor
24	Bong Keong Workshop	012-2227499	Lot No. 1536 Jalan Malim Jaya 75250 Melaka
25	Bengkel Kejuruteraan Wai Sing	60197574733	111, Batu 1, Jalan Jemaluang, 86800 Mersing Johor
26	Syarikat Ng Bengkel Membaiki Kenderaan	60127272762	142, Parit Gantong, Benut, 82200 Pontian Johor
27	Bengkel Kereta Kian Sing	07-6931325	No. 3, Parit Kesoma, 82100 Ayer Baloi Pontian Johor
28	Kedai Membaiki Kereta Seng Huat	6077582799	Lot 59, Batu 1, Jalan Yong Peng, 86100 Air Hitam, Johor
29	Ah Sin Workshop	60167154993	No.4, Jalan Perindustrian Yayasan, Taman Perindustrian Yayasan, 85010 Segamat Johor
30	Sheng Fa Workshop	017-7914058	No. 21 Jalan Muar Parit Sulong 83500 Batu Pahat, Johor
31	Bengkel Mega Jaya	07-7883270	S144, Jalan Mersing, 86700, Kahang
32	Swee Huat Motor Workshop	06-9527390	No. RS 14, Jalan Sultan Ibrahim 84000, Muar Johor
33	PUSAT SERVIS KERETA & LORI YEE HUAT	010-700 0932	Lot 1188. Simpang Lima Bukit Gambir 84800 Ledang Johor
34	Chee Seong Workshop	-	No. 5, Jalan Cenderai, Taman Perindustrian Kota Putri ,81750 Masai Johor
35	Bengkel Nam Yi	07-3888 535	No. 35, Jalan Penaga 4, Perindustrian Kota Putri 81750 Masai, Johor
36	Viva Complete	-	52, Jalan Rumbia 79, Taman Daya, 81100 Johor Bahru, Johor
37	Boon Hin Motor Workshop	019-2141241	Lot 6878,Taman Ban Aik,71800 Nilai,N.S.
38	SS Sri Motor Workshop	012-6056442	Lot 1302,Batu 7 1/2,Jln Kuala Sawah,Kg Nyatoh,71200 Seremban,N.S
39	Wira Impian Motor Workshop	012-3482303	Jalan Salak,Kampung Bukit Kadir,71800 Nilai,N.S
40	IPG Motor Workshop	016-3632661	No 1184, Lot 1306 (Plot) Jln Besar Seremban,71700 Mantin,Negeri Sembilan
41	Raj Pravin Jaya Sdn Bhd	011-28170050	No 267,Jln Nilai Inland Port,Kawasan Industri Inland Port,Nilai 7,71800 Nilai,N.S
42	Eng Huat Tractors Sdn Bhd	019-6592692	No 239,Jln Tuanku Antah,Jln Rahang Kecil,71000 Seremban,N.S
43	Sana Tractor	012-2551929	PT 4335, Jalan TS 1/6,Taman Semarak 1,71800 Nilai, Negeri Sembilan.D.K
44	Impress Logistics Sdn Bhd	06-7991535	No 19, Taman Nilai, 71800 Nilai, Negeri Sembilan
CENTRAL REGION			
1	Eng Shan Sdn Bhd	016-323 2813	94,CP 2/12, Cheras Perdana Batu 11, 43200 Cheras,Selangor.
2	C J Logistics	03-31916168	No 33, TKT 1 JLN 1/2, Tmn Sri Jaromas, 42610 Jenjarom Selangor
3	Needs Workshop	017-3682225	No 18, Lorong Sultan Mohamad 1c,Zon Perdagangan Bandar Sultan Sulaiman,42000 Pelabuhan Klang
EAST REGION			
1	Daya Proffscorp	019-323 6671 / 09-863 3000	PT 6068, Kawasan Perindustrian Teluk Kalong, 24007 Kemaman, Terengganu
2	Maecon Mix Sdn Bhd	014-508 2918	PT 16159, Kg Sungai Serai, Binjai Rendah, 21400 Marang Terengganu
3	Muhaimi Auto Services Sdn Bhd	019-939 1284	PT 8958K & PT8975K, Kawasan Perindustrian Gong Badak, 21300 Kuala Terengganu, Terengganu
4	Sharizan Global Enterprise	019-951 4246	Kampong Kok Berdollah, 16200 Tumpat, Kelantan
5	Tiara Pesona Sdn Bhd	09-765 6000	Lot 50, Mukim Teluk Mesira, 16150 Bachok Kelantan
6	BUJ Technology Enterprise Sdn Bhd	09-742 1460	S/64, Lot 3400, Jalan Pasar Tani, Wakaf Che Yeh, Jalan Kuala Krai, 15100 Kota Bahru, Kelantan
7	Empat Mata Sawit Sdn Bhd	016-440 0835	GM37, Lot 316, Mukim Tembeling, Jalan Tembeling 27000 Jerantut Pahang
8	KS Wong Brothers Enterprise	019-8838968	Lot 8490,Batu Satu,Jln Temin,27000 Jerantut,Pahang.
9	Tan Excavator & Engineering Trading	013-9843288	Lot 3424,Jln KL-Kuantan 129KM,Simpang Sri Tualang,28000 Temerloh,Pahang.
10	PRSK Construction Sdn Bhd	05-4956670	No19,Jlan ODP8,Orkid Deluxe Park,39200 Ringlet Cameron Highlands,Pahang.
11	Ah Wong Workshop	012-7742 033	34, Kawasan Perindustrian Bentong Benua, 28700 Bentong, Pahang Darul Makmur

How It Works: DT 6.43006 Clutch Servo

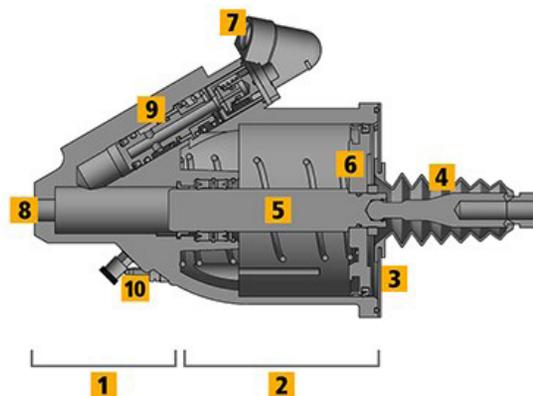
The clutch servo 6.43006 consists of about 80 individual parts and is characterised by its high surface finishing in the wear-relevant internal running surface. This refined roughness is achieved through a special processing procedure and ensured through intensive quality controls.

Hereby the servo provides above-average results with regard to performance and service life. The use of the correct liquid, which is indicated on DT Spare Parts clutch servos, is paramount for this. Other features are the light design and the wear indicator through which the clutch wear can also be visually checked.

Tips & Tricks

Before the new clutch servo is put into operation, the operating system should be monitored for impurities. If the equipment is in order, the system has to be vented. The correct medium must be used, as equipment that is not approved can damage the gaskets. The operating axle must be installed in accordance with the vehicle manufacturer's provisions insofar as they are provided.

Dependent on the type of vehicle, the wear values must be reset on the control unit after exchange. Additionally, a teach-in-process must be carried out in order to adjust the servo to the clutch system. The clutch servo must only be operated with full compressed air support in order to prevent a defect among the internal components through overstress. **f**



Structure of the clutch servo

- | | |
|-----------------------|------------------------------|
| 1. Pneumatic cylinder | 6. Servo piston |
| 2. Hydraulic cylinder | 7. Compressed air connection |
| 3. Cover | 8. Hydraulic connection |
| 4. Boot | 9. Control valve |
| 5. Piston rod | 10. Wear indicator |

Motorservice sets up subsidiary in Singapore

As of July 1, 2018, Rheinmetall Automotive AG's Aftermarket division is setting up MS Motorservice Trading (Asia) Pte. Ltd., and thus shoring its presence in the Southeast Asian market. Operating in over 130 countries worldwide, this parts specialist is exploiting the strategically favorable location of the megacity to expand its independent aftermarket (IAM) activities within the region. As from mid-2019, Motorservice will extend its operations to other countries besides Singapore and Malaysia.

"ASEAN is an extremely important growth region for us. And this is why we want to be even closer to our customers through our Singapore location so that we can operate on a more attentive, more personal basis," explains Dr. Oliver Lazar, Sales Director of the new company. In pursuit of this strategy, the city-state in the heart of the region offers ideal conditions. In opting for Singapore, Motorservice as a service-oriented company again emphasises its strategy of doing business close to the key markets.

In fact, the aftermarket trader already has a firm international footing, with locations in Germany, Brazil, China, the Czech Republic, France, Italy, Spain, and Turkey.

About Motorservice

The Motorservice Group is the marketing organisation for the global aftermarket business of Rheinmetall Automotive. It is a leading supplier of engine components for the independent aftermarket, and its line-up includes the Kolbenschmidt, Pierburg, BF and TRW Engine Components brands. A broad and deep range of products allows customers to source engine parts from a single supplier. As a problem-solver addressing the needs of retailers and workshops, Motorservice offers an extensive service package and the technical expertise acquired as a subsidiary of a major autoindustry supplier. **f**



automechanika

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buyers

6,250
exhibitors



ISUZU Malaysia Appoints New COO

Isuzu Malaysia Sdn. Bhd. (IMS) has appointed Atsunori Murata as its new Chief Operating Officer (COO). He will be overseeing all operational aspects under the Commercial Vehicle Division.

Revealing the appointment during a recent media event, the Chief Executive Officer (CEO) Koji Nakamura said, "Atsunori Murata has held diverse leadership roles throughout his employment with Isuzu Motors Japan, with experience particularly in sales and business development, product planning and operations. I believe that his extensive experience will prove to be a vital advantage to this organisation, in order to maintain Isuzu Malaysia's position as No. 1 preferred Commercial Vehicle (CV) in this country".

Murata has been with Isuzu Motors Limited since 1998. He brings with him 20 years of experience in international sales and business management, having had the opportunity to serve various markets such as China, Hong Kong,

Singapore, Australia, New Zealand, EU countries, and the United Nations. Furthermore, Murata cultivated vast experiences in coordinating business, sales and aftersales planning, corporate finance management and manufacturing coordination for commercial vehicle during his secondment to Isuzu Trucks South Africa in 2010, and Isuzu Motors Sub Saharan Africa in 2015.

Upon returning to serve Isuzu Motors Japan, he was tasked as Chief Coordinator for the Tokyo Motor Show 2017, aside from coordinating other automotive events that required his expertise and knowledge.

"I am thrilled to join Isuzu Motors Malaysia, and look forward to taking on this new challenge. I have been privileged to coordinate and manage automotive business units on a global scale, and I will do my very best to bring Isuzu Malaysia to the next level in the local automotive industry", he said.

In addition to Murata, new faces who recently joined Isuzu Malaysia, under the After Sales Division (ASD), include Ryo Kakogawa as Chief Operating Officer (COO); Katsushi Shimauchi as Senior Advisor for Service Marketing; and Yuji Shinya as Advisor for Parts Operation. 



Standing from left to right:

- | | |
|--------------------------------|---|
| 1 Mr. Yuji Shinya (新矢侑史) | : Advisor, Parts Operations, After Sales Division |
| 2 Mr. Ryo Kakogawa (加古川良) | : General Manager, After Sales Division |
| 3 Mr. Atsunori Murata (村田篤紀) | : Chief Operating Officer, Commercial Vehicle |
| 4 Mr. Koji Nakamura (中村幸滋) | : Chief Executive Officer |
| 5 Mr. Masayuki Suzuki (鈴木正幸) | : Chief Operating Officer, Light Commercial Vehicle |
| 6 Mr Katsushi Shimauchi (島内胜志) | : Senior Advisor, Service Marketing, After Sales Division |

Strengthening Its Values Alliance for Top Value Creation: Continental Realigns for Future Mobility

The Executive Board of the technology company Continental decided today to undertake one of the largest organisational realignments in the company's history. In doing so, the Dax-listed company will continue to grow faster than its relevant markets and take full advantage of new potential for expansion in the key future areas of mobility.

The decision involves the creation of a holding structure of Continental AG under the new "Continental Group" umbrella brand. This holding structure will be supported by three strong business sectors – "Continental Rubber", "Continental Automotive" and "Powertrain." The reporting structure and the new names are to be used starting in 2020. These business sectors will be established step by step or, where necessary, enhanced. This change needs to be approved by Continental AG's Supervisory Board, as well as for the transformation of the Powertrain division into an independent legal entity with a new company name and management by the beginning of 2019. Its partial initial public offering (IPO) is expected starting mid-2019.

The two current divisions Tires ("Tire Technologies" in the future) and ContiTech will retain their independent organisational structure. Their business results will be reported in the future Continental Rubber group sector.

Rubber sector: Continental retains ownership of its nucleus The Tire ("Tire Technologies" in the future) and ContiTech divisions currently make up the Rubber Group, which in the future will be reported as a "group sector" with the new name "Continental Rubber". The two business areas will continue to specialise in the development of technology products based upon rubber and plastics.

This business, which is the nucleus and origin of the 147-year-old Hanover-based company, will continue to be owned by Continental. The issuance of non-controlling interests, in the form of an IPO for example, is not planned at present, but is an option for the future. Several years ago Continental already undertook preparations, making it possible to create a new legal entity out of this business. No further steps need be taken for this at present. 

CIMB offers lower financing rates for hybrid vehicles and GBI-certified properties CIMB Bank is first in Malaysia to offer lower financing rates to promote environmental sustainability

CIMB Bank Berhad ("CIMB Bank") and CIMB Islamic Bank Berhad ("CIMB Islamic") have rolled out preferential financing rates for new hybrid vehicles and residential properties certified under the Green Building Index ("GBI"). The move marks another significant step towards the CIMB Group's ("the Group") embracing of Environmental, Social and Governance ("ESG") principles Group-wide.

CIMB customers will be offered 10 basis points (0.10%) lower interest rate versus the applicable promotion interest rate, for new hybrid vehicles as well as for GBI-certified residential properties. These offers support CIMB Group's commitment to embed sustainability principles Group-wide, while also supporting the global initiative for responsible banking, through the Group's membership of the United Nations' (UN) Environment Programme Finance Initiative Principles for Responsible Banking (UNEP-FI).^T



Mercedes-Benz Malaysia Commercial Vehicles (MBM CV) together with authorised dealer, Hap Seng Commercial Vehicle (HSCV), handed over 15 units of Actros 2644LS High Cabin 6x2 to YAL Bulk Packing Services Sdn Bhd on 24th August.

The keys were presented by Mercedes-Benz Malaysia Senior Manager, Mr Kamaljit Singh and Hap Seng Commercial Vehicle, Head of Sales and Operations, Mr Derrick Sim to YAL Bulk Packing Services Group Managing Director, Madam Yap and Mr Yap Boon Chin.

Mr Derrick Sim, Head of Sales and Operations of Hap Seng Commercial Vehicle in his speech said, "We are proud to be a partner for YAL Bulk Packing services and we are indeed very happy that they have placed their trust in Mercedes-Benz and Hap Seng Commercial Vehicle for the sustainability of their businesses".^T

NBG and FAW Relocation

As of 1st September 2018 their office can be found in the following, new location.

New Address : No.133, Lot 7955, Jalan Sungai Buloh, Kampung Baru Subang, Seksyen U6,
40150 Shah Alam, Selangor Darul Ehsan.
Phone No. : 03-7859 9533, 03-7859 8533
Fax No. : 03-7859 7833
Email Address : nbgindustries@gmail.com

Sales Department: *Mr. Eugene Chooi (C.O.O) : 019-210 5184 > Ms. Sylvia Lau : 018-378 9168*
Account Department: *Ms. Yeo : 016-337 2173*
Aftersales Service Department : *Mr. Adam : 016-3222851*^T



UD Trucks Extra Mile Challenge 2018 reaches its peak as it crowns Malaysia's Ultimate Driver!

The 3rd edition of Malaysia's UD Extra Mile Challenge (UDEMC) has found its winner! Muhammad Khairul Bin Abd Halim from Setia Maju Jaya Logistik Sdn Bhd emerged as Malaysia's Ultimate Driver in this exciting drivers' competition and will see him heading to Japan in October to represent Malaysia in the UDEMC Global Final 2018.

The UD Trucks Extra Mile Challenge (UDEMC) is a friendly drivers competition aimed at increasing drivers' competency through skills enhancement and knowledge on maximising the capability of a UD Quester heavy-duty truck.

In Malaysia, it is jointly organised by UD Trucks and its sole distributor partner in Malaysia, Tan Chong Industrial Equipment Sdn Bhd (TCIE). This year represents the third

time this local edition of the global competition was held since it was introduced in 2016. It is also the first of its kind to be organised by a Japanese truck brand in Malaysia.

The 10 finalists were then separated into groups where they were assessed based on the overall best score for the Champion of UDEMC Malaysia 2018, Best Pre-Drive Inspection, Best Fuel Consumption and Best Driving Skill.

Muhammad Khairul Bin Abd Halim from Setia Maju Jaya Logistik Sdn Bhd was announced the champion of this year's competition and will be representing Malaysia in an all-expense paid trip to Japan for the UDEMC Global Final 2018 in October 2018. **T**

ZF Malaysia Celebrates Malaysia Day With Customer Promotions and Team Activities



ZF SSM celebrated Malaysia Day with various activities for customers and staff. On the customer side, the company will use the national holiday to launch a limited time promotional offer. Some 200 owners of the Toyota Hilux Vigo, Toyota Fortuner N50, Isuzu D-max, Mitsubishi Triton and Nissan Navara had the opportunity to purchase a complete set of SACHS Heavy Duty Shock Absorbers at the heavily discounted price of RM525 per set at a substantial discount rate of 25% over the usual price.

Cheah Chee Luen, General Manager Independent Aftermarket (IAM), ZF Sales & Service (Malaysia) Sdn. Bhd said, "We wanted to wish all Malaysians a happy and safe Malaysia Day celebration. We know that Malaysians love to travel to visit family and friends during holidays such as this and we wanted to remind everyone to make sure they do so safely. Many people do not realise that worn out or damaged shock absorbers have a major impact on car safety. We want to encourage Malaysian drivers to ensure those hidden parts are regularly inspected. To support easy access to replacement shock absorbers, we are also offering a special Malaysia Day promotion on SACHS Heavy Duty Shock Absorbers for selected car models."

Cheah Chee Luen continued, "SACHS shock absorbers are of the highest quality, which is one reason why numerous well-known automotive manufacturers fit them as standard in new vehicles. Our aftermarket models are built to the same quality, providing a safer, more comfortable and contemporary drive." **T**

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*Source: Malaysian Automotive Association Report 2017

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