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- Johor Bahru Lot PTD 59039-8, Jln. Kempas Lama, 81300 Skudai Tel: +607 558 5661
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Branch, Sarawak : Lot 1076, Block 218, 4th Mile, Peninsular Road, 93250 Kuching, Sarawak, Malaysia. Tel : (082) 451 611 (5 lines) Fax : (082) 451 993.

Regional Office, Sabah : Lot 17, 1st Floor, Block B, Bundusan Square, Jalan Bundusan, 88300 Kota Kinabalu, Sabah, Malaysia. Tel : (088) 733 222 Fax : (088) 733 223.

Authorised Dealers : KEDAH, AWS Jaya Motors 04-731 0427 (Alor Setar), AWS Jaya Motor 04-423 1600 (Sg. Petani), Samrit Motors Malaysia 04-440 8836 (Sg. Petani), PULAU PINANG, AWS Jaya Motors 04-398 7600 (Tg), AWS Jaya Motors 04-646 3600 (Seyin Lepas), Samrit Motors Malaysia 04-632 1450 (Tg), Daihatsu Malaysia 04-387 2151 (Butterworth), PERAK, Selangor Motors (1991) 05-908 1559 (Ipoh), Merga Surenit 05-908 2291 (Ipoh), Daihatsu Malaysia 05-527 0000 (Ipoh), S' Automobile Centre 05-434 6300 (Bidor), Merga Surenit 05-621 8871 (Teluk Intan). WILAYAH PERSEKUTUAN, KUALA LUMPUR, Edean Muz-Jaya 03-8223 8188 (Jalan Lake View), Rao Seong Enterprise 03-6252 6626 (Seraf Cemer), Hong Yee Motor 03-4188 3033 (Jalan Batu Caves), International Auto Enterprise 30 - 8000 4370 (Cheras). SELANGOR, Eng Koo Auto Enterprise 03-8374 8278 (Klang), Seo Chuan Motor Credit 03-5201 1770 (Klang), Daihatsu Malaysia 03-5515 2144 (Shah Alam), Newstar Sdn. Bhd. 03-7845 7717 (Shah Alam), Paras Motors (M) Sdn. Bhd. 03-6161 8819 (Shah Alam), Power Track & Parts 03-8362 8882 (Puchong), Daihatsu Malaysia (Berdang Nepra) 03-6943 7206, Premium Truck Sdn Bhd 03-6723 8833 (Kajang), Soon Hong Motors & Commercial Truck 03-3345 2820 (Kuala Selangor), S' Automobile Centre 03-8090 1972 (Rawang), NEGERI SEMBILAN, PL Auto Trading 06-767 8888 (Seremban), Edean Muz-Jaya Sdn Bhd 06-679 7790 / 06-679 7791 (Seremban), Soon Seng Automobile 06-789 8888 (Paka), Serendip Motors Sdn. Bhd. 06-764 8888 (Tahau).

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E kayel@kayelrubber.com
W www.kayelrubber.com

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MAN

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Driving into New Markets

It is always a pleasure when we take the new issue of Asian Trucker around to our clients. The reception they give us and the eagerness at which they pick up the new magazine gives us a feeling that our efforts are being rewarded and that we are meeting the needs of the trucking industry.

This industry in SE Asia hasn't had an independent media dedicated to the trucking industry where they could voice the issues and concerns of importance to them – and also – frankly – blow their own horn about their achievements. It is important for a company to recognise and reward the efforts of their employees and a little media exposure is always appreciated.

Another indicator that we have hit the mark is we are now publishing twice the pages as we did when we launched – just eight issues ago.

That there is a place for Asian Trucker in this market is confirmed by our recent expansion to Hong Kong where we published the launch edition of Asian Trucker Hong Kong in October. In Hong Kong the reception to this new magazine has been as strong and

rewarding to us as the launch of the Malaysia edition. We expect that we will get much the same response when we launch Asian Trucker Singapore in Q1 of 2012.

While there are local issues for each area where we publish, and where will soon have a presence, there are many interests and concerns that cross all borders. Public transportation, for instance, is always a fascinating challenge because it hits so many issues and concerns.

Although we are Asian Trucker buses are an important segment to truck manufacturers such as Japan's Hino. All the issues of public transportation come through in this interview with the Managing Director of Hino Motors Malaysia.

As Mr. H. Kayanoki, MD Hino Motors Malaysia says in the interview: "Let's look at the bus market in totality: There are long distance busses, city busses and mini busses, all needed to make commuting possible. It is therefore a huge market, maybe even more important than the prime mover market, for instance."

Busses are not only important for their market potential, but for commuters,

for the development of cities, for environmental reasons. Design is a critical challenge.

Safety is another of those issues that crosses all borders, and has been a regular theme in Asian Trucker. Asian Trucker, realising the importance of this issue is taking it one step further. Our seminar, Safe Trucking The Way Forward will be held November 23, 2011 at the Empire Hotel in Subang Jaya.

The notable speakers, who have extensive industry experience, will be covering three important topics: Good Safety Governance in Road Transportation Operations, Driving Competency Training and Driver's Safety Passport. To register send us an email to nicole@asiantrucker.com

Like the coming issues of Asian Trucker this seminar on safety should not be missed by owners, management or drivers.

**Editor,
Floyd Cowan**



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The Drivers.

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EDITORIAL

Editor

Floyd Cowan

Senior Writer

Grace Chin

Contributors

Launchpad
Mohamed Noor Sany
(e-Response)

DESIGN

Creative Director

Alan David Fong

Graphic Designer

Daphne Tan

Photographer

Jason Leong

ADVERTISING and MARKETING

International Marketing Manager

Stefan Pertz
Stefan@asiantrucker.com

Advertising Manager

Nicole Fong
Nicole@asiantrucker.com

CIRCULATION, CONTRIBUTOR and SUBSCRIPTION

Info@asiantrucker.com
WEBSITE and E-NEWSLETTER
www.asiantrucker.com

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Director
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People



Abdul Rashid Hamid

Director
Syarikat Pengangkutan Bumi

“Compared to the tires we used before, Continental tires are comfortable and quiet. Performance of our vehicles have improved significantly on different road surfaces especially during bad weather conditions.”



HSR2

HD HYBRID

Construction



Yew Choo Kein

Managing Director
Syarikat Jasa Selamat Sdn. Bhd.

“The Continental tires we are using have been retreaded thus saving us money. The tires are reliable and have a longer tire lifespan. This means lower operating costs.”



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Hino Opens First 3S Dealership in Seremban



For Hino, customer satisfaction comes first as the company opens the first 3S dealership in Seremban, a strategic region of Malaysia that now enjoys a larger service centre.



According to Mr. H. Kayanoki, Managing Director of Hino Malaysia, the country has always been a key market for the company. This is reflected in plans to increase the number of Hino 3S dealerships to 32 across the country by the end of 2011. Mr. H. Kayanoki, who has been with Hino for the past 38 years and in Malaysia for over six years, is spearheading the improvement of services through the creation of the new generation service centres.

“Customer service comes first, our profit will follow,” he states. Having spent many years in various countries in South East Asia, he understands that Asian culture is one that values outstanding service. The needs of customers must be the centre of all efforts for trucking companies. Therefore, the 3S dealerships offer a one stop solution for Hino clients. The move to bigger premises in Seremban is in line with this pledge to the Hino customers.

Hino takes the word ‘caring’ very literally as the company has a programme that involves the general public. During the opening of the new 3S dealership, 40 orphans from three local orphanages were the VIPs of the event. The company has converted large areas of the dealership into an amusement park with clowns, games and fun activities where the children can play. Hino also supports World Vision with cash donations in an effort to create a better world.

The new Hino 3S Dealership is located at:

Edaran Masrijaya Sdn Bhd.
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ASIAN TRUCKER

Presents

Safe Trucking The Way Forward

Over the span of 50-60 years, the trucking industry worldwide has undergone a tremendous metamorphic change. Bigger trucks, bigger loads, higher speeds, demands for road safety, timely delivery, have the transportation industry a highly complex business where an unmanaged operations can have severe and detrimental effects. However truckers, who have prepared, embraced and managed the changes benefitted from them. It is sad to note, that people and organisational aspect of managing a professional fleet, have not moved as fast as development in technology.

Here in Asia, the areas of Driver Management are lagging behind, as compared to their Western counterparts.

DATE: 23rd November 2011

TIME: 1:00 – 6:00pm

**VENUE: Empire Hotel,
Subang Jaya**

1 Good Safety Governance in Road Transport Operations.

*Speaker: Parminder Singh,
Manager, Supply Chain - BP-Petronas
Acetyls Sdn Bhd.*

2 Driving Competency Training – DCT.

*Speaker: Mr. Md Zaki Yacob
Head, Road & Marine Pack Cargo Planning
Petronas Chemical Group (PCG)
Centralised Services*

3 Driver's Safety Passport (DSP)

Speaker: Mohamed Noor Sany CEO, e-Response.

AGENDA (ACTIVITY & TIMING)

1.30pm - 1.40pm	: Opening by Asian Trucker
1.40pm - 1.50pm	: Opening address by VIP to be advised
1.50pm - 2.20pm	: "Introduction to Why Safety" by e-Response: By MN Sany, of e-Response
2.20pm - 3.00pm	: Good Safety Governance in Road Transport Operations: By Parmindar Singh, of BP-Petronas Acetyl Sdn Bhd
3.00pm - 3.20pm	: Break
3.20pm - 4.00pm	: Driving Competency Training: By Md Zaki Yacob, Head Road & Marine Pack Cargo Planning, Petronas Chemical Group
4.00pm - 4.40pm	: Driver Safety Passport: By Md Noor Sany, CEO of e-Response
4.40pm - 5.20pm	: Open Forum/Feedback Session
5.20pm - 5.30pm	: Closing by Asian Trucker
5.30pm - 6.00pm	: Photography/Press Conference

Tickets are priced at 70 RM per person. Group discounts available.

For more information: nicole@asiantrucker.com

www.asiantrucker.com

Asian Trucker seminar on road safety is proudly supported by:



Continental Plans Major Ramp Up in India Operations

Continental has long supplied tyres to the world and now that they have made a new acquisition in India the company will be ramping up production to meet the growing need for high quality tyres in the subcontinent.

Continental, a leading international automotive supplier and the world's fourth largest tyre manufacturer, has announced expansion plans for the Indian market. After its recent acquisition of Modi Tyres Company Limited (MTCL) the new entity, Continental India Ltd, is significantly ramping up its operations in both the replacement market and the OEM space in India. This year Continental India will be increasing the production of the Modipuram plant beyond half a million bias truck and bus tyres (TBX). From there, TBX production is planned to grow to more than one million units by 2013. In addition, Continental India has announced further investments of more than Euro 50 million to start production of radial tyres for passenger cars and commercial vehicles in the second half of 2013.

Future Investment

When making the announcement in Delhi, Nikolai Setzer, Executive Board Member Continental AG and Head of the Tyre Division, said: "In India, there is rising demand for vehicles with high quality tyres as well as premium technology. We are convinced that radialisation will be the driving force in the Indian truck tyre market and therefore our future investments of more than Euro 50 million in radial truck tyre production will prepare a solid base in order to meet that demand."

Continental plans to manufacture radial tyres from the Modipuram plant and will generate a competitive leap via being able to offer both radial and bias tyres out of local production. This move will also create further job opportunities as Continental India Ltd plans to increase its headcount by more than a third from the current 1,600 employees up to 2,200 to 2,400 within the next few years.

An Expanding Base

Continental presently has access to 110 regional distribution centres and about 1,400 dealers nationwide that provide access to truck fleets and end consumers. Fresh dealerships will be added at regular intervals. Historically, a major portion of sales came from aftermarket sales. While a strong focus will still be the tyre replacement market, Continental, as one of the leading international automotive suppliers, also intends to build a significant share in the OEM business in India.

Andreas Penkert, the new CEO of Continental India Ltd, stated, "This is a milestone for our corporation in India. Continental increased its sales in Asia at a corporate level by almost 50 percent to over four billion Euros last year. Globally, Continental is Europe's market leader for passenger car tyres. In the Original Equipment sector, over 30 percent of all new European cars leave the factory on Continental tyres. For

commercial vehicle tyres, Continental is one of the world's largest manufacturers of premium truck, bus and industrial tyres. With this legacy and a long-term vision for the industry, we start this first direct initiative of the Tyre Division here in India with full strength and dedication to make it a success – for our customers, for Continental and our employees. And for the region."

Acquisition Completed

In July 2011, Continental had formally completed the acquisition of Modi Tyres Company Limited which included the existing TBX plant in Modipuram, the tube plant in Partapur and all related operational assets to those plants including all customer relationships. Alok Modi, member of the founding family of Modi Tyres Company Limited, will be on the Board of Directors of Continental India Ltd.

With sales of 26 billion in 2010, Continental is among the leading automotive suppliers worldwide. As a supplier of brake systems, systems and components for powertrains and chassis, instrumentation, infotainment solutions, vehicle electronics, tyres and technical elastomers, Continental contributes to enhanced driving safety and global climate protection. Continental is also an expert partner in networked automobile communication.

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Mr. Idros Puteh

Scania confirms firm order of 100 units Fire and Rescue trucks from AVP Engineering for Jabatan Bomba & Penyelamat Malaysia

Scania reinforced its status as the preferred chassis supplier for fire and rescue trucks in Malaysia, with the recent order of 100 units Scania chassis to local body and fire-fighting equipment manufacturer AVP Engineering (M) Sdn Bhd (AVP). These vehicles are for the latest fleet renewal exercise for Jabatan Bomba dan Penyelamat Malaysia (Bomba).

The units, all P 310 DB 4x2 MNZ with CP31 crew cabs, are scheduled to begin delivery in Q4 2011, with all 100 units to be delivered by 2012. This order follows a previous order of 119 units Scania P-series trucks in 2008 and 2009, reaffirming Scania's position as the top choice for AVP and Bomba's requirements in Malaysia.

"We are thrilled with the latest order from AVP. Coming right after Bomba's previous fleet renewal exercise in 2009 proves that our trucks best suit Bomba's requirements and demands for high-quality, reliable and robust trucks," says Idros bin Puteh, General



Bomba Scania P 310 DB 4x2 MSZ with SP31 Crew Cab

Manager of Scania (Malaysia) Sdn Bhd. "This new order is testament to the outstanding quality of the trucks itself, as well as one of the best after-sales support for these types of vehicles in Malaysia."

He adds, "I'm pleased that Scania is able to play a pivotal role in the Malaysian government's effort to enhance public safety and facilities, and to support Bomba's expansion in providing quicker responses to emergencies and rescue operations."

Bomba's confidence in Scania can be traced back to the 1990s. A total of 95 units of the Scania 4-series fire trucks have been delivered to Bomba

and HAZMAT (Hazardous Material Action Force). With this latest order, a total of 314 Scania trucks will be in service in the Bomba fleet by 2012.

Scania (Malaysia) Sdn Bhd is a wholly owned subsidiary of Scania CV AB, Sweden. The company is the sole distributor, importer and assembler of new Scania trucks and bus chassis in Malaysia, as well as providing a full range of after-sales services for both new and used Scania vehicles. For more information on Scania (Malaysia) Sdn Bhd, please visit the Scania Malaysia website www.scania.com.my

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Introducing the Super Speed SX4257 6 x 4 and the Super Lightweight SX4187 4 x 2 from SHACMAN, from its F3000 series designed and manufactured with innovative technologies from MAN, Weichai, Cummins and HanDe Axle.

The China-based manufacturer's new range is a powerful and lighter upgrade from its previous series, touted as having the four "supers" that will meet the demands of the heavy duty transportation industry: comfort, safety, intuitive, with savings from reduced fuel consumption, operational and maintenance costs, and overall efficiency and performance.



Product Highlights: SX4257 6 x 4

GCW: 80,000kg

Cabin: MAN F3000 high roof air seat, 4 point air suspension cab

Engine: WeiChai WP12.430N Euro 3

Transmission: Fast 16 speed 200NM

Air System: Wabco ABS & Air Dryer

Front Axle: MAN 7.5T

Rear Axle: Man Technology 16T Hub reduction ratio 3.86

Tyre: 295/80R. 22.5

Product Highlights: SX4187 4 x 2

GCW: 50,000kg

Cabin: F3000 cab, flat headed, air seat, 4 point air suspension cab

Engine: WeiChai WP12.375N Euro 3

Transmission: Fast 12 speed 160 NM

Air System: Wabco ABS & Air Dryer

Front Axle: MAN Technology 7.5T

Rear Axle: Man Technology 13T ratio 3.78

Tyre: 295/80R. 22.5

YonMing is the sole authorised distributor in Malaysia for SHACMAN, as appointed by the Shaanxi Heavy Duty Automobile Group.

For more information contact YonMing, Partner for Transportation: ymhq@yonming.com, +6 03 6251 7860 (tel), +6 03 6251 2931 (fax), www.yonming.com



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New Isuzu Facility For Klang Valley

Isuzu Malaysia Isuzu' new 3SCentre represents more than just one aspect of the buying experience, but is symbolic of the full range of services that the Centre offers.



Opening

Isuzu Malaysia opened its latest integrated Isuzu 3SCentre in the Klang Valley to serve the growing population of Isuzu vehicle owners in this urban centre.

A Symbol of Growth

The new Continental Top Motors Isuzu 3S (Sales, Service, Spare Parts) dealership was officially opened by CEO of Isuzu Malaysia Takashi Hata who hailed the new outlet as a symbol of the rapidly-evolving marketplace that placed a high demand on quality products and services.

"Customers today understand that purchasing high quality products form just one aspect of the ownership experience. There is a premium demand on the need to follow with excellence in sales and after-sales support," Hata emphasised.

The new Continental Top Motors Isuzu 3S Centre is located in Seri Kembangan, Selangor and will provide customers with a full range of products and services including sales of the award-winning Isuzu D-Max pick-up trucks and the world-famous N-Series light commercial trucks.

Greater Space

The new Centre also offers a full range of after-sales support including servicing and repair of all Isuzu vehicles and is geared to handle the forthcoming range of larger Isuzu trucks with eight work bays in 21,000 sq. ft of floor space.

The opening of the Continental Top Motors Isuzu 3S Centre in a strategic part of the Klang Valley reflects the increasing demand for durable, efficient and dependable vehicles in the urban centre.

"Although the urban centres are traditionally the domain of passenger cars, more and more motorists are turning to more practical alternatives such as the Isuzu D-Max pick-up trucks because of the high value, impressive dependability and excellent fuel efficiency these vehicles offer. It also allows them the freedom to enjoy an active lifestyle to the max on weekends," added Hata.

Location

The new Continental Top Motors Isuzu 3S facility is located at No.3, Lorong 7/3A, Kawasan Perindustrian Seri Kembangan. For more information or for a location map, call 03-8942 7010 or visit www.isuzu.net.my



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Nexus Mega Carriers Makes a Bold Move in Replacing its Fleet

Nexus Mega Carriers made a bold move on two levels when it chose to replace its fleet with Volvo Trucks, moving away from its traditional suppliers.

Nexus Mega Carriers Sdn Bhd (NMC), a leading car and motorcycle carrier provider in Malaysia, plans to invest RM15 million over the next two years for the replacement of its existing fleet of prime movers and rigid trucks.

An Unprecedented Move

Currently, NMC has a fleet of 69 prime movers and 52 rigid trucks, mainly Japanese brands, involving an investment of about RM40 million. The last replacement exercise undertaken by the company was in 2007 when it invested about RM8.5 million for 40 units of trucks.

In an unprecedented move to boost its productivity and profitability, NMC plans to replace its existing fleet by experimenting with the employment of continental trucks, such as Volvo Trucks, to achieve its desired objectives.

For the first time in its history since it began operating in 1984, NMC recently acquired two units of Volvo Trucks FM 330 4X2 Tractor with rear leaf suspension model, involving an investment of RM600,000. This is a precedent setting move as NMC is the first customer in Malaysia to purchase the FM330 4x2 Tractor series.

Improving the Bottom Line

Speaking after the handover ceremony of the two units of Volvo Trucks, NMC chief executive officer Capt. Cheong Yut Seng expressed confidence that the planned replacement exercise would further improve the company's productivity and bottom line through



more efficient fuel consumption and lower maintenance costs.

Cheong said the key reason for experimenting with Volvo Trucks as the replacement vehicle is because they are reputed to be more robust and also offer better fuel consumption, which is a substantial operating cost for logistic companies.

"It is our policy to replace our fleet of trucks every 3-5 years so as to maintain a satisfactory level of operational efficiency and profitability," Cheong noted. "The purchase of these two units of Volvo Trucks is also attributable to the favourable feedback received from our industry players, the majority of whom experienced optimal results with increased operational productivity and fuel efficiency."

Growth Expected

On the business prospects for NMC, Cheong said the company expects to maintain an annual growth rate of five percent over the next two years, despite

the increased fuel cost of about 15 percent due to the removal of the fuel subsidy in June.

As a leading car and motorcycle carrier, which forms about 45 percent of NMC's business, he added that the Malaysian automotive industry trend will be maintained for the next 4-5 years and could be better with the Government's new National Automotive Policy.

Among the major automobile players that are being serviced by NMC are Proton, UMW Toyota, Honda, EON, Perodua and Isuzu, while the motorcycle clients include established names such as Modenas, Boon Siew Honda and Hong Leong Yamaha.

A total logistics company specializing in the automotive industry as well as providing air and sea forwarding, NMC is a member of the Nippon Yusen Kabushiki Kaisha (NYK Group) which is one of the world's leading shipping companies.

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When the going gets **tough**, the **Volvo FMX** gets going!

Trucks naturally need to be able to take a lot of stress in their daily operation. Heat, humidity or extremely dry conditions are just some of the climates the machines are operated in. Mining and logging as well as operating quarries are a notch up on the demand for trucks. The Volvo FMX answers the call for a tough truck to operate in such conditions.

Sure, it is demanding on the material when a truck is hauling containers for 24 hours a day. However, on the highway everyone (supposedly) is driving in the same direction and the road surface is smooth and with driver's comfort in mind. In a quarry, mine or on a logging site things look different. While a truck may be well suited for long distance haulage, the requirements in tough environments need a different solution. Volvo has addressed this need with the launch of the FMX, which is based on the highly successful FM platform. It is quite statement that supports Volvo's decision when a South African mining company simply orders 200 FMX in one order, making it the main truck used in the 250 strong fleet. In East Malaysia, one of Volvo's customers bought FMX for the Murah dam project, which is a construction application, just what the truck is meant to be for. These will be use them for $\frac{3}{4}$ on-road and the $\frac{1}{4}$ off-road conditions.

After its launch last year, complete with a dedicated website, the truck is now being introduced to Malaysia. This may be just what the market has been waiting for since there is a strong demand from logging companies and quarries.

Naturally, the specs support the work in tough conditions where the FMX will be working. A lot of clearance

and power come natural. However, Volvo has taken a holistic approach in designing this truck. Lighting for instance is an important aspect. Not only did Volvo give the FMX strong headlights, but positioning lamps and other indicators too. Some say the cabin lights up like a Christmas tree. This is of course very important as mines, jungles and quarries are not always lit up and with no marked roads and a lot of traffic, visibility is key in avoiding accidents. Latest technology was used for the development of the headlights, too; separate high efficient and durable lenses for low and high beam, parking lights and turn indicators. All of them are easy to replace and cheap to maintain, while enabling highest visibility in hard quarry conditions according to latest Volvo safety standards. Headlights can protected with metal mesh. When ordering your FMX you may specify the position of additional lights depending on your needs. There is even a complete "visibility package" making it easier to drive in fog and rain.

Some other interesting features of the FMX are specifically designed for its purpose. The mirrors are re-developed for this vehicle and cover more area as other mirrors. Something important in quarries and mines where there are many obstacles and no clearly marked ways. In such conditions, one needs to ensure maximum visible area. When the

terrain is bumpy and rough, the chances of minor damages to the truck are increased. Volvo's engineers also thought of that when they designed the front with a three-piece bumper, allowing for smaller sections to be replaced, thus keeping repair cost lower.

Drivers will love the FMX as the cabin is designed with them in mind. The controls are placed in a way that they don't distract from driving. When the entire concentration is needed for driving in rough terrain, the controls should not distract the driver. The seating position is raised to ensure a good view. Three variations of the cabin are on offer, depending on the needs. Lots of storage make long hours a pleasure as drivers can bring along their equipment. The globetrotter cab offers space for 2 persons. Drivers can chose from several options for upholstery variations. A leather upholstery variant easily turns the cab into a living room on high wheels.

While other trucks enjoy tarmac and smooth roads, the FMX will find itself in rugged terrains. This requires a powerful engine to conquer slopes and uneven terrain. Engine variations ranging from 330 to 500 HP give you the power output you need. If strength is what is needed, the FMX has plenty of it with up to 2500 Nm of torque. The engines come in 11 and 13 litre variants. To ensure the engine doesn't run out of

steam, the FMX comes with a 570-litre steel fuel tank.

As with other models, Volvo has again used the I-Shift for the FMX, allowing drivers to focus on what they do best: Driving. I-Shift has long been highly appreciated out on the highway. Drivers worldwide testify to how much easier the truck is to drive when I-Shift takes the strain. Haulage firms testify to lower fuel costs. The secret lies in the software, which tailors the choice of gear to improve driveability and limit fuel consumption.

Now many operators have realised that I-Shift is worth its weight in gold in construction duties as well. Working in synchrony with the brakes and suspension, I-Shift makes it easier to maneuver at low speeds. A special program modifies gear changes for poor road surfaces and

hilly terrain to provide maximum torque when it's needed and avoid unnecessary gear changes. The build-in torque converter amplifies the power and guarantees smooth and secure starts even in difficult conditions.

Obviously, all that power needs to get to the road. Or into the mud. The Volvo FMX comes with a comprehensive range of axle configurations that make it easy to tailor the truck to even the heaviest of haulage jobs. Volvo's tridem bogie offers enormous stability and a short rear overhang. A driven front axle permits all-wheel drive, in either 4x4 or 6x6 configuration. And for those truly heavy transports, the Volvo FMX can be specified with dual front axles, in which configuration the truck can handle gross vehicle weights of up to 48 tonnes, an option we may not see in Malaysia depending on legislation.

When designing a truck for heavy loads, safety plays a vital role. The

best way of minimising injury from an accident is to prevent the accident from occurring in the first place. This is the thought behind our active safety systems.

Lane Changing Support – seeing the blind spot. Turning right and changing lanes are risky manoeuvres on the road. The blind spot on the passenger side is large enough to hide a car. Lane Changing Support keeps a constant eye over this area with the help of radar. If there's anything in the blind spot, the driver is alerted via a lamp by the rear-view mirror.

With ESP (Electronic Stability Program), each wheel brakes individually. Since braking power can quickly be redistributed, the risk of skidding is reduced and braking is both safer and more controlled. ESP is now also available on 4x2 and 6x2 rigids with air-suspended bogie (RAD-A4 or RAD-A8).



The Volvo FMX launched in Malaysia on the 2nd November 2011.

I-Shift

AT2412C/AT2412D: 12-speed. Top gear is a direct ratio. Max torque 2400 Nm. General GCW approval for 44 tonnes.

AT2512C/AT2612D: 12-speed. Top gear is a direct ratio. Max torque 2500/2600 Nm. General GCW approval for 60 tonnes.

ATO2512C/ATO2612D: 12-speed. Top gear is an overdrive ratio. Max torque 2500/2600 Nm. General GCW approval for 60 tonnes.

Manual gearboxes

VT2009B: 9-speed range-change gearbox. 2 reverse gears. Max torque 2000 Nm.

VT2214B: 14-speed splitter and range-change gearbox. 4 reverse gears. Top gear is a direct ratio. Max torque 2200 Nm.

VT02214B: 14-speed splitter and range-change gearbox. 4 reverse gears. Top gear is an overdrive ratio. Max torque 2200 Nm.

VT2514B: 14-speed splitter and range-change gearbox. 4 reverse gears. Top gear is a direct ratio. Max torque 2500 Nm.

VTO2514B: 14-speed splitter and range-change gearbox. 4 reverse gears. Top gear is an overdrive ratio. Max torque 2500 Nm.

Powertronic

PT2106: 6-speed. Max torque 2100 Nm.

PT2606: 6-speed. Max torque 2600 Nm.



Engine D11

Displacement: 10.8 litres

Power output: 330, 350, 370, 390, 410, 430 or 450 hp

Torque: 1600-2100 Nm

Exhaust brake: 160 kW at 2400 r/min

VEB: 290 kW at 2400 r/min (option)

Engine-mounted PTO: 1000 Nm at a standstill and 650 Nm while on the move

Engine D13

Displacement: 12.8 litres

Power output: 380, 400, 420, 440, 460, 480 or 500 hp

Torque: 1900, 2000, 2100, 2200, 2300, 2400 or 2500 Nm

Exhaust brake: 170/185 kW at 2300 r/min

VEB: 300 kW at 2300 r/min (option)

VEB+: 375 kW at 2300 r/min (option)

Engine-mounted PTO: Up to 1000 Nm

Day cab (L1EH1)



Sleeper cab (L2H1)



Globetrotter cab (L2H2)





Firama: Blazing trailers on Malaysian roads

In most cases, trucks by themselves look very good. However, they cannot perform any transportation task without a trailer hooked up to them. Each trailer is almost a specially manufactured piece and we spoke to Firama about the art of manufacturing trailers.

Similar to a truck, a trailer is an investment for the company using it as their asset. Therefore it is important to choose a trailer manufacturer that understands the requirements of the customers and the current laws and regulations. The basis for this are specific needs of the client and the so called "plan" (Asian Trucker reported about the creation of such plans in the XX issue 2010). A trailer manufacturer would take the plan and convert it into the actual, physical trailer, ready to be used by the customer.

A trailer may look like a simple product. However, a lot of thinking needs to go into one before it can be used on the roads. It is crucial that the trailers comply with the current legislation. In one instance, the permissible width of trailers was reduced, resulting in many trailers being halted and not allowed on the roads. Obviously, clients had to wait for this issue to be resolved.



Delivery time for a trailer is about 2 months, inclusive of all the permits needed. In this time, Firama will convert the plan into the actual trailer. Herein lies a challenge as the trends in the trucking industry influence the business of Firama. For instance trucks are imported and have specific features. For instance in Europe, the wheel base is being increased (to 3.7 meters) along with the overhang. This means that the prime mover itself will be longer. In Malaysia, the permissible length of the truck with the trailer is 16 meters. A longer prime mover will result in a shorter trailer. Alternatively, Firama may move the kingpin slightly to compensate for this.

In Malaysia, the maximum weight on the front axle is 6 tonnes. With newly developed trucks having long-

er wheelbases and shifted overhang and differently positioned engines, this may pose a problem. The weight distribution will ultimately impact on the performance of the truck / trailer combination.

Axles are another interesting aspect for trailer manufacturers to look into. Generally, there are the high-tech and low weight solutions from Europe and the heavier, but maybe less sophisticated ones from China. In Malaysia, customers may still look at the purchasing price for the trailer only, rather than the cost over the lifespan of it. Also, different continents may have different regulations in terms of sizes, weights and performance. "If you buy from a trusted and competent manufacturer, the axles from China are good value for the money" Yap explains. But he is

saying buyers should stay away from unknown sources of parts, axles or other items.

For many, 2 months waiting time may sound like a long time. Theoretically, the substructure of most trailers may be similar or identical with the superstructure being different and according to client's needs. However, stockpiling half finished trailers has been a trend that Firama did not follow. When the crisis hit, people stopped ordering trailers and those who had semi-finished trailers found themselves with a huge capital bound in material that was not needed and had to be written off eventually. Not all companies survived this.

Currently, Firama employs 20 staff but has a large pool of specialised contractors working on site too. This



way, Firama can respond quickly to increasing needs from the market. The company is proud to say that all staff are from Malaysias.

Firama has been in business for close to 3 decades and has produced some remarkable trailers. In 1989 the company produced Malaysia's first curtainsider. Recently, the company fabricated what could be the longest trailer on Malaysia's roads: a B-Double with a total length of 25 meters with a Scania prime mover. Mr. Yap, Director of Firama explained that this was made possible through a very specific combination. "It takes the right axle, the right driver and the right truck for a solution as this B-Double trailer. Only after we had assessed these items, we decided to go ahead. After all, we are responsible for any problems once the trailer is on the road" he explains. The company has produced a 54 feet, 51 tonne solution which Mr. Yap calls "The mother of all trailers". This trailer was commissioned by GAB in 2006 and has a number of special features needed for the delivery of their products.

The B-Double itself is an interesting case study. A lot of thinking has gone into it. While intended mainly for long distance transportation, the trailer still needs to go around corners on the premises of the recipient. Mr. Yap describes himself as a Businessman and trailer manufacturer. Having the right solution for clients means that the trailer will be more efficient, making the owner more money. In the case of the B-Double, it may have incurred in higher cost, but in the long run, this will pay off big time as the load carried per trip is highly increased. For the axles, Firama chose a 1-2-2-2 combination.



Mr Yap of Firama

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Journey Management Minimises Risks

This article on Journey Management is part of a regular E-Response contribution to Asian Trucker on matters of Road Transport Safety. It serves to provide readers an understanding on the importance of establishing a Journey Management protocol for all road transport operations.



Lessons From The Past

Alexander the Great and his army, on their conquest of Asia, learned that a well selected route and a properly managed journey can determine the success or failure of an expedition. Alexander's generals also learned that a careless turn at the wrong place at the wrong time could have a huge impact with a loss of men and horses, many times more than they would have sustained from the battles that awaited them. One immortalised inscription carved by Alexander's armies into the cliffs of the Khyber Pass as they retreated from the Indian sub continent, says it all: "Whilst all roads will lead you to Rome, not all will get you there in fame and glory."

The lesson learnt by Alexander, thousands of years ago, holds true even today. The importance of route selection and journey management is of paramount importance in Road Transport operations – whilst there are many routes to a destination, there is always a preferred route which minimises the risk and exposure to vehicle accidents and the security of the load carried.

Introduction to Journey Management

In road safety operations, there are factors that are within the transporter's control, namely the integrity of the vehicle the load carried and the competency and responsibility of the drivers. However, there are also factors that are outside the transporters control, namely: the behaviour of other road users and the design, maintenance and integrity of the road itself.



In Malaysia the government, together with University Putra, the Malaysian Institute of Road Safety Research (MIROS) and The Malaysian Road Safety Department (commonly known as 'Jabatan Keselamatan Jalan Raya' - JKJR); keeps a comprehensive data and statistical analysis of all road transport accidents. Fatal accident prone areas, commonly known as 'Black-Spots', that have recorded more than a dozen fatal accidents used to be marked by a 'skull and crossbones' sign. All roads in peninsular Malaysia are now graded and identified by the safety-index factor.



Dangerous Goods

For Dangerous Goods (DG) cargo operations, the main concern is making sure there is no loss of product containment from road crashes, which could have disastrous and far reaching consequences greater than the crash itself.

The week long festive holidays in Malaysia in October saw a steep increase in motor vehicle accidents, where road fatalities increased to 289 deaths compared to 244 deaths from the previous year. This is a sharp 20 percent increase in the number of accidents, with a further 25 percent rise in fatalities. Police and authorities confirmed that speed and fatigue were the major cause of these accidents. Poor journey planning was identified as a key critical factor in this rise of accidents – this was evident from reports that indicate that many drivers had to pull over on emergency lanes to rest and sleep.

Accidents are Fatigue Related

The United Nation Transport Research Lab data indicates that 70 percent of all fatal road transport accidents occur in developing countries. In Malaysia, 75 percent of accidents involving Heavy Vehicles are fatigue related and these occurrences are contributed by drivers who are not governed nor guided by any established journey policy, plans and protocols.

For the majority of general cargo truck drivers in Malaysia, drivers get paid mostly by trips and/or goods delivered –

the more load carried and delivered, the more money they make. Thus, issues of overloading; excessive speeding; taking unnecessary and dangerous shortcuts to rush deliveries; avoiding more expensive, but safer highways; pushing drive and workhours to dangerous limits; parking indiscriminately on roadsides due to fatigue; have all become



common root cause findings in most serious road accident investigations.

Where the transporters do not provide policy and clear guidance on route and journey protocols, and do not closely monitor drivers' journey performance, the drivers generally abide by their own rules which may not be desirable from a safe operation standpoint. This type of 'driver managed operation' is rampant in general cargo operations, which are normally less efficient with high exposure to road crashes.

For DG cargo operators, the key factor that demands strict control on journey management is primarily centred around the sensitivity of the cargo carried. Most DG cargo can be flammable, explosive, carcinogenic, toxic, poisonous, volatile or corrosive, and therefore needs special handling. The routes the cargo travels also needs to be assessed, selected and defined to ensure that it poses the least harm to people and the environment in the event of a leak or crash. Which route the truck travels, where it stops, not only has to be planned, but the entire

trip also needs to be closely monitored for safety and security reasons.

Why a Journey Needs To Be Planned And Managed

Under the requirement of the Occupational Health and Safety Act (OSHA), one of the key responsibilities of employers is to have all tasks planned, supervised and monitored. In the context of road transport operations, this requirement translates to defining the travel timing details; established approved routes to be taken, with authorised stops; set allowable driver driving and workhours; establish round-trip times (RTT); developing and establishing loading and unloading protocols; and ensuring close supervision of work performance, i.e. establishing journey monitoring, via electronic and physical road surveillances.

Moreover, the matter of driver fatigue is now viewed in a serious light by the authorities with the issuance of the The Road Transport Code-of-Practice 2010 which is now gazetted and published under Sub-Section 37(4) of OSHA 1994. Driver work, rest, drive hours are all regulated and specified and are now enforceable by law. Non-compliance can result in fines and jail terms for both the driver and company directors.

Many times, after a road accident investigation, companies discover that drivers have taken their vehicle on routes that are not recommended for

safety and security reasons, parked in unauthorised parking areas and have driven excessive hours. Unfortunately, in most cases, these facts are discovered only after an accident.

‘All work needs to be planned and supervised’. There is no exception to the rule under the requirement of the law and good work governance. This rule also holds true for drivers in the Road Transport industry. When a driver is given his delivery ticket he should be briefed on the route to take, the stops he has to make, and the round trip time (based on a calculated safe speed). This will then put the responsibility of journey management squarely onto the shoulders of management. Any deviation on journey execution should be treated as an operational non-conformance, which needs to be closely monitored and/or to be reported by the drivers.

Journey Management Policy

Most professional transporters, particularly those carrying DG cargo, have a clear Journey Management Policy, which is signed off by the transporter’s senior management. This policy should be dated and clearly published and incorporated as part of a driver’s terms-of-employment.

A typical Journey Management Policy would have reference on:

- Allowable work-drive-rest hours; per day, week and month
- The need to undertake a Route Risk Assessment, and thereafter to select the safest route to take.
- The requirement of Route Hazard Mapping, and thereafter the establishment of driver controls, which are then used in new driver training.
- The establishment and measurement of Key Journey Performance Indicators (KPIs), eg. performance monitoring of:
- **Speed**
- **Aggressive driving (harsh acceleration/deceleration)**
- **Use of unauthorised routes and stop areas**
- **Non-stop driving**
- **Meandering outside of authorised routes**
- **Stopping at non-approved stops**

The requirement for Electronic (GPS) and Physical (Road Rangers) On-the-road Monitoring Systems

Journey Management Responsibilities

Three parties are involved in any journey management protocol, each with their own specific responsibilities, namely:

a) Company

The company shall approve all journey plans once satisfying that the Journey Planner (Supervisor) has taken in all considerations in ensuring that all aspects of the transport risk and exposure on the the particular journey is as low as is reasonably practicable.

b) Journey Planner (Supervisor)

The Journey Planner is responsible for the planning, monitoring and analysis of a journey. The Journey Planner remains responsible for both the vehicle and the driver, until their safe return to the home base. He is also responsible for managing the return or onward journeys and ensuring that the Journey Plan always ends either at the point of origin, or at a point where a further Journey Plan can be made. The Journey Planner is responsible for initiating any accident and emergency response initiatives.

c) Driver

The driver is responsible for the safety of his vehicle and the load he carries and must comply with all legal requirements. He must apply defensive driving skills throughout his journey. The driver should not execute his journey until he has received and understood the Journey Plan, together with the manifest and any relevant Route-Card or Trem-Card (for hazardous loads). When the driver arrives at the destination he shall contact his Journey Planner immediately by telephone. The driver shall also contact the Journey Planner when he stops driving at the end of the work day. The driver shall contact the Journey Manager if there are any problems or difficulties en-route. The driver shall maintain a comprehensive log-sheet of his journey.

Journey Risk Management (JRM) Assessment & Selection of Routes

The Journey Risk Management for any trucking operations has to start with the selection of an appropriate route to a particular destination. In a typical Dangerous Goods (DG) cargo road transport operation the challenge is to minimise:

The exposure of vehicle accidents;

The exposure of security violations that can result in loss of vehicle or product carried;

The impact of product exposure on people and the environment in the event of a spill.

Each of the available routes needs to be assessed with proper JRM methodology. The JRM is a systematic process of identifying, assessing, and categorising hazards on the road, and grading these routes so as the route with the lowest 'resistance' can be identified and selected. Some of the high risk hazards considerations in JRM are:

- **Narrow roads and bridges**
- **Roads with no shoulder**
- **Hilly terrain**
- **Sharp and dangerous corners**
- **Populated areas**
- **Animal crossings**
- **Accident prone roads**
- **High traffic density roads**



With Enthusiasm, Passion for Big Challenge Hino Focuses on Brand Image

“Aim for Customer Trust & Confidence”

A good brand image is not easy to realize or done in a few years. All our activities that we have done and going to do are coming together now, which will contribute to our aim for customer trust and confidence.”
Mr. H Kayanoki, MD Hino Motors Malaysia

Hino has been in Malaysia for 30 years having an impressive track record. Recent registration numbers indicate that Hino will remain number one, while the gap with competitors is widening in the light commercial vehicles (LCV) segment.

AT: There are other Japanese truck manufacturers represented in Malaysia. According to the MAA report on registered vehicles, Hino has sold 50 percent more and even three times as much as the competing Japanese manufacturers. What do you think is the reason for Hino’s popularity?

Kayanoki-San: We are surprised our current figures of LCV sales are very good. This is a very important fact for Hino, since we only entered this market in 2007. These trucks were immediately recognized and appreciated. Demand went up very quickly.

Although we are in the number one position in LCV, but popularity of the brand image for LCV is not fully established unlike our medium and heavy duty trucks including busses. We have established a strong brand image for our medium and heavy duty trucks and busses we sell in the last three

decades with Hino’s debut in 1977. Also our strong brand image, driven by our passion for high QDR (Quality, Durability & Reliability) vehicle value for money has stamped a mark onto the market. A nationwide 3S network to support our customers adds to the credibility of the brand. When we launched the LCV in Malaysia, customers already have the infrastructure through the network and the trust in the brand as we have already proven the value of it.

It takes time. A good brand image is not easy to realize or done in

a few years. All our activities that we have done and going to do are coming together now, which will contribute to our aim for customer trust and confidence. We will undertake many more activities to strengthen the Hino brand.

AT: Compared to 2008, Hino has sold more than twice as many LCV this year until July. What has changed in the Malaysian market to trigger such a high demand for LCV?

Kayanoki-San: There are several factors that influence this market segment.

Firstly, if we go back to the first question, we see that LCVs are a relatively new segment for Hino in Malaysia. There is still room for growth, plus we now see the result of our efforts come to fruition. We can also see that the product is the right answer to the requirements of the market. We are receiving very positive testimonial from the market.

Secondly, the market is changing. In Malaysia, customer usage is very subjective. The usage varies, example for operation in highway or city, unpaved or rough road, hilly areas, long haul and short haul, light load and heavy load as well as conscious of fuel consumption. To meet to customer's demand and usage, some variation of LCV is necessary, so Hino set up some line-up to cater for customer's requirement. Market is changing and customer demand is not multi-purpose vehicles. Therefore, Hino set-up many variations to comply with market change.

Thirdly, this is our big challenge – “Changing LCV Culture in Malaysia”. To capture this changing market, Hino involved dealers to share the same aim for changing LCV culture in Malaysia as slogan, and devoted ourselves to challenge it.

Another factor is that Daihatsu

will be phasing out their LCVs. Customers are already starting to look for alternatives, which they find in Hino.

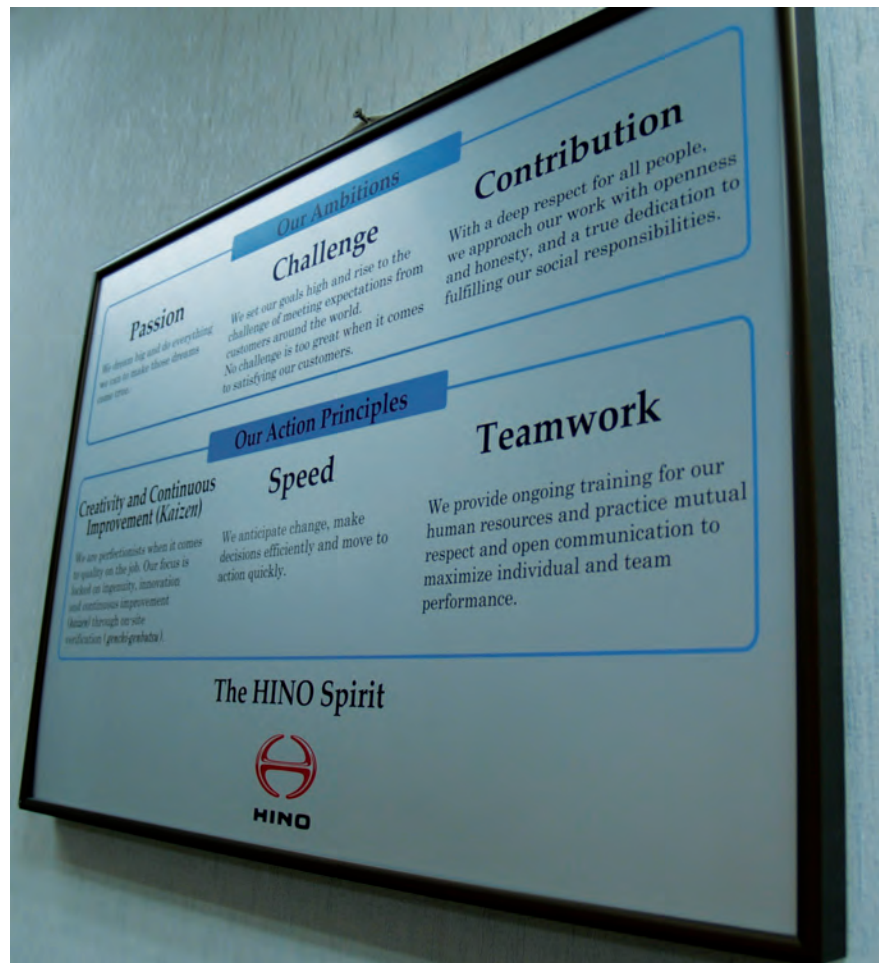
AT: Sales of Hino prime movers is not showing the same growth as the LCV, in fact, compared to 2008, in 2011 you have sold less than half of what you did in 2008. Is Hino focusing on LCV and busses now, rather than prime movers? And if so, why?

Kayanoki-San: This is a very interesting segment of the market. It is not as big as, for example, the LCV segment. As you know well, rebuilt and reconditioned models imported from Europe are main players. Brand new market is rather small but there is plenty of competition. There are other Japanese competitors as well as the European manufacturers. On top of

that, we now see a number of Chinese manufacturers entering Malaysia.

Another issue we are facing is that the main models needed in Malaysia are the 6x2 variations. Unfortunately, we don't have the appropriate model for this at the moment. The emphasis is on “at the moment”. Due to regulations in Japan, this configuration is not popular. However, there are many Hino supporters, they require Hino prime mover, and we will develop this model eventually.

AT: In the bus segment, the continental manufacturers Scania and MAN are holding almost half of the market (43 percent), which is a big share for only two manufacturers. How will you be competing with them, given that Malaysia is emphasising eco-



conomic transformation, bringing with it an improvement to public transport?

Kayanoki-San: Let's look at the bus market in totality: There are intercity busses, stage busses and mini busses; specs wise they are made up of heavy duty bus and light duty bus, all needed to make commuting possible. Talking about 43% market share, this is only for heavy duty bus. Including mini bus, Hino is in top position with market share of 33%. Even in the heavy duty bus, we are also top position as at end August 2011.

When we look at the sales numbers for busses, this year is special. Rapid KL has just commissioned 400 new busses, which all went to other manufacturers. Hino did not participate in this tender.

Now that Malaysia is emphasizing economic transformation, it will help to enrich the life of the people of Malaysia. In line with this transformation, Hino can provide transportation service by continuously improving the busses.

AT: HINO's has three decades presence in Malaysia. What do you envision the Malaysian market to be in the future?

Kayanoki-San: Malaysia is expected to develop towards 2020; Hino will actively participate in the effort to further grow the economy with appropriate solutions that support the industries we serve. This is part of the development process that we apply.

Our focus will be on the development of more economical and environmentally friendly transport solutions for both, busses and trucks.

In terms of more economical transport solution, in the last three decades, Hino engines was appreciated for last long, low fuel consumption and less downtime due to quality and nationwide service network.



In environmental friendly aspect, Hino is the first to introduce the Euro 2 into Malaysia amongst the Japanese brand. Hino is also the first to introduce the locally assembled Euro 3 trucks into the market amongst all competitors. The current Malaysia standard is Euro 1. In view of global warming and in term of fuel consumption, it will move to advance standard like our neighboring countries.

AT: Could you describe the company's most challenging period in Malaysia for the industry, and what were the strengths of the company that helped HINO Motors overcome it, and helped it to its position today?

Kayanoki-San: Actually, it is right now. I have been here since 2005. When we launched the LCVs in 2007 we did not know if these new models would be as successful as our other products. Naturally, we hoped that they would be well received, but there was the risk of failure because LCV customer is different from medium and heavy duty trucks and bus customer.

Hino, however, already had a great service network and practices kaizen (continuous improvement). Through this, we managed to launch the LCVs successfully and grow this segment.

To further grow the brand awareness, we launched several activities. One of the main concerns of the industry is the increasing fuel price. Responding to this, we launched additional models in 2008 offering better fuel economy. With these "eco plus" models we were able to overcome these difficult times, again relying on the R&D capabilities of Hino.

If I am asked what were the strengths of the company; I would say Hino product is superior in quality, durability and reliability. This is supported by very severe high design standard, high proving test standard and a culture for continuous improvement solidly, absolutely and steadily with "Customer Come First" policy. Another reason, is because we have a good team comprising of Hino staff, dealers, business partners as well as Hino Japan to realize the policy of "Customer Come First".

AT: Our readers would love you to share with us the most current technologies and expertise coming from headquarters in Japan that customers in Malaysia should know about.

Kayanoki-San: Hybrid technology has been the core of our efforts. We have always been ahead of other Japanese manufacturers and launched the first Hybrid in 1991. We have supplied city busses and tourist busses in Japan. The hybrid tourist bus can easily climb up to 3000m in the National Park. As environmental protection is a very important aspect for companies, hybrid trucks & busses are increasingly in demand. Since then, Hino has delivered about 10,000 hybrid vehicles in Japan.

In 2011 we launched an LCV with hybrid technology in Japan market, reducing fuel consumption and CO2 emission by 30 percent compared with diesel engine. In this area, Hino tie-up with Toyota Motor Corporation (TMC) utilizing resources and improve it. We believe, hybrid technology can contribute to the global warming problem issue in the world.



AT: Increasing and improving public transportation options in Malaysia is a high priority for our government. Could you share with our readers (who may be fleet buyers, industry observers or regular commuters) (1) what to expect from HINO, and (2) what challenges may lay ahead with environmental concerns and standards in Malaysia?

Kayanoki-San: One of the challenges we are facing is that there is no infrastructure for alternative energy sources, such as hybrids. What our customers can expect from us though is that we will be supporting and harnessing the ideas brought forward by the government to further improve safety and environmental protection.

An issue we should look into is the use of old lorries that often times may not be safe anymore. We understand that sometimes the replacement of that truck is a costly undertaking; however, the cost of running the old truck may exceed overall cost of ownership of a brand new vehicle. If you calculate it correctly, you will find that a new truck will not only be safer, but also more economical, contributing directly to your bottom line.



Mr. H. Kayanoki, MD Hino Motors Malaysia

Axles: what makes your wheels go round

Without them no truck or trailer would be complete or even able to move. Axles play a pivotal role and we look at a Malaysian provider that has managed to claim fame and recognition across the region.



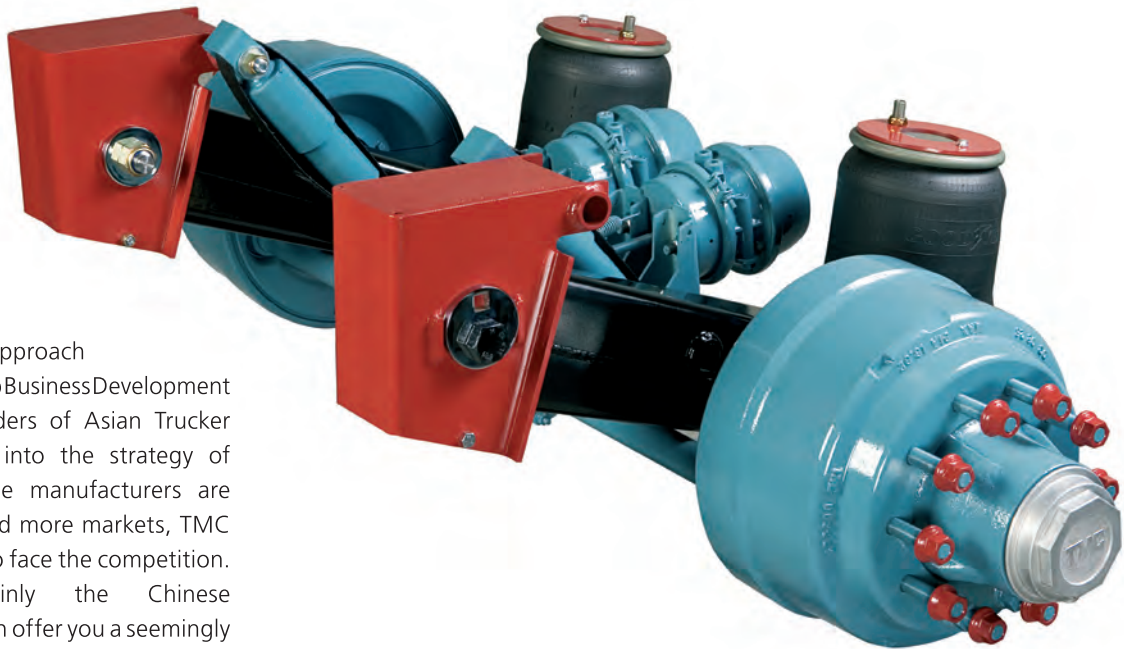


TMC is one of the leading trailer equipment manufacturers in the Asia-pacific region. With offices throughout the regions, they have expanded strategically and diversified its markets customer base selling its products directly to original equipment manufacturers (OEMs) of trailers, repair shops and major transport fleets.

In Australia TMC's research and development centre forms the heart and soul of the company's business strategy. From years of industry experience gathered throughout the use of technology, marketing from different trailers, studies of cultures through regional offices, and its network, TMC's policy is one of continuous development, catering to the needs of an ever-changing operation environments as demanded by the transportation industry.

Based on the strong research & development ability, TMC has developed TN, TP, HD and Disc Brake axles, as well as a wide range of trailer components. Top quality, good performance and best service are their business philosophy. All products are designed and manufactured to the strict policy of Australian Design Rule ADR38 Specifications. TMC's current market coverage is the Asia pacific region, the Middle East and Africa.

The group has charted a clear expansion path for the future. It will continue to upgrade its manufacturing capabilities, broaden its product range and penetrate new markets. TMC relationships with OEM customers and distribution network will pave the way for the group to capitalize on new business opportunities and to establish itself as a major regional player in the trailer components industry.



TMC'S strategic approach

Richard Lee, Group Business Development Director lets readers of Asian Trucker have an insight into the strategy of TMC. As Chinese manufacturers are entering more and more markets, TMC is well prepared to face the competition.

"Yes, certainly the Chinese manufacturers can offer you a seemingly good deal, meaning you can buy axles for relatively little money. However, what one needs to bear in mind is that these axles will not have the same quality as the ones you can purchase from us. An axle, like many other assemblies used in a truck comprise of many components. Take the ball bearings for example. These can be cheap and you will have to replace them more often. Downtime and higher maintenance cost is what you have to factor in when you are opting for the cheaper axles."

According to Lee, TMC's focus is on research and development, utilising the latest technology and insights in their products. As Lee explains, an axle with disk breaks is much more expensive, however, it is safer and also allows for quicker maintenance.

"Everyone can compete on price. We prefer to compete on branding and quality. This is why we decided to set up our R & D centre in Australia. It gives us the extra credibility that we need."

Lee states that many transporters have tried using cheaper axles, but ultimately come to TMC for a longer lasting solution.

In Malaysia, TMC Axle Manufacturing Sdn. Bhd. / Truckmaster (M) Sdn. Bhd. (as distributor), was established in 1978. It is the first company in the country to produce trailer axles and equipments to suit the needs of the customer base and till now is one of the largest trailer equipment supplier to the local trailer manufacturers as well as transport operators. The company has since expanded strategically and diversified its markets customer base selling its products directly to original equipment manufacturers (OEMs). Typical customers are trailers manufacturers, repair shops and major transport fleets.

TMC Australia Pty. Ltd. was established in July 2001 as the R & D facility of TMC. Since then, it has created a significant position in its market. In October 2004, they moved to a bigger, newer facility in Hallam, Victoria responding to the growing acceptance of its presence as a major supplier to the Australian trailer industry. TMC's focus on gradual growth while remaining committed to the needs of our customers is the product of the personal beliefs of our three Directors, Brendan Dullard, Bob Cossins and KM Lee. The three have over 20 years' experience working together, during which time they gained an in-depth knowledge of what trailer manufacturers and transport operators require to run a successful business in a highly competitive market.



For more information, please contact :
 TMC Axle Manufacturing Sdn. Bhd.
 79 & 81, Jalan 5/10B,
 Spring Crest Industrial Park,
 68100 Batu Caves,
 Kuala Lumpur, Malaysia.
 Phone : (+60) 3 6187 7788
 E-mail : info@tmc.com.my or
 truckmaster@trumas.com.my

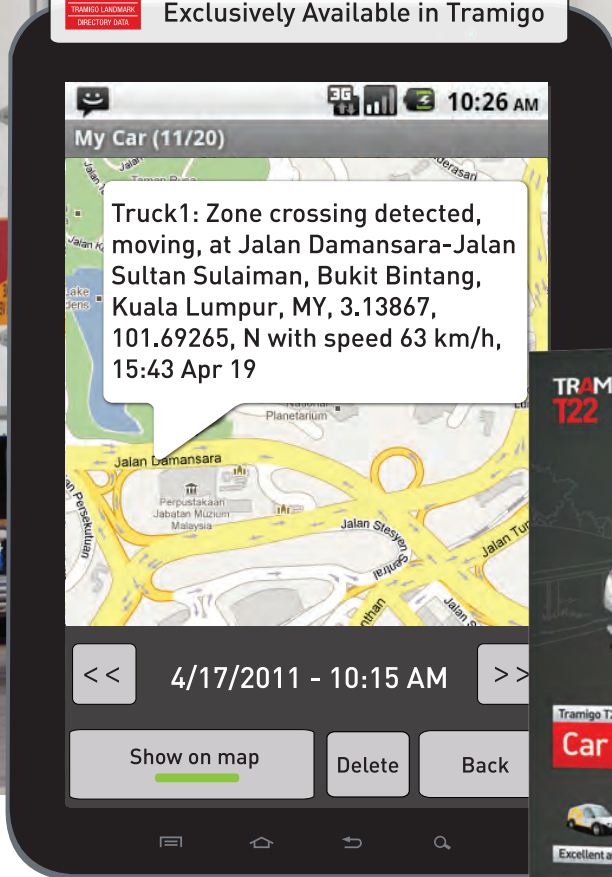
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Sandakan Hire Lorry Transport Association Gains Insights from Sinotruk

The Sandakan Hire Lorry Transport Association recently visited Sinotruk to learn how modern trucks work and how a paradigm shift can benefit its members, society and business in general. The Association's Deputy President tells Asian Trucker what they learned from the visit.

Founded 33 years ago, and with about 100 members, the Sandakan Hire Lorry Transport Association is an authority when it comes to trucking in Sabah. Their aim is to involve all truck owners, from those who own just a single vehicle to owners of large fleets. Fostering the industry by looking at better solutions for local businesses, the welfare of drivers and owners of trucks, and the economy in general, are issues that the Association is concerned with.

A delegation of 10 committee members visited Sinotruk in Kuala Lumpur to learn about modern trucks and the challenges companies face in Peninsular Malaysia.

Fostering Relationships

Lu Thien Sheng, association Deputy President, in an interview with Asian Trucker, explained the goals for the meeting. "We are here for several reasons. One is to foster relationships with companies in Peninsular Malaysia as we are all working towards a similar goal in our industry. Secondly, we are looking for new ways to improve our existing businesses in Sabah. Currently, companies are using a lot of Japanese trucks. We are here to learn about Chinese and European trucks to see how they compare with the Japanese."

It is interesting to note that for members of the Association the selection criteria for a new truck does not necessarily start with the price. The criteria are: Power, reliability, fuel

consumption and then price. This is not surprising considering the nature of trucking in East Malaysia. According to the visiting members the recent increase in the price of diesel (as a result of the subsidy cut) has forced everyone to look for better fuel economy.

Logging Out

A major shift is happening in East Malaysia as the nature of the business is changing. Many people may think that logging is the mainstay of the trucking business in Sabah, however it is Oil Palm, CPO, palm kernels and fertilizers that are the primary loads. Logging has decreased and other businesses are taking its space.

This shift is also rubbing off on the Association. This is the Association's

first study trip outside of Sabah. “We are 33 years old,” Mr. Lu states. “It is time that we got out and met with our fellow truckers to better understand what is happening in the industry. It is time we fully open up and move out of our comfort zone.”

According to Lu, this new paradigm is visible in the type of trucks used. “Yes, they still pass Puspakom inspections, but the 30-year-old trucks some companies use do not make business sense anymore.” The mind shift needed is one that replaces old trucks with new ones that offer better fuel economy and the smarter utilisation of spare parts.

Serious Discussion

There was a lot of banter and fun during the visit to Sinotruk, however, serious points were raised. Apparently, in Sabah, companies need to rely on their own mechanics as the service network of the OEM manufacturers is not as advanced as it is in Peninsular Malaysia. Through the visit to Kuala Lumpur the Association hopes to raise awareness about this topic and to get more support.

“The industry needs to change. Collectively!” said Lu before heading out to see more trucks and trucking around the Sinotruk workshop in Kapar.





Scania further expands in Sabah with new Sandakan-based Mobile Workshop

Scania's is bringing an even higher level of service and coverage in Sabah, with the inauguration of the new Scania Mobile Workshop based in Sandakan.

Scania, the Swedish manufacturer of trucks and buses, further reaffirms its commitment to the Sabah market with the official inauguration of the new Scania Mobile Workshop, which will be based in Sandakan.

The new mobile workshop – believed to be one of the first such workshop-on-wheels in Malaysia offering a full spectrum of truck and bus service – is part of Scania's efforts to reach out to a wider group of customers and improve the levels of service, especially on the Eastern part of Sabah comprising Sandakan, Tawau and Lahad Datu.

"The new Scania Mobile Workshop shows the importance of the market in Sabah for Scania, and how Scania uses innovative practices in ensuring top quality after-sales support for our customers even in relatively remote locations," said Idros Puteh, General Manager of Scania (Malaysia) Sdn Bhd.

"We have been supporting our customers in Sandakan, Lahad Datu and Tawau prior to this by means of Scania Assistance (24/7 recovery services) and scheduled maintenance, it is our hope that this new Scania Mobile Workshop will bring an even higher level of service excellence to our truck and bus customers," he added.

The new Scania Mobile Workshop comprises of a modular Scania Service Container, custom designed by Scania. It is now starting to see service in many Scania after-sales points around the world. For Sandakan, this Scania Service Container is placed on top of a Scania P 270 truck.

The Scania Service Container is equipped very much like a full-fledged Scania Workshop, with special tools, working bench, air-compressor, waste oil disposal, a full tool-box and various hoists and lifting equipment. The Scania Mobile Workshop also carries with it an assortment of Scania parts, ensuring minimum downtime for customers.

A team of 2 mechanics work together to provide a full range of services. Customers can call to make an appointment, and the Scania Mobile Workshop will go to the customers' location to perform servicing and minor repairs. The vehicle also serves as a Scania Assistance support unit, offering 24/7 road-side assistance in case of a breakdown.

The official launching event was held recently at the Sabah Hotel, Sandakan. To mark this auspicious occasion, a ribbon was cut by Idros accompanied by Hj Donald Hj Hanafi, President of the Sabah Express Bus Operators (SEBOC) and Mr Robert Chong, Vice Chairman of the Sandakan Hire Lorry Transport Association.

Scania also handed over new vehicles to prominent Sandakan truck and bus operators. Mr Steven Eng of Syarikat Perdagangan Lean Soon Hung Bhd received the keys to their brand new Scania P 380 6x4 prime mover; while Mr Lo Ket Woon and Mr Sim Vui Fui of Tung Ma Express received the keys to their new Scania K 380 4x2 coach.

Scania is the leading bus manufacturer for intercity routes in Sabah. Today's commuters demand comfort and safety; and Scania's tough yet comfortable air-suspension chassis combined with powerful engines is perfect for the grueling trip from Sabah's East to West coasts. This route – one of the most exciting and picturesque in Malaysia – goes across

the range which is home to Mount Kinabalu. Scania buses are proving popular with the majority of Sabah's express bus operators and it is only natural that Scania provides adequate after-sales support on both ends of the route.

Similarly, the new Scania P-, G- and R-series truck with Scania Opticruise automatic gearchanging and Scania Retarder have given Sabah truck operators new light in operating efficiency, reliability and safety never seen before in the market.

Idros Puteh adds, "I am proud to see that after 13 years since first setting up in Sabah, the Scania brand continues to grow and prosper together with our customers here. Our latest additional investments here in Sandakan are part of Scania's activities to offer world-class after-sales service for customers in Sabah, and we will not rest on our laurels. Scania is definitely here to stay in Sabah."



Scania Mobile Workshop

Mr Lo Ket Woon (centre) and Mr Sim Vui Fui (4th from left) of Tung Ma Express receiving their new Scania K 380 coach from Idros Puteh. Looking on are S. Vikneswaran (left), Bus Sales Manager and Mohamad Farid Jamaludin (right), Bus Sales Executive, Scania (Malaysia) Sdn Bhd

Mr Steven Eng (right) of Syarikat Perdagangan Lean Soon Hung Bhd receiving his new Scania P 380 6x2 prime mover from Idros Puteh. Looking on is Chan Kong Art (left), Truck Sales Manager, Scania (Malaysia) Sdn Bhd



MAN Truck Produces Buses to Meet Community Needs

The bus is an important part of making life in a city liveable for a broad strata of society and MAN Bus addressed these needs when they delivered 150 buses to Syarikat Prasarana Negara on time and to specification.



In 2010 MAN Truck & Bus (M) Sdn Bhd (MTBM) made a successful bid to supply 150 units of city buses for Syarikat Prasarana Negara Berhad. The project, which started in the last quarter of 2010, has now been completed and on time. MAN Truck & Bus has handed over 150 city buses to Syarikat Prasarana Negara on the occasion of Hari Raya at a ceremony held at RapidKL, Depoh Cheras.

Friendly for the Disabled

"We are indeed pleased to have the new 150 Rapid KL buses manufactured by MAN which have the additional feature of being disabled-friendly, an important factor that we took into consideration when we were deciding on the bus that we wanted," said YBhg. Tuan Haji Nor Hassan Ismail, Group Director of Infrastructure Development Division of Syarikat Prasarana Negara Berhad at the handover ceremony.

The RapidKL bus is the only stage bus in Malaysia that has universal access; ie it complies with universal access requirements and are disabled-friendly, having seats for pregnant women, the elderly, parents with small children and various disability categories. Apart from that, it also has special areas for wheelchair-bound passengers complete with safety seat belts, safety lights at doors as well as emergency window panes. The buses are also equipped with a Passenger Information System (PIS), a screen that lists the coming bus stops for the deaf, as well as an audio speaker that announces the next stops for the convenience of the blind.

Local & Foreign Cooperation

The buses utilise the low entry MAN A84 bus chassis in the CKD version, assembled locally in Malaysia with support from a German project team. Powered by the D08 engine, delivering 280 HP and coupled with a ZF auto transmission, this was seen as just the right combination of driveline. The bodies are a locally supplied aluminium design, to ensure lightness and also a longer lifecycle.

MAN Truck & Bus Malaysia is confident that these buses will perform at a level that will meet all expectations and is positive that this will lead to orders for even more buses from upcoming tenders. "MAN is pleased and honoured to have given the opportunity be awarded the task of producing an important public transport commodity; Rapid KL buses for Syarikat Prasarana Negara Berhad," said Michal Lubradzki, Managing Director of MAN Truck & Bus Malaysia.

"We have successfully managed the assigned project with quality assembly using German engineering, and we have been working closely with local companies and talent in promoting transfer of knowledge and technology between the foreign and the local company," he added.

Mobility is Essential

The bus is an important part of the infrastructure for a city and one of the most utilised modes of public transport. In this regard, Syarikat Prasarana's appointment of MAN to produce a fleet of Rapid KL buses proved to be a sound decision as they addressed the diverse needs of a wide section of society.

RapidKL provides an integrated public transportation system in the Klang Valley incorporating rail and bus services. Incorporated in July 2004 and operational since November of that year, RapidKL operates the Ampang Line LRT (previously known as STAR-LRT) from Sentul Timur to Ampang and Sri Petaling, and the Kelana Jaya Line LRT (previously known as PUTRA-LRT) from Kelana Jaya to Gombak.



Members of the media the first to have a seat



MAN has 150 Reasons to smile

Scania

HONG KONG

Asian Trucker met with Mr. Mattias Lundholm, Managing Director of Scania Hong Kong. He shares insights about this competitive market that go beyond the distribution and service of trucks.

AT: Hong Kong is a very competitive market. Which are the Scania models that are most successful and why?

We have traditionally been very strong in the haulage segment in Hong Kong, both for 2 and 3 axle tractor [is this the accepted terminology for the magazine?] units. The reliable workhorse has been our P380 model, however we see a growing demand across the range nowadays and in all segments.

AT: In markets like Malaysia we see trucks being used for long distance haulage as well as for intercity transportation. What is the main application for trucks in Hong Kong?

Most heavy duty trucks in HK are what we call "local trucks", which means that they only operate in the Hong Kong territories and not in cross border operation to mainland China. Distribution and cargo [correct terminology?] trucks are of course the most dominant, but lately, along with more Government infrastructure investments, we see a sharp increase in construction vehicles. Another important area is of course the haulage segment and in particular the cross border haulage to mainland China. However the number of vehicles with cross border licenses has declined significantly over the past years as exports from China nowadays to a larger extent are being shipped out from mainland ports rather than from Hong Kong.

AT: Some may argue that in the trucking industry the needs of your customers are identical, no matter which country you are in. From your point of view, is that true?

I would agree to the statement in general, but in practice sometimes different methods are applied for different reasons. To exemplify one difference, I'd say that in some markets the drive for transport efficiency is at a higher level and the driver's important role in that equation is being recognized. Besides smart, fuel efficient, safe driving the driver also handles more administrative duties, often from inside the cab while being online. This applies particularly to mature markets. It is clear that the driver doesn't have the same recognition and responsibilities on all markets and for different reasons, but the driver is still essential and can in many cases contribute much more to the benefit of the company.

AT: Which are the difficulties you are facing in this market?

I think our challenge nowadays is not the competition on the market, but the fact that the industry is facing several challenges, such as a negative age structure for drivers and high and rising fuel costs. Not a lot of young people becomes truck drivers nowadays and it will be a challenge to recruit drivers in the years to come. At some point that alone will push up the transport fees. However, for individual drivers, there should be plenty of opportunities! It is a fact that skilled drivers use less fuel, have lower repair costs, lower insurance costs and so on. Everything translates into lower operational costs for the company. If a driver can be recognized for his performance it should to be in the company's interest to pay him better and to keep him happy, so to speak!







AT: Scania Hong Kong is doing a lot to educate the market about environmental protection. What exactly is it that Scania does here to create awareness?

We have identified a number of forums where we want to take part and share, listen and contribute with facts and ideas. That includes cooperation with NGO's, participation in various chambers of commerce and also together with our customers. The technological developments have been tremendous in a relatively short period time, going from Pre-Euro to Euro 5 emission levels. Even further is of course to come, but the awareness of these achievements is relatively low. As a very straight forward example I like to mention that we are promoting the implementation of Euro 5 emission standard in HK (today its Euro 4) by marketing the Euro 5 ahead of the legislation. Why? Because the vehicles are available and the infrastructure is in place so why should it then be kept away from the consumers?



AT: You have recently won an award for your effort to protect nature. Please tell us more about that.

We were awarded a "special recognition for our environmental work" by a local magazine. It is actually a Recognition that means something. Besides what I just mentioned Scania has strongly promoted Euro 5 vehicles since 2009. Last year more than 10% of all new heavy duty trucks that were registered in Hong Kong were Scania Euro 5 trucks and that's again ahead of the legislation! It is great that the media has picked up on that, and of course you too!





AT: Scania Hong Kong is obviously doing a lot to help protecting the environment. Do you think other players are doing enough and is there enough support from the government?

First of all let me say that Scania as a whole is committed to sustainable heavy transport. It's not limited to a local activity in HK, the commitment is everywhere.

However when it comes to the Hong Kong market and the other players here I think that our initiative has influenced them to such an extent that they have had to revise their plans. We see that some of them are now trying to step up their game. The Government has subsidized de-registrations of old vehicles and supports registrations of Euro 5 vehicles, but considering the appalling air quality in Hong Kong, which reached new all-time-low levels in 2010, I personally believe that more could and should be done. It's along those lines we act and perhaps that is why many see Scania as being very proactive in Hong Kong. Let me mention one initiative among several that we have proposed to the Government. We would like to see importation and registration of used Euro 4 and 5 vehicles, which could be simultaneously linked to a de-registration of, for instance, any pre-Euro 3 vehicles. We believe that it could provide affordable options for many companies who cannot stretch to a new truck and it could accelerate the replacement without having to spend any Government funds to do it. Everyone stands to win! Simple in essence and absolutely "doable". Unfortunately we are still struggling for the Government's acceptance or rather to make them see the "green thread".



AT: Which is your personal favourite truck?

I managed to sell a Scania to my father-in-law a few years ago. This was his first Scania and I had to struggle for a few years before he could consider something else than Volvo. The greatest thing is that his Scania has worked flawlessly, which wasn't the case before! Therefore my favourite truck is his Scania R420LB6x2MNA with a Zetterbergs 20t multi lift!



Mr. Lundholm is the Managing Director of Scania Hong Kong. He is married with 2 kids? And has been living in Hong Kong for the past 3 years. Married with 2 kids, living in HK nearly 3 years.

Hobbies: Playing Guitar behind closed doors

Previous postings for Scania? In Sweden, Poland and Korea

DHL Express

Increases Carbon Efficiency in Asia Pacific

Under its GoGreen programme, DHL Express Asian Pacific has posted a double-digit percentage improvement in carbon efficiency for the second consecutive year.

(Bengaluru India) DHL, a leading global logistics company, has announced double-digit improvements with CO₂ efficiency up 14.1 percent compared to 2009 for its Express division in Asia Pacific. Despite the recovery in the market leading to a surge in shipping volumes throughout the region, the results of the company's carbon accounting process demonstrated an increase in its carbon efficiency across Asia-Pacific. Although total emissions rose due to volume increases, efficiency targets were met as a result of DHL's region-wide GoGreen programme.

Improving Efficiency

DHL was the first global logistics provider to set quantified CO₂ efficiency targets under its GoGreen programme. DHL Express Asia Pacific started the assessment of its carbon footprint from energy consumption in real estate and ground transport to measure and improve carbon efficiency through abatement programmes. This programme was first introduced by DHL Express in 2008 and now covers over 1,000 facilities in 27 markets across Asia-Pacific.

"As the world's leading express company," Jerry Hsu, CEO, DHL Express Asia Pacific, stated, "DHL is committed to improving the carbon efficiency of its operations and those of its transport subcontractors by 30 percent by 2020, compared to 2007. In 2010, DHL



L-R Anil Khanna, Malcolm Monteiro, Jerry Hsu, Dr. Keith Ulrich, Christopher Ong

Express exceeded the level of our intermediate 10 percent target for own operations by holding fast to DHL's GoGreen programme in the face of increasing volumes due to market recovery. Through region-wide initiatives such as optimising delivery routes, using clean fuels and consolidating facilities, DHL Express in Asia Pacific managed to maintain double-digit efficiency targets despite a 10 percent increase in total CO₂ emissions. DHL's commitment to sustainability is making a difference and for 2011, we will continue to push harder for even more savings internally and for our clients."

Cleaner Fuels Cleaning Up

As with last year's results, DHL Express India and Blue Dart – an integrated express package distribution company under the DHL Group that delivers to over 27,005 locations in India – contributed to the efficiency improvement. In 2010, DHL Express India achieved 6.0 percent improvement in carbon efficiency despite total CO₂ increasing by 13.6 per cent as the economy boomed. Blue Dart posted an improvement of 6.5 percent year-on-year driven by stronger volumes, despite CO₂ increasing by 18.5 percent in 2010 versus 2009. Despite increases in fuel consumption, carbon efficiencies were achieved by switching to cleaner fuels such as com-

pressed natural gas (CNG) and liquefied petroleum gas (LPG).

The improvements in CO₂ efficiency for DHL Express India and Blue Dart's operations is impressive as the business already registered significant increases in CO₂ efficiencies in 2009 due to abatement measures put in place. DHL Express India achieved a massive 29 percent improvement in 2009, and Blue Dart achieved 10 percent improvement in the same year.

Optimising Operations

Malcolm Monteiro, Senior Vice President & Area Director, South Asia, DHL Express, noted, "The results of 2010 carbon accounting process demonstrate that in addition to the significant improvements in 2009, we have been successful in continuing to find ways to further improve our carbon efficiency. In India, at both DHL Express and Blue Dart, ground fleet carbon emissions are being cut through replacement vehicles that use alternative fuels as well as the deployment of new technology such as Blue Dart Smart Truck which optimises route planning and capacity. Successfully operational in Europe, Blue Dart Smart Truck will hit the road in Bangalore this month (August 2011) as the first emerging market pilot kicks off. As well as helping us upgrade services, Blue Dart Smart Truck cuts journey lengths and miles travelled, minimising carbon footprint for courier deliveries and pick-ups."

DHL operates more than 1,100 alternative vehicles such as e-vehicles running on alternative fuels and there are over 2,000 vehicles and trailers that have undergone electronic or aerodynamic modifications, such as an 18-tonne hybrid truck which has an aerodynamic trailer.



Malcom Monteiro (SVP & Area Director South Asia DHL Express, Jerry Hsu (CEO, DHL Express Asia Pacific)
Anil Khanna (MD, Blue Dart Express Ltd)

Coming Around

Kit Loong Tyre was founded by a Mr Teh Kim Hye in the 1930s tin and rubber boom in Malaysia. It celebrates its 80th anniversary this year, a milestone that speaks not only of its business credentials and stability, but also its role in the industry.

This achievement is attributed to foundations laid by its founders, as general manager Aw Kong Meng shared (Asian Trucker, March 2010). How the company will weather the times ahead -- whether in economic instability or the declining pool of young professionals in the industry -- will also draw from the same foundations, says Kit Loong Commercial Tyre's Managing Director Kenneth Teh.

Kit Loong is led by a spirited management team committed to ensuring that its values, while conservative, are interpreted according to the times. The multinational tyre specialist approaches issues like talent and human resource management not too differently from others; yet, to have its Managing Director Teh describe it in Chinese says a lot about its foundations and its emphasis on the fundamental values: to recruit ('招才'), nurture ('育才'), train ('育才'), and to retain talent ('留才').

Almost one-third of its current staff have been with the company for more than a decade, most of the management team have exceeded 15 years of service, and a significant number have been loyal for up to forty years. This human resource approach could also entice young professionals who are seeking opportunities in the industry. While its values and essence may be quite traditional, Kit Loong's expansion

has always been built on prudent, calculated risks, and balanced and sustained growth.

"(Perhaps this is why) we are much better equipped to react to economic recessions faster. Our track record throughout our 80-year history has proved that we still witness growth during economic downturns, at least in the past," Teh explains. The security and confidence the employees have in the company is understandably noteworthy.

"We are preparing for another growth, soon," he explains of the company's ventures in the region. "We have experience in this region for quite a long time; for example, we have almost 20 years of business experience in China. It's a big country, but we have made inroads in the commercial tyre market."

"Over the eighty years, Kit Loong's brand is consistent in its delivery -- trustworthiness is very important to us, and it is the same for our customers. We are always there, that's all, fullstop. Now, we are determined to further complement this with enhanced professionalism"

In the past eight decades, Kit Loong has emerged as an innovative and business-savvy player, recognised for its innovations in manufacturing and industry conduct and professionalism.

The company positions itself as a

resource centre for almost everything that keeps the tyre going, for both commercial and passenger vehicles, including retread tyre manufacturing, distribution, wholesaling, retailing, tyre management contract outsourcing, and after-sales services. Their commercial tyre division specifically is being transformed and positioned as a comprehensive service provider.

Retreading was the core business activity of Kit Loong in its early days, as it is today. The tyre specialist is known in the Malaysian retreading industry as a pioneer, and early adopters of sophisticated technologies. In addition, their pioneering spirit is evident from their early achievement of certifications and accreditations to relevant ISO and MS standards. Kit Loong also manufactures raw material for retreading under the brand KAYEL, and is a certified contract manufacturer of retread precure tread liner. KAYEL products are exported to more than 30 countries worldwide.

According to Teh, the fundamental basis of commercial tyre management is very simple: Reduce, Reuse, Recycle.

"To put it simply, we have to first of all strive to reduce tyre consumption through correct tyre application and most importantly proper maintenance, in order to maximize the mileage performance that can be potentially obtained from a tyre life. Then, when the tyre's tread is worn out, we reuse

the casing, provided it's not irreparably damaged, by retreading it, thus extending the tyre life. And it is possible to retread a well maintained tyre several times over. Evidently, proper tyre maintenance is crucial, and cannot be emphasized enough. Finally, when the tyre comes to the end of its useful life, we can recycle the scrap tyre for use in other applications. For this, we will work with a partner specializing in high technology recycling to reclaim the rubber and steel materials from the scrap tyre," Teh explains. "This 3R ideal will not only help to deliver an effective professional tyre management solution, but will also contribute positively to environmental protection," he adds.

Teh recognizes the challenge in the industry, where fleet operators understandably prioritize fuel efficiency issues over tyre management needs. "We need to constantly communicate with the industry directly to impart knowledge and share best practices. We do this by training and upgrading the skills of our personnel and through our communication tools and services, in order to deliver the message convincingly" he elaborates.

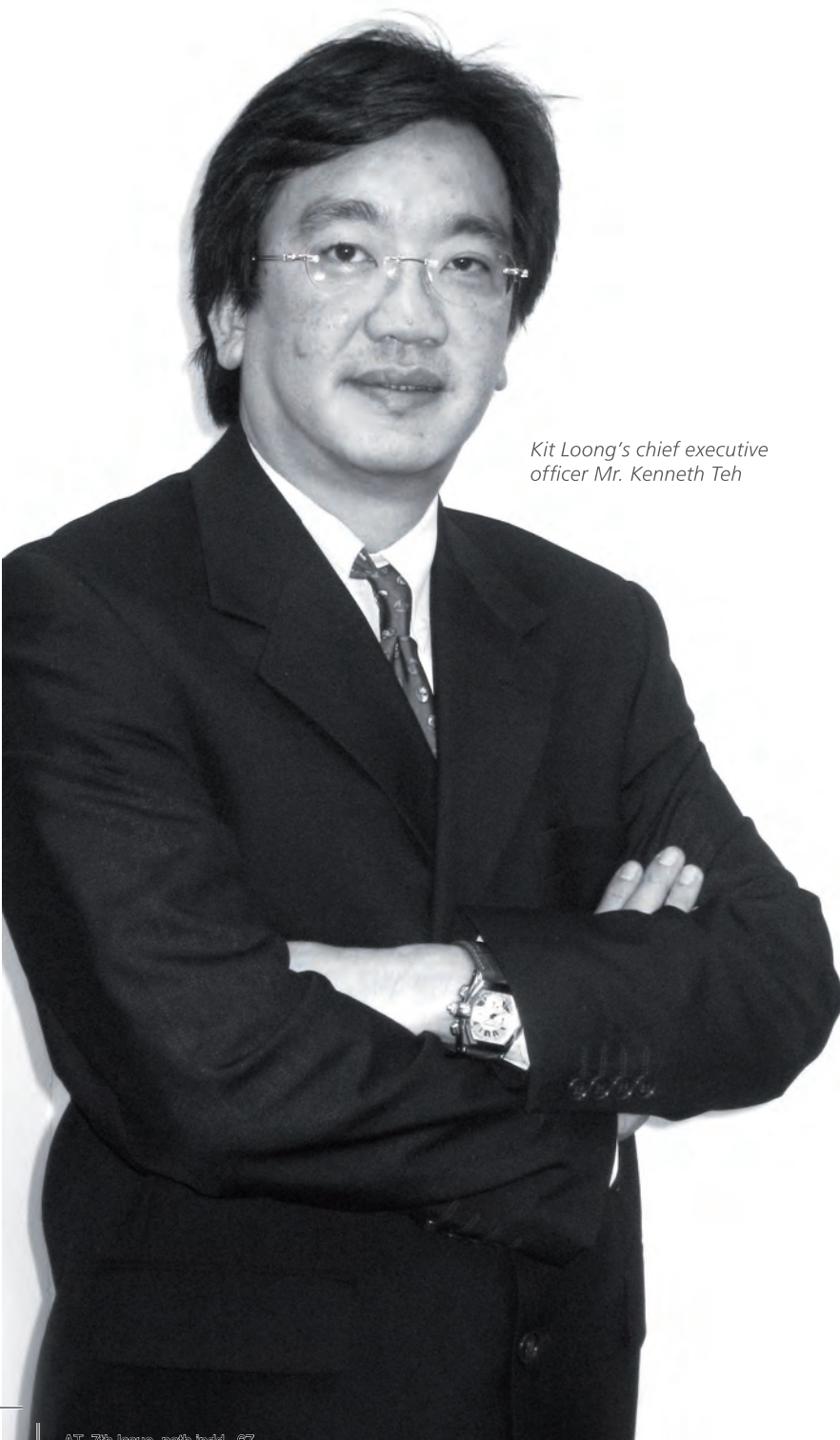
In his capacity as chairperson of the Tyre Retreading Manufacturers' Association of Malaysia (TRMAM), Teh shares that one of the association's key objectives is to work closely with the government on the importance of tyre safety and to upgrade the standards in the industry, including on policy level, such as working closely with the national standards body, SIRIM, in the development of standards and codes of practice for the retreading industry.

For its members, the association aims to propagate the importance of using the right tyre, applying the correct pressure, and practising proper tyre repairs, in accordance to technical recommendations, so that the professionalism, integrity and image of the industry will be enhanced. Not all tyres and casings are made the same, and appropriate knowledge and technology of different products are required in the retreading process, including a standard operating procedure in its application.

The two standards applicable in Malaysia, and being enforced by Puspakom and the Road Transport Department are: MS224 Retreaded Pneumatic Rubber Tyres for Passenger Cars and Commercial Vehicles and MS 1394: New Pneumatic Tyres for Highway Vehicles other than Passenger Cars, which cover manufacturing processes and requirements for retread tyres and new tyres respectively.

What many commercial tyre users do not realise is that under our laws, all tyres that run on Malaysian roads must pass the relevant MS standards, and non-conformance is an offence subject to penalty. However, imported new tyres certified to American and European standards are deemed to be equivalent to MS certifications, and thus approved for use on Malaysian roads. Whatever the case, users should insist on tyres that comply to approved standards for safety reasons.

Kit Loong's chief executive officer Mr. Kenneth Teh



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If you want to reach your destination you shouldn't be held up by restrictions en route. That's why the MAN TGS has been made fit not only for city and main roads but also for terrain off the beaten track. It feels at home on asphalt and on dust and gravel and it is in its element on mud. A truck that will take you everywhere so you can do whatever you have to. Its axle configurations, suspension variants, engine/gearbox combinations are designed for performance in tough continuous service. And for rational transport with high payloads, little downtime, great economy and maximum reliability.

TYPE	MAN TGS 19.360 4X2 Prime Mover	MAN TGS 28.430 6X2 Prime Mover	MAN TGS 33.430 6X4 Prime Mover
ENGINE	D2068LF01 (Euro2)		
MODEL	D2068LF01 (Euro3)		
CONFIGURATION	6-cylinder, 4-valve In-line	6-cylinder, 4-valve In-line	6-cylinder, 4-valve In-line
DISPLACEMENT	10,518 ccm	10,518 ccm	10,518 ccm
MAX OUTPUT	285 kW/380 hp at 1400 -1800 rpm	318 kW /430 hp at 1500 -1900 rpm	316 kW /430 hp at 1500 -1900 rpm
MAX. TORQUE	1800 Nm at 1000 - 1400 rpm	2100 Nm, at 1000 - 1400 rpm	2100 Nm, at 1000 - 1400 rpm
FUEL SYSTEM		- Common rail fuel Injection - EDC (Electronic Diesel Control) - Fuel filter with SEPAR water separator	
CRUISE CONTROL		Cruise control for setting a road speed using stalk switch.	
COOLING SYSTEM		- Radiator & Intercooler for over 35 deg. C ambient temperature - Visco fan with high cooling output	
ENGINE BRAKE	EVB (exhaust valve brake) functions completely automatically and increases the performance of the engine brake by up to 80%. The maximum speed control functions are included in the scope of this equipment.		
AIR COMPRESSOR	Single cylinder 360 cc		
INTAKE SYSTEM	The raised air intake is on the lh side of the cab rear wall and is integrated in the rear wall contour. The intake duct contains a pre - separator for the intake air		
EXHAUST MANIFOLD	Exhaust pipe upswept right, vertical behind cab.		
OPTIONAL EXTRA*	i) MAN EVBec rocker arm brake, the controlled rocker - arm brake (EVBec) can also be activated by the BrakeMatic. The braking power of this EVB is optimally controlled by the throttle valve adjusting cylinder. Incorporates the maximum speed control functions (maintains speed when cruise control is set). Automatic braking using the service brake during gearshift. ii) Exhaust down swept with tail pipe towards rear, suitable from petroleum and chemical product transport. iii) Hazardous materials equipment as per ADR type AT.		
CLUTCH	MFZ 430.		
MODEL	Single plate clutch.		
DESCRIPTION			
STEERING	Power steering		
TYPE	- Pneumatic steering wheel adjustment for height and inclination. - With steering wheel lock.		
OPERATION			
OPTIONAL EXTRA*	i) Steering wheel lock with immobilizer		
GEARBOX	ZF 16 S 222 DD. 16 forward and 2 reverse (fast reverse gear is disabled), suitable for operating weights of up to 160 t.		
MODEL	ZF 16 S 252 OD.16 forward and 2 reverse (fast reverse gear is disabled). Suitable for operating weights of up to 180 t.		
DESCRIPTION	Synchronous manual gearbox. Overall ratio 16.41 - 1.00		
OPERATION	Directdrive, direct through -drive in top gear. Simple H shift with inhibitor to prevent missed shifts.		
OPTIONAL EXTRA	Overdrive, faster ratio in top gear, direct through-drive into top but one gear. Simple H shift with inhibitor to prevent missed shifts.		
	Manual Gearbox with or without Intarder		
	MAN TipMatic with or without Intarder	MAN TipMatic without Intarder	

Modern performance society.

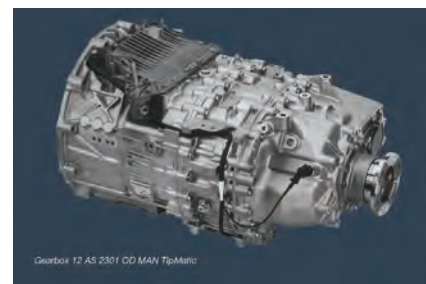
The innovative D20 and D26 engines with outputs of 257 kW (350hp) through to 353 kW (480hp) move more than just wheels. They are a motor of progress. The modern common-rail diesel engines for Euro 3 develop more power with lower fuel consumption and longer service life. They convince operators with the lowest power-to-weight ratio in their class. And with a life of at least 1.5 million kilometres and intervals between maintenance of 120 000 kilometres they set standards for reliability and for service costs.

Your personal gearshift selection.

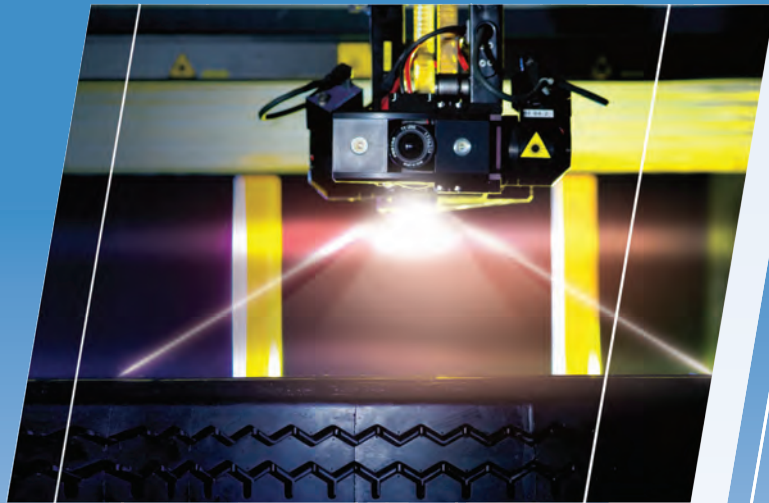
For the MAN TGS you have a choice of gearbox between first-class alternatives. On the one hand you can choose the manual gearbox with 16 gears and a servo shift system for easier shifting and short shifting travel or MAN ComfortShift, both available as overdrive and as direct drive gearboxes.

As far as comfort and economy are concerned you can shift up a gear. The automated 12-speed gearbox MAN TipMatic® can be operated by the driver fully automatically or manually via a push lever at the steering wheel. The gearbox which is available as a direct-drive and overdrive version, is outstandingly economical since it reduces fuel consumption and eases the burden on the driveline.

The MAN TipMatic® DX with an off-road mode, which permits comfortable gearshifts off-road too, is especially tailored for building-site service. The decisive factor is the shifting strategy with more rapid shifting times. The gear which is engaged is retained as long as possible to avoid any unnecessary shifting up and down at a practically constant speed. A higher torque is available when moving off in the „Dx“ position. The more rapid releasing and closing of the clutch also makes it possible to rock vehicles free if they get stuck.



TYPE	MAN TGS 19.360 4X2 Prime Mover	MAN TGS 28.430 6X2 Prime Mover	MAN TGS 33.430 6X4 Prime Mover
FRONT AXLE & SUSPENSION			
MODEL	MAN VOK-07 dropped front axle. Life-lubricated wheel bearings (hub units) with Disc Brake. No setting of bearings when brake discs are changed.	MAN VOK-07 dropped front axle. Life-lubricated wheel bearings (hub units) with Disc Brake. No setting of bearings when brake discs are changed.	MAN VO-09 straight front axle with Drum Brake.
DESCRIPTION	- Axle rating 7500 kg. - Parabolic front spring rating 7.5 ton - Fitted with stabilizer.		- Axle rating 7500 kg. - Low-friction parabolic springs, 9.5 ton, with shock absorbers. - Fitted with stabilizer.
REAR AXLE & SUSPENSION			
MODEL	MAN HY-1350 hypoid axle with air-actuated disc brakes.		MAN hub reduction rear tandem axle AP HPD-1382/HP-1352
DESCRIPTION	- Rear Air Suspension. - Axle rating 13,000 kg. - Differential lock(s) in rear axle. - Stabiliser for rear axle	- Rear Air Suspension. - Axle rating 23,000 kg. - Differential lock(s) in rear axle(s). Tandem axles have 2 transverse locks and one interaxle lock. - Stabiliser for rear axle	- Parabolic Rear Spring - Axle rating 26,000 kg. - Differential lock(s) in rear axle(s). Tandem axles have 2 transverse locks and one interaxle lock. - Stabiliser on both rear axles
BRAKE SYSTEM			
DESCRIPTION	- The MAN BrakeMatic electronic brake system regulates the pressure in the brake cylinders of the individual wheels. The modules are permanently linked to the central control unit via the CAN data bus. In the control unit a host of up-to-date factors are evaluated and the optimum brake pressures calculated. Systems such as trailer control, brake pad wear regulation, ABS & ASR and constant braking function (triggering of continuous brake functions) are integrated in the control unit. - ABS, ASR and anti-jackknife (trailer) brake. - Air dryer.		- The MAN BrakeMatic electronic brake system regulates the pressure in the brake cylinders of the individual wheels. The modules are permanently linked to the central control unit via the CAN data bus. In the control unit a host of up-to-date factors are evaluated and the optimum brake pressures calculated. Systems such as trailer control, brake pad wear regulation, ABS are integrated in the control unit. - ABS and anti-jackknife (trailer) brake. - Air dryer.
CONFIGURATION	Disc brakes on front and rear axle.		Drum brakes on front and rear axle.
OPTIONAL EXTRA*	i) ESP (Electronic Brake Stability Programme) ii) MAN EasyStart for MAN TipMatic only.		i) ASR (Anti Spin Regulator) ii) ESP (Electronic Brake Stability Programme) iii) MAN EasyStart for MAN TipMatic gearbox only.
WHEELS			
TYRES	Standard size: 295/80R22.5 tubeless radial		
RIMS	Disc wheel 10 holes 9.00-22.5		
OPTIONAL EXTRA*	*Alloy rim		
ELECTRICAL SYSTEM			
BATTERIES	2 x 12 V = 24 V, 165 Ah		
ALTERNATOR	Alternator 80A 2240 W		Alternator 120A 3360W
BATTERY ISOLATION	Mechanical battery main switch.		
OPTIONAL EXTRA	i) Alternator 120A 3360W ii) Battery main switch, electrical (for battery isolation)		i) Battery main switch, electrical (for battery isolation)

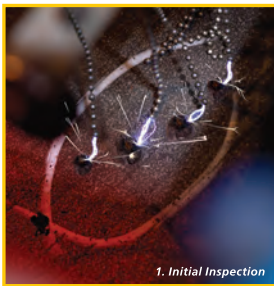


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3. Buffing



4. Skiving



5. Repairing

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KAYEL RPT is an all-encompassing retreading solution that is capable of addressing the technical needs of the most demanding tyre operating conditions, and the commercial needs of the most discerning customers.

Developed with extensive know-how accumulated from Kit Loong's almost 80 years of experience in the industry, KAYEL RPT combines all requisite and complementary factors, and galvanizes them into a compelling retreading solution. The result is a retreading process that facilitates production of retread products of unrivalled quality and performance standards.

For more information please contact

Kit Loong Commercial Tyre Sdn. Bhd.

No.10, Jalan Anggerik Mokara 31/50, Kota Kemuning,
40460 Shah Alam, Selangor, Malaysia.

Tel: +603 5122 2418 Fax: +603 5122 2417

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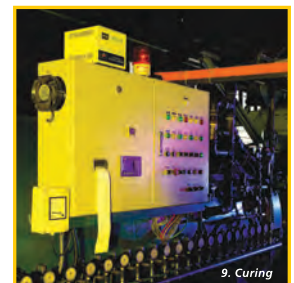
6. Cushion Gum



7. Tread Liner



8. Double Enveloping



9. Curing



Trucker of the month

Name: Lee Boon Loeng from TRUCK SOLUTIONS
Age: 55
In the automotive industry since: 1975



Mr Lee and Aziz

AT: Why did you enter the automotive industry?

After my Form 5, I was looking for an opportunity that would allow me to build a career. Back then I joined Volvo trucks as an apprentice. Although it were tough times, I had faith in the chosen career path. Technically well versed people are always in demand. This career took me to Brunei in 1986 and in 2005 I returned to Volvo in Malaysia. Eventually, I joined Truck Solutions in 2008.

AT: Why did you make that jump to a small company rather than staying with a global outfit?

When you work for an MNC, you simply leave when you retire. Here I have the chance to build something and to create a name before I retire. The opportunity came when I was asked to set up a workshop here in the proximity of Westport. Yes, it is a challenge, but that is what I enjoy the most.

I also have the possibility to do things differently. For instance we collect rainwater for our toilets, the idea being to create a sustainable and environmentally friendlier workshop.

AT: In Trucksolutions you repair and maintain trucks. Are you jealous of those who drive the trucks?

No, not really. In Brunei I had a license and would drive too. But when I returned, I handed it in. But I could re-take the test anytime, couldn't I?

AT: Which is your favourite Truck?

After 30 years, people started to say that I am a 1-Brand guy. However, knowing that we could not become a Volvo distributor or workshop, we looked into alternatives and Sinotruk offered a lot of potential.

AT: What are the challenges you are currently facing:

Clearly manpower... The distance to town poses a problem as workers don't want to travel that far. It is easy for good people to find something in Kapor or Kuala Lumpur.

Obviously, just opening up a workshop is not all there is to it either. You need to build up credibility and a customer base.

AT: Any comments from your side?

We see a huge potential for Westport. If they grow, it will create a ripple effect for the surrounding trucking and logistics industry. Once business comes in for Westport, we will also become more busy.

We are happy to know that our customers are starting to spread the word for us. Eventually, we will have to cater to other truck brands too; this is just pure business sense.



Truck Solutions reception area

Volvo's inauguration of the first Multibrand Dealership in Asia – 24 October 2011



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03-5618 0090 (Perbi)

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Pulau Pinang
Tel : 04-350 9194/
04-350 9180
Fax: 04-350 9187

IPOH
36, Langkai Bahal 2,
Kawasan Perindustrian SRIK,
26100 Ipoh
Pihak Darul Ribuan
Tel : 05-521 8930
Fax: 05-520 9541

JOHOR BARU
PLO 251, Jalan Firma 2,
Kawasan Perindustrian Telok N,
81108 Johor Bahru, Johor
Tel : 07-958 4657
07-957 4204/
07-957 4836
Fax: 07-957 4850

KUANTAN
Lot 108,
Serasa Industrial Estate,
25200 Kuantan,
Pahang
Tel : 09-998 0182
Fax: 09-998 0184

KUANG
Lot 1317, Section 06,
KTD, Jalan Kluang,
71000 Kluang, Seremak
Tel : 09-927 948
Fax: 09-926 122

BINTULI
Lot 3082, Sublot 4,
Kawasan Industri Crikil,
92008 Bintulu, Seremak
Tel : 082-527 948
Fax: 082-526 122

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Pusat Ladang R,
Pujut-Ladang Road,
95000 Miri, Seremak
Tel : 085-650 808
Fax: 085-650 818

SANDAKAN
Lot 2, Block G, Ground Floor,
Bandar Ramai-Ramai,
PO Box 2541,
08136 Sandakan Sabah
Tel : 089-512 121
Fax: 089-528 080

KOTA KINABALU
Lots 34-34.7,
Jln 15, Industrial Zon 4 (Z-4),
KKP Selayan, Jln Sepanga,
88480 Kota Kinabalu, Sabah
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