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SINGAPORE



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Autonomous Vehicles ASIA 2018

- **Pre-conference Workshops:**

29 January 2018

- **Main Conference:**

30-31 January 2018

- **Post-conference Workshops:**

1 February 2018

- **Venue:**

Equarius Hotel, Resorts World Sentosa, Singapore

ACCELERATING ASIA'S TRANSITION TO SAFE, SUSTAINABLE AND INTELLIGENT AUTONOMOUS VEHICLE SYSTEMS



FEATURED SPEAKERS:



H.E. Dr Laszlo Palkovics

Minister of State for Higher Education and Government Commissioner (Responsible for Coordination of Research and Development of Autonomous and Electric Vehicle Systems)

Hungary



John Wall

Manager Road Safety Technology Centre for Road Safety

Transport for NSW



Roger Looney

Vice-President of Vehicle Engineering and Electric Propulsion

Goros Auto



Lars-Erik Forsbergh

Managing Director

Volvo Trucks Hub South East Asia



Pang Mei Yee

Vice President of Innovation, Solutions Delivery & Service Management – Asia Pacific

DHL



Alexander Mastrovito

Head of Sustainable Transport Solutions

Scania Asia & Ocenia

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KEY TOPICS INCLUDE:

- Legislation and regulatory roadmap for Asia autonomous vehicles (AVs)
- Ensuring risk management, safety and reliability for AVs
- Latest success case studies on AVs
- Enhancing public acceptance of AVs
- Evaluating infrastructure readiness to enable AV implementation on public roads

Media Partners:



Researched & Developed by:

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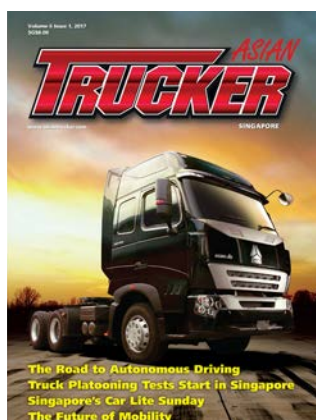
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THINGS TRUCK**



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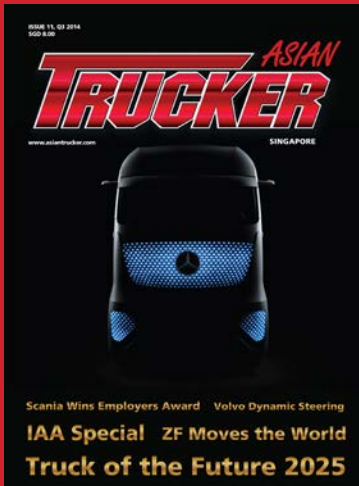
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The Value of Competition

Floyd Cowan applauds the companies that hold competitions to their employees as there is more to these events than just being number one.

Since the previous edition of Asian Trucker, Singapore, a number of companies in the trucking industry have held competitions. Scania held its Top Team competition that pits teams of four mechanics against each other to solve technical problems in a vehicle. Volvo continues with its Fuel Watch competition that encourages drivers to be more fuel efficient when they are driving. UD has the Extra Mile Competition gives drivers a number of tasks to do.

The Importance of Competition

Competition is important as it gives you a benchmark. You may think you are good at something, but until you go up against your peers you don't really know how good you are. The competitions that are most valuable are the ones that start with a local event and then the winners go up to regionals and then global finals. You may think you are good because you can beat all your local competitors, but then you might go to a regional event and get torched.

Competition is a motivator. Having attended a few of these events you can see the desire of the drivers to do well. When they expect to do well and they don't, often you see a determination to come back next time and do better. I don't think I've ever seen a driver/mechanic become defeated, deflated and go home with his tail between his legs. The attitude is, let's take what I've learned this time and see if I can do better next time.


A Great Feeling

I liked what Team Singapore driver Seng Ann Neo, from CWT Limited said after winning UD's Extra Mile Challenge: "Winning the challenge is a great feeling. It feels like the fruit of 30 years of truck-driving experience. There is so much on the Extra Mile Challenge agenda that we learn, it's not just about the friendly competition."

The learning is not just about the vehicle and driving. The drivers and mechanics meet people doing the same or similar jobs from around the world. It is not just a time for socializing, and usually the socializing is great, but it is the intangibles that you pick up from being in the milieu of professionals from your industry.

Pass it On

The other thing that has impressed me is that the drivers and mechanics take their experience and learnings back home with them and pass it on to their co-workers. Some have become inspired to become managers and play a bigger role in their company.

Competitions are valuable for the entire industry and I congratulate those companies that have put together good programmes that really help staff development. As a number of pages in this issue are about the automation of vehicles, it may not be too long before there are no drivers to compete. Well, at least there will always be a need for mechanics. Won't there? 

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TRUCK & BUS RADIALS

Autonomous Vehicles have Amazing Potential

Volvo Group's Lars Stenqvist and Volvo Trucks Hayder Wokil say that the development of Autonomous Vehicles is still in the early stages and they anticipate that they will deliver many practical benefits for customers and the public.



In the latest research and development in self-driving vehicles, Volvo Group, together with Swedish waste and recycling specialists Renova, is testing a pioneering autonomous refuse truck that has the potential to be used across the urban environment. The project explores how automation can contribute to enhanced traffic safety, improved working conditions and lower environmental impact.

Amazing Potential

"There is amazing potential to transform the swift pace of technical developments in automation into practical benefits for customers and, more broadly, society in general. Our self-driving refuse truck is leading the way in this field globally, and one of several exciting autonomous innovations we are working with right now," says Lars Stenqvist, Chief Technology Officer, Volvo Group.

Volvo Group's autonomous refuse truck is designed to make the driving safer in built-up areas, not least when reversing. Sensors continuously monitor the vehicle's vicinity and the truck stops immediately if an obstacle suddenly appears in its path. The route is pre-programmed and the truck drives itself from one wheelie-bin to the next. The driver, who walks ahead of the reversing vehicle, can focus on refuse collection and does not have to climb into and out of the cab every time the truck moves to a new bin.

Risk Reduction

"One important benefit of the new technology is a reduction in the risk of occupational injuries, such as wear in knee joints – otherwise a common ailment among staff working with refuse collection," explains Mr Stenqvist.

The autonomous truck also offers major environmental upsides. Gearchanging, steering and speed are constantly optimised for low fuel consumption and emissions.

The joint project with Renova will continue until the end of 2017. The autonomous truck currently being tested is fitted with a sensor system for identification, navigation, and monitoring of the vehicle's vicinity. Most of this technology is also used



in the autonomous truck for mining operations that Volvo Group unveiled in 2016. That self-driving truck is undergoing tests in the Kristineberg Mine in northern Sweden.

Safety a Priority

While Volvo already has the technology for autonomous trucks, Hayder Wokil, Autonomous & Automated Driving Director, Volvo Trucks says it is still in its early stages. "It is therefore important that we take the time to verify the system thoroughly to eliminate all conceivable risk scenarios to the best of our abilities before our

autonomous trucks become more widely available. At Volvo Trucks, with safety being a core value and a top priority, we are not willing to compromise on safety assurance.

"That said," Mr Wokil continued, "we are moving in the right direction. Our autonomous trucks that are operating in the Kristineberg Mine in Sweden are in a confined environment, so we are able to put safety first, and closely monitor and control the trucks. We continue to study this, as well as the initiative with Renova, and we reap learnings to further develop different levels of automation.



Lars Stenqvist,
Chief Technology Officer







Hayder Wokil,
Autonomous &
Automated Driving
Director

Not all the Same

While we use the term 'autonomous' vehicles Mr Wokil explains that not all autonomous trucks are the same. "We believe in providing businesses with vehicle solutions suited for their business needs, and today, we offer customers a variety of technological solutions for different applications and usage habits. We take the same approach in automation, and the autonomous trucks for Renova and Boliden in the Kristineberg Mine were developed for specific applications."

There are still technological areas that need to be developed and improved. "There are plenty of opportunities to continue to research and develop automation technology for trucks, especially now that it is still in its early stages. Automation will remain a focus area for us, and we will also continue to innovate and further improve our safety and driveline features, as well as truck drivability."

Public Infrastructure

However, it is not just the private sector that needs to invest in the development of autonomous vehicles. "In order to achieve higher levels of automation that can be accessed by the masses, investments in public infrastructure are definitely needed," states Mr Wokil.

The legal implications have not yet all been worked out as Mr Wokil explains: We have already started to work on this. However, as automation is still in its early stage, there is definitely room to further fine tune jurisdictions to implement more standardisations in the area.

Asked how he thinks the general public will respond to such vehicles Mr Wokil replied, "That's a very interesting question! The way the public responds will strongly depend on perceptions on safety and practicality." **T**



Katoen Natie Pioneers Driverless Truck at ExxonMobil's Petrochemical Complex

With drivers in short supply, it only makes sense to use automation technology to create driverless trucks, and one was recently put into operation at ExxonMobil in Singapore.

The driver parked the vehicle and then walked into the tent and went up on to the stage where he handed the keys to the truck to Mr Koen Cardon, CEO of Katoen Natie Singapore. With energy, Mr Cardon hurled the keys far away. The keys would never be needed again, and nor would the driver. However, the truck will continue to work, taking itself around the storage yard on Jurong Island on a route 3 – 4km route.

Quick Development

This automation project was first conceived in 2016 and in less than a year the first prototype was completed in May 2017. Trials commenced and were successfully completed in September 2017. This first truck was deployed for operation at the end of October 2017 between one of the packaging plants in ExxonMobil integrated manufacturing site in Jurong Island to its intermediate storage facilities.

After a six-month test run Katoen Natie, the Belgium based industrial logistics group, will gradually expand the project to 12 trucks, moving some three million tons of product annually.

Mr Cardon stated, "We combine engineering, technology and logistics operations to offer innovative and tailor-made solutions to customers in a variety of sectors. This project is a perfect example of the innovation we bring

to the forefront to create value for our customers as well as creating the opportunities to upgrade the skills of our workforce."

A Changing Industry

"We are excited to support Katoen Natie in making this innovative breakthrough in chemical logistics, and helping the world envision how the future of transport will look like," said Damian Chan, Executive Director, Energy & Chemicals, Singapore Economic Development Board. "The transformation of our industry cannot happen without a well-trained and future-ready workforce, and Katoen Natie's commitment to retrain and upskill their workers exemplifies Singapore's continuous efforts to ensure our talent is ready to take on jobs of the future."

Mr. Robert W. Johnston, ExxonMobil's Singapore Chemical Plant manufacturing director said, "Driverless trucks are an example of how the industry continues to adopt automation to improve worker productivity. We are glad to be supporting Katoen Natie in its efforts to safely operationalise new and innovative solutions at our manufacturing site.

"Today's launch is just the beginning," Mr Johnston continued. "With automation, we are just starting to scratch the surface."

Project Partners

Mr Cardon added, "We operate 165 logistics terminals in a network of 36 countries. We selected Singapore as the location for this project given that it has both the vision and the right business environment to undertake such projects. Our partnership with the Economic Development Board has been of key importance for the realization of this project. In addition, many other parties including a team of MBA students from the Singapore Management University (SMU) and the IE Business School have been pivotal for this project."


SMU's Associate Professor of Operations Management (Practice), Professor Lieven Demeester, who guided students in his previous role as Associate Dean of MBA Programmes commented, "We are proud of our MBA students. They helped Katoen Natie identify the technology partners, initiate a productive collaboration between them, and assure the financial viability of the project."

The System

The Navigation System includes a Navigation Controller which regulates the speed and the position of truck to its predefined route. An RFID Transponder, which is implanted on the road, communicates with a Reading Antenna on the truck. An In-Vehicle Camera allows remote access and viewing. The system has an Object Detection System which includes a Safety Scanner, Obstacle Scanner and a Warning System which includes a blue revolving light, reverse warning light and a buzzer. Safety is ensured with the Emergency System that includes a 4 x manual emergency stop around the truck and a Safety Bumper which triggers an emergency stop when in contact with anything. Control Room and Controllers monitor the truck's operation.

New Solutions

Katoen Natie also worked with Dutch industrial VDL Groep as partner for this project, who carried out the truck conversion and automation at its local VDL Automated Vehicles technology centre here in Singapore. Mr. Theo Toussaint, Executive Vice President of VDL Groep, said, "We're delighted to partner with Katoen Natie in this driverless truck project. The ambition of VDL is to become the leader in electric and automated heavy-duty vehicle applications and we see this project as another big step towards our goal."

Since establishment in Singapore 20 years ago, Katoen Natie has developed many new solutions in Singapore that includes safety inspections by drone, transport management through a specially developed mobile phone app and a range of new technologies in packaging and shipping operations. Mr. Cardon said, "The pilot driverless truck project is not an endgame but a milestone in a wide range of innovative solutions that we are introducing for our customers worldwide. Our Singapore operations have become a centre of excellence for Katoen Natie which will enable us to create value for our customers across the world." 



Scania Singapore Largest Ever Delivery: 20 K-Series Coaches

With plans to add new routes between Singapore and Malaysia two bus companies have added Scania coaches to their fleets.



Mark Cameron & Micker Sia

At Tourism Malaysia Travel 2017 held at Singapore Expo on October 13, 2017 Scania handed over its largest-ever delivery of 20 coaches at one time to two customers – Transtar Travel & Tours and WTS Travel & Tours.

The Benefits of Coach Travel

"We expect our customers to use these Scania K-series coaches to provide more convenient comfortable and stress-free alternatives to driving cars or riding motorcycles when travelling between Singapore and Malaysia," said Mr Mark Cameron, Regional Director of South Malaysia and Singapore, and Country Manager of Scania Singapore. "Coach travel is a fuel-economical form of travel, which will reduce traffic congestion at our borders and minimize our carbon footprint."

Transtar Travel & Tours, a leading express coach company that was established in Singapore in 1994, plies the routes between Singapore and Johor Bahru, Malacca, Kuala Lumpur and Genting Highlands. The latest acquisitions will allow the company to introduce two new routes between Gelang Patah Sentral Bus Terminal in Johor Bahru and Singapore.

Increasing Service

The first of these routes will start in December 2017 and will cover Singapore's Central Business District, while the second, commencing in April 2018, will



Mr Elson Yap and Zoe Cheng,
Scania Services Manager



Mark Cameron & Elson Yap



cover the Jurong and Tuas industrial areas, Clementi and Buona Vista. Adding these to its two existing routes between Singapore and Johor Bahru, the company will be providing passengers with more than 70 accessible pick-up and alighting points on the island.

"We have 70 buses," said Mr Elson Yap, Managing Director of Transtar Travel Group. "We have purchased 20 vehicles this year, most of them from Scania. We like Scania because their maintenance costs are low, and they provide good service."

Considered the Best

"We look forward to providing our passengers with a highly comfortable and stable cross-border travel between the two cities, with the full benefit of the Scania air suspension and electronic level control on its coaches," continued Mr Yap. "The Scania K-series is widely considered to be the best chassis in the world, with its outstanding drivability, responsive handling and a high level of active safety."

WTS Travel & Tours, established as a travel subsidiary of Woodlands Transport in 1989, continues an almost 30-year experience of using Scania coaches for its coach

transportation and chartered coach tours. The company – which currently operates coach services between Singapore and Johor Bahru, Malacca, Muar, Tangkak, Kuala Lumpur and Genting Highlands – plans to announce its new routes and travel packages later in the year.

Increase in Business

"We expect to see between a 10% - 15% increase in passenger traffic when we put the new coaches on the road," said Mr Micker Sia, Managing Director of WTS Travel & Tours. "Scania was the best choice for our business as it provides the safety and comfort for our passengers that we emphasize. Its cross-board service network and excellent after-sales are also main considerations for us."

WTS Travel & Tours owns 350 buses, 70 of which are Scania. In 2017 they have purchased 20 buses already. "They are reliable, and the safety assurance is very important to us," said Mr Sia. "Scania's performance and the aftersales service is very good."

WTS Travel & Tours acquired 10 Scania K3601B4x2 coaches, while Transtar Travel and Tours acquired five units of the Scania K3601B4x2 and five units of the Scania K2501B4x2. **T**

Events & Exhibitions

MEGA CARGO SHOW 2018

Date : 23 January 2018 – 24 January 2018
 Venue : Bombay Exhibition Centre, Goregaon
 Contact Info: +91 – 9892862423 / fairplay@exim-india.com
 Details : he focus of the event is to bring all those connected to the cargo, shipping, ports and logistics fraternity on a single platform. Leading speakers/panellists, top delegates and prominent companies from all over the world will be participating in the event which will provide both a national and global perspective on the trends and issues in the sector and the direction it will take in the time to come. The industry gathered under one roof will also make for a fabulous networking opportunity.

DHAKA MOTOR SHOW 2018

Date : 22 March 2018 – 24 March 2018
 Venue : Bashundhara, Dhaka
 Contact Info: +880 – 2 – 55040848-65 / contact@cems-motorshow.com
 Details : This is the biggest and only International Exhibition on Automotive, Commercial Vehicle, Bike & Auto Parts sector in Bangladesh and will be a one-stop platform to showcase the latest developments and emerging technology for automobile industry. This event will promote the Bangladeshi & world automobile and auto-component industry which will reveal the country's rapid developments in this industry and will also be a launching platform for many new vehicles as well as new technology components.

TYREXPO AFRICA 2018

Date : 10 April 2018 – 12 April 2018
 Venue : Gallagher Convention Centre Hall 2, Johannesburg
 Contact Info: +65 6403 2544 /angela.huang@singex.com
 Details : Tyrexpo Africa 2018 is the only dedicated trade exhibition for Africa's Tyre, Automotive Repair & Maintenance, and Tyre Accessories market, where over 3,000 industry players from Africa and the surrounding regions will converge on a single platform, to exchange ideas, expertise, products and innovations within the ecosystem.

KOREA MAT 2018

Date : 17 April 2018 – 20 April 2018
 Venue : Korea International Exhibition Centre (KINTEX), Korea
 Contact Info: +82 – 2 – 785 – 4771 / gskim@kyungyon.co.kr
 Details : KOREA MAT 2018, Korea's biggest logistics exhibition covering materials handling & logistic services. KOREA MAT 2018 is the best platform to initiate or expand your market share in Korea as well as Asia-Pacific Region.

1. PARTICIPATE if you want to meet key actors from related industries as they gather to attend the various seminars and conferences organized.
2. PROMOTE your products and your technology
3. ARRANGE meetings with Korean Buyers through the "Online Buyer 1:1 Matching Program".

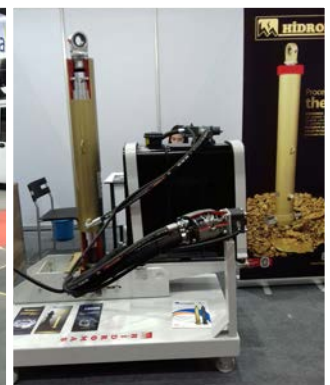
EXPO CARGA 2018

Date : 26 June 2018 – 28 June 2018
 Venue : Centro Citibanamex, Mexico
 Contact Info: +52 (55) 8852 6000 / info@expo-carga.com
 Details : CWA – Expo Carga is the business event where you will find suppliers from around the world specialized cargo transport by air, sea and road rail cargo; as well as infrastructure, logistics operators, freight forwarders and associated services; all of them in one exhibition floor to facilitate contact and interaction.

MAINTENANCE & RESILIENCE TOKYO 2018

Date : 18 July 2018 – 20 July 2018
 Venue : Tokyo Big Sight
 Contact Info: +81 – 3 – 3434 – 1988 / mente@jma.or.jp
 Details : Focus:

- * Plant Maintenance Show
- * Social Infrastructure Maintenance Show
- * Non-Destructive Evaluation TOKYO
- * Construction Material Tokyo
- * Disaster Prevention
- * Occupational Safety & Health Exhibition
- * Security Solution Tokyo
- * Aerial Construction Maintenance Show
- * I-Construction Zone





Bus & Truck Expo Concludes 14th Instalment

Long-running exhibition sees new participants and wowed crowd with new solutions.

Held in the Bangkok International Exhibition Centre 2nd to 4th November, the Bus & Truck expo, organised by TTF International Co Ltd, the show saw new participants join the event while others boosted up their presence. Mercedes Benz presented a bus chassis alongside their Actros, which is now gaining popularity in Thailand. Interested visitors could take the Actros for a quick drive around the exhibition hall to get a first feel of the handling. Also present were Hino with their Victor and 700 Series. New to the show was Foton, which showcased a number of their vehicles.

Speaking to Kazuhiko Maeda, Sales & Customer Service Manager of Trex Thairung Co Ltd, we learned that the Japanese company is seeing a lot of potential in Thailand. "We have been in operation here for some three years. Previously, we missed this show, but now we are here to make an impression". Their featured trailer was the Wing Van Body. According to Maeda, this type of truck body is the most popular in Japan and he hopes that the Thai market will also adopt it. "For the power source for

opening and closing the wings, the company has opted for the most trusted Japanese brand in hydraulic motor systems. "This is to enable the entire system to be highly durable, capable and reliable," Maeda explained.

Being one of the main sponsors, Caltex also took to the stage to provide technical insights. In daily presentations visitors could learn about lubricants and how top-grade products can help improve their businesses.

Lighting up the night sky under a full moon were some 20 "Crazy-Trucks", rolling nightclubs that shook the ground with pounding bass. The gathering of these highly customised trucks was organised and witnessed by enthusiasts that organise an annual light and sound show in connection with the exhibition. Asked about the most favourite chassis for such trucks, we were told that Isuzu is in the lead. This is evident when looking at the huge logos emboldened on the chassis for everyone to see the pride of the owner and driver. **T**



Mercedes-Benz Launches Line-up of EURO VI Trucks



Addressing the requirements of tomorrow, the new generation of Mercedes-Benz's Euro VI trucks was introduced to the Singaporean market at a dazzling event. Tested and proven under real work conditions, these vehicles are set to improve fleet performance.

Customers and business partners came together on November 16, 2017 to witness the launch of the latest generation of trucks by Mercedes-Benz. On display were the new Arocs, which is set to be the workhorse of construction companies as well as for waste collection and any off-road application that the market may require.

Reliable & Nimble

Alongside the Arocs was the newly overhauled Atego as a reliable and nimble vehicle for anyone that handles distribution. Covering the needs of transporters in Singapore, the truck line up ranges all the way from a 12-tonner rigid city distribution unit through to a 34-tonne 8x4 model that can be used for palletised goods, material haulage or construction.

Speaking to Olaf Petersen, Vice President of the Regional Centre Commercial Vehicles South East

Asia, he explained that the most important change in the current line-up is the new engine generation which features engines of 7,7l, 10,7l, 12,8l and 15,6l displacement. At the top of the range, the OM 473 with 15,6l displacement boosts out top power of 625 horsepower. Those new power plants are coupled with fully automated gearboxes of the Powershift family. With this very wide offering, Mercedes-Benz can tailor the truck to every customer requirement. The Powershift gearboxes have improved the shifting speed by 20 percent compared to the previous generation. This will add to fuel savings and take away stress from the driver.

Latest Technology

As a standard, the fully automated gearboxes on the Arocs and the Atego come in eight and 12 speed versions and offer a creeper gear for low speed work. Engines are equipped with the





latest technology, such as asymmetric turbocharging and X-Pulse high pressure direct injection. In terms of safety and comfort, the vehicles offer advanced optional electronic assistance programmes (e.g. ESP), Lane Keeping Assist and Active Brake Assist.

Winston Tan, Group General Manager of Huasing, attended the event, stating that he is, "A satisfied Mercedes customer, looking forward to putting the new trucks to use." According to him, these trucks are well suited for the local conditions. He is expecting business to pick up as infrastructure in Singapore is to be further developed. One of the mega-projects where he sees a need for efficient trucks is the new Terminal 5 being planned for Singapore's Changi Airport.

Extensively Tested

Confidence in the new range is inspired by the fact that the trucks have been subjected to unprecedented testing. With more than 50 million test kilometres driven and drive tests performed in six drive cycles in Southern Italy as well as six cycles in Sweden and Finland, Mercedes has put the vehicles through a temperature range from plus 50°C to minus 40°C. Given such rigorous tests, the trucks are surely ready for the Singaporean market.

Compliant with the upcoming legislation, the Arocs and Atego are Euro VI compliant. Apart from reducing emission also the fuel and AdBlue consumption could be reduced, which will help to bring down the operating cost of the trucks. Compared to the previous range, the newly introduced line-up sees a reduction in AdBlue consumption by some four percent, while fuel consumption dropped seven percent.

Emission Targets

The European Union has its own set of emissions standards that all new vehicles must meet. Currently, standards are set for all road vehicles, trains, barges and 'nonroad mobile machinery' (such as tractors). No standards apply to seagoing ships or airplanes. For light commercial vehicle, an emissions target of 175 g/km applies from 2017, and 147 g/km from 2020, a reduction of 16%.

The EU introduced Euro 4 effective January 1, 2008, Euro 5, January 1, 2010 and Euro 6 came into effect January 1, 2014. These dates had been postponed for two years to give oil refineries the opportunity to modernize their plants.

Sprinter & Citan

While the big rigs were clearly the centre of the attention, the smaller vehicles also played a crucial role. On display were the Sprinter, Vito and Citan, which also come with EURO VI compliant engines. Used in passenger transport, distribution and transportation of smaller loads, these nimble vehicles serve an increasingly important role.

Companies like Redmart depend heavily on vans that are able to deliver goods to housing estates and into areas inaccessible by large trucks. Together with their big brothers, they cover the needs of every player in distribution and transportation. **T**



Volvo Trucks Launches Euro 6 Trucks in Singapore

Volvo Trucks' Euro 6 range, that was recently launched in Singapore, boasts features for better safety, fuel economy, drivability, and uptime.

Volvo Trucks, on November 15, 2017, launched its Euro 6 range in Singapore, ahead of Singapore's adoption of its new environmental standards for diesel vehicles, which take effect on January 1, 2018.

Product Launch

On November 15, 2017 about 100 fleet owners joined 20 staff from Volvo Trucks at the product introduction dinner at MoCA@Loewen Road. The full range of Volvo trucks that are





I-shift

- Most advanced Automated Manual transmission
- Ensures engine works at most efficient rpm
- Less tyre and driveline wear
- Promotes fuel-efficient driving
- Dual-clutch for smoother transmission
- Available now in FE model.



compliant with the Euro 6 standard are: Volvo FH, Volvo FM, Volvo FMX, Volvo FE and Volvo FL. All trucks registered in Singapore after December 31, 2017 will have to be Euro 6 compliant.

Highest Standard

Euro 6 is the highest engine emission standard set by the European Union and in 2014 Singapore's National Environment Agency (NEA) announced plans to adopt it.

Following the launch, all new trucks sold by Volvo Trucks will have the Euro 6 engine, which reduces emissions of nitrogen oxide (NOx) and particulate matter (PM) by 80 percent and 50 percent respectively.


Volvo Euro 6 trucks have been on the roads in other parts of the world as early as 2014. Today, more than 170,000 units are running in markets such as Europe, Turkey, Korea and Hong Kong.

Benefits for Fleet Owners and Drivers

"At Volvo Trucks, our mission goes beyond providing trucks – we strive to drive progress," said Olivier Metzger, General Manager, Volvo Trucks Singapore. "To do this, we work hard to understand our customers and their needs, and we work closely with them to develop vehicle solutions that can help bring them closer to their business objectives. With our new range of Euro 6 trucks, we offer customers a sustainable solution that not only meets emission requirements, but also added benefits in safety, fuel economy and trouble-free ownership."

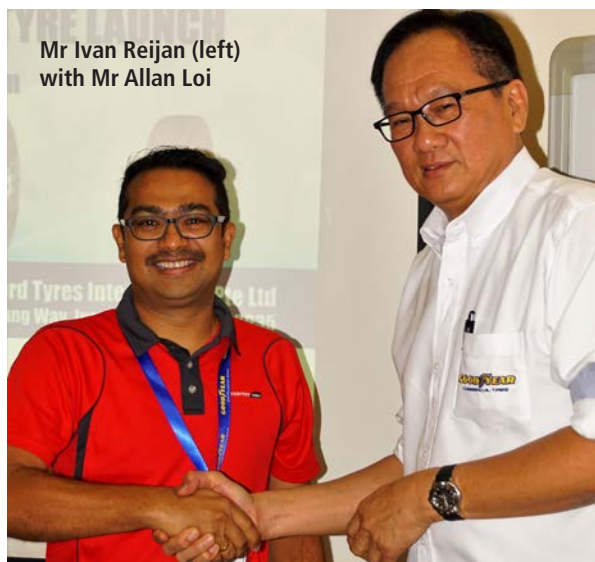
Shaping the Future

The launch of the Volvo Euro 6 trucks in Singapore bolsters the brand's commitment to shaping the future of the sector with continual breakthroughs in automation, connectivity, electro-mobility and alternative fuels.

Volvo Trucks' ultimate goal is to maximise efficiency, uptime, safety and comfort, while enabling businesses to be as profitable as possible. 

Stamford Tyres add More Goodyear Tires to its Offering

Two iconic brands in Singapore, Stamford Tyres and Goodyear have come together to offer more products to the commercial vehicle industry.



Mr Ivan Reijan (left) with Mr Allan Loi

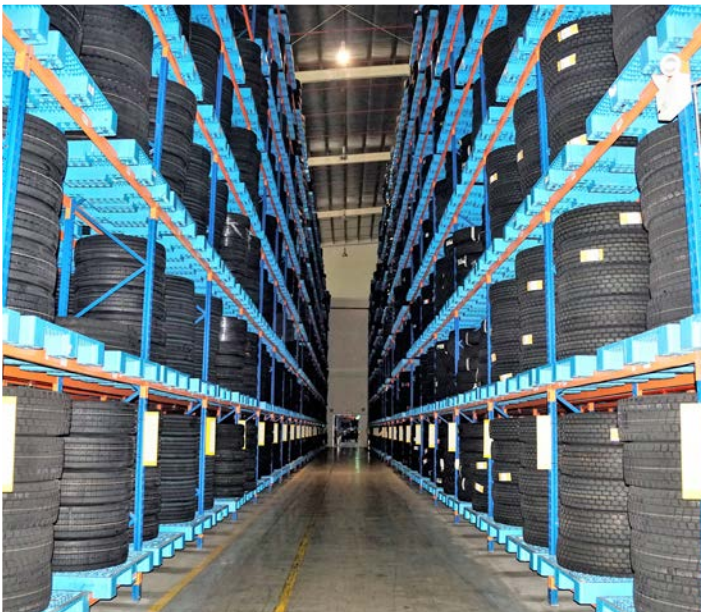
Stamford Tyres and Goodyear, both with long histories of serving the trucking industry in Singapore, are working together to make new Goodyear tires available in the Lion City.

Launch Event

On October 25, 2017, Stamford Tyres held a launch event at their facilities at Lok Yang Way, in Jurong. Goodyear was represented by Mr Allan Loi of Goodyear Indonesia Tbk and Mr Hans Ong of Goodyear Singapore. Mr Ivan Reijan, Vice President of Stamford Tyres Singapore (Fleet) introduced them to the customers who had been invited to the afternoon event. Mr Ivan Reijan explained that the tires being introduced have been on the market for a while, but today's event was to kick off Stamford Tyres rights to distribution in Singapore.

Mr Allan Loi gave a history of Goodyear beginning with its inception in Akron, Ohio in 1898. It now has 57 plants in 23 countries as well as three innovation centres. The company has been in Singapore since December 1917 when they established an office for rubber purchasing for worldwide operations. In 1964 Goodyear opened a sales office in Singapore to supply tires to the local market and to support the regional aviation business.





The Tires

Mr Ong switched tracks to talk about the tires being introduced, the Omnitrack Range and the MSSII MSDII. The Omnitrack is for Container Haulage and includes KMAX S and KMAX D. The MSS II and MSDII are best suited for trucks working in construction.

KMAX Technology

Mr Ong explained that the new KMAX S sees the introduction of the latest KMAX Technology. "The KMAX S features IntelliMax Rib Technology. Special "bridges" in the grooves allow the tread to have stiffer cornering compared to its predecessor, as the ribs of the design support one another. By reducing the rib movement, the IntelliMax Rib Technology ensures an optimised pressure distribution and footprint shape for regular wear and high mileage.



KMAX D


1. High Net-to-Gross ratio
Improved rolling resistance and higher mileage
2. Extra wide tread width
Better rolling resistance and mileage
3. Increased Non-skid depth
Improved mileage
4. Directional V-shape tread design
Better traction and noise
5. Flexomatic blades
Improved mileage, traction and handling

KMAX S

1. IntelliMax Rib Technology: Stiffer tread
High mileage and regular wear
2. Wide tread, optimized footprint
High mileage
3. Robust, wide shoulders
Improved robustness
4. Specific blading frequency and geometry
Excellent braking on wet

Facilities Tour

When the presentations were complete the guests were given a tour of Stamford Tyres facilities that began at the Jurong Retail store where a wide variety of automotive products, in addition to tires, are sold. They moved on to the Jurong Truck Centre and then to the Retread Factory, an important part of the Stamford Tyres operation. A walk through the warehouse could not fail to impress with the rows and rows of tires stacked to the high ceilings.

The day was not yet over as everyone returned to the offices of the Jurong Truck Centre where a buffet lunch was served. All those who attended the launch event were given special prices on any tires they bought that day. 

Truckmart Understands the Singapore Market

Truckmart has grown into Singapore's one-stop centre concept for commercial vehicles while disproving some long-held beliefs about the quality of products being sold here.

Truckmart International Pte Ltd, a wholly owned subsidiary of Sin Kian Wah Trading Pte Ltd, was founded in the late 1990s as a manufacturer of Truckmart-branded heavy vehicle automotive parts. Mr Ter Boon Seng, the Managing Director, has over 42 years' experience in the industry. Mr Ter understands customer requirements and so he established the One-Stop-Centre concept of spare parts under the brand name Truckmart.

Assessing Truck Quality

Mr Nigel Ter, Sales and Service Manager, explains, "Having been in the European heavy vehicle spare parts market for more than 30 years, we started a workshop, TM Motor Works in 2007, servicing European trucks. With that, we have hands-on experience with different kinds of trucks, and we know what's good and what's bad with each brand and model. We felt that the vehicles offered in the Singapore market were not really appropriate for the uses here.

"Increasingly," Nigel continued, "new truck models brought into Singapore had specifications too high for their intended use, which resulted in the customer paying more for frills they might never use. Other trucks had lower specifications which resulted in higher operating costs per ton of cargo moved.

"With our knowledge gleaned from servicing and maintaining trucks, our director Mr Marcus Ter, the director of Truckmart International Pte Ltd and founder of TM Motor Works Pte Ltd, approached BEIBEN and discussed the possibility of a series of trucks best suited for our market. The models on offer are value for money, and efficient to maintain. These are best suited for fleet owners looking to maximize profits and minimize costs."

Sole Distributor

In 2012, Truckmart International Pte Ltd was appointed the sole distributor for BEIBEN Truck in Singapore. "With the addition of the BEIBEN Truck to SKW's portfolio, we can now truly say that we provide a One-Stop complete solution for trucks: Sales, Service, Spare Parts." In June 2016, Truckmart International Pte Ltd was appointed the exclusive distributor for HIGER BUS in Singapore.



Truckmart offers the BEIBEN V3 AMT model. Singapore is the first country in the world to have the AMT equipped, as well as the Euro V versions of BEIBEN. BEIBEN models on-road in Singapore include the 1838S, 2043SZ, 2643SZ, 3343GSZ, and 3438GTZ.

Truckmart chose BEIBEN because it is well-known for being extremely heavy duty, having been born out of a collaboration between Mercedes Benz and the Norinco group. BEIBEN trucks are well known throughout China for being extremely robust and overloading capacity is unparalleled.

Carrying the Load

"Our 1838S, and later its successor, the 2043SZ, are 4X2 prime movers with a max GCW of 80,000 kg," Nigel points out. "Even though in the market there are a few makes of 4x2 prime movers with a GCW of 80,000KG, none of them have the chassis and suspension to carry such loads in the long term. At our workshop, we've noticed that the continental models require constant replacement of suspension leaf springs due to the fact that they were not technically designed for such heavy loads. BEIBEN chassis frames are double-layered, which significantly improves chassis frame strength."

Nigel continues: "Similarly, our 2643SZ and its successor, the 3343GSZ, are 6X4 prime movers with a max GCW of 150,000 kg. Few brands in the market are capable of such a high GCW with a similar sized configuration. This means our trucks are more economical in terms of cost vs cargo load, and bring more bang for the buck for fleet owners."



Driver Comfort

It is not just the load capacity of the BEIBEN that Nigel likes about them. "Our trucks have always come with electronically controlled rear-view mirrors, electronic cabin tilt system, and now, automated gear shifting, so drivers can do things in relative comfort."

When it comes to maintenance Nigel says, "In the long-term, maintenance costs are much lower than the European/Japanese makes, as the trucks are easier to repair. Undercarriage parts can be purchased from any Mercedes parts dealers worldwide as they are identical. To cite an example, replacing the air processing system (APS/APU) would cost a quarter of that of a European make."

Spare Parts

Through the Truckmart range of products, customers can acquire most, if not all, their spare parts requirements with short lead-time. Truckmart customers include on-road trucks and buses, off-road machinery and generators as well as mobile cranes and marine engines.

"The Truckmart brand," Nigel claims, "is respected throughout Asia for its high-quality products at reasonable prices. Users repeatedly request Truckmart products, which is the ultimate sign of customer confidence and loyalty to the brand. Truckmart products are distributed in over 30 countries."

After-Sales Service

In the past decade TM Motor Works has expanded to include overhauls of European engines and gearboxes, and is now highly regarded as a specialist of European Trucks & Chinese buses. TM Motor Works is the Weichai authorized service centre for on-road engines for both trucks and buses.

"Most critically," Nigel notes, "Truckmart can provide prompt after-sales service due to our parent company's strong parts supply and our workshop's expertise. As an authorised agent we have our own in-house workshop. We receive technical support from the principals in China, from BEIBEN, WEICHAI (engine) as well as FAST (transmission). Our parent company is both a ZF and Bosch authorised dealer, and has a supply network spanning five continents. We have diagnostic tool kits to diagnose and troubleshoot faults. This assuages any possible doubts customers might have regarding after-sales support. Apart from our own BEIBEN trucks, we are well-equipped to service and maintain other European makes as well."

Chinese Quality

"Some customers still believe that Chinese-made products are of inferior quality," Nigel states. "As we have been servicing different makes of trucks for over a decade, we find this to be an unfounded belief. Why a customer would rather pay much more for a different brand of similar specifications, and endure higher maintenance costs in the long term as well, is beyond our comprehension."

They believe this despite the fact that BEIBEN trucks are fitted with genuine Mercedes Benz axles, as well as ZF steering gears. The fuel and exhaust after-treatment systems are Bosch, while the ABS and Gear shifting systems are manufactured by Wabco Germany. These are parts common with other vehicles and can be easily sought for in the aftermarket."

Cost of Competition

Nigel points out that transportation fees are depressed because of fierce competition and less trade volume. "It does not matter if a continental vehicle or a BEIBEN is used, transporters can only charge so much to their customers. It is not reasonable to charge a customer more for freight because the truck is more expensive. As long as the cargo can be safely transported from source to destination, it will suffice."

Nigel says "A very good case study is the dominance of Chinese buses here. When Chinese buses first entered Singapore in 2003, they were met with a lot of scepticism. Chinese buses now have a history spanning 14 years, and have grown to be the first choice for most private bus companies due to their low purchase cost and low maintenance. We anticipate that in the near future Chinese trucks will follow a similar path."

When asked what Truckmart's plans are for the future Nigel replied: "We want to focus on building up these two brands at the moment and increase our parts range as well." **T**



Panus Assembly to Move into Singapore

In Thailand, the name Panus is synonymous with high quality trailers. After decades of success in the home market, the brand is now ready to tackle international markets. In an exclusive interview with Asian Trucker, we learn how the company is planning to penetrate other countries.

With more than 40 years of experience in Thailand, Panus Assembly is set to venture into the Singapore market that is well-known for its well-regulated efficiency. Panus Watanachai, Chief Executive, Panus Assembly Co Ltd is confident that his company is ready to make the move. "At Panus Assembly, we understand the challenges we face going into a new market, and specifically know what will be expected of us in Singapore. At Panus we strive to provide the very best service to our customers. From marketing to sales process, we know exactly how important it is to be efficient. The service we provide to our customers doesn't stop

with the sale. We follow through to ensure that our product is meeting their needs."

Quality Build

Established over four decades ago by a group of technological entrepreneurs in the Panus Nikom district, Chonburi, about 100km from Bangkok, the company's initial aim was to manufacture high quality transport equipment such as truck bodies and trailers and to back up their products with quality service. "We intend to be around for another 50 years and more," says Mr Watanachai. Our goal is to command the highest and best market share in several segments."



In Thailand, Panus Assembly has proven its ability by meeting the needs of the market with its capacity and capability to build products that last. This focus has made Panus Assembly Number 1 in Thailand in its segment. Hard work and innovation have put the company on top.

Expansion Moves

Located a good 90 minutes' drive south of Bangkok, Panus Assembly proudly sits on a big piece of land which is seeing a lot of action as the company gears up for this next phase of expansion. PANUS International Division deals with everything outside of Thailand. English is the language spoken in this division and there several experienced individuals who can speak other languages and deal with every enquiry that is received. "We now have 1000 employees, a 25,758sqm building area and 52 acres of land. Growth and expansion in both, domestic and international markets is a must in the eyes of the management," Mr Watanachai shares.

Panus Assembly has become a leader in many segments of the Thai Domestic market. Specifically, they hold 56 percent of the Skeleton market. "Knowing this," says Mr Watanachai, "we are confident our products will make a breakthrough in Singapore where there is a strong demand for Skeleton trailers."


Trailer Structure & Durability

"In every business, reliability is just as important as profitability," Mr Watanachai asserts. "PANUS trailers provide the reliability that will help make a business more profitable. Downtime is not good for owners and customers. In order to reduce downtime, PANUS trailers go through a stringent check before we deliver them to the customer. These checks include Finite Element Analysis (FEA) and QC check at every stage, starting from Assembly to fitting and Finished Goods."

With a strong chassis structure, the durability of the trailer will lengthen, which, in the long run, is good news for the owner. With regulations prohibiting vehicles more than 10-years-old on the streets, fleet owners can look forward to selling their trailers in the second-hand market for top dollar. Owners can reinvest the money into another PANUS trailer, which will be another valuable asset for the company.

PANUS SMART Trailers

Every fleet owner knows that it is the trailer that helps them make money. With this in mind, PANUS came up with an idea on how to protect these assets. With the introduction of SMART trailers, it allows owners to monitor their trailers from Tire Management to every small detail they need to know about the trailer. This technology enables better fleet management. Efficiency improves and most importantly the lifespan of the trailer will be longer. With correct and accurate data, owners will be able to pre-plan trailer downtime resulting in the ability to provide customers with better logistics management.

"We look forward to beginning operations in Singapore," Mr Watanachai stated. "We will provide the market with quality products and superb service." 



CA2080P122 (4x4) Rigid Truck Specifications

Mass	Curb Weight (kg)		3520	Dimensions	Overall dimension (mm)	Length	6560	
	Axle Load distribution (kg)	Front	2150		Width	2080		
		Rear	1370		Height (unload)	2680		
	Gross Vehicle Weight (kg)		5000		Wheel Base(mm)	3860		
	Axle Load distribution (kg)				Wheel Track(mm)	Front	1200	
					Rear	1500		
	Max. GCW (kg)				Min. Ground Clearance(under rear axle) (mm)	220		
	Max. Axle Load distribution (kg)	Front	.....		Approach Angle (°)	18	
		Rear	.....		Departure Angle(°)	30	
	Max. traction weight (kg)		.....		Front Overhang (mm)	1200	
Max. GVW of tractor and trailer		.....	Rear Overhang (mm)	1500			
Max. allowed load on fifth-wheel (kg)		.....	Clearance of fifth-wheel from ground(loaded) mm	.....			
Performances	Min. Steering Diameter (m)		15.2	Engine	Model	YC4D130-33		
	Max. Speed (km/h)		100		Displacement(L)	4214		
	Max. Gradeability (%)		22.6		Max. Output Power (HP)	122/2800		
	Parking Brake Grade Angle (%)		18		Max. Torque Nm/(r/min)	380/1400~1700		
	Direct Shift Min. Stable Speed(km/h)	26				Min. Fuel Consumption g/(kW•h)	215	
	Direct Shift Accelerate Time (s) (20-70km/h)				Cab	Type	Cab-over-engine, all metal closed, integral front tilting angle 44°	
	Sliding Distance(from 50km/h) (m)		≥1050			Seats	3	
	Braking Distance(from 30km/h) (m)		≤10			Type	Dry type, single plate, diaphragm spring clutch, hydraulic controlled	
	Fuel Consumption(l/100km)		15			Driven Plate Dia.	Φ330(mm)	
	Fuel Tank Capacity (L)		100		Clutch	Model	Power steering	
Frame	Type	Side rails, punching and riveted construction		Ratio		18		
	Main Rail section	200×65×5(mm)		Pump Max. pressure(kPa)		10000		
	Auxiliary Rail Section			Brake System	Rated working air pressure (kPa)		784
Gearbox	Model	LT115		Driving Brake		Dual circuit, air pressure brake		
	Forward Shifts Ratio	5.502, 2.882, 1.650, 1.000, 0.755		Parking Brake		Spring energy storage type		
	Reverse Shift Ratio	I=5.118		Auxiliary Brake	Exhaust Brake			
Alignment	Wheel Camber	1°		Electric System	Type	Single line, negative earthed		
	Kingpin inclination	8°			Voltage	24V		
	Caster	1°30'			Generator	1500W		
Rear Axle	Toe-in(measured onΦ648 diameter)	1~3(mm)		Battery (V/Ah)	24/105			
	Type	1058 ISUZU type, 5T		Wheel	Rim			
Reduction Ratio	4.875		Model		7.50 R16-14			
Body	differential			Tyre	Air pressure (kPa)		830	
	Measure ment(mm)							







Protect Your Cargo with Hendrickson Suspension Systems

The American-based firm swears by its quality and durability of products.

Transporting perishables can be a tricky affair, it needs to be fast and efficiently handled from the farm right up with freighters, trucks and eventually making its way to the grocery stores or supermarkets. Handling fresh produce can be very challenging as they are susceptible to damage due to the mechanical vibrations during transportation.

Mechanical vibrations can do a lot of damage especially to fresh produce such as Kiwi fruits. Bruising of fruits and vegetables can contribute to discoloration and reduced shelf life. That in turn increases the loss ratio for the supplier as about 70 percent of global transport damage is avoidable. That is an average savings of EUR2.8 billion (RM13.7 million) worth of savings per year. There are many ways to minimise damage to goods during transit such as proper packing, load management and adequate suspensions.

It is vital that shipments reach recipients undamaged and on time, as much as to reinforce their own market positioning. The use of proper suspensions in delivery vehicles can greatly minimise the effects of mechanical vibrations. Mark Boon, Hendrickson's Executive Manager, Southeast Asia shares his thoughts on the importance of proper suspensions use for transporting of goods.

Hendrickson is the leading global manufacturer and supplier of medium- and heavy-duty mechanical, elastomeric and air suspensions; integrated and non-integrated axle and brake systems; auxiliary lift axle systems; parabolic and multi-leaf springs; stabilizers; and bumper and trim components to the global commercial transportation industry. For markets like Malaysia and others that are transitioning slowly from mechanical suspension systems on their trailers to air suspension systems are playing catch up as workshops become increasingly exposed to the different maintenance requirements air suspension brings to the fleets," said Boon.

"Using the right axles are important as it can prolong the shelf life of goods especially perishables. Air suspensions are better than mechanical ones as they contribute less bruising which reduces the amount of waste. For instance, air suspensions can reduce the amount of rattling of glass bottles, and keep strawberries in pristine condition during transit.

"At Hendrickson, we emphasise on proper maintenance, it is part of educating our clients to get the best out of our products. Regular maintenance on air suspensions is necessary as well as wheel alignment and the maintenance of correct tyre pressures as these go hand in hand for optimum driving experience," he said.

Hendrickson's truck suspension range include AIRTEK, AR2, HAS SERIES, HAULMAAX, HN SERIES, PARASTEER, PARASTEER HD, PRIMAAX EX, R SERIES, RT/RTE SERIES and HA4 SERIES.

About Hendrickson

Everyday Hendrickson suspensions carry countless tons of freight on and off the highways of the Asia Pacific Region. For over 100 years Hendrickson has been the leading supplier of springs, suspensions and axles to suit rigid trucks, prime movers buses and trailers of many fleets throughout the region. **F**



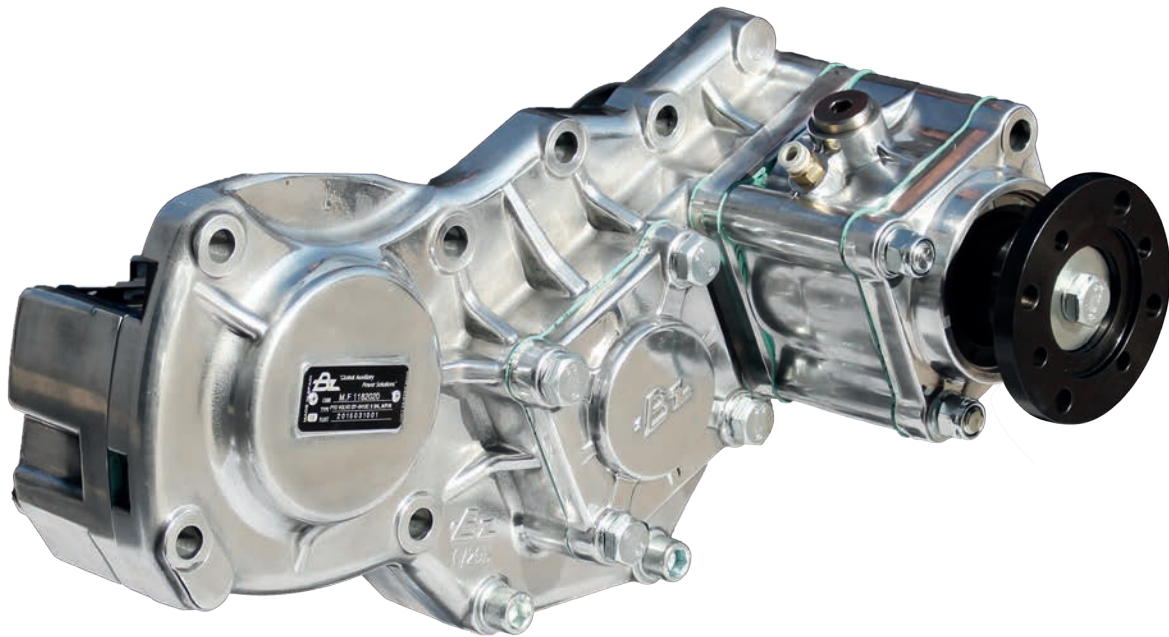
Bezares PTO are built to last

Bezares SA is a Spanish manufacturer of hydraulic equipments for trucks and industrial vehicles such as PTO (power take-off), hydraulic pump, hydraulic valve, powerpack and complete hydraulic systems for trucks and Industrial vehicles from many brands such as Allison, ZF, Toyota, Renault, Mitsubishi, Mercedes Benz, Volvo, Man, Scania, Isuzu, Iveco, DAF, and others. Bezares PTO are internationally known for their rugged design. Made with premium components, all models offers high technical performance, allowing it to work under the harshest applications and conditions.

Here we take a closer look at Bezares PTO and its application.

WHAT


The Power Take-Off or PTO is a mechanical device which is mounted on the gearbox to obtain power and a determined rpm for our application. This mechanical energy from the gearbox is transmitted to the pump and converted into hydraulic energy.



USE ON COMMERCIAL VEHICLES

When requesting a PTO it is very important to know the brand and the model of the transmission. With that information, PTO suppliers can advise you to select the most adequate power take-off for your application. PTO suppliers will usually require details of the make, model and even serial number of the transmission. Care is also needed to ensure that the physical space around the transmission allows for installation of the PTO.

APPLICATION

The PTO is engaged/disengaged using the main transmission clutch and a remote control mechanism which operates on the PTO itself. Typically an air valve is used to engage the PTO, but a mechanical linkage, electric or hydraulic mechanism are also options. Typical applications include: Running a water pump on a fire engine or water truck; Powering a blower system used to move dry materials such as cement; Raising a dump truck bed; Operating a winch on a tow truck; Operating the compactor on a garbage truck. 

Cobalt ML3 Revolutionizes Temperature Monitoring for Sensitive Products During Transport



New technology from Oceansoft ensures that sensitive goods stay at the ideal temperature during transportation.

OCEASOFT leverages cutting-edge IoT communication networks to support shipping and logistics cycles for temperature-sensitive products with its new mobile temperature data logger, Cobalt ML3, featuring LoRaWAN™, the LoRa™ Alliance's long-range communication protocol.

Industry Challenge

Tracking the temperature of sensitive and perishable products during transport is a real industry challenge. The growing requirement for traceability has led to increasing expenses related to monitoring the cold chain: it is expected that \$6.23 billion dollars will be spent annually for monitoring by 20221.

OCEASOFT, a member of the LoRa™ Alliance, developed the Cobalt ML3 solution to meet challenges in the transport industry. Cobalt ML3 connected data logger takes care of temperature traceability during product logistics phases, leveraging specialized long-range wireless technology.

End to End Tracking

The Cobalt ML3 solution has been chosen by Dispam Groupe 2M, a French expert in refrigerated truck transport, with a deployment in progress for its entire vehicle fleet to ensure end-to-end temperature tracking for its customers.

The solution automatically collects temperature data recorded by Cobalt ML3 modules and transfers the information to a secure Cloud platform via a network of receivers using the LoRaWAN™ protocol.


Simple & Secure

Now, with the new solution from OCEASOFT, no human intervention is needed to ensure continuous temperature monitoring across the entire logistics chain. Cobalt ML3 can also use the public network to upload geolocation information about a container or vehicle.

Simple and secure: setup is fast and intuitive, with configuration and data access data simplified by the CobaltView companion web application PC, tablet, and smartphone. Temperature readings are stored in the Cobalt ML3 module's internal memory as well as on the secure OCEASOFT Cloud platform, OCEACloud™. A Cloud application development interface (API) is also available, enabling data to be integrated with third-party information systems. In case of anomalies, such as out-of-bounds temperatures, alerts can be sent 24/7 by e-mail, SMS/text message, or voice message via the OCEAlert platform.

Keeping Costs Down

Cobalt ML3 is designed to keep up-front investment and maintenance costs down, using low-energy-consumption technologies enabling battery life up to one year. Battery operation further helps make installation fast and easy. An external waterproof, protective casing can be used for logistics and transport applications requiring additional robustness.

Cobalt ML3 respects regulatory standards, notably EN 12830 and 21 CFR Part 11. The Cobalt ML3 solution is the latest solution for handling the challenge of monitoring sensitive products throughout the cold chain. 



Enabling the Acquisition and Supervision of Additional Shipment Capacity

Manhattan Associates new app can help small operators compete with larger counterparts that have high-end IT infrastructure.

Manhattan Associates, Inc. has announced new additions to its Transportation Management System (TMS) to allow shippers to fully utilise the transportation market's sharing economy. Part of the recently announced Manhattan Active™ Supply Chain Solution suite, Manhattan's TMS 2017 allows shippers to easily add capacity, improve the flow of information across extended distribution networks and obtain real-time visibility into in-transit inventory.

A Sharing Model

The transportation market has evolved into a sharing economy model as shippers looking to add capacity frequently engage with carriers other than their primary partners. However, most small operators do not have the high-end IT infrastructure of their larger counterparts, making tendering, procuring and tracking shipments more difficult. This is complicated by the fact that small carriers dominate the fragmented truckload shipping market across Asia.

Available as a free download from the Apple App Store or Google Play, Manhattan's new TMS Mobile application leverages the ubiquity of smartphones to reduce the barrier to entry and give small and medium-sized contract carriers access to constant, real-time visibility. This information drives the detailed analytics, accurate planning and improved customer service required in today's supply chains.

Effortless Access

"In the same way ride-sharing companies use smartphones to provide quick and simple access to transportation," says Gregg Lanyard, Director of Product Management at Manhattan Associates, "TMS Mobile also leverages these devices to provide shippers the same, effortless access to available transportation resources. The goal of this new economic model is to improve customer convenience and service levels, while decreasing overall costs."

Manhattan's TMS 2017 introduces integration with MacroPoint, a global freight platform that provides shippers with real-time visibility of freight they have entrusted to third-party carriers. This integration gives users immediate access to one million drivers and over two million ELD/GPS connections.

Additional highlights from Manhattan's TMS 2017 include:

- Dynamic and opportunistic cross-docking that considers already-planned inventory, inventory in motion and inventory at interim facilities when determining the subsequent movement of products through one or more waypoints. This enables effective cost-based and time-based decision making for optimal routing.
- Seasonal demand analysis that identifies data patterns to boost planning accuracy. By analysing demand history, strategic modelling provides a solution that is both operationally feasible and optimal to the network.
- Automated, rules-based appointment scheduling to streamline workflow and improve efficiencies for planners. This new rules framework allows users to focus on exceptions and provides greater flexibility when managing the appointment process.
- Enhanced buy/sell management capabilities that provide 3PLs and carrier users with more robust dual rating, visibility and customer billing functionality so as to optimise revenue and margin management.

Improved Usability

Additionally, Manhattan delivered enhancements to its ready-to-ship functionality to better facilitate inbound transportation flows, expanded support for LTL shippers with density-based rating and improved usability in multiple areas, including contract management and invoicing.

Manhattan also unveiled an updated Carrier Management suite of decision support tools for truckload carriers. These improvements are designed to help carriers reduce overhead costs while improving utilisation, efficiency and profitability. New features include Driver&Load®, a multi-threaded, high-performance optimisation engine, and a web interface for Load Analyser, which improves network balance using lane forecasts, commitment planning and real-time operations data.

www.manh.com/en-au

Service Crew Compete to be the Best to Drive the Shift to a Sustainable Transport System

Singapore's Scania Top Team 2017-2018 crowns five service personnel who will pit their skills and teamwork against top teams at an international level.

How difficult is it to diagnose an electrical problem on a heavy truck? A team of four service technicians and one service advisor from Scania Singapore approached it systematically by discussion, delegation and referencing the Scania Multi advanced workshop information system to pick out the faulty wire from a wire diagram.

Team Dynamic

By staying organised and communicating well, the five who call themselves Team Dynamic clinched the winning title at the Scania Top Team Competition Singapore 2017-2018 held October 28, 2017.

The team will represent Singapore at the regional league of the competition in Kuala Lumpur in September 2018. From the five regional leagues held around the world, 10 top teams will be selected to participate in the world finals in Södertälje, Sweden.



Chua Chin Heng, captain of Team Dynamic (centre), oversees the diagnosis of a gear box failure with his team mates at one of the challenge stations.

Thor Brenden, Services Director for Scania Southeast Asia (third from left), presents the challenge trophy for Top Team Singapore 2017-2018 to Team Dynamic. From left: Lim Wei Soon, Mohd Rozaimi, Thor Brenden, Chua Chin Heng, Rajakumar M and Ganesan S.



Scania Top Team is a global competition programme aimed at enhancing the skills of Scania's service and parts personnel to drive the shift towards a sustainable transport system. The programme emphasises a partnership-driven approach in engaging all employees to develop solutions that achieve tangible results in carbon footprint reduction, while ensuring that the demands of a growing population are met.

Theory & Technical Challenges

The participating teams undergo theory assignments and technical challenges simulating real-life service problems, which they have to diagnose and solve.

"Scania Top Team challenges and encourages our service and parts teams to push their competencies, skills and teamwork further towards our vision of a sustainable transport system with customers," said Mark Cameron, Regional Director of Scania South Malaysia & Singapore, and Country Manager of Scania Singapore.

The Heroes

Mr Cameron added: "As our front-line service crew, they are the heroes who keep our customers' vehicles reliable, safe and fuel-efficient with minimum impact to the environment."

The Singapore league started with theory assignments and finished off with the national finals. Team Dynamic successfully demonstrated a high level of technical competency, discipline and teamwork on the five competition challenges – Theory, Electrical, Air-Conditioning, Transmission and Chassis – designed to reflect the demands of customers seeking to run profitable and sustainable businesses.

Knowledge Refresher

"It was very challenging, but the competition has allowed us to refresh our knowledge and understand areas where we can further improve our abilities to serve customers better," said Chua Chin Heng, the captain of Team Dynamic. His other team mates were Rajakumar M, Lim Wei Soon, Ganesan S and Mohd Rozaimi.

Scania Top Team developed from a national training event into a global competition programme held once every two years. This year's is the tenth instalment held at an international level, involving more than 8,000 participants from 65 countries. 



Singapore Takes Top Honours in The UD Extra Mile Challenge

The Extra Mile Challenge is more than just a competition, it is an opportunity to learn.



services. The competition focuses on three key elements; pre-drive inspection, fuel efficiency & safety driving, and maneuvering & parking skills, to improve driving skills of the drivers and reduce both operational costs and downtime.

For the challenge, drivers representing each country compete in a simulated transport delivery cycle. Each practical station is judged by the following criteria: revenue, fuel efficiency, uptime and maintenance cost, and driving safety. The winning team claimed the highest profit based on transport calculations. The Extra Mile Challenge demonstrates how UD Trucks not only helps achieve further business success, but also strengthens driving capability and confidence, contributing to safer roads and motivated drivers.

The trucks are now silent, their drivers and teams enjoying a well-earned rest after completing the 2017 EMC global final at the Experience Center at UD Headquarters, Ageo, Japan on November 7, 2017. Team Singapore took the top honours in the Quon category. Team South Africa led the field in the Quester category. It is the very first time to have both truck models for the UDEMC in the same year.

Seven Finalists

At the competition this year, seven drivers from six markets emerged from the qualification rounds and competed in the global final in Japan. No qualification round was held for Japan and Singapore. There were four Quester drivers (from Japan and Singapore). There were three Quon drivers (from Thailand, Malaysia, South Africa, and Indonesia) and three Quon drivers (from Japan, South Africa and Singapore).

Extra Mile

Based on UD Trucks' brand promise, "Going the Extra Mile," the Extra Mile Challenge demonstrates how customers can make the most out of UD products and

Team Singapore driver Seng Ann Neo, from CWT Limited., had this to say: "Winning the challenge is a great feeling. It feels like the fruit of 30 years of truck-driving experience. There is so much on the Extra Mile Challenge agenda that we learn, it's not just about the friendly competition. I've

been driving UD Trucks for one and half years, but there are so many things I learnt for the first time in this training. Next time, I'm ready for an even tougher challenge."

Challenges Everything

In the Quester category, winning driver Lafras Kruger from RA Transport, described his experience:

"It's been really exciting. It challenges everything you have to think about in your day-to-day driving. I found everything about the contest really stimulating. I'd love to do it again if I get the chance."

President of UD Trucks Yoshihiro Murakami observed that EMC is a part of UD Trucks' commitment to go the extra mile for smart logistics envisioned, as smart logistics is not only about smart trucks and smart services – it's also about smart drivers.

One UD

Kishi Nobuhiko, SVP Brand, Communication and Products emphasized the importance of the One UD in expanding the EMC. "One UD means that we work as an extended family bringing together people with diverse skills and expertise from different organizations, including UD colleagues and partners around the world, with the shared determination to go the extra mile for our customers.

"Following this ambition, we plan to increase the number of markets where we can hold the local competition stages leading to the global final competition, and to continue expanding the competition and welcoming new participating markets and customers."

Gemba Spirit

The Extra Mile Challenge shows our customers the essence of the UD Trucks' "Gemba Spirit" - it is the professional, passionate and dependable spirit at the heart of UD Trucks. Wherever our customers are, however tough their market, they know that UD Trucks is committed to improving their business in their Gemba.




UD Extra Mile Challenge is a competition program but it is our hope to also create an opportunity for customers and their drivers to find clues, tips and solutions for improving their actual business and transport operation.

The complete results of EMC 2017.

Quester Category

Best in Class:
Team South Africa
Customer: RA Transport Co.
Driver: Lafras Kruger
Best pre-inspection: Team Malaysia
Best driving skill: Team Thailand
Best fuel efficiency: Team Indonesia

Quon Category

Best in Class:
Team Singapore
Customer: CWT Limited
Driver: Seng Ann Neo
Best pre-inspection: Team Japan
Best driving skill: Team Singapore
Best fuel efficiency: Team South Africa 



Shell Opens 430 Million-Litre Lubricants Plant in Singapore

From the third largest integrated lubricants and grease production facility in the world Shell will ship products to more than 40 countries from Singapore.



every year – enough to change the engine oil of over 12,000 cars, every hour, every day.

State-of-the-Art


Speaking at the opening, Huibert Vigeveno, Shell Global Commercial, Executive Vice President (including Shell Lubricants) said: “This state-of-the-art, highly automated facility in Singapore was built to support our business ambitions here in the APAC region. It serves as a strategic production hub, and will be the centrepiece of our lubricants supply chain network to reliably supply our world-class lubricants to millions of customers in the region. Asia represents over 40% of the world’s lubricants demand, and is home to half of the world’s largest lubricants markets.

“This facility will also further strengthen our marine lubricant business’s presence here in Singapore, the world’s second busiest port.”

Production Hub

Lim Kok Kiang, Assistant Managing Director of the Singapore Economic Development Board, commented, “We are heartened by Shell’s commitment to improving productivity through the adoption of innovative technologies, which is aligned with the strategies of the Energy & Chemicals Industry Transformation Map. With a 50% increase in capacity and six-fold improvement in productivity over its previous plant, the new plant will be yet another great showcase of an Advanced Manufacturing facility that provides Singaporeans with good jobs.”

The new plant will be a production hub for products that will be shipped to more than 40 countries, mainly in the Asia-Pacific region. It will produce lubricants carrying Shell’s globally renowned brands, such as Shell Helix (passenger car motor oil), Shell Rimula (heavy duty engine oil), Shell Tellus (hydraulic oil), Shell Alexia (two-stroke marine engine oil) and Shell Gadus (greases). **F**



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STRATEGIC LOCATION

Asia-Pacific lubricants and grease production hub, complementing Shell's other production facilities in the region



WORLD-CLASS QUALITY

Highly automated blending, filling and packaging technology

Dedicated world-class lubricant and grease testing laboratory

Shell has opened an integrated lubricants and grease production facility in Tuas, Singapore. At 10 hectares, the site size is equivalent to almost 25 football pitches. It is Shell’s

third largest lubricants plant in the world and second largest in Asia-Pacific, capable of producing up to 430 million litres (equivalent to 390 kilotonnes) of lubricants and greases

Subscription Form



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A New Oil for Euro 6 Requirements

NSL Fuel Management Services held an interactive seminar to introduce Shell customers to their new oil.



With Singapore requiring that all new trucks purchased after December 31, 2017 to be Euro 6 compliant, Shell has introduced the new Shell Rimula R4 L CK-4 oil. On October 12, 2017 Sean Chua, CEO of NSL Fuel Management Services, the Shell authorized lubricant distributor, invited Shell customers to the official launch of the new oil.

Introducing NSL

Phang Mun Wai, Manager Sales & Marketing for NSL Fuel Management Services, not only introduced the new oil, but introduced his company. NSL OilChem is part of NSL Ltd group of companies, a leading industrial group in the Asia Pacific. NSL OilChem was borne out of NSL's

commitment to protect the environment. "In 2016 Group Revenue was \$337.4 million," explained Mr Phang. "The facility we are in today, Raffles Marina, is owned by NSL."

NSL OilChem provides one-stop integrated services for oil-and-chemical management. The company specialises in both oil-and-chemical waste management and distribution of fuels, lubricants and automobile products. "In October 2016, NSL became the authorized distributor in Singapore for Shell lubricants. We now stock more than 165 Shell Lubricants."

Evolution to Revolution

Continuing his presentation Mr Phang explained: "Heavy-duty diesel engine designs have evolved substantially over the last 40 years. This evolution has been driven by emission legislation and customers' requirements for efficiency and reliability. There has been significant progress. Despite the progress, there is a long way to go. Recent regulations, coupled with customers' desire to reduce the total cost of ownership, are making fuel economy the most critical driver for engine manufacturers.

Advanced technologies and materials, and new operating conditions such as higher internal temperatures, continue to improve engine efficiency. But oil and engine technology go hand in hand. Engine changes place more stress on the oil, which has to lubricate, cool, clean and protect over extended oil-drain intervals. The vehicle industry is recognizing that oil can help achieve an engine's full potential for fuel economy without compromising hardware durability. As engine manufacturers create cleaner, more-fuel efficient diesel engines, they need a new generation of higher-performing diesel engine oils to protect them.

Singapore Market Trends

Mr Phang passed the mike over to Victor Yong, Assistant General Manager, Market Development, who began his presentation by detailing the market trends in Singapore. "95% of commercial vehicles in Singapore use diesel," he stated. "65% of Commercial Vehicles in Singapore are Euro 1, 2, and 3 compliant while only 45% are compliant for Euro 4, 5 and 6. The government of Singapore is encouraging the use of Euro 6 trucks with its vehicle turnover scheme."



Answering the question as to why a new oil is needed Max stated, "A new lubricant specification is needed to meet the government regulations and address the customer's need to reduce the total cost of ownership."

New Oil Required

"Today's engine, with new metals and higher temperatures, needs a better and stronger oil to meet the demands that are placed on it. CJ 4 was developed over 10 years ago, so it is definitely time to present a new and better product."

The CJ-4 diesel engine oil category was developed in 2006, and some of the engine tests required to qualify an oil are no longer available or no longer relevant to next-generation engines.

Backwards Compatible

CK-4 is a new specification for heavy-duty diesel engine oils as defined by the American Petroleum Institute (API). The new API CK-4 category is designed to meet the needs of current and next-generation engines. CK-4 oils replace CJ-4 oils, and are "backwards compatible" to all current vehicles, so will be a direct replacement for the engine oils presently being used.

Diesel engine technology has advanced significantly over the past 40 years, driven by tightening emissions legislation and increased emphasis from customers on efficiency, reliability and reduced total cost of ownership. Today's engines need a new generation of high-performing diesel engine oils to help deliver improved fuel efficiency without any compromise in engine protection.

Key Features

Vincent Cheng, Sales & Application Engineer, Sales & Marketing focused on the Key Features of the new oil. "What do these product features mean for customers?" he asked.

"The new Shell Rimula CK-4 oils are designed to help keep engines clean and running efficiently, in

order to help customers improve fuel economy and reduce CO2 emissions. In addition, by providing increased engine protection the engine oils can help improve engine durability and guard against unplanned downtime and unexpected maintenance costs.

a. Improved oxidation control – The hotter running temperatures of modern engines means that engine oils need better temperature resistance, to help prevent oxidation. Oil breakdown resulting from oxidation can lead to a build-up of deposits that cause engine wear, and oil thickening, which impacts fuel efficiency.

b. Enhanced shear stability – Ensuring that the engine oil remains within its viscosity grade, can help guard against oil thinning that can result in abrasive wear of engine parts and against oil thickening, which impacts fuel efficiency.


c. Improved aeration control – This is particularly important for equipment operating on steep

gradients, as air is often pumped into the engine along with the oil, which can cause foaming. An oil that releases air more quickly offers better protection against engine wear.

d. strong deposit resistance - helps to control deposits and dirt in all parts of the engine and provides 50% less wear and tear on engines.

Q & A Session

During the Q & A session the panel was asked if the new oil could be used in marine engines. Yes, it can. "How many hours will you get before you change oil filters?" Vincent replied, "You will have longer filter life."

As it was an interactive session, prizes were given to correct answers to questions, and one lucky fellow even won a fuel voucher for being able to pick up an oil drum. A number of lucky draw prizes were also presented before the session broke up to enjoy a very good buffet lunch, which allowed attendees to network. 





WABCO Launches Electronic Stability Control System For CVs In India

Murralli Thalor met with WABCO to get a scoop of what the company has in store for one of the largest markets for commercial vehicles.

WABCO India, the leading manufacturer of safety systems for commercial vehicles, has introduced in India ESCsmart, its Electronic Stability Control System for trucks and buses, to reduce accidents and enhance safety. Commercial vehicles, especially the large trucks, buses and multi-axle vehicles, account for a third of road accidents in India. About 84 percent of accidents occur owing to loss of control.

The company has also announced the beginning of the operations of its Gradient Hill, which was officially launched by Rashmi Urdhwarshie, Director, Automotive Research Association of India (ARA).

ESCsmart is designed for application in all kinds of commercial vehicles – heavy, medium or low duty; it can be applied on a bus, truck or a towing truck. Tata Motors is the first OEM customer which has decided to deploy ESCsmart system across its Prima range of medium and heavy-duty trucks.

At the unveiling of the product recently at its proving grounds in Chennai, India, Jacques Esculier, WABCO Chairman and Chief Executive Officer, said, the company is a global leader in innovating technologies that contribute to safer and more efficient road transportation of people and goods. "After pioneering the introduction of ABS for commercial vehicles in India, we are extremely proud to launch ESCsmart and to play a key role in helping to support the Government of India's vision to reduce road accidents."

ESCsmart has been in Europe for long and the global company introduced this in the US in June this year. Steps are under way in the US to make ECS mandatory. Several

fleet operators there have adopted this technology even ahead of regulations; other countries like Japan and South Korea are thinking about it and India also will move to it. "Many countries, including India, are considering us. Once you have ABS (anti-lock braking system), this is the next logical step," he added.

India Target

WABCO India will initially target long haulage fleet owners, who the company is expecting will nudge OEMs to adopt the new functionality. "They would ask the OEMs to have this while negotiating new contracts. OEMs could also take the initiative, as Tata Motors has done, especially in the seven-tonne and above models; they have identified the segments where they want to offer models with ESC," Esculier added.

ESCsmart is an active safety system built on the company's ABS and electronic braking system (EBS) platforms. It monitors the roll and directional stability of vehicles and can automatically intervene, when a high risk to instability is detected. This will help reduce the chances of accidents, particularly associated with rollover, skidding and jack-knifing.

The ABS that was introduced in India in 2015 to help the stability control system, is made by adding electric, electromechanical and electronic elements to the earlier pneumatic brake system. All these parts form the base for the ESCsmart, both technology and component-wise. While ABS comes into play while braking, the ESCsmart is monitoring the vehicle condition all the time – both driving and driver behaviour. If a deviation is detected in the driver's intention or a critical situation occurs, the system will autonomously intervene and apply the brakes.

With BS-IV norms in India, the communication between the engine, vehicle and brake system can influence the engine to reduce speed and bring the vehicle back to the track the driver intended to go on. A vehicle can slide off and skid when driving on wet roads where the contact between the tyres and road is not adequate. It can also happen on highways when driving very fast around kerbs. ESCsmart can help reduce the chances of accidents, particularly associated with rollover, skidding and jack-knifing.

Technology

With steering aligned to centre, ESCsmart knows what the driver really wants to do and monitors the direction that the driver is steering and how it influences the vehicle's stability. There are learning algorithms in the software itself that can make the vehicle adapt to the changes in load, tyre pressure and in the geometry of the vehicle owing to tear and wear. The system can measure physical values at every stage of driving.

ESCsmart measures these values, compares them with the geometric values put in earlier and then calculates what is called the vehicle model. It's an easy model that compares what the vehicle is doing with what the driver wants to do; the calculations will tell where the vehicle should go compared to where it is going then. If it does not match, ESCsmart takes over control. The learning values are stored in the electronic control unit and they are always present. These are continuously updated and adjusted according to the changing conditions.

"We have two different situations to accommodate the ESC. Where there is loss of control due to skidding because of poor road conditions: the driver wants to go around the kerb but the truck goes straight as the front wheels do not have sufficient traction, or during lane changing manoeuvres when the rear-end comes around," Wohltmann said.

"In all these situations we will first of all reduce the engine torque; the system will interact with the engine to make sure the driver cannot accelerate anymore. The other part is interaction with the brake to ensure the vehicle is on the track the driver wants to go. This is called the yaw control as the vehicle is yawing before ESC steps in," he added.

The other situation is when the vehicle is carrying high loads. Since the load is piled high, the centre of gravity (CG) also goes higher and higher. If the truck is driven around a kerb or at an intersection at high speed, there is a chance that it could be pulled to the side and might roll over. "To tackle this we have the road stability control, which is based on the last estimation when the vehicle was very light with a low CG and could have high speed," the official said.

When the load increases, the mass estimation in the system will detect the high load and adapt the vehicle to the changed parameters. In a critical situation like a roll-over, the system will reduce speed and apply brakes. It will be able to estimate the safe speed for different conditions of load, kerb turning, etc. and will ensure the truck is always stable.


In such conditions all brakes, including the trailer brakes if attached, are applied. The trailer brakes play a role in all dynamic manoeuvres and all ESC or stability control interventions to maintain vehicle stability. Stability control is of prime importance in high friction road conditions, as in India, where the vehicle may not slide but has a tendency to roll over. "We started the application and development work jointly with Tata Motors and today we have come to the end-point of all subsets that have increased the performance of the system and the safety margins by adapting the standard European or North American system to Indian roads and driving conditions," he said.

In the price sensitive Indian market the company is working with the customers on a target pricing model to make it affordable. It asks customers for a price, reasonable in their view, and takes that as a reference point to work on. "With increased quality of vehicles, better torque and horse power, speeding would be a major factor in accidents. Stability control can step in and reduce accidents," Wohltmann added.

The Managing Director of WABCO India, P Kaniappan, believes that more than cost it is the value that the customers will see. With e-commerce industry catching up pace in India, the companies' have to deliver goods faster than before. Typically a consignment from Chennai to Jamshedpur used to take about a week or more. Now some of the fleet delivers in less than 48 hours. E-commerce industry works on 24/7 model, with the concept of driver relays to maintain higher speed; it is like bringing air transport on to the road. Since the turnaround time is much faster, fleet that operates at higher speed would certainly be interested in a system that can prevent accidents; this is because their fundamental model is built around the driver; in the relay model the driver comes back home every day.

The Indian arm will continue to import electronics till volumes reach a certain level but will continue to make other mechanical parts locally. "We are always trying to drive costs down to get more volume. An additional line is required in our facility. For this we have to make only a few assemblies and we need to localise. We have already localised ABS in India; we have developed a very good source. When the market moves to ESC we will take an appropriate decision based on volumes and projections," Kaniappan added.

WABCO's Indian arm, which started off as a manufacturer of mechanical products and got into electronic and related sub-systems, has added technologically evolved products and systems like ABS, ADAS, etc to its portfolio. It is now incorporating digitalisation and the opportunities brought by it. It is moving towards fleet management solutions and telematics with access to the world of big data.

The company is looking to enhance localisation. It has lengthened its test track, invested more resources on engineering and extended its plants in India. It is enhancing engineering capabilities to be the spearhead of the drive to new technologies, autonomous driving, connectivity and electrification. 

Driving the Shift to a Sustainable Transportation System

Alexander Mastrovito discusses the challenges for the transportation industry of meeting the Paris Climate agreement goals.

At the 10th edition of Singapore International Energy Week, themed 'Rethinking Energy; Navigating Change' Alexander Mastrovito, Head of Sustainable Transport Solutions for Scania (Asia and Oceania), gave a presentation entitled, 'Driving the Shift to a Sustainable Transportation System'. Alexander is responsible for promoting and implementing future mobility solutions - electric and alternatively fueled vehicles, connected transports, and self-driving trucks and buses for Scania in Asia and Oceania. He is also the project leader for Scania's participation in the first phase of the autonomous truck platooning system in Singapore.

COP21 Targets

Before making his presentation at Energy Week, that was held October 23 – 27, 2017, he sat down with Asian Trucker, Singapore to talk about the challenges of making transportation more sustainable.

In 2015 COP21, also known as the 2015 Paris Climate Conference, aimed to achieve a legally binding and universal agreement on climate, with the aim of keeping global warming below 2°C. "We agree that CO2 is bad so let's eliminate it," says Mr Mastrovito. "Let's reduce fuel consumption and save money. What COP21 does is structure the efforts in a better way. With the overall target of 2°C, even if we reduce carbon emissions in vehicles to zero that's not enough to not have consequences. We need to clean up our own house and take care of all pollution."

More Than the Tail Pipe

Taking care of all pollution means more than just eliminating tail pipe emissions as Mr Mastrovito explains. "We need to decarbonize the power generation processes as well, but as long as we have the combustion engine it will always be a problem. Vehicle emissions are just a small part of the problem. We need to work with different systems to create efficient vehicles and move away from fossil fuels."

Some see the solution to reaching zero emissions is to move to electric vehicles. "Electric buses have been running in Malaysia for a year," Mr Mastrovito points out. "The resistance to electric vehicles is slowly being removed. Electric engines have as much as or better torque than diesel, but that doesn't mean that all problems with electric vehicles have been removed. If you have enough juice, electric batteries could be used, and so there are efforts to build 'electric roads' to provide the juice."



Can Be Done Today

How far away are we from that? "It can be done today," Mr Mastrovito responds, "but at a price. Cummins has an electric vehicle that can go 150ks, but we need to get that distance to 400ks, and then it becomes viable – which Tesla just announced. Battery swapping is a possibility, as is hydrogen, but again we are looking at massive infrastructure costs. There is way too little money being invested in this."

Batteries are not without their challenges. To have an efficient battery it has to be large, and that could reduce the amount of payload that can be carried.

Massive Mind Shift

"There needs to be a massive mind shift for change to happen," Mr Mastrovito asserts. "The automotive business is an old business and the combustion engine has worked. It still has a competitive advantage. If no one wants it, that would have a big impact. There is a reluctance to move away from diesel as it is the most efficient engine we've got, and there will be reluctance to move to alternatives if there is no after-sales service required. It is going to be a painful change, but if we don't change we could go the way of Kodak."

Disappearing, as did Kodak, could be the cost of failure to adjust, but as Mr Mastrovito points out, "Without a complete change in mindset or determined legislation – the business case will dictate what's out there" **✚**



Mitsubishi launches E-FUSO and All-electric Heavy-duty Truck Vision One

Mitsubishi Fuso Truck and Bus Corporation (MFTBC) is the first OEM to launch a brand exclusively dedicated to electric trucks and buses and it has delivered its first series-produced all-electric light-duty truck FUSO eCanter to customers.

(Tokyo) At the Tokyo Motor Show Mitsubishi Fuso Truck and Bus Corporation (MFTBC) announced it will electrify its complete range of trucks and buses in the coming years. MFTBC unveiled E-FUSO as the first OEM to launch a product brand exclusively dedicated to electric mobility of trucks and buses.

Daimler Knowhow

MFTBC celebrated the world-premiere of its all-electric heavy-duty truck concept with a range of up to 350kms. The E-FUSO Vision One marks the top end of the electrification path of the company's portfolio. This initiative will be backed by access to Daimler knowhow in the fields of battery and charging technology, supporting the E-FUSO position as the frontrunner in electric trucking.

Marc Llistosella, President and CEO of MFTBC and Head of Daimler Trucks Asia stated: "Our E-FUSO Vision One is an outlook on a feasible all-electric heavy-duty truck. It underlines our commitment to electrify our complete product range. FUSO has been a pioneer in the electrification of trucks for many years. Just one month ago we launched our eCanter, the first serial-produced, all-electric light duty truck. In the future, all our electrified vehicles will run under the name of EFUSO, our new product brand dedicated exclusively to electric trucks and buses."

"With the eCanter," Mr Llistosella added, "we have proven electric trucks are feasible for commercialization. Today, our eCanter saves up to E1000 in running costs per 10,000km. With rapidly evolving battery technology, we will continue to develop electric trucks and buses that will have a positive environmental and economic impact on society."

A Concept for Heavy Duty Service

The E-FUSO Vision One as an all-electric heavy-duty truck concept, has a Gross Vehicle Weight (GVW) of 23 tons and carries a payload of about 11 tons, only two tons less than its diesel counterpart. It can be fitted with batteries for up to 300 kilowatt hours, thus enabling a range of up to 350km on a single charge. While the electrification of long-haul trucks will still need considerable time, a potential application for the Vision One heavy-duty truck

is regional intra-city distribution. Given the fact that growing customer interest, infrastructure development and regulatory efforts are likely to spur the electrification of road transport, a possible market entry for the series version of the E-FUSO Vision One could be feasible within four years in mature markets.

Dedication to Electrify Whole Range

With the launch of the electric brand E-FUSO, FUSO underlines its commitment to electrify its complete range of products. The commitment goes beyond the development of the heavy-duty truck, which marks the top end of the electrification process. In coming years, all truck and bus models by FUSO will include an additional electric powertrain alternative.


FUSO's eCanter Handed Over

In addition to the E-FUSO Vision One, FUSO also showcased its eCanter, the first series-produced all-electric light-duty truck, which was recently launched in New York City. By developing the eCanter and through intensive customer testing, FUSO gained valuable experience with electric trucks, which will help bring an electric heavy-duty model onto the streets within the next four years.

The eCanter, with a GVW of 7.5 tons and a range of 100-120km on a single charge, not only helps to lower greenhouse gas emissions and noise pollution in urban areas, but has also proven commercial benefits with savings up to E1,000 in operating costs per 10,000 kilometres.

The eCanter has been handed over to customers in Japan including Seven-Eleven and Japan's largest delivery-logistics provider Yamato. Customers in the United States include UPS and several NGOs.

Broad Electrification Know-how

In addition to its vast experience in the development of electric trucks, EFUSO also benefits from having access to the vast technical resources of its parent company Daimler AG. Daimler heavily invests in electric mobility, creating synergies between its passenger cars and commercial vehicle divisions. 

Daimler Trucks Asia starts production of Mercedes-Benz Trucks in Indonesia

Daimler Trucks Asia (DTA), has started production of Mercedes-Benz heavy-duty trucks in its Wanaherang plant in Indonesia. The plant that already produces Mercedes-Benz Passenger cars, was extended to now accommodate assembling heavy-duty trucks under the Mercedes-Benz Axor name. Mercedes-Benz Distribution Indonesia (MBDINA) will distribute the trucks.

This start of production is the latest step in DTA's Indonesia strategy, which is its most important market in Asia. Being the market leader, with its FUSO brand accounting for more than 46% of market share, DTA will be expanding its product portfolio, offering heavy-duty trucks that include the quality and technological standards of Mercedes-Benz.



From left, Markus Villinger, Daimler Commercial Vehicles Indonesia, Edy Putra Irawady, Deputy Minister for Commerce and Industry Affairs, Tim Grieger, Head of Production

Kay-Wolf Ahlden, Head of the Daimler Regional Center Commercial Vehicles South-East Asia said: "For DTA, Indonesia is the most important market in the region. Since FUSO entered the market in 1970, the brand has developed to become the leader with a strong product portfolio and sales/after-sales network. Local production of Mercedes-Benz Axor trucks allows DTA to target growth opportunities with two strong brands that cater to different segments of the market."

"Mercedes-Benz has built a significant recognition in the Indonesian market since its entry in the 1950s," said Markus Villinger, CEO of Daimler Commercial Vehicles Indonesia. "With our locally assembled Axor heavy-duty trucks, we want to capitalize on this heritage and the strength of the brand to convince many new customers for Mercedes-Benz trucks in the Indonesian growth-market." **F**

Scania is Sustainable Truck of the Year in Italy

The Scania gas-fuelled P-series distribution truck has been selected as Sustainable Truck of the Year 2018 in Italy. Under the auspices of the Italian trade magazine Vado e Torno, in collaboration with the Polytechnic University of Milan, the awards jury examined all 2017 product news.

The jury noted that gas is increasingly seen as the road ahead to sustainable transport. "For Scania, sustainability and addressing the environmental footprint of transportation is a key element in its strategy," it said. "Scania's research and development each day focuses on reducing fuel consumption and operational costs. The fully automated Opticruise transmission, combined with 5-cylinder 280 and 340 hp compressed gas engines, shows Scania's awareness of its customers' needs. Moreover, drivability in the gas distribution truck reaches the highest level ever." **F**



Mitsubishi Fuso Celebrates Milestone



Mr. Sven Graeble, Senior Vice President of Operations

(Kawasaki, Japan) Mitsubishi Fuso Truck and Bus Corporation, celebrated a milestone of 2 million Knock-Down (KD) kits packed and shipped to markets overseas. The ceremony was held on November 17 at MFTBC's Higashi Ogishima Logistics Center with representatives from KD markets and MFTBC.

"The achievement fills us with pride," said Mr. Sven Graeble, Senior Vice President of Operations, "It motivates and encourages our team to continue developing agile, innovative and efficient processes to further streamline and integrate our international operations to better serve our customers. Our sincere gratitude to our global KD partners whose relentless work is crucial for our shared success as a leading commercial vehicle manufacturer." Aligning with Daimler Trucks Asia's new strategy of product, process and people, highest product quality is

ensured through state-of-the-art inline quality checks, rigorous quality audits, and efficient KD kit packing processes.

Mr. Lambertus Hutauruk, President & Director of PT Krama Yudha Ratu Motors (KRM), Indonesia, stated: "The 2 millionth KD shipment marks a significant milestone for the FUSO brand. This was achieved not only through outstanding products that Mitsubishi Fuso offers, meeting highest customer demands, but - as importantly - thanks to MFTBC's unequivocal support and trust placed in all KD markets." In March this year, FUSO in Indonesia, the largest receiving KD market, achieved a cumulative sales milestone of one million light-duty Canter trucks, locally known as Colt Diesel, since it began selling in the 1970s. KD production under MFTBC started in 1970 and today accounts for over 40% of total sales volume. **F**

Tata Motors Enhances Customer Experience

(Mumbai) In a bid to strengthen its commitment to offer innovative solutions to customers, Tata Motors recently launched Grahak Seva Mahotsav, a popular event amongst customers and channel partners. The free check-up camp was held from October 23 - 31, across the 1500 workshops in India and will cater to all Tata Motors' commercial vehicle owners.

Reiterating its commitment towards providing an enhanced customer experience, the company also initiated the Grahak Samvaad campaign with the objective of educating customers about the innovative offerings for the commercial vehicle customers and fleet owners. Launched on October 9, 2017 the campaign reached out to over 8,000 customers within a span of 10 days. With yearly launches of customer-oriented initiatives, Tata Motors is driven by its robust product pipeline and strong aspirational values.

Commenting on the occasion, Mr. R. Ramakrishnan, Senior Vice-President, Customer care (Domestic and IB) CVBU said, "We at Tata Motors aim to provide consistent quality service, backed by new technologies, to ensure our customers have a pleasant after sales experience. With the very first truck rolled out back in 1954, Tata Motors has been instrumental in paving the way for enhancing



customer experience. Grahak Samvaad Mahostav is a special initiative to celebrate the connect with our customers and channel partners, providing them with a host of distinctive facilities and services. With regard to spare part distribution, we are focusing on improving the efficiency and, on the service front; our objective is to provide best comfort to our customers. In specific areas, we are also providing container workshops and mobile vans on sites. Through these initiatives, Tata Motors continues to enhance customer satisfaction." **F**

GAZ GROUP SUPPLIES URAL TRUCKS

GAZ Group has supplied 174 vehicles to SGK-Mekhanizatsiya, Saint Petersburg, that includes: 80 Ural NEXT dump trucks (6x6), 4 Ural Next drop-side trucks with crane manipulators (6x6), and 90 pipe trucks on Ural-6370 chassis with increased payload (GVW of over 33 t, 6x6).

The vehicles delivered are operated in Yakutia in complete off-road conditions - backfilling of roads, transportation of pipes and various cargo types for a largest investment project of PJSC Gazprom - construction of the Power of Siberia gas pipeline.

Conventional off-road performance of Ural trucks allows easy access to remote areas where the pipeline is to be built. The vehicles are made in the Northern configurations for comfortable operation in severe climate incl.: autonomous cab heater, fuel intake heater, fuel hose heating, heat insulation of the battery, heat insulation of the cab. The vehicles are outfitted with YMZ-536 and YMZ-652 engines with the power output of 3142 and 412 hp, respectively.

Ural off-road trucks may be used in complete off-road conditions and in severe climate of Siberia and the Far North. The Ural trucks may be used at the height of 4,500m above sea level, at the ambient temperature of -50...+50°C, may pass 1 m high virgin snow, 0.55 to 1.2 m wide canals, max. 0.55 m high rising walls, max. 31° height, max. 20° slopes, and max. 1.75 m deep water obstacles. The off-road capacity of Ural vehicles is ensured by a powerful engine, special design of driving axles, and centralized tire pressure control.

Various superstructures may be installed to the Ural chassis, i. e. for the oil and gas industry. These include cranes and drilling rigs, well servicing rigs, well dewaxing units, concrete mixers, refuelling trucks, fire tank trucks, mobile workshops, etc. **F**



Hino Motors to Field Two HINO500 Series Trucks in Dakar Rally 2018



Hino Motors, Ltd. will team up as "HINO TEAM SUGAWARA" with Team Sugawara led by Yoshimasa Sugawara. Hino will be entering two HINO500 Series trucks in the trucks category in Dakar Rally 2018, which will be held from January 6 to 20, 2018 in Peru, Bolivia, and Argentina. Having entered the race for more than quarter of a century since becoming the first Japanese maker of commercial vehicles in the rally in 1991, the team is aiming to achieve its 27th straight finish in the rally.

Teruhito Sugawara, the team's ace driver, achieved his eighth straight win in the Under 10-litre Class in 2017, rewriting the team's previous record.

The longest winning streak for the team being the 7-year streak from 1996 thru 2002. Since the race relocated to South America in 2009, competition in the trucks category has increasingly become a sprint race where speed has become the operative factor. Hino's engineering crew has thoroughly tuned Teruhito Sugawara's HINO500 Series truck to improve its high-speed durability and extend its winning streak in its class to 9.

First entering the Paris-Dakar Rally, as it was known then, in the bikes category in 1983, 76-year young Yoshimasa Sugawara, the team's director nicknamed the "Iron Man of Dakar," began his partnership with

the Hino team in 1992. Working with mechanics who were chosen from dealerships around Japan, Sugawara entered Rally Mongolia that was held in August on a HINO500 Series truck to carry out real-world training and testing to take on the challenge of achieving another unprecedented record in the upcoming rally.

While the top positions in the trucks category in Dakar Rally are dominated by monster trucks with engine displacements of over 10 litres, the Hino team continues to battle shoulder to shoulder with these rivals and rewrites its own records, leveraging their savvy and technological capabilities under the motto "small prevails over large."

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Where is the Fun?

Stefan Pertz muses on the idea that there should be more fun in a truck driver's life.

We all need to work. Well, unless we have won the lotto that is. Most of us, however, have to pursue some gainful activity to ensure a steady flow of income to pay for rent and groceries as well as the ever more expensive education of our children. While most people are consistent in showing up for work, I would argue that most people don't particularly enjoy the idea of having to go to work.

Why is that so when we spend a third of our day at work? In the case of commercial vehicle drivers, it is probably even be more hours that one spends in the cab. What makes work such a chore these days? Is it the mounting pressure to perform better, to be more fuel efficient? Surely, one would want to be a good driver, but when the fun of trying to set new personal records becomes a company mantra, then it may lose its appeal. If you have to push your vehicle to the legal limit just to be able to manage schedules, then stress mounts. If the public sees you as nuisance, you may not really feel like you are doing a good job in the first place.

I remember my father's generation talking about the fun they had at work. Secretly welding someone to a T-Bar or sneaking aluminium foil into a co-worker's sandwich. Where has all that gone? Why is it that we cannot make some jokes at work anymore? Have we all become very bitter and disenchanted? There was a time when driving a truck was associated with romance and adventure. Truckers in Europe would be away from home for a week, and back then there certainly wasn't any GPS signal that tracked how much weight difference there was in the truck after a toilet break.

Are drivers of commercial vehicles all completely serious? Don't they ever have fun? They have a lot of fun, but too rarely in my view. The work environment has become that of constraint while there are very few outlets to enjoy. At a recent trucker gathering I witnessed how hundreds of drivers just let their hair down and had a good time. What is interesting

to note is that truckers typically arrive early for events. They chat with each other, joke and exchange thoughts. We have also seen some really crazy truck creations recently in Thailand. Driving nightclubs really. As one can imagine, if a dozen of them come together in one place, they are not only having a great time together, but also put a smile of the faces of passers-by.

When looking at Facebook, one will find that many truckers are very active on social media. The posts that can be found are typically either very serious (reporting accidents) or downright silly. Apparently, truckers have taken up social media as a new way to poke others and have some fun. What puzzles me though, is that companies spend a fair amount of money on making office spaces fun to work in. Look at the headquarters of Google or Facebook and you may think you wandered into a gigantic amusement park. If letting your thoughts roam and giving you space for some entertainment at work is good for office workers, it surely is for truckers too, wouldn't you agree?

Perhaps we have lost our way in the pursuit of efficiency? The solution to our problems may not lie in the creation of better Apps, but more fun workplaces. Imagine, if drivers enjoyed starting up the engine to go on their long trips that take them away from home for a while. And maybe, if the job of truckies would be described as one that is enjoyable, younger people would think about taking that profession up instead of venturing into huge firms by default? **F**



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