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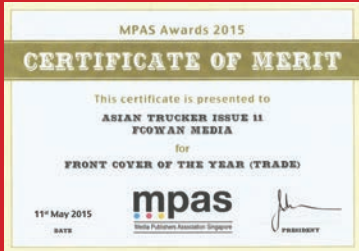
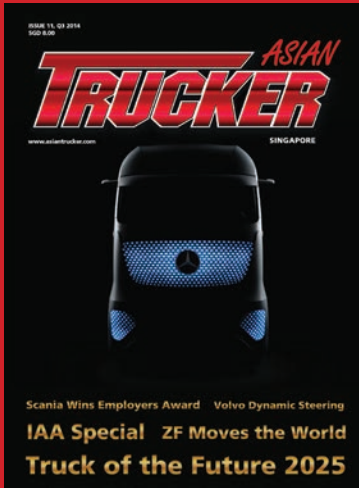
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# Trends in Trucking

When I was very young, in the 1950s, I remember getting into my dad's truck, sitting behind the steering wheel and looking over the gauges. There were very few: the speedometer, engine temperature and oil gauge and not much else. In the early 70s I got in another vehicle, that was quite new, and was surprised how little had changed on the dashboard. The speedometer still dominated the gauges, but seemed little changed. Indeed, the speedometer really hasn't changed all that much since Croatian Josip Belušić invented the electric speedometer in 1888, when it was called a velocimeter.

## Fast & Furious

In recent years there have been significant changes in the technology of trucks, and that can clearly be seen in the dashboard. The speedometer still dominates – undoubtedly the most important information that a driver needs is how fast he is going. For too many drivers that means the faster the better. And reminds me of the time I nearly drove a truck off the track because they have become so easy to drive fast.

The dashboard now looks significantly different, as does the entire truck around it. My Dad, when he slept in his truck, did so reluctantly because it was not the most comfortable place to be. When my older brother was driving long-distance in North America he virtually lived in his truck. However, he didn't have all the creature comforts that trucks now have. When he was on the other side of the continent the only way to keep in touch with home was by an expensive long distance phone call.

## Unhealthy Occupation

The other thing they didn't pay much attention to was their diet. Unfortunately, too many drivers don't pay enough attention to what they eat and to their overall health. This is one aspect of the trucker's life that really needs to become a bigger priority for drivers and fleet owners. There are many programmes to teach drivers to drive safely – and that is good. There are competitions to teach drivers to drive more fuel efficiently – and that is good. But I haven't heard of any on-going programmes to teach drivers how to take better care of themselves.

Stefan Pertz, publisher of Asian Trucker (editions in Malaysia, Thailand and Singapore) constantly presses for the need for the public to understand the importance of the trucking industry and the important role that drivers play in the industry.

Getting people to become truck drivers seems to be getting more difficult, even as the job becomes easier – thanks to technology, improved driving conditions, improved roads and improved trucks. The common response, whether in Singapore, North America, or Europe, is to try to entice people by paying more money. Good pay is always welcome, but isn't the only criteria for making a career choice.

## A Change of Focus

Perhaps if the industry focused more on all the aspects that affect a driver's life – health, being away from home for extended periods, safety and being efficient professional drivers, perhaps more people would be drawn to the industry.

Perhaps, but perhaps not. When I was growing up I was constantly told to get an education because I didn't want to grow up to be a truck driver. So I persisted with my education and I became a writer and now I write about truck drivers. I look forward to every opportunity I get to take a truck for a spin. That is usually around a track, under controlled conditions. People who own trucks have more sense to let me loose on the public roads as I can be a danger even on a track.

## The Old Speedometer

Even though trucks have changed a great deal in recent years when the public looks at the industry they still see the speedometer that was invented in 1888 and not the changes that have taken place in the last decade.

When people raise their children they don't tell them to work hard and get a good education because they could grow up to be a truck driver. Most parents want their children to do just about anything else. I really don't know how that will ever change. **T**

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# Diesel Technic Asia Pacific Experiences Rapid Growth



*In the two years since Diesel Technic Asia Pacific was launched in Singapore the premium after sales parts distributor has seen tremendous growth in sales in the region, writes Floyd Cowan.*

**D**iesel Technic, was founded as a GmbH by Horst Lieberwirth and Erwin Naujoks in Sulingen, Germany in 1972. The Group now includes the headquarters in Germany, subsidiaries in France, the Netherlands, Spain, United Kingdom, Dubai and Singapore. Another new subsidiary is now in the planning stages. Worldwide, the Group employs more than 650 people from 30 countries.

## Expanding Operations

The 4,300sqm warehouse and office facility in Jurong is already filling up with regional relevant parts from the total of over 30,000 that Diesel Technic can provide - on average five new

products are added to the range every day. "We are currently planning to enlarge our warehouse space," General Manager Eike Torsten Merz states."

In the two years of operation, under the direction of GM Merz the company has seen 310% growth in SKU's (stock keeping units) in Asia Pacific. "Currently we are moving 11,000 SKUs up from 3,500 when the new warehouse was opened and operations began in May 2014.

## One Stop Shopping

The large number of spare parts available to customers in Asian Pacific is just one reason the company is growing so quickly. "We are a one stop shopping centre," Merz continues. "We can meet the needs of all our customers who are looking for replacement parts for European commercial vehicles. Under the brand DT spare parts we are selling parts for trucks, buses and trailers, plus the new parts range of parts for transporters."

"We are selling to our same customers as we did before the Singapore warehouse opened," points out Sales Manager, Paul Chan, who like Mr Merz, has many years of automotive OE/OES and IAM experience working in the region. Their experience with other companies was a huge advantage when they assumed operation of DT in Asia Pacific, just one reason why they have been able to increase sales so dramatically, "We are a bridge







linking the customers with Germany. Now, there is no time zone difference as we are in the same region. We speak the same language and we respond to their needs immediately. Our customer service colleagues are all coming out of our industry and have an in-depth knowledge of the markets and have close relationships with the customers as well.



**From left to right: General Manager Eike Torsten Merz, Supply Chain Manager Ole Steffen, Sales Manager, Paul Chan in the Singapore Diesel Technic warehouse.**

Decreasing the time to pick and pack parts to a customer has also added to their appeal. "The parts that we keep in the warehouse," Ole Steffen, Supply Chain Manager, points out, "are the ones that are in the greatest demand. After order entry, we can pick and pack deliveries to South East Asian countries within one day. Outside of the SEA region we are able to get the delivery ready for pick up within two business days. We provide courier and express overnight deliveries as well.

### Making the Most of Mature Markets

Merz adds: "Ever since we took over the markets in Asia from Diesel Technic Germany, we literally made no major adjustments in our distribution network in the matured countries like Malaysia, Thailand, Taiwan and Korea and yet we achieved a high two digit sales growth in FY2015, a full year operation after Diesel Technic opened. We are confident to achieve another strong growth in FY 2016.

"Diesel Technic Asia Pacific takes pride in the new market developments in Myanmar, Vietnam and Philippines where it is estimated that these countries have the least European vehicle

population. In particular we achieved strong sales turnover growth in the mining sector in Indonesia, Australia, Myanmar and Vietnam.

"We set a high service quality standard to respond to every inquiry and Request for Quotation (RFQ) within 24 hours or a maximum of two working days, if we are experiencing a high sales call volume," says Ole Steffen

### Opening New Markets

While the Diesel Technic sales force has reinforced their relationship with longstanding customers they have also been opening new markets. However, the company's big coup was to land the largest CV spare parts distributor in Australia in January 2016, and they are now exclusively selling DT products for their European range. "This is a very big account for us and this will contribute to continued growth in the number of parts we ship," says Eike Torsten Merz

All parts sold by Diesel Technic Asia Pacific come from Diesel Technic Germany where they have a wide range of testing facilities. "There are several test benches there," Ole Steffen explains. "We do 30 tests per week, 1,500 inspections per year, on these test benches. All testing and engineering equipment is based on the latest international standards and the supplier process audits are in accordance with the automotive standard VDA 6.3."

### New Technology

The Singapore warehouse is not automated, with orders being hand picked. However, they do use Mobile Barcode scanners which have provided efficiency improvements. "We are moving





towards a paperless operation in the warehouse," Ole Steffen relates. "With 11,000 parts, and growing, we have no room for error. The Mobile Barcode scans in all the information on the part, so we know exactly what is being shipped and received, and what we have in the warehouse." The current facility has 1,300 pallet spaces and 6,500 shelves to hold all those parts.

Merz notes that the local operation does more than just sell customers high quality parts. "We support customers on supply chain matters such as shipping and customs clearance," he states. "Our customers are well pleased with Diesel Technic's One-Stop-Shopping concept. They are benefiting from DT brand spare parts which are wide in product range, premium in quality and competitive in prices. With common languages and time zone, faster response time and efficient logistic services, our customers can be more cost effective and improve their profitability.

### More Customer Services

"We are also actively engaging business partners and their customers through technical product seminars and trade fairs in Asia Pacific," Merz continues. "Focus on technical training in 2016 and 2017; offering customers a comparison of DT branded parts with other brands (OE and other aftermarket brands) including technical measurements and analysis to show proof of our excellent genuine quality.

While an economic downturn means more challenges, for Diesel Technic the current economic situation has meant opportunities. "We are experiencing more and more customers' keen interest to use our products and services to minimise their stringent cost management," Paul Chan shares. "When economic times are good, many companies don't concern themselves with

price differences. However, when revenues drop and budgets are tight they look for opportunities to reduce their costs. When they understand that we deliver premium products at a competitive price they are inclined to try our products."

### Mean, Lean & German

During the two years of operation regional General Manager Eike Torsten Merz has had the goal of expanding operations while keeping the organisation mean and lean to provide customers with an efficient operation that can make quick decisions. The digitised global environment businesses operate in today allows many of its office operations, such as accounting and IT, to be carried out in Germany.

"We engineer and distribute high quality parts in Germany, we have German efficiency, German organization and attention to detail, but we have lived and worked extensively in Asia Pacific, so we understand the needs and the sensibilities of the customers here. This is why we will see a solid sustainable growth in the region for the Diesel Technic Group," states Merz. **T**





# Asian Trucker Hosts Largest CV Expo

*Run under a new name to be more inclusive, the third instalment of Asian Trucker's exhibition will again be the largest in South East Asia*

Organisers of next year's Malaysia Commercial Vehicle Expo, Asian Trucker, have announced the dates for the third instalment of the event to be 18 – 20 May 2017. This follows the usual rhythm of the exhibition to be a bi-annual event. The venue will be the same as the previous times, The Mines International Exhibition and Convention Centre just outside Kuala Lumpur.

In 2015, the event was a sell-out with all the major players participating, showcasing their latest products and services. A truck convoy ferried the VIP into the venue to open the show while delegates could make use of a varied and thought through fringe program. With regards to the change in name, the organisers said "Originally named MIBTC, we have hosted two highly successful commercial vehicle exhibitions in Malaysia. Following the success of the past event, we are returning with the show in May 2017. Having gathered feedback from the market, we have decided to rename the event to "Malaysia Commercial Vehicle Expo", or in short "MCVE". The new name is to reflect a more inclusive approach and orientation of the exhibition. The logo has been amended accordingly and now sports the Asian Trucker colours."

The event, which at the time of writing has already seen a large amount of space being booked by exhibitors is currently the largest commercial vehicle exhibition in South East Asia. As it is aimed at a very specific audience, exhibitors can expect to make new contracts, foster existing relationships and grow awareness for their brands. In 2015, several brands used the exhibition as a platform to launch their products. Asian Trucker is hoping that this time around there will be more such activities taking place. In addition to these, Asian Trucker is planning to extend certain activities to be held on the Sunday following the expo.

## Organiser of MCVE:



"The ASEAN Economic Community is now a part of our daily life and transporters need to address the issues around that. We are hoping that MCVE will become a meeting point for the industry to exchange thoughts, discuss issues and to push forward the idea of a borderless ASEAN" said Stefan Pertz on behalf of the organising team. He also say an opportunity for customer events as businesses from neighbouring countries could send their clients to the event. "There is a golf course next door and a game could be combined with a visit to the expo" he remarked.



# Improving Oil is Driven by New Requirements



“The driver for fuel efficiency comes from greenhouse gas emission legislation and the ever present need for businesses and customers to cut operating costs,” Dan Arcy, Shell Global OEM Technical Manager told a session of F&L Week 2016 that was held at the Regent Hotel in Singapore, March 8 - 11. Mr Arcy’s presentation, “PC-11 Heavy Duty Engine Oil: Advanced Engine Oil Standards For Heavy-Duty Diesel Engines” fit in well with the conference’s theme “Fuels & Lubricants in a Low-Carbon Economy”.

## The Future of Oil

In an exclusive interview with Asian Trucker Singapore, Mr. Arcy explained why his was a message that would resonate more with people in Asia in the future than it does in the early days of 2016. “In December 2016 FA-4 and

CK-4, as the next heavy-duty engine oil categories, will be mandatory in 2017 model trucks in North America. There are different time lines in different countries and regions and in Asia we don’t know when it will be required.”

What are these oils? CK-4 oils will have improved oxidation resistance, shear stability and aeration control and similar viscosity grades to current American Petroleum Institute (API) CJ-4 products. They are designed to replace oils for current technologies and will have minimum high-temperature, high-shear (HTHS) viscosity of 3.5cP.

FA-4 oils will have all the benefits of the CK-4 formulations, but will be formulated to have a lower HTHS viscosity (2.9 - 3.2 cP), which is known to provide a fuel economy benefit compared with oils having higher HTHS viscosity. As lower

viscosity oils can form thinner films, designing products for wear protection will be critical for oil formulations.

## The Benefits

While there are no requirements in Asia to use these oils here there will be benefits, environmental and economical, from using CK-4 that can be used in any commercial vehicle. Trucks currently in use in Asia are not able to use FA-4 oils.

“If all on-highway trucks in America achieved a 1% fuel economy improvement,” says Mr Arcy, “we would see an annual reduction of millions of tons of CO<sub>2</sub>. it would be like pulling 23 000 trucks off the road.” In the United States it is very important for the manufacturers and users to look as green as possible. Sustainability is becoming of greater importance to all OEMs.

*Over the past decade engines for commercial vehicles have changed a great deal, but oils have not. Shell's Dan Arcy explained to Asian Trucker why oils are changing now.*



## Cost Savings

The environmental benefits are clear, as is the economic argument. "Our oils has demonstrated a 1.6 % fuel economy benefit," Mr. Arcy continued. "Fuel is one of the major costs of fleet owners so savings are important to them. Let's just say we achieved a 1% savings in a single day of 1 million gallons of fuel. At current prices that would be a US\$2 million a day savings."

Mr Arcy told his audience: "Shell is actively involved with leading and helping to develop the next generation performance standards for heavy-duty engine oils. Our drive," he continued, "toward lower viscosity 'thinner oils' is to help provide fuel economy improvements and emission reduction."

## Oil Testing

Shell continues to do field tests and has completed more than 30 000 000 miles (and growing) of low-viscosity field trials while inspecting 14 engines from a variety of OEMs. Shell's test indicate that low HTHS oils can maintain engine durability under most conditions.

During each trail, oil samples are taken and analysed to evaluate the oil's wear protection and viscosity performance. Used oil analysis can provide information,

for example, about coolant leaks. This information can be used for preventative maintenance.

FA-4 oils have lower viscosities and therefore form thinner oil films than any products currently on the market, so ensuring that they provide good wear protection is critical. Shell has assessed the wear protection performance of low-viscosity oils in the field for several years and demonstrated that low HTHS viscosity oils can deliver effective wear protection and long oil life.

## Drain Time


"One of the concerns of fleet owners is the oil drain interval. With these new products the oil drain interval could possibly be extended under certain conditions. The changes made to the specifications could allow for longer drain intervals. It is up to the OEM when to recommend when an oil change should be made, but the new specifications could allow for longer drain intervals. This is important to the owners of vehicles as it could mean more time on the road and less time in the shop," Mr Arcy stated.

"I am surprised at how long it has been since there has been an upgrade in oil for commercial vehicles," he stated. "In the

past it has been a four to five year period between changes in specifications. This time it has almost been 10 years."

## Engines Progressed

During the decade since the last API diesel engine oil category for North America was developed engines have changed considerably and have improved fuel efficiency and increased power outputs. New emission legislation scheduled for diesel-powered commercial transport vehicles in 2017 requires reduced carbon dioxide emissions and improved fuel economy. This has created the need for a new performance level of lubricants. The specification defining these new lubricants was referred to as Proposed Category 11 (PC-11) during the development process and now, since the finalization of the specifications, they are designated as API CK-4 and FA-4. These oils will be first licensable in December 2016.

"Selecting the right oil is critical for heavy-duty-vehicle owners," Arcy stated. "Soon they will have new choices that can deliver them benefits on a number of levels." 

# Afton Chemical Opens Facility on Jurong Island



*(Singapore) Global petroleum additive specialist Afton Chemical Corporation opened its new manufacturing facility on Jurong Island, Singapore at the end of May. The occasion was marked by a special visit by Singapore's Minister for Trade and Industry (Industry), Mr S Iswaran.*

## Rising Demand

The facility will now commence production of key components that are used in Afton Chemical Corporation's engine oil additives to meet rising regional and global demand. "This opening marks the end of a significant development and construction process at

our new, fully owned facility, which began back in 2014," said Rob Shama, President, Afton Chemical Corporation. "More importantly, it marks the start of a new chapter where we are able to better secure the supply of key components for our customers to be able to meet their future growth aspirations."

The opening of the plant represents a new phase of Afton Chemical Corporation's ongoing expansion into Asia Pacific, and is central to the company's plans to ensure that its specialist additive products are 'Made in Asia for Asia'. The company's "Made in Asia" strategy

is aimed at ensuring it has the right supply footprint to meet its customer's needs. The organisation already manages a number of other facilities across the region, including Technology Centres, in Suzhou, China and in Tsukuba Japan. It's "Made for Asia" strategy ensures that the products and services it offers are developed on the basis of regional insights.

## Strengthening Network

"This new manufacturing facility serves as a real vote of confidence in Singapore, a country with a robust infrastructure and a well-established position as a petrochemicals and supply hub. This plant will further strengthen our global supply network, and help us and our customers to capitalize on the continuing migration of upstream capacities into the region," said Teddy Gottwald, President and CEO of NewMarket Corporation, the parent

company of Afton Chemical Corporation. "Afton Chemical Corporation's decision on Singapore as its principle additive manufacturing site in Asia attests to Singapore's attractiveness as a location for companies looking to capture growth opportunities in this region and it reinforces Singapore's position as the leading specialty chemicals hub in Asia," said Cindy Koh, Director, Energy and Chemicals, Singapore Economic Development Board. "We look forward to writing their Asia growth story together."

The plant also has full capability to produce all of the engine oil additives needed for Asia region and is scalable to allow Afton Chemical Corporation to grow as demand warrants. In the longer term, additional units, such as specialty dispersants, may be added to produce other petroleum additive products in line with market and customer needs. **F**

# Iveco Stralis featured in Batman v Superman



The heavy-duty Iveco Stralis Hi-Way made its cinematic debut in a high-speed chase scene alongside the iconic Batmobile.

With much of the action in *Batman v Superman: Dawn of Justice* being captured in and around FCA's own backyard of Detroit, product integration was organic to the filmmakers' vision, and FCA and CNH Industrial extensive brand and product portfolio allowed the companies to address nearly every vehicle need for the film. In addition to Iveco Stralis heavy-duty commercial vehicle, the film fleet includes Jeep, Dodge, Chrysler, FIAT, Alfa Romeo and Maserati vehicles. **F**



**D**awn of Justice The Iveco Stralis Hi-Way, "International Truck of the Year 2013", has been featured in the highly acclaimed film, 'Batman v Superman: Dawn of Justice'. The inclusion of Iveco's heavy-duty commercial vehicle is part of a one-of-kind co-branded partnership between CNH Industrial sister company Fiat Chrysler Automobiles (FCA US LLC) and Warner Bros. Pictures. CNH Industrial has partnered with its

sister company Fiat Chrysler Automobiles North America (FCA US LLC) to provide vehicles for director Zack Snyder's *Batman v Superman: Dawn of Justice*. The film, which stars Ben Affleck and Henry Cavill debuted in March.

The unique alliance between FCA US LLC and Warner Bros. Pictures for this film includes the appearance of commercial vehicles from CNH Industrial brand Iveco.

# Shell And NIHC Complete Road Trial Project

**O**n May 27, 2016 (Myanmar), Shell and National Infrastructure Holdings Co Ltd (NIHC) celebrated the opening of their road trial project along Pynmana Myo Shuang Road, near Nay Pyi Taw International Airport 16k southeast of Naypyidaw, the capital of Myanmar. This project is being supervised by Myanmar's Ministry of Construction.

"This newly completed stretch of road is a demonstration of how using quality bitumen products and proper pavement design can result in a durable road surface that the people of Myanmar can use reliably. We are pleased to discuss opportunities with NIHC to grow our business here in Myanmar. We are already one of the leading bitumen suppliers globally and look forward to bring our expertise here and make a positive impact to Myanmar's infrastructure growth ambitions," said Nick Chong, Vice President of Shell Bitumen.

The road trial uses Shell's 60/70 penetration grade bitumen which has good heat tolerance and resistance to



road deformation, making it suitable to Myanmar's tropical climate. Shell also advised on the pavement design, to ensure a more durable road.

"We are pleased that Shell and NIHC are looking into providing their road construction expertise here in Myanmar. This new development will enable us in the Ministry of Construction to build quality, durable road infrastructure

suitable to Myanmar's weather, to support the economic growth we see here in the country," said H.E U Win Khaing, Union Minister, Ministry of Construction.

"We at NIHC are looking forward to working with Shell and the relevant authorities and contractors to supply them with Shell's high quality products," said U Maung Kyay, Managing Director NIHC. **F**


# Interion Launches Locally-Manufactured AdBlue® in Singapore

Interion Pte Ltd (Singapore) has launched its own brand of AdBlue®. AdBlue® is an emission control chemical used in diesel cars, trucks and buses. AceRev® is the very first Singapore brand of AdBlue® to be manufactured locally and have its quality control process monitored in Singapore.

Interion is committed to contributing to a cleaner vehicle emission environment and has been doing this since 2009. Large and small firms in Singapore have been using AdBlue® in their diesel vehicles, which can remove up to 95% of harmful nitrogen oxides (NOx) from the exhaust gas.

Singapore will be implementing Euro VI emission standard for all new diesel vehicles on January 1, 2018. Every year, close to 190,000 new diesel vehicles are expected to be added to Singapore's road. AdBlue® by AceRev® will be well positioned to serve the current Euro IV and Euro V diesel vehicles as well as the new Euro VI diesel vehicles.

More Euro IV, Euro V and Euro VI diesel vehicles will be imported into South East Asian (SEA) countries such as Myanmar, Malaysia, Thailand and Indonesia. Interion identified South East Asia (SEA) as a target market with a huge potential demand for AdBlue®. Interion is currently in talks with distributors in various countries to locally distribute AdBlue® by AceRev®.

AdBlue® by AceRev® is available in 10 litres, 20 litres, 200 litres and 1000 litres. Customers can visit AceRev.com for a list of distributors and outlets. 



## New DT Spare Parts Catalogue suitable for Iveco Bus


A new spare-parts catalogue suitable for Iveco Bus, including Irisbus / Renault Bus, completes the product range of the brand DT Spare Parts suitable for commercial vehicles from Iveco. The complete range of the brand DT Spare Parts offers a total of more than 4 500 spare parts suitable for trucks, buses and transporters of the vehicle brand Iveco.

The new catalogue contains more than 870 spare parts, which replace around 1 200 reference numbers of the vehicle brand. The recently published catalogue suitable for trucks of the brand Iveco offers a total of approximately 3 200 spare parts suitable for more than 5 200 reference numbers of the vehicle manufacturer. The range is completed by the spare-parts catalogue suitable for Iveco Daily, which was published at the end of last year and offers around 1 000 products of the brand DT Spare Parts for some 1 300 reference numbers.



Besides general information, the catalogue introduction of the new catalogue suitable for Iveco Bus includes an extensive cross-reference table for speedy identification of suitable spare parts of the brand DT Spare Parts. Special repair kits ("Special DT Kits") which, as a service, include all the parts needed for a repair under one parts-kit number, are marked with "S" in the catalogue. In

addition, an online quick search for each article can be started by the use of QR codes.

The new spare-parts catalogue suitable for Iveco Bus is now available online as a digital product catalogue at <http://dcat.dt-spareparts.com>. A parts-number and full-text search function quickly leads to the desired products. 





# Connected Mobility Theme for 3rd Malaysia Commercial Vehicle Expo

Asian Trucker (Kuala Lumpur), organizers of Malaysia Commercial Vehicle Expo (MCVE), has announced that the theme for 2017 will be "Connected Mobility." According to Stefan Pertz, Organiser of MCVE and Editor of Asian Trucker Malaysia, the theme was chosen to reflect current global trends. "We hope our exhibitors will pick up on this theme and showcase their latest offerings that allow for businesses and vehicles to connect, in order to make it an even more exciting show."

He also announced that DB Schenker has again been appointed as the official freight forwarder. Scania will once again host a driving competition at the Expo, utilising the outdoor area.

To improve the experience for delegates, visitors may now register for next year's exhibition. Prior to the event, organisers will mail delegate passes to those who have pre-registered. This will allow them to enter the hall without having to queue up at the registration counter to obtain a pass.

"We appreciate that many of our previous exhibitors are again signing up for MCVE. In addition to them, we are also seeing keen interest from others who haven't exhibited at our show before. Our team has done a good job laying the foundation for a successful third exhibition and there are still some exciting sub-events to be announced," Mr Pertz added.

Currently, there are still spaces available for exhibitors who wish to participate in

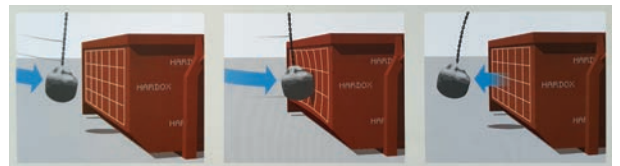
**MCVE. Contact Nicole Fong,  
nicole@asiantrucker.com or  
T: +60 12 207 5528**

## Hardox Mixer Drum **HARD. TOUGH. COST-EFFICIENT.**



# GETHI

Hardox technology-enabled structures extend the service lifespan of steel trucks compared to regular steel. Plus, increased load capacity of 10-20% or more in some applications. Save fuel and reduce emissions. Our trucks are stronger yet lighter. That's empowered performance for your business in today's tough times that require equally tough solutions!



Hardox technology in our drum bodies are designed for low-weight, higher-load capacity and wear-resistance.



# Unimog Named Cross-Country Vehicle of the Year 2016



*For the twelfth consecutive year readers of Off Road have voted the Unimog the best cross-country vehicle of the year.*

**(Stuttgart / München)** The Mercedes-Benz Unimog has been voted best cross-country vehicle of the year 2016 in the "special-purpose vehicles" category by readers of specialist journal *Off Road* for what is now the twelfth time in a row. The "Cross-Country Vehicle of the Year" poll had a total of twelve categories. 85,080 votes were cast with 126 vehicles in the running. The Unimog took first place among special-purpose vehicles with a phenomenal 43.3% of the readers' votes. *Off Road* has conducted the readers' poll for cross-country vehicle of the year since 1982.

## The Unimog takes on all Challenges

Whether it's in the bone-dry Gobi Desert, in the tundra and taiga of Siberia or on the hot volcano crater road on Vesuvius, there is hardly a challenge in the world which the Mercedes-Benz Unimog would not be capable of taking on.

The genes for such extreme applications are in its blood. Thanks to the mid-engine layout of the extreme-terrain Unimog Euro VI, the frame offset is now further aft, and overall this means a lower vehicle centre of gravity with a simultaneously high ground clearance, which further optimises the handling in off-road operations. Axle articulations of up to 30




degrees are possible due to the torque tube technology in conjunction with coil springs. Portal axles and a climbing ability of 45 degrees are features of the extreme-terrain Unimog that is model designation U 4023/U 5023. In addition, there is the maximum fording depth of 1.20m and a lateral inclination angle of up to 38 degrees. Driving in extreme situations with engaged all-wheel drive is assisted by the on-demand differential locks and the "Tirecontrol Plus" tyre pressure control system. This can simply be set with buttons on the steering wheel for the respective application via the modes "road", "sand" and "rough road".

## Power Delivered

The power comes of the high-torque BlueTec 6 common-rail OM 934 LA engine, a four-cylinder unit with 5.1-l

displacement, 170 kW (230 hp) and 900 Nm torque. Eight forward and six reverse gears are available, and optionally there is also an off-road gear group for off-road applications in the speed range between 2.5 and 35 km/h.

Available alongside this extreme-terrain Unimog is the implement carrier model series U 216 to U 530, frequently seen in municipal applications. It is also equipped with modern Euro VI engines with outputs of up to 220 kW (299 hp).

When it comes to maintenance, diagnostics or repair, the Unimog has all bases covered. Expert authorised Unimog dealers look after the vehicle at more than 650 service outlets in over 130 countries, whilst special service offers and financial services round off the overall package. 

# Hole in One for Scania Singapore at STA Golf Tournament



*Singapore Transportation Association's annual golf tournament proved to be green pastures for Scania Singapore, as the Swedish brand clinched a deal equivalent to a hole in one, reports Stefan Pertz.*

Despite bad weather, the Singapore Transportation Association's (STA) annual golf tournament, held May 6, 2016, saw a good turnout and good results.

In past years Scania Singapore has been a sponsor at STA's golf tournament with a smaller involvement, but this year, as the company celebrates its 125th anniversary, it increased its involvement. With a Scania prime mover parked at the "Hole in One" green it sponsored, along with the longest drive and nearest to the pin contests.



During the event Dave Ng, Chairman for the Singapore Transport Association since 2011 told Asian Trucker, "Our mission is to facilitate and co-ordinate with transport industry leaders and government sectors on transport related issues. Here, at the golf tournament we are offering another platform for players to network and exchange thoughts."

Besides their immediate role to coordinate with the local government, STA is formed to represent the Land Transportation Industry with the goal of forging trade ties and generating business opportunities. It is an entity to seek benefits and raise concerns with government.

When asked if he was happy with the outcome of the Golf Tournament, Mr Ng responded "Definitely! We received compliments from our members and business partners that they enjoyed the whole event. With this yearly event, we hope that all members can make use of

this time to learn more about the latest market information and devices, and we also want to provide a good opportunity for networking between suppliers and decision makers."

Mark Cameron, Regional Director for South Malaysia & Singapore and Country Manager for Singapore, had good news to share during the Gala Dinner following the game. "It is a pleasure for us to announce that we have just signed on a contract for the delivery of the first Euro 6 truck to be delivered in 2017, well over a year before the official implementation date in Singapore. This will make a Scania truck to be the very first truck to be running in Singapore with a Euro 6 emission compliant engine." Cameron stressed the fact that Scania already offers their 3rd Generation Euro 6 engines in Europe, making their trucks among the most fuel efficient available. **T**

# DHL Advance Regional Center a First in Many Ways



*DHL Management, politicians, customers and media from around the world gathered in Singapore for the launch of the German company's Advanced Regional Center.*

"The logistic industry has been a part of Singapore right from the start," stated Guest of Honour, Mr. Tharman Shanmugaratnam, Deputy Prime Minister & Coordinating Minister for Economic and Social Policies at the opening ceremonies of DHL's S\$160-million, 90,000sqm logistics facility. "Logistics is no longer about location, it is about technology. Logistics is now being driven by new technology. This new centre, with its S\$18.8 million multi-customer automation system featuring advanced robotics, will bring new opportunities to Singapore," he stated.

## Logistics Hub

Strategically located in Singapore to drive the growth of business in the Asia Pacific region, the centre will function as a logistics hub to support customers across a multitude of sectors: technology, life sciences and healthcare, aerospace, and engineering and manufacturing. From temperature controlled environments for life sciences and healthcare clients, to specialized handling of aerospace parts,

the new operations have been designed to meet the supply chain challenges businesses face today and tomorrow.

The innovative multi-customer automation system is responsible for the storage and picking of parts for leading technology brands. The state-of-the-art automated process and robotics boost productivity by using 40 percent less space and delivering 20 percent efficiency gains compared to traditional operations.

## Purpose Built

ARC is DHL Supply Chain's first purpose-built multi-user facility in Singapore and occupies the biggest parcel of land in Tampines LogisPark. The facility is home to DHL Supply Chain's Singapore Country Office, Regional Office for Asia Pacific, Regional Call Center and the Asia Pacific Innovation Center (APIC) – DHL's first innovation centre outside of Germany.

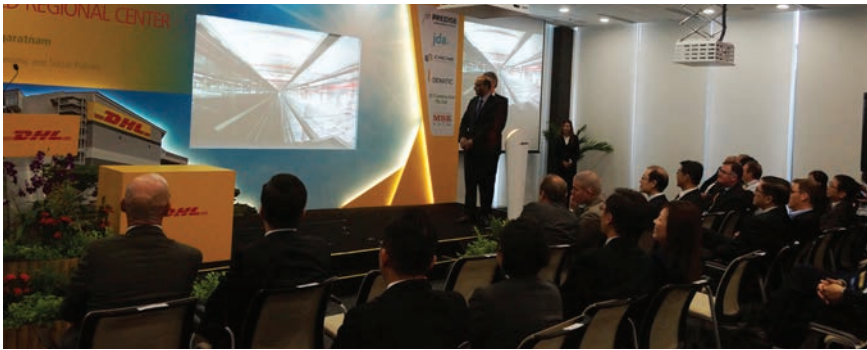
"As an organization," said Dr Frank Appel, CEO, Deutsche Post DHL Group, "our spirit thrives on a hunger for new



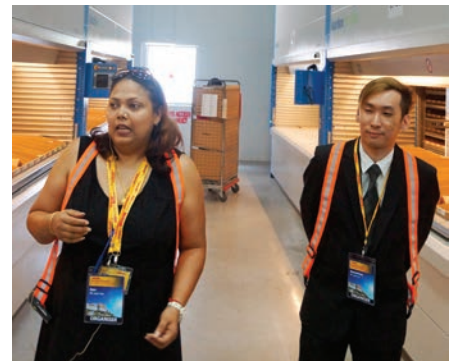
knowledge and innovations that we can bring to customers to meet the challenges of Industry 4.0, the fourth industrial revolution. We see the Asian region as a swift adopter of technologies for enhanced productivity and efficiency. By 2020, Asia will constitute 30 percent of our total revenue. Facilities like this Advanced Regional Center offer a ready model of innovations that reduce complexity, improve accuracy and maximize opportunities for productivity gains."

## Automation Solution

Guests were given a tour of the pioneering system that allows customers



Guest of Honor, Mr Tharman Shanmugaratnam, Deputy Prime Minister & Coordinating Minister for Economic and Social Policies, (left) together with Dr. Frank Appel, CEO of Deutsche Post DHL Group, formally unveil the S\$160-million, 90,000-square-meter logistics facility.



to enjoy the benefits of an automation solution without the need for significant capital investment. The technological enhancement uses 130 robotic shuttles to pick and store products from 72,000 locations spread across 26 levels, improving picking efficiency by 20 percent and utilizing 40 percent less space than conventional warehousing operations.

This is the first of its kind deployed by DHL globally and creates a model for the future of warehousing in land-scarce countries and dense cities where land availability is limited and expensive.

### First Outside Germany

Co-located within the ARC is the DHL Asia Pacific Innovation Center (APIC),



DHL's first innovation centre outside of Germany and a joint development with the Singapore Economic Development Board (EDB). Launched in 2015, APIC is the first dedicated centre for innovative logistics services in the Asia Pacific region and showcases futuristic technologies.

Mr Kelvin Wong, Assistant Managing Director of the Singapore Economic Development Board noted: "We are witnessing a pivotal chapter in the transformation of the Singapore logistics industry, as these best-in-class supply chain practices exemplified by DHL's Advanced Regional Center start to take off in Singapore. DHL's decision to locate their first innovation centre outside of Germany in Singapore is another testimony to Singapore's commitment to promote supply chain innovation. It is also a vote of confidence that Singapore is well-placed to support companies in their efforts to explore and create new businesses here to serve Asia. These developments are significant milestones in DHL's partnership with Singapore."

### A Base for Regional Logistics Hubs

As a multi-customer facility, the Advanced Regional Center also offers bespoke

solutions to cater to specific industry needs. For example, the facility boasts clean rooms for Life Sciences & Healthcare businesses, specialized infrastructure for aerospace operations and customized storage solutions for managing service parts for technology customers.

Purpose-built to industry-leading standards, the ARC facility has been awarded 'gold status' for its energy and environmental design. The company has also implemented robust security measures that are in accordance with global TAPA standards.

### The Cutting Age

"We've seen swift take up from multinational companies using the Advanced Regional Center (ARC) as their regional or global logistics hub," said Oscar de Bok, Chief Executive Officer, Asia Pacific, DHL Supply Chain. "It also includes a multi-customer automated solution - solutions like this have previously shown within DHL to provide a space optimization of up to 40 percent and substantial productivity improvements, and are especially useful for customers with high value, fast moving goods which need to be processed in high volumes on a daily basis, ensuring speed, accuracy



and security. By providing this solution in a multi-customer environment, it uniquely opens these types of solutions and advantages to a wider customer base. The system is modular in design and can be expanded depending on customer needs."

"The ARC is at the cutting-edge of supply chain innovation and employs in excess of 1,000 colleagues across the Country Office, Operations and Regional Office. In addition, we also operate an award-winning regional contact centre which operates 24 hours every day, offering customer support in 10 languages. When advanced technology meets great customer service, that's the winning formula we bring to our customers," said Jason Goh, Managing Director, Singapore, DHL Supply Chain.

### DHL

DHL offers a portfolio of logistics services ranging from national and international parcel delivery, e-commerce shipping and fulfilment solutions, international express, road, air and ocean transport to industrial supply chain management. With about

340,000 employees in more than 220 countries and territories worldwide, DHL connects people and businesses securely and reliably, enabling global trade flows. DHL is part of Deutsche Post DHL Group. The Group generated revenues of more than 59 billion euros in 2015. **F**



# Events & Exhibitions



## RUBEXPO 2016

**Date** : 05 August 2016 – 07 August 2016  
**Venue** : Bandaranaike Memorial International Conference Hall, Colombo  
**Contact Info** : +94 11 286 4354  
**Details** : RUBEXPO will bring in new technology materials and help manufacturers achieve significant scales of production, reduce costs and increase profitability. The expo will facilitate manufacturing of value added products to boost the sector in particular and economy in general.

## TAIPEI INTERNATIONAL LOGISTICS EXHIBITION 2016

**Date** : 31 August 2016 – 03 September 2016  
**Venue** : Taipei Nangang Exhibition Hall 1F  
**Contact Info** : (02) 2659 – 6000 / zora@chanchao.com.tw  
**Details** : The exhibits of 2016 Taipei International Logistics & IOT Exhibition are ranging from warehouse to delivery, the complete logistics supply chain and combing with IOT technology and equipment.

## AUSTRALASIAN ROAD SAFETY CONFERENCE 2016

**Date** : 06 September 2016 – 08 September 2016  
**Venue** : National Convention Centre, Canberra  
**Contact Info** : 02 6292 9000 / arsc@confo.com.au  
**Details** : The premier road safety conference for Australia, New Zealand and the Asia Pacific region with the theme of "Agility, Innovation, IMPACT" will bring with it a special focus on how we can all become more agile and harness the latest research, technology and policy innovations to produce the best road trauma reduction outcomes possible.

## ASEAN TRANSPORT & LOGISTICS SHOW (ATLS'16)

**Date** : 08 September 2016 – 10 September 2016  
**Venue** : MATRADE Exhibition & Convention Centre  
**Contact Info** : +603 – 5636 1788 / enquiries@femsb.com  
**Details** : ATLS 2016 will bring all the soft, infrastructure capital includes the technology available to facilitate knowledge and collaboration to the industry experts. It also brings along new business opportunities, enhanced commerce, employment opportunities and increase cost efficiencies.

## CONCRETE SHOW SOUTH EAST ASIA

**Date** : 14 September 2016 – 16 September 2016  
**Venue** : JIExpo Kemayoran, Jakarta  
**Contact Info** : +62 21 2930 5959 / niekke.budiman@ubm.com  
**Details** : With guaranteed face to face networking and business opportunities as well as the chance to hear from industry experts through in-depth conference programme, Concrete Show South East Asia offers the ultimate solution to helping in achieving business objectives.

## THAILAND INTERNATIONAL LOGISTICS 2016 (TILOG – LOGISTIX)

**Date** : 21 September 2016 – 23 September 2016  
**Venue** : Bangkok International Trade and Exhibition Centre (BITEC)  
**Contact Info** : +66 2686 7299 / info@tilog-logistix.com  
**Details** : Combining the powers of logistics innovations and know-how from them all together in one place will create an immensely powerful platform for all participants to benefit from. And TIKOG-LOGISTIX 2016 will be that platform of the industry where the logistics community will come together to share the latest services and solutions, case studies on the post-AEC effects, best practices and more.

## THE 14TH CHINA INTERNATIONAL TIRE EXPO 2016

**Date** : 26 September 2016 – 28 September 2016  
**Venue** : Shanghai World Expo Exhibition & Convention Centre  
**Contact Info** : +86 10 – 8589 – 8181 / citeexpo@reliable.org.cn  
**Details** : The aim of this exhibition is to deliver a high quality and effective trade platform for the worldwide tire industry. From the material and machinery of producing a tire, to the variant types of tire products and aftermarket services and equipments, CITEXPO also features related products such as tire accessories, rims, retreading material and machinery.

## ASIAN DOWNSTREAM WEEK 2016

**Date** : 26 October 2016 – 27 October 2016  
**Venue** : Sands Expo & Convention Centre, Singapore  
**Contact Info** : +65 6590 3970 / info@downstream-asia.com  
**Details** : Featuring a Supply Chain Management (SCM) segment, this event comprises of seminars organized by Petrochem SCM & Logistics Asia in order to help companies improve the efficiency of their supply chain logistics management system.

# Nothing too big or too special for CEA Project Logistics



*Just a two-hour drive from Bangkok, we find CEA Project Logistics, which is rapidly expanding with services that require meticulous planning and sometimes special vehicles. In an exclusive interview we learn about what it takes to handle special transportation jobs.*

A day in CEA Project Logistics is unlike the ones we know from container haulage or delivery of cement, where the routes are similar each day and the goods are homogenous. In 2009, CEA secured 80 000sqm of yard and warehouse space in the heart of Laem Chabang, Thailand. This became the CEA head office and logistics base for Asia and beyond. In 2011, CEA acquired two free trade zones located nearby in Laem Chabang port to further complement the facilities provided. As Andy Hall, Operations Manager explains "Our work is typically described as jobs that are limited in time. That could be the one-off transportation of a heavy or bulky item or it is large quantities that need to be moved just once, sometimes in several phases while being shuttled between several locations. One such project would be the Purple Line trains

that we moved. Another one some 2 500 housing modules that needed to be brought in." Even with a single machine, Hall explains that there could be dozens if not hundreds of containers that accompany the machine, therefore making the project multi-faceted.

Headquartered in Laem Chabang, the 22nd busiest port city in the world, the company benefitted from a boom that took place after the last crisis whereby projects for inland transport, warehousing and special transportation were secured. A lot of mining, oil and gas projects also saw outbound logistics to Australia. At that time, CEA Project Logistics did not have own vehicles and needed to outsource the actual transportation to owners of trucks and trailers. "The first own vehicle we had was a little Suzuki Carry," Hall said. "However, as we grew

and secured more and more projects, we realized that we needed our own vehicles. Not only was it a seller's market that didn't allow us to control prices and quality, but not having our own trucks also meant that we were inflexible," he stated further. The first trucks were ordered from HINO, which were pulling flat-bed trailers. Over time, more trucks were added. Shortly after, a number of Isuzu trucks were procured. Hall sums this up by saying "Our own trucks have made us more flexible, given us control over the quality and capacity." Today, the entire fleet is a mix of brands, totalling some 30 vehicles. These are Isuzu, Volvo and HINO truck as well as two MAN. The latter are MAN 680 and 640 8x4 used to haul loads up to 240 tonnes whereas the recently acquired HINO 500 Dominator truck also makes a run to Bangkok three times a week for the medical industry.





**Andy Hall, Operations Director,  
CEA Project Logistics**

*Andy Hall has been in Thailand for many years. He has arrived during the time of the automotive boom when there were a lot of construction projects going on. At that time, he was consulting a large US-American car maker. Having being with the consultancy for five years, he then moved on to CEA Project Logistics. He has been with the company for over 10 years now and has seen substantial growth of the company from a small shop house with only four staff and one vehicle. What it needs to run a project logistics oriented company is an operational sense and solid background knowledge on how such jobs should be executed.*

Own trucks also allow the company to diversify. According to Hall it is not enough to just handle large projects. One needs to balance the workload and ensure that man and machine are always busy. "Having trucks and trailers standing in the yard isn't a situation you are favouring." For Thailand, CEA Project Logistics has managed to secure a contract from a well known Australian transporter. When this client secured a contract for a mining client in Laos, they did not have their own resources on the ground and hence turned to CEA Project Logistics to handle the movement of goods for a first initial year. Following this, CEA Project Logistics now handles the warehouse operation and manages the overflow when transportation is needed. As a side effect, safety features for CEA Project Logistics' trucks needed to be enhanced to comply with the requirements of the client. However, as the company handles a lot of jobs for international clients, safety is paramount anyway. "Full PPE must be worn at all times, it is not like for most truckers in Thailand that can show up in jeans and slippers," says Hall. CEA Project Logistics would also be ensuring that subcontractors adhere

to the safety standards applied. One ongoing contract is for the transport of a particular dangerous good that is moved from storage to production.

Clients across the region can count on CEA Project Logistics in other countries as well. Offices are located in Myanmar, Laos and Vietnam. "We also handle a lot of cross border transportation," Hall said. Laos is currently their second biggest market with Myanmar coming in a close third. In Myanmar the company has been established for four years and the aim is to mirror what has been done in Thailand. Asset-owning is something that is important for the business and the management sees a lot of opportunities in project logistics as well as in supporting freight forwarders that are not asset-owning, but needing a more international approach to their transportation needs. To address the needs of the local market, two full spec UD Questers were purchased and coupled with locally manufactured trailers some 12 months ago. Hall however says that the Myanmar market is a tough one. While the transport rates are still quite high, the tough terrain puts a strain on




the material and requires a different kind of planning. For example, when it rains, it can be difficult to find trucks that can move. "Seasons can impact your revenue streams. For parts of the year you may be hauling logs and when the roads get too slippery, you will move cement." Normally, contract logistics agreements are set up for three to five years, but business is still very challenging according to him. Leading innovation, CEA Project Logistics is about to bring in their first curtain sider, which may well be the first one in Myanmar. This trailer is manufactured by Thai manufacturer Panus and is built specifically for one project that CEA Project Logistics has secured. Adjustments to local conditions needed to be made when it came to the handling of freight. For example, CEA Project Logistics is using 32 Foot trucks as they are lighter on a net weight, which

suits the limitations of many bridges in Myanmar. Knowing that many bridges will be upgraded, the company is already planning ahead to invest in bigger vehicles to move more goods.

Similar to other countries in the region, Thailand and Myanmar also sees a shortage of drivers. While there are plenty of people that can move a truck, compliant and competent drivers are hard to come by. Historically, there is no union in Thailand and therefore, nowadays, things are just the way they are. "When you have a situation whereby you don't care if drivers work for 22 hours a day in order to make their money, you get what you find today in many places. Having said that, we are in a position at the moment whereby we maintain our drivers with little fluctuation. This is because we managed to make people

see the benefits of a safer operation. This is obviously also good for them," states Hall. In Myanmar, a lot of training is required in order to get drivers up to the standard an international operation requires.

Having carved a niche for themselves, CEA Project Logistics has another ace up their sleeve as they have just signed a consortium agreement with Italian heavy lifting expert Fagioli. The agreement will cover Thailand, Myanmar, Cambodia and Laos. With Myanmar being the priority, the first modular system will be shipped there to be based in the country.

"Way forward, we are planning to grow organically over the next five to seven years. We believe that our main markets will be Myanmar, Laos and Vietnam", closed Hall. 

# DHL Demystifies Asian Trade Trends

A new DHL study highlights six key Asian emerging economies and notes that businesses that learn how to tap into trade and infrastructural development initiatives can gain competitive advantage.

The DHL study (Bonn) "Demystifying Asia Pacific Trade Trends" presents key APAC trade trends and their supply chain implications. In the current fragile global macroeconomic environment, the APAC region remains a beacon of optimism, positioned to be the world's fastest growing region with trade as a key growth sector. APAC's importance in world trade will continue to grow with intra-APAC trade lanes projected to account for 50% of top 15 global trade lanes by 2030.

## Key Drivers

Emerging manufacturing hubs, increasing domestic consumption and rapidly growing e-commerce are key drivers of APAC's strong growth. China remains the world's undisputed manufacturing hub, even as companies diversify operations to neighbouring emerging markets such as India and Vietnam. Businesses are adopting the so-called "Plus One" strategy due to increasing labour costs, the growing need for

resilience, and strong potential in these markets. Trade initiatives such as the Trans-Pacific Partnership (TPP) will make APAC countries even more attractive as manufacturing bases, especially Vietnam.

Investments in six high potential Asian economies (China, India, Vietnam, Thailand, Indonesia, and Malaysia) as well as into trade-lanes, such as China-India and China-Indonesia which enter the Top 15 trade lanes globally by 2030, are crucial.

## The Asian 6

"To exploit this increase in regional movement of goods, businesses should be looking to invest in the Asian 6 economies. Companies must leverage on initiatives such as TPP, ASEAN Economic Community (AEC), and China's Belt and Road, to lower barriers in intra-APAC trade and increase multimodal transport solutions. Businesses have opportunities to adopt new regional strategies delivering better service at lower cost",

says Mei Yee Pang, Vice President, Innovation, Solution Delivery & Service Management APAC, DHL.

Cross-border e-commerce infrastructure will be a critical growth enabler in the region. The rise of e-commerce has enabled SMEs to reach across borders to access new markets, leading to increasing cross-border trade.

"Asia Pacific is the world's biggest and fastest growing B2C e-commerce region, recording US\$877.61 billion in retail e-commerce sales in 2015, and is expected to grow to over US\$1.89 trillion by 2018. The rise of e-commerce has triggered changing purchasing behaviour and consumer expectations. APAC consumers demand a highly personalized shopping journey with the convenience of shopping on- and offline, and the ability to move seamlessly across channels," says Malcolm Monteiro, CEO, Asia Pacific, DHL eCommerce. "To meet changing consumer expectations companies must adopt an omni-channel strategy. Convenience to consumers is as important as providing fast and reliable logistics solutions."

## Issues & Opportunities

"E-commerce logistics is changing rapidly confronting logistics with new issues and opportunities. The complexity in regulations, and fragmentation in the logistics marketplace, are forcing the industry to develop better fulfilment solutions for end-to-end B2B, B2C, and now increasingly B2B2C sales", says Alfred Goh, Global Head, Fast Growing Enterprises, DHL.

The DHL study highlights that the importance of intra-APAC trade and the Asian 6 economies will continue to grow. Collaboration between governments, businesses and logistics providers will ensure trade enhancing initiatives realize their potential, and deliver significant efficiency gains for the supply chains in the region.

The study "Demystifying Asia Pacific Trade Trends" is available online at <http://www.dhl.com/apactrends>.



# Hino Conquers more than 50% of the Refrigeration Truck Segment



**300 Series Light Duty Truck**

*The Hino 300 Series Light Duty Truck is making an impact on the Refrigeration Truck Segment in Singapore, for a lot of good reasons.*

The local trucking market in Singapore has discovered the Hino 300 Series Light Duty Truck and those in the refrigeration truck segment are leading the way in adding new trucks to their fleet. For the past three years the numbers of units hitting the road has increased dramatically. In 2013 there were 95 units registered in Singapore and in 2014 that number doubled to 191 units registered, a 101% increase from 2013. The following year it was another dramatic increase with 375 units registered representing a 96% increase from 2014 and a 295% increase over 2013. In 2016 (year-to-date to 31 May) the rapid pace of sales continues with 257 units already registered.

## A Growing Business

Freezer supplier Mr Teoh Chiang Hoe launched Monzone Air-Conditioning in 1997 and the business has grown in Singapore since then while also expanding into Malaysia. Monzone Air-Conditioning offers a full range of refrigerated box systems. The company can build and design any dimension of insulated box and insulation containers for commercials vans that will be suitable for all kinds and types of accessories. Monzone's containers combine quality and performance with the latest state-of-the-art technology.

"We build units that we sell or rent to customers," Mr Teoh explains. "We also have our own fleet of trucks, about 50 units, of which 30 percent are Hino." That number of Hino trucks in the fleet is expected to grow as there are a number of features about the truck that Mr Teoh likes. "When you add a refrigeration body to a chassis it is a great deal of additional

weight. The Hino has the power that can easily handle that weight. Remember, it is not just the weight of the box, but also what the customer is going to put into it."

## Handles Weight

Being able to handle heavy loads is important to this market. "Most of our clients are in food or pharmaceuticals. If they can carry more weight they can move more of their products to their customers in fewer trips. That saves them money."

Another important feature that makes the Hino 300 Series Light Duty Truck a winner for Mr Teoh is that it has more space in the engine compartment than other vehicles. "Currently



**4L Diesel engine, Turbo charged & Intercooled, 4-cylinder, Vertical Inline, Overhead camshaft, Water Cooled, Direct injection.**

**Mr. Teoh Chiang Hoe**

we are putting a second compressor unit into a Hino truck. The refrigerator has two compartments so it requires two compressors. Because of the additional space we are able to put in a second direct drive compressor without any compromises." With customers such as those who supply ice cream, low temperatures are a necessity.

"As the sole distributor of Thermo King, and a five-year maintenance service package - the Hino C.a.R.E Programme contributes to Monzone Air-Conditioning's business constantly growing."

## Adapting & Customising

Mr Simon Ho launched his freezer supplier business – Systematic Air-Conditioning in 1993 specialising in truck refrigeration systems and the manufacture of insulated bodies. "We adapt the most advanced German technology in constructing quality and rigid light-weight insulated boxes," says Mr Ho. "All panel materials are imported from Europe."

Systematic manufactures refrigerated and insulated containers, composite sandwich panels and is the distributor of Zanotti and Danso transport refrigeration units in Singapore. The company does design and supply of special purpose van bodies with mechanical and electrical system integration. They do truck sales and trade-ins and the leasing and rental of refrigeration trucks.

## Powerful Engine

Mr Ho says there are a number of reasons why he is buying more Hino trucks. Perhaps the most important begins with the 4000cc engine. "It is better than its competitors," he states. "Clients like to maximize the load in their truck and the Hino 300 Series Light Duty Truck has the power to handle the load."

The advantages don't stop there. "It has a leaf suspension and a brake system, capable of handling heavy loads. The transmission has to be up to the job, and with the Hino it is. We are very comfortable in recommending it to our customers."

## Customer Perspective

A Systematic customer, Ms Saw Jia Min of Jia Jia Wang Trading affirms, "The vehicle is very good." Jia Jia Wang Trading is in the F&B business and daily transports chilled products such as tofu, bean curds and noodles. "We need a heavy chassis that is capable of transporting heavy loads that includes electric

motors that will keep the food chilled 24 hours. We found that with the Hino engine it is very easy to adapt additional power supplies to it.

Many of Jia Jia Wang Trading's trucks have multiple compartments requiring temperatures as low as -20°C in one while the other is chilled to -2°C. "We have a Hino truck that has had three compressors added to it and after three years it is still running well."

## Manoeuvrability

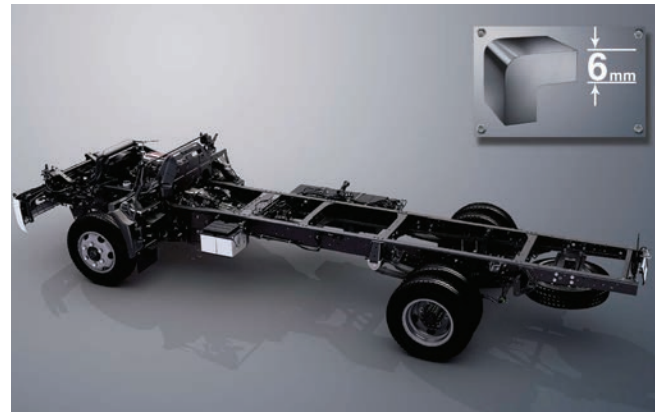
Ms Wang adds, "I also like the appearance of the truck. It looks more compact." It is indeed more compact which makes the turning easier and the truck more manoeuvrable. "A good service package is also offered, but we've found the wear and tear to be minimal."

Mr Ho points out that another reason he is comfortable recommending the Hino 300 Series Light Duty Truck is because the cab is very comfortable. "If the driver is comfortable he will be more productive," he states.

Systematic has 400 – 500 customers buying their refrigeration units that are customised to their needs by the company's 40 staff. More and more of those units, made locally, will be mounted on Hino Trucks.

*Borneo Motors, Hino Sales*

*6 Marsiling Lane Singapore 739145 T: 6631 1818*



## Ultra Strong Chassis

Rigid and lightweight frame made from 6mm thick steel ensures toughness and a capability to perform the most demanding of tasks.

**Mr. Simon Ho and Ms. Saw Jia Min**

# Creating a better tomorrow involving the young generation

*Shell Eco-marathon is a competition that challenges university students to develop their creative thinking in building the most aerodynamic and fuel-efficient vehicle possible. Fajar went to get the inside scoop.*

The year 2016 was the seventh year of the Shell Eco-marathon Asia and it happened again for the third time in the city of dreams, Manila, Philippines. Being the first time experiencing the competition and present in Manila, I was curious, and at the same time excited to witness the event for myself. Although, I have been briefed by my Editor on what the competition was all about, I was still excited to go through the agenda and see the environment and setting of the competition itself.

## Arrival and Orientation

As the media team covering the commercial fleet sector, we had a different program than our colleagues from passenger car titles. A well-planned program awaited us. On the first day of the event we had a brief introduction about the Shell Eco-marathon, whereby, Ms. Ornuthai, General Manager Commercial Fleet Asia highlighted a few points about the Shell commercial fleet business in Asia and key trends within the industry.

"Why a Shell Eco-marathon challenge?" she questioned. "To fuel the future of the fleet," she answered. We still had a big question mark that served as an expression on our faces. What does the Shell Eco-marathon have to do with fuelling the future? "It is a competition to discover new inventions for cleaner energy to help meet the world's demand for energy, which continues to increase and will spill over into the future," she explained.

"We challenge the younger generation of students, aged 16 to 25 years, that may potentially be the world's future scientists, engineers and designers to bring out their fresh ideas and the new solutions in constructing the most fuel-efficient vehicles," she added.

Why do we aim for a clean fuel?

As time goes by, every country experiences population growth, therefore, the need for transportation will multiply as well. Hence, it is important for every movement in the world to flow smoothly without leaving any damage to the environment. The focus for this Shell event series is to have vehicles that generate less emission into the air by using clean energy.

## The importance of Fuel Management

Moving on to the next topic was Mr. Varun Rai, Regional Marketing Manager, Shell Commercial Fleet. He talked in depth about the 1) importance of fuel management, 2) research-based insights into fleet managers and driver practices and beliefs on fuel consumption, 3) key barriers to reducing fuel consumption and how to overcome them and 4) how Shell is acting now to help businesses to better manage fuel consumption.

According to Mr. Varun, 75% of fleet managers think tackling the issue could cut fuel costs by five percent or more. Despite that, half or fewer feel that the products help them save on





fuel consumption. Apart from that, 69% of the managers globally think that the way they drive their vehicles is key to fuel consumption while other factors include:-

- 1) the load carried by vehicles,
- 2) the way routes are planned,
- 3) regular vehicle maintenance and
- 4) regular tyre maintenance

Mr. Varun stressed on the third point in his speech, which is the biggest barrier to reduce fuel consumption: It is getting the driver to buy into this idea. To support this, the Shell team even conducted a survey to prove the fact. (Buy-in by drivers: Global 59%, Asia 55% and Europe 64%). After conducting the survey, Shell has come out with a few solutions for the fleet managers to adopt fuel-saving habits:-

- A small financial bonus
- More education programs
- A competition with prizes
- Extra holiday days
- Respect and recognition of challenges drivers face
- Showing drivers on how their driving behaviors impact the business
- Driving tips

Shell is also currently championing fuel management and safety across Asia via these activities:-

- Malaysia: defensive driving school
- Hong Kong: fuel save challenge
- Thailand: HSSE challenge

### Shell Fuelsave Diesel Virtue Reality Experience

For the first time during any SEM competition, the media got to experience the Shell Fuelsave Diesel which was conducted by the Senior Fuel Scientist, Shell, Ms. Mae Ascan. We were given two different types of chocolates. One of the chocolates was round and had a green dot on top, representing Shell fuel, while the second chocolate had a rough surface, representing a competitor's fuel. We tasted the rough-surfaced chocolate,



and everyone showed an awful expression while tasting the chocolate. One of the probants said "It tastes dirty". That explained enough and looked like it too.

After drinking some water, we tried the one with the green dot that represented Shell fuel: it tasted smooth, easy to chew and delicious! Now we all get a clearer picture of how the Shell products perform in the engine compared to others.

### SEM Experience

We then spent our evening at the SEM site to feel the competition's excitement on our own. The street circuit provides the teams with an urban setting to stretch the boundaries of fuel efficiency. As I walked into the big indoor hall, I could feel a bustling environment in the pits. There were different kinds of expression on the faces of everyone in the hall; every team looked very stressed. Although many were tired, they managed to muster focus on completing their masterpiece before the competition day. Visitors occupying the space looked very interested at whatever was happening in the hall.

More than 100 student teams from 17 countries across Asia, Australia and the Middle East registered in two different vehicle categories – Prototype (aiming to build the most aerodynamic and fuel-efficient vehicle possible) and UrbanConcept (aiming to build fuel-economy vehicles that resemble vehicles on the road)

During the walk-about, Mr. Norman Koch, Technical Director for SEM, explained to all of us the technical inspection, rules and the regulations of the competition.

Here are the results of a few countries that we emphasize from the competition:-

#### Malaysia

Team UiTM Eco-Sprint from Universiti Teknologi Mara (UiTM) Shah Alam, Malaysia bettered their own winning result from last year to champion the Prototype Hydrogen Fuel Cell category again with a record mileage of 476km/m.

#### Singapore

Team NTU 3D-Printed Car from Nanyang Technological University in Singapore had been invited to compete at the event as a wildcard entrant. The NTU Prototype team impressed the judges with a self-made fire suppression system.

Team Nanyang E-Drive impressed with the application of a unique battery fire suppression system, which utilizes CO2 to prevent the battery from igniting as a result of overheating. This self-created technology – which was partly devised using



a guitar string – was simple, effective and robust in ensuring that both the driver and the vehicle remained safe while it was on the track. As more hybrid vehicles are produced for everyday usage, the ability to manage battery safety becomes more of a focus, and this technology could soon be applied to commercially manufactured vehicles.

**Thailand**

Team “How Much Ethanol” from Panjavidhya Technological College, Thailand, clinched the first place in the Prototype Alternative Fuel category with a mileage of 2,040km/l at the street circuit – the approximate equivalent distance between Manila and Bangkok.

“We are so happy and thrilled to have won. We have been working on this vehicle for 3 years. We were 100% confident going into this competition and knew we would win. We were previously the champions in 2014, and we think our winning feature is our variable valve timing. We made many friends here from different countries, although we don’t speak English, so we are very happy.” said Jutarat Bunrak, member of team How Much Ethanol.

**Philippines**

DLSU Eco Car Team - Battery Electric from De La Salle University in Philippines qualified to compete in the Drivers’ World Championship.

**Fun Facts**

**Shell Eco-Marathon Asia**

- Shell Eco-marathon Asia welcomed close 30,000 members of the public over the span of four days, who got up close to

the student competition and watched live performances at the Fan Zone.

- This year’s winner bested 117 student teams from 17 countries across Asia, the Middle East and Australia.
- This year saw the most significant change to Shell Eco-marathon since the competition began 30 years ago, with the introduction of the Drivers’ World Championship. Drivers went head-to-head in a traditional racing car format whilst maintaining the need to drive efficiently, at the end of which the winning team will earn an invite to spend one week with Scuderia Ferrari at their factory in Italy. Once in Maranello, they will meet the team and receive personal coaching and advice from the engineers on how they can improve their car for the 2017 Shell Eco-marathon.
- Based on this year’s results, four UrbanConcept teams have qualified for the Drivers’ World Championship, to be held at Queen Elizabeth Olympic Park in London later this year. Qualified teams include three teams from Indonesia, Team Sadewa from Universitas Indonesia, ITS Team 2 from Institut Teknologi Sepuluh Nopember, and Team Bumi Siliwangi Team 4 from Universitas Pendidikan Indonesia.

Many commented that this event series by Shell is a good educational platform for everyone that helped or was involved in the event, for it to run smoothly and successfully. For young people interested in innovation, energy, and transportation, Shell Eco-Marathon offers a rare, hands-on opportunity to stretch the boundaries of energy efficiency, using real-life experience and technology. These engineering students are searching for game-changing solution for making transportation more energy efficient. **T**



# Volvo Drives Fuel Efficiency Across Asia Pacific With 2016 Fuelwatch Challenge

*Drivers across the region are competing in their respective country editions of the Fuelwatch Challenge to be the top driver in their markets and a chance to contend for the prestigious title of the region's most fuel-efficient driver at the global final in Sweden*



**V**olvo Trucks is once again conducting its annual Asia Pacific Fuelwatch Challenge 2016 with a series of exciting national competitions across the region. A true test of skill and discipline, these competitions will see participants showcasing their capabilities in fuel-efficient driving as well as general vehicle handling.

## Final Competitions

Winners from each of the in-market competitions will be eligible to participate in the Asia Pacific Fuelwatch Challenge 2016 Final in Sweden, the home of Volvo Trucks, in September and contend for the title of the region's most fuel-efficient driver. Thereafter, he or she will have the ultimate opportunity to represent the region at the prestigious Volvo Trucks Drivers' Fuel Challenge, a parallel competition run globally, to become the world's most fuel-efficient driver.

The Fuelwatch Challenge is an annual mainstay competition, and continues to reaffirm Volvo Trucks' commitment

to leverage fuel efficiency to generate positive impact, from individual drivers to customers, businesses, the community at-large and the natural environment. Since its inauguration in 2007 in South Korea, the competition has offered more than 15,000 participants in Asia Pacific an accessible platform to pick up fuel-efficient driving skills and best practices. It has also witnessed inspiring moments, such as the impressive performance by Louise Marriott at last year's Fuelwatch Challenge Final in Thailand to clinch the title of Asia Pacific's most fuel-efficient driver. Ms. Marriott is the first female driver and New Zealander to hold that honour.

## Countless Milestones

"The Volvo Trucks Fuelwatch Challenge has pioneered countless milestones over the last nine years. As we champion for a fuel-efficient industry, past participants of the Fuelwatch experience become ambassadors of our mission, sharing technical know-how and fuel-efficient driving principles with their peers.

Louise's achievement last year will no doubt continue to reverberate in the industry for years to come, and serve as an encouragement to the growing number of female truck drivers," said Jacques Michel, President of Volvo Trucks in Asia Pacific.

During the national editions of the Fuelwatch Challenge 2016, drivers will demonstrate their competency in vehicle handling at optimal fuel efficiency. Using Dynafleet, the company's proprietary fleet management system, fuel efficiency scores are accurately measured based on four key aspects – braking, speed adaptation, engine and gear utilisation and standstill. Data on fuel efficiency, driver's uptime and overall productivity are collected to gauge contestants' performances and identify specific areas for improvement.

"More than a competition, the Fuelwatch Challenge showcases real-world cost benefits for companies and industries."

# Volvo Truck's VISTA Competition Promotes Competence



*Team Harju from Finland won the world's biggest competition for workshop personnel in which more than 18,000 people strove to be the world's best in their field.*



The finals for VISTA – Volvo Trucks' and Volvo Buses' global competition for workshop personnel – were held on May 31–June 1, 2016 in Gothenburg, Sweden. The winning team, Finland's Team Harju, took the victor's laurels for a second time thanks to their excellent teamwork and problem-solving ability.

## The World's Largest

More than 18,000 participants took part in VISTA (Volvo International Service Training Award) the world's largest

competition for Aftermarket personnel. Across Asia Pacific, the 2015 - 2016 edition attracted more than 4,000 participants – the largest ever contingent in this biennial event. The top 24 teams from Asia Pacific were in Bangkok, Thailand for a two-day competition with the six winning teams from Indonesia, Australia, China, Taiwan and Singapore advancing to the World Finals.

"We are extremely proud that we have been able to double the number of teams in this year's competition and would like

to extend my congratulations to the winners," Mr Jacques Michel, President of Volvo Trucks in Asia Pacific said. "Our Aftermarket professionals meet and interact with our customers each and every day. They are arguably the most important people when it comes to delivering customer satisfaction and we recognise that."

## A Strong Heritage

VISTA has grown from being a local competition for Volvo's mechanics in Sweden in 1957 to a global event spanning 98 countries today. The Asia Pacific region has developed into the second largest region in terms of participation rate, with over 4,000 participants representing 15 different countries taking part in this edition.

"VISTA is not merely a competition. It has a strong heritage and is a very effective competence development tool where teams are tested on their ability to work together, solve problems together while meeting the Volvo's required standards," Mr. Michel added.





## A Long Journey

From the onset of VISTA in September 2015, the teams of two to four aftermarket professionals began competing in three theoretical rounds. The teams had to answer 30 questions in each round, covering the Aftermarket area of the Volvo business and operations. Twenty-four teams made it to the regional finals in Bangkok - a great testament of their performance, yet not the end of the journey.

Mr Michel explained, "VISTA embodies the aspirations that we as a company have. We strive to be leading in our customer satisfaction and also constantly pursue to be the most desired employer in our industry."

## Key to Development

Mr Filip Van den Heede, Vice President Aftermarket of Volvo Trucks Asia Pacific was delighted with the competition, "VISTA is a key part of our competence development programme covering the technical and commercial areas of the Aftermarket business including awareness


of the Volvo brand. Everyone who takes part in VISTA is guaranteed to come away from this experience with improved skills and new knowledge, which is why we encourage all our employees to get involved. Everything that the participants learn while competing has a direct impact on the quality of services we provide to our customers."

Regional finals were also held in Curitiba, Gothenburg and Greensboro. The top 32 teams then moved on to the World Finals in Gothenburg at the Volvo Trucks global training centre.

## World Final Winners

At a gala dinner on June 1, 2016 the winners and the runners up of the 2016 VISTA competition were announced. "This is unbelievable - I'm extremely proud and happy for my team," stated Immo Harju, team leader of Team Harju. "VISTA is always a very hard competition. If you want to be successful, you must keep learning every day. Even during the World Final, we have been learning new things - so to win it again is amazing."

VISTA is a competition that only has winners. The most important result is the competence development that the competition promotes. The primary goal of VISTA is to develop and improve participants' knowhow, skills and ability to cooperate. This in turn leads to improved quality in the work carried out at workshops around the world. Ultimately this means that VISTA contributes to improved customer service and increased customer satisfaction.

"VISTA is a way of showing how much we value the hard work carried out in our workshops the world over. It's also a way for us to invest in the feature that our customers value the most - world-class service," says Claes Nilsson, President Volvo Trucks. 

## Final results VISTA 2015-2016

- 1<sup>st</sup> : Team Harju, Finland
- 2<sup>nd</sup> : Zarren 1, Belgium
- 3<sup>rd</sup> : de Fietsemakers, The Netherlands
- Best team spirit** : Swissta, Switzerland
- Best newcomer** : Riga, Latvia

# Iveco Launches New and Improved Stralis

*Only four years after the launch of the Iveco Stralis, a new version is now available with a re-design of 50 percent that makes the vehicle even more fuel efficient and smarter to drive, writes Stefan Pertz.*



**W**hen the curtains lifted and Iveco revealed its new and re-engineered Stralis in Madrid, Spain on June 16, 2016, the excitement among journalists from all over Europe was palpable. Key to the development of the new variants was the approach to provide a vehicle that improves TCO (Total Cost of Ownership) and to match the truck with the job that owners have to carry out. In order to do so, Iveco gathered a lot of data in order to determine how to reduce CO<sub>2</sub> and fuel consumption. The result of this is a new tool that helps to customise a truck in a fleet.

## Approach to TCO

While several factors impact TCO, Iveco focused on fuel consumption as fuel (and Urea in the case of Euro 6) makes up to 43 percent of cost. In order to improve fuel efficiency, Iveco worked on various aspects of commercial vehicles: friction, combustion, peak cylinder pressure, thermal and rolling resistance. To support this, the "Hi-Cruise" system was upgraded to link to GPS for predictive

cruise control as well as predictive gear shifting. This means that the truck will "look ahead" at the terrain and adjust the gears and revs in advance to ensure the most fuel efficient drive. For example, if a hill is approaching, the gearbox will shift down and the engine speed will increase in order to move up the hill without loss of momentum.

Together with ZF, a brand new transmission was developed with new torque capability of up to 2800 Nm. It also has an improved Torque to Weight Ratio of 10.7 and lower noise of 6Db. The new gearbox is also 10 percent faster when shifting gears. The torque for the Cursor 11 engine with 420 HP increased to 2000 Nm, and 480 HP to 2300 Nm, starting earlier at 900 and 925 rpm. Through this downspeeding effort and the new rear axle ratio, which is re-engineered especially for European long haul missions, the fuel consumption is further improved.

Data gathered showed that there are three different mission profiles of trips taken throughout Europe: flat, hilly

and highland. Based on the profiles of the topography and the load factors, the system can then suggest the components such as the Smart EGR (available on XP versions only) and axles to be used in order to achieve the best TCO. Calling it a combustion efficiency enabler, the Smart EGR works together with a smart alternator and clutch actuator to improve fuel efficiency. Iveco introduced prototypes into large customer's fleets in order to compare the new Stralis with existing vehicles. Following the analysis of the route and mission, the new Stralis managed to achieve a reduction of fuel consumption of eight percent. The XP version of the stralis was dedicated to long haul transportation with extra performance and XP stands for "Extra Performance".

## On the Road

Having heard all about the inner workings of the new gearbox and re-designed engine at press conferences and seminars, it was time for the journalists to take the trucks out on the highway. Climbing up to the vehicle, I noticed

the well-designed entry, the luxurious feel and the good placement of storage compartments. An air suspended seat for the co-pilot makes the ride comfortable for the colleague not driving.

As promised by the gearbox with lower noise, the cab proves to be extremely quiet. Even the cool breeze from the air conditioning was one of the few audible sounds when the 510 Hp diesel-powered engine started. And the engine is working flawlessly to pull the 40 tonnes in the trailer in a manner that suggests that there is no cargo on board. Lane departure systems assists the driver and the anti collision control takes over when needed, making this vehicle a co-pilot on the lookout for any issues.

The craftsmanship found in the cab is very good, exuding a good feeling of the new Stralis being a quality product. The high-cab available for the test drive was clearly a long distance variant and one can see how this vehicle would be suitable to run uninterrupted for many days.



## Iveco in South East Asia

With its regional headquarters based in Bangkok, Thailand, Iveco South East Asia & Japan regional team is responsible 20 countries including ASEAN countries, Korea, Taiwan, Japan, Pakistan, New Caledonia and other South Asian and Oceania countries.

Iveco, using the advantage of having a global footprint and throughout the region Iveco offers a full range of products and services; Iveco's wide range of products include, the Trakker (dedicated to off-road missions) and the Stralis, both over 16 tons. The Eurocargo from 6 – 16 tons, the Daily, a vehicle that covers the 3 – 7 ton vehicle weight segment. In addition, under the brand Iveco Astra, the company builds mining and construction vehicles, rigid and articulated dump trucks and specialty vehicles. Iveco is also a major player in the field of public transport, and among the leading bus and coach manufacturers in Europe, Iveco Bus designs, manufactures and markets a broad range of vehicles that meets all the needs of public and private operators:

- school, intercity and tourism coaches (Crossway and Magelys)
- standard and articulated city buses, including BRT dedicated versions, with a strong leadership in clean technologies such

as CNG and Hybrids (Urbanway and Crealis)  
 - minibuses for all passenger transport missions (Daily)  
 - different chassis for bodybuilders.  
 Iveco also offers the 682 range (light-off road and on-road heavy trucks) and the Powerdaily light commercial vehicles as minibus, van and chassis cab applications.

Apart from the Regional HQ in Bangkok Iveco also has a branch in Gwangju, Korea where Iveco is directly present in Korean market, and a representative office in Jakarta, Indonesia with a product support team with the aim of being close to the customers in Indonesia and surrounding.

Iveco is actively present in Thailand, Singapore, Indonesia, Malaysia, Myanmar, Taiwan, Philippines, Papua New Guinea, New Caledonia, French Polynesia and Pakistan through its professional expert distributor network and authorized workshops, offering the full range of products in the region depending on the country.

Iveco's strategy is to strengthen its presence in the region through development of its network, extended product and service offering to its key customers and increased customer satisfaction through Iveco's technology leadership which ensures low Total Cost of Ownership (TCO) on all its products.

# Updating the MAN 2016 TGX D38

*MAN has upgraded several equipment features, such as EfficientCruise and EfficientRoll in the TGX D38 for the Model Year 2016.*



**A**s part of the 2016 model year, MAN has upgraded several features in the TGX D38. MAN's top model is tailor-made for extraordinarily efficient driving at low speeds. MAN is placing a focus on the total cost of operation (TCO): the TGX D38 driveline has undergone rigorous development and, now features a new generation of gearboxes in the form of the MAN TipMatic TX, along with extended convenience functions. In the new model generation, the EfficientCruise assistant uses even more functions to save fuel.

## Impresses Customers

Since the EfficientCruise GPS cruise control system was launched, the system has been impressing with its driver-orientated adjustment, detailed route preview and fuel savings of around 6%. MAN has further improved the anticipatory speed adjustment of the EfficientCruise system. In the 2016 model the system controls the EfficientRoll coasting mode, thereby



combining the advantages of both systems. In conjunction with EfficientRoll, the new EfficientCruise always activates the coasting function if this will save fuel. To do this, the system uses stored 3D map information of the route.

Furthermore, EfficientCruise proactively intervenes in the gear selection and shifts down to the most appropriate

gear in good time before inclines so there is no interruption to tractive force when going uphill. For short inclines, the vehicle completely prevents downshifts if possible. To save more fuel, the vehicle shifts up in good time once the hill has been climbed.

The system is based on a route preview that is calculated using the 3D map information in the on-board computer and the vehicle's location based on satellite signals (GPS). This means the vehicle automatically drives in a forward-looking manner – in other words, it builds up momentum before the incline and then reduces speed to roll over the brow of the hill. Using EfficientCruise in long-haul or distribution transport can lower a vehicle's fuel consumption by up to 6% without incurring any time loss. The assistant supports the driver by taking over the challenging task of knowing when best to accelerate.

## Suitable Speed Settings

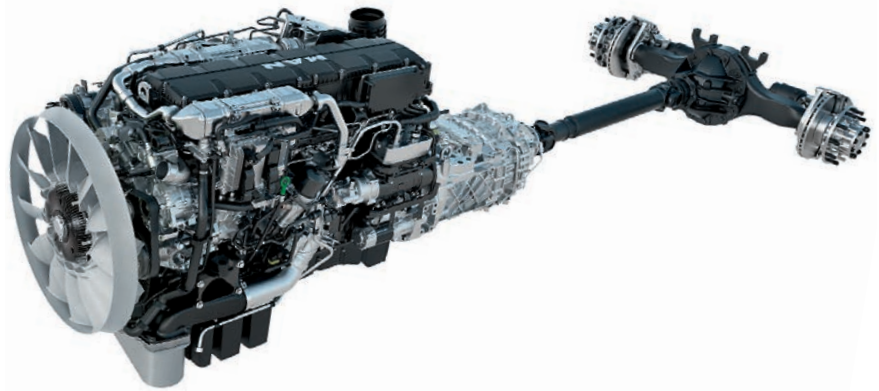
The assistant's tried and trusted operation has not changed with the 2016 generation: based on the desired speed chosen by the driver and the speed tolerance that can be set to four levels, EfficientCruise calculates the suitable speed for consumption-optimised driving on uphill and downhill gradients and adapts the vehicle speed accordingly.

The driver can adjust the tolerance level for deviations from the set speed at any time. Four field-tested levels make it easier for the driver to choose the right setting. When switching on, level 3 is selected automatically, which corresponds to a spread of +/- 7 km/h. Level 4 allows for even greater leeway both upwards and downwards for low traffic volumes; levels 1 and 2 are good driving options when traffic is heavier.

## Fuel Savings

The MAN top model combines driving dynamics and fuel efficiency. The two-stage-turbocharging makes full torque available for the engine at 930 rpm. The maximum torques of 2500 Nm (520 hp), 2700 Nm (560 hp) and 3000 Nm (640 hp heavy duty) are available in all gear speeds.

The TGX D38 is tailor-made for extraordinarily efficient long-haul driving at low speeds. Drivers can select fuel-saving high drive ratios without sacrificing drive comfort or losing out on flexibility. To do this, MAN has carried out consistent development of the TGX



D38 driveline and integrated the MAN TipMatic TX gearbox generation with new convenience functions.

The direct-drive version of the TipMatic TX gearbox is designed for the high torque of 2500 to 2700 Nm produced by the D38 engines. This means MAN is able to offer particularly efficient driveline configurations for all performance levels for long-haul driving and for traction vehicles with a gross train weight of up to 70 tonnes.

## Reduces Wear

The MAN TipMatic TX has a particularly high spread across the 12 gears (16.69–1). A low transmission ratio for the "highest" gear allows it to be combined with axle transmission optimised for long-haul transport, thus saving fuel when driving at very low speeds. At the same time, a high transmission ratio for the "lowest" gear allows for slow driving


and convenient manoeuvring, despite the low rear axle transmission. This reduces the wear on the clutch.

Customers can choose from a wide range of convenience functions for the driveline. These functions ensure the TGX D38 is particularly efficient at high capacity.

## Gradient Sensor and Active Damping

Thanks to the integrated gradient sensor, the TGX D38 takes the topography into account when selecting a gear. The driveline always finds the right gear for moving off – whether driving uphill, with an empty vehicle or with full loads. The high transmission-ratio spread and a newly developed clutch actuator help achieve excellent moving-off and manoeuvring behaviour. The new "Active Driveline Damping" function helps the driver move off smoothly, even under difficult driving conditions, while an anti-cyclic, pulsed clutch actuator counteracts vibrations in the driveline.

The interaction between the accelerator position and clutch controls has been designed to function even more smoothly, so that the driver can manoeuvre more accurately at the loading ramp or when picking up swap bodies.

The EfficientRoll gearbox function is designed for motorway and country road stretches that run gently downhill. Even on almost flat stretches, fuel can be saved as the vehicle automatically shifts to neutral and coasts, without the vehicle's speed being reduced by engine braking. The new generation EfficientCruise assistant automatically activates EfficientRoll and always when fuel can be saved. 





# How tyres contribute to optimised fuel consumption

*Tyres are the only thing that stand between the road and the cargo. Tyres can contribute to the bottom line in more ways than just through good deals on purchase and retreading. Giti offers some advice on how to use the rubber in an optimal way.*

It is a scientific fact that we need energy to travel, as we need to overcome inertia and rolling resistance. Currently, Diesel is still the source of energy for most commercial vehicles. While burning fossil fuel contributes to pollution, it is also a major cost factor for operators. For these reasons, one should do everything to reduce use of fossil fuels.

## Five factors that influence fuel consumption.



Inertia	Gravity	Aerodynamic Force	Mechanical Friction	Tyres
This term describes the notion that any body would want to maintain its current direction and speed. In order to change direction and speed, inertia needs to be overcome.	Obviously, this is unavoidable and it is the link to the weight of the goods carried.	Here, engineers are trying to optimise the way vehicles are shaped in order to offer the least possible resistance.	Every component from engine to axles to the tyres will have mechanical friction that needs to be overcome and reduced as much as possible.	Finally, this hidden and often not much considered factor are the tyres, which can contribute up to 30 percent to the fuel consumption.

Under the weight that your vehicle carries, tyres are distorted every time they turn. This causes flexing, compression and shearing. While this is essential for the driving comfort and grip, these phenomena result in rolling resistance. The tyres will return to their original shape after a while, however, in this process, energy is lost. Depending on the mixture of compounds inside the tyre, the rolling resistance will be influenced. The difficult part is to produce a molecular structure that ensures that other characteristics are also being kept.

If a tyre is underinflated, the distortion of the tyre when it rolls is far higher. Thus, the tyre will cause more fuel to

be consumed than a properly inflated one. Similarly, wrongly aligned tyres will cause higher friction, resulting in more fuel consumed. In summary so far, optimal performance is achieved by using the correct tyre, having the correct tyre pressure applied and properly aligned wheels. In addition, good driving habits will contribute positively to the fuel efficiency of the vehicle.

Interestingly enough, tyre performance improves as the tyres wear out. A new tyre will have the highest rolling resistance and therefore the most fuel needed. As the tyres wear out, there will be less rubber that is distorted, thus needing less energy. Giti radial tyres are

designed for re-grooving and retreading, giving operators the best mileage while preserving natural resources. **T**

**Scan this QR code and see the effects of tire on fuel consumption:**

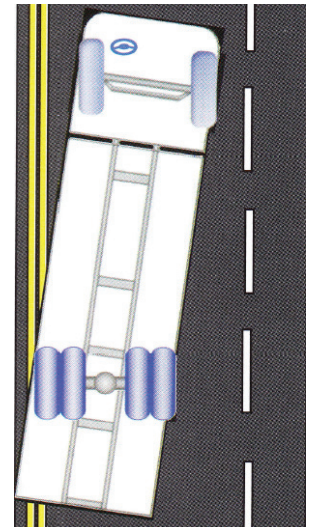




# STRAIGHT TO BOTTOM LINE



*Josam gives us an answer on just how much money you can save with the correct axle and wheel alignment.*



According to international studies, 75 to 80 percent of the wheel axles on the world's medium-heavy and heavy vehicles are incorrectly aligned. The consequence is an enormous waste of both money and natural resources, in the form of high fuel consumption and increased tyre wear. In addition, it can mean unnecessary human suffering, since it can lead to accidents which could have been avoided and in a directly harmful working environment for our professional truck drivers.

## Reduced fuel consumption

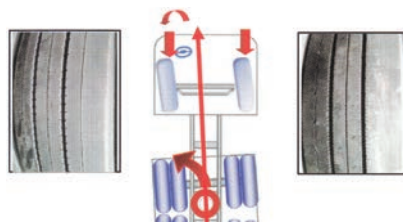
To drive a heavy truck and trailer with incorrectly aligned wheels and axles means that there is more rolling resistance than normal, which results in a higher rate of fuel consumption. A correction of the alignment problem will, in most cases, reduce fuel usage by 3-10 percent. How much you save depends, of course, on how much the wheels were out of alignment to start with, before any adjustments were made. In some cases, you can reduce your fuel consumption by up to 20 percent.

## Reduced tire wear

The majority of truck owners and professional truck drivers know that the wrong tyre pressure makes the tyres wear out faster. The fact is that incorrect alignment of axles and wheels is at least as common a cause of increased tire wear. On a heavy vehicle, it can be enough to have an incorrect alignment of axles by just a few tenths of a degree in different directions, for the tyres' lifespan to be reduced by 15 to 50 percent.

## Total wheel alignment with precision

Traditional methods of wheel and axle alignment have relied on various simple tools like gauges. For a long period it was generally believed that it was only necessary to align the steering front axle and if toe was OK, the alignment was completed. Today we know that there are many factors directly influencing the way the vehicle behaves on the road and that only minor misalignment makes a big difference. Manufacturers of axles



and vehicles are continually reducing the tolerances of recommended angles for alignment realizing the importance of accuracy. All axles and wheels in driving position influence each other and therefore all axles must be aligned. When we specify all axles we also mean those of the semi-trailer's. Experience as well as theory have proved that even if the tractor unit is perfectly aligned, a badly aligned semi-trailer will influence the truck's behaviour to such an extent that road safety might be at risk.

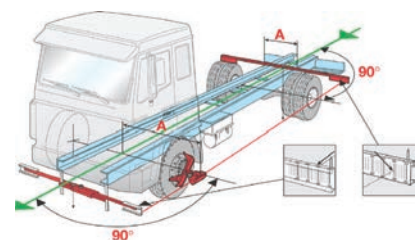
## Centre line as reference

When a passenger car is aligned, most systems measure the wheel angles in relation to each other without considering the car's body position. This is acceptable

as the vehicle is quite short and narrow. But when you align the axles and wheels of a truck or a trailer using the same method, the body of the vehicle can be off a straight forward driving direction. If this is the case, the total air pressure on the vehicle will increase causing higher fuel consumption.

The vehicle can also behave unstable on the road (dog track) as there will be increased pressure on one side of the vehicle and the driver must compensate by steering against. This will lead to increased tyre wear and uncomfortable driving. Moreover, by using the vehicles total length instead of the wheel diameter, the accuracy is increased.

The ideal reference is to use the centre line of the frame as a reference. In other words we bring out the longitudinal centre of the truck on both sides by means of using self centring frame gauges. The rolling directions of the wheels are then compared to each other by using laser/camera towards measuring scales. The lasers/cameras are attached to universal wheel adapters. Josam strongly recommends performing a run-out before every measurement is taken to keep the measuring accuracy as high as possible. The reason is that one is more than often measuring on vehicles with rusty or damaged rims. **F**





# Crawler Gears Start From a Standstill

*Volvo Trucks new I-Shift with crawler gears can start off from a standstill loaded with 325 tonnes.*

**V**olvo Trucks is launching a new member of the I-Shift family: I-Shift with crawler gears. The new gears, which are added to the automated transmission, provide

exceptional startability for trucks carrying heavy loads in demanding situations. The system is entirely unique for series-produced heavy trucks.

## New Version

Volvo Trucks' new version of I-Shift makes it possible to add up to two new crawler gears. This means, among other things, that the truck can move off from a standstill and transport a gross combination weight (GCW) of up to 325 tonnes.

"I-Shift with crawler gears offers an entirely new scope for heavy trucks with automated transmission to regulate their speed when crawling slowly and reversing. The driver can haul a heavy load without worrying about getting into situations that may lead to costly standstills," says Peter Hardin, Product Manager FM and FMX, Volvo Trucks.

## Low Speeds

With the new crawler gears, the truck can drive at speeds as low as 0.5-2 km/h. This helps immensely during precision manoeuvres such as in construction and maintenance tasks.

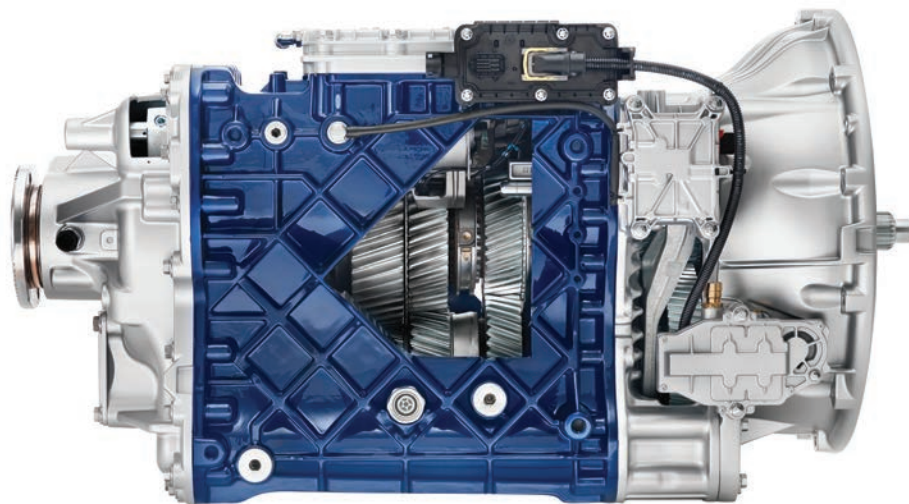
"The vastly improved driveability and startability with the new crawler gears makes the driver's job far easier when operating in difficult terrain on slippery surfaces with heavy loads, such as at construction sites, in mines or in forests. The heavier the transport operation and the poorer the surface or the terrain, the more the driver gains from a truck with crawler gears," explains Peter Hardin.

For haulage firms carrying out heavy transport operations on demanding surfaces as well as regular highway driving, crawler gears also offer considerable flexibility and the possibility of improved fuel economy.

## Reverse Gears

"I-Shift with crawler gears makes it possible to start off from standstill in extreme situations. Combining them with a suitable rear axle ratio that optimises engine revs at high speeds results in lower fuel consumption on the highway. This is a significant benefit to haulage firms doing this kind of work," says Peter Hardin.

Depending on application area, I-Shift is available with one or two forward crawler gears, and with or without two reverse crawler gears. Reverse crawler gears make it possible to reverse extremely slowly, which is a major advantage when reversing manoeuvres require immense precision. **f**



### Facts, I-Shift with crawler gears

- I-Shift with crawler gears is a further development of Volvo Trucks' I-Shift automated transmission.
- The new version of I-Shift has been specially developed for excellent startability and for driving at particularly low speeds.
- I-Shift with crawler gears can allow driving as slowly as 0.5-2 km/h and can handle starts from standstill with a gross combination weight of up to 325 tonnes, which is unique for series-produced trucks with automated gearboxes.
- The transmission is available as either a direct-drive or overdrive gearbox with one or two crawler ratios. It is also possible to specify two extra reverse crawler gears.
- The crawler gears are integrated into the I-Shift transmission. In order to handle the high loads involved, several components are made of high-strength materials. The gearbox is 12 cm longer than a conventional I-Shift unit.
- I-Shift with crawler gears is available for Volvo Trucks' 13- and 16-litre engines in the Volvo FM, Volvo FMX, Volvo FH and Volvo FH16.

### Ratios, I-Shift with crawler gears

- In a gearbox with one crawler gear the ratio is 19:1 in a direct-drive gearbox, or 17:1 in an overdrive gearbox. (The ratio of the lowest gear in a regular I-Shift direct-drive gearbox is 15:1.) In a direct-drive or an overdrive gearbox with two crawler gears the lowest ratio is 32:1.
- The ratio of the lowest reverse gear is 37:1 in a direct-drive gearbox.

# Daimler Buses' 65 Years on the Road to Success

*Ulm-based bus and coach brand Setra celebrates 65 years of success providing buses for economical rural service buses to luxury long-distance coaches.*



In front of the Setra Customer Centre (from left to right): the S 215 HD from 1976, the S 210 HD, 1988, and the S 315 HDH from 1996.

**S**etra has an anniversary to celebrate - 65 years have passed since the introduction of the first self-supporting touring coach, the S 8. Its launch in 1951 marked the start of a success story that continues to this day.

## A Pioneering Force

In the past 65 years the brand has proven to be a pioneering force and its six model series have changed the face of bus and coach manufacturing. The fact that Daimler is now celebrating 65 years of Setra also demonstrates that, even after six decades, strong roots can continue to develop in new ways.

This premium Daimler brand's recipe for success includes steady and highly motivated ongoing development of the vehicles in terms of vehicle technology, quality, comfort, safety, design and economic efficiency. The Ulm engineers' achievement in developing a self-supporting touring coach to production

standard can be described as a step that revolutionised bus and coach manufacturing.

## Close Customer Ties

Setra's 65 successful years also owe a great deal to strong customer ties and customer loyalty, as evidenced by the brand's impressive sales figures. By the end of 2015 over 107 000 units of the comfortable touring coaches and regular-service buses had been sold throughout the world. 65 years of Setra - the anniversary also reflects the number of international awards, prizes and trophies that fill the brand's display cabinets. The current TopClass and ComfortClass touring coaches, for example, were awarded the coveted "Red Dot Award: Product Design" by a panel of renowned experts.

The Setra TopClass and ComfortClass touring coaches with their elegant contours, space-saving seating variations,

numerous comfort features, ergonomic cockpits tailored to the driver and large panoramic roofs make every journey a memorable experience.

## Always Innovative

Whether they're used for long-distance coach travel, city breaks or exclusive club outings - with their range of innovative equipment features and solutions for the exterior and interior, Setra-branded vehicles are designed to cater to the diverse needs of bus and coach operators around the world. The operator's individual preference is a key factor when it comes to selecting on-board equipment and appointments. And the brand has always offered its customers top-level individuality.

Whether touring coach or regular-service vehicle, the developers have always focused on creating disabled-friendly vehicles. In close collaboration with customers, the brand has developed



The Setra Lounge at the Customer Centre in Neu-Ulm.

various solutions over the years, including, for example, different lift systems which enable barrier-free access to the passenger compartment.

### Model Series at a Glance

The Setra brand is proud of its roots. In 1951 the Ulm-based company Kässbohrer Fahrzeugwerke introduced the 10 series S 8, the model which gave the brand its name Setra, an abbreviation of the German "selbsttragend" (self-supporting). The first bus to feature a self-supporting body, rear-mounted engine and direct rear-axle drive was presented at the International Motor Show in Frankfurt.

The 10 series included touring coach, rural regular-service and urban variants. The letter S still stands today for the Setra brand, while the number indicates the maximum number of seat rows and thus, indirectly, the length of the bus.

1967 saw the launch of the 100 series, comprising five models. From this point onwards the first digits in the model designation referred to the model series. The transition from the Setra 10 series to the 100 series represented a further step towards industrial-scale bus and coach manufacturing at Kässbohrer. All nine models were built according to the modular system and shared numerous common parts. In visual terms, the buses and coaches of the 100 series were characterised by their more angular shape and by enhanced comfort levels



Kässbohrer House at Ulm's historic fishermen's quarter. Front: a Setra S 6 from 1965.

as a result of the larger passenger compartment with increased headroom for those standing.

### Continual Advancement

Setra's 25th anniversary was marked by the introduction of the 200 series with its six different models. This model series introduced further technical milestones. Noteworthy features included the use of

disc brakes as standard on the front axle. This model series also introduced the new cross-flow ventilation system as standard.

1991 saw the launch of the 300 series. The most striking features of the new buses included the distinctive curving strake behind the cockpit area and the newly developed integral mirror system. Another key feature of the model series was its ergonomically designed cockpit.

### Setting the Bar Higher

Setra's TopClass 400, launched in 2001, added a new dimension to touring coach design, guaranteeing passengers and driver top-class travel. In total the 400 series comprised over 20 models, including two versions for the USA and two right-hand-drive ComfortClass models.

The latest generation is the 500 series. Its ComfortClass and TopClass touring coaches set the bar high in terms of cost-effectiveness, safety and economy. Uncompromising and conscious of tradition, the exclusive coaches stand for the dynamic evolution of form and function. With their powerful stature and crisp lines the vehicles are the indisputable new flagships of the Setra product family, which also includes the economically attractive rural-service buses of the newly conceived MultiClass.

Further information about Setra:  
[www.media.daimler.com](http://www.media.daimler.com) and  
[www.setra.de](http://www.setra.de) 

# Scania Marcopolo is a Complete Coach



*A new era of coach transportation was launched in Singapore with the introduction of Scania Marcopolo's state-of-the-art vehicle which will please fleet owners and drivers.*

(Singapore) When Scania Singapore launched the new Scania Marcopolo at Keppel Bay Marina on April 8, 2016 Mark Cameron, Regional Director – South Malaysia & Singapore and Country Manager – Singapore told Asian Trucker in an exclusive interview, "From headlights to tail lights, Scania takes full responsibility. For our customers, this means they can now order, service and maintain a Scania Marcopolo from the same single source – that is Scania Singapore. Everything about this coach is designed to make ordering, owning and running it as productive and profitable as possible. It has a shorter lead-time and maximum uptime due to faster and comprehensive service turnaround."

## Global Leaders

For most manufacturers in the bus industry the chassis is built separately from the body, but for the new Scania Marcopolo there is no need to go to different workshops for repairs and servicing. Scania Marcopolo is the result of a partnership between two global leaders, Scania, one of the world's leading



manufacturers of trucks and buses, and Marcopolo, the Brazilian bus manufacturer that was founded in 1949 and has become the world's leading bus and coach body-builder.

The luxury coach, which is suitable for both intercity and tourist operations, offers operators an end-to-end transport solution - from sales to service and maintenance. This is the first time that such a total package has been offered in Singapore.

## A Complete Solution

With a group of bus fleet owners, media and staff from both companies looking on Scania Singapore, launched the new



Scania Marcopolo complete coach at a ceremony at beautiful Keppel Bay Marina. "We're excited to launch the Scania Marcopolo in Singapore," Mark Cameron told the assembled. "Our customers have been looking for a complete solution when it comes to their transportation needs. This premium coach comes with high and consistent exterior and interior built quality, together with a reliable, safe and comfortable performance for passengers."

Local transporters were impressed with the unparalleled comfort the coach provides for both passengers and drivers. The Scania Marcopolo is a first class luxury coach, with highest-quality exterior and interior fittings, low noise levels and full air-suspension. These features combine to deliver a safe and comfortable journey for passengers. As a passenger boarding the bus for the first time, it is easy to imagine an extremely comfortable journey, with more leg room than one gets on many budget airlines.

For drivers, the Scania Marcopolo has an adjustable steering wheel and hanging pedals, which provide better ergonomics and comfort for a car-like feel. A powerful engine with higher





torque at lower revs gives better driveability and fuel economy. Having the best-in-class gear-change, Scania Opticruise reduces clutch wear and reduces synchromesh wear. "We believe that the true value is in the attention to details of a Scania Marcopolo complete coach and the wide range of services supporting it," Cameron pointed out. "All of these are for the passengers' safety and comfort; and with our customers' best profitability in mind."

**Best control for the best profitability**

The new Scania Fleet Management solution was also introduced at Keppel Bay Marina. It is a set of services that connects the vehicles with customers' office through a communicator device.

Scania customers will get vehicle data, fleet position and reviews of driving performance. By just focusing on these details Scania customers can make informed decisions and take the necessary actions in increasing the productivity of their fleet.







**Two Service Packages**

Scania Fleet Management consists of two different service packages: Monitoring and Control. These two packages are easy and fast – it starts up in minutes, gives customer quick access to fleet overviews, and its user-friendly graphics can be understood at a glance. The packages are also environmentally smart – customers can view fuel consumption and other factors that affect emissions as well as CO2 level themselves.

Scania Fleet Management saves money for customers – customers can make decisions that cut fuel consumption, identify vehicles that are being driven in a suboptimal way and also supports service planning in order to reduce unplanned downtime. Vehicle and driver performance can save up to 10% (or even more) in fuel consumption if Scania Fleet Management is used together with Scania Driver Training and Coaching services.

Scania Fleet Management is included with the purchase of each Scania bus in Singapore. "This gives our customers 10 years of weekly reports about their vehicles," added Cameron. **F**





# Trucks – The Blind Spot of Society

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

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

## Uninformed

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

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

## Incompetent

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

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

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

## Unappreciated

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

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

## Undone

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



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