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SINGAPORE

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**Acknowledging  
Unsung Heroes**

**Manufacturers  
Focus on Safety**

**Volvo Demonstrates  
Drive and Skills**


**Anders Liss New  
Scania Country  
Manager**




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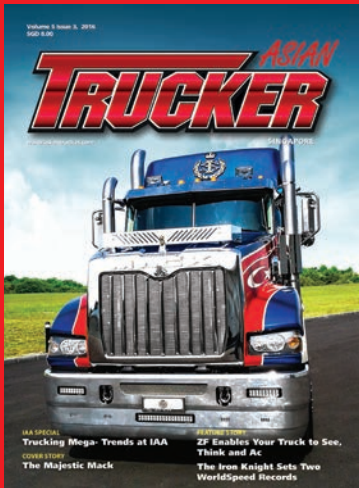
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# Keeping Safety a Priority

*While exciting new technology for commercial vehicles is grabbing the headlines, safety is still of paramount importance and should not be relegated to second place notes Floyd Cowan.*

It is an exciting period in the development of commercial vehicles with new technologies being introduced on almost a daily bases while developments in the not too distant future are expected to totally transform the world as we know it. When exactly that is going to happen depends on who is making the projections.

## Focus on the Problem

While that day is sometime in the future the manufacturers of commercial vehicles would like more people to live until that day and not die in a road accident.

I found the opening sentence in the article Protecting Cyclists and Pedestrians in City Traffic

about what Volvo Trucks is doing in this area, very interesting: "Road fatalities from accidents with heavy goods vehicles are decreasing. However, Volvo Truck's research shows that the same reduction is not being seen in accidents involving cyclists and pedestrians."

Cyclists and pedestrians are still being run over at the same rate they always have – despite the improvement in technology. This article highlights the fact that specific problems require specific solutions. We have to applaud the efforts to find those solutions through a very thorough approach to the problem.

## Reducing Accidents

Mercedes-Benz is also concerned with safety and their statistic, while somewhat different from Volvo Trucks' still leads them to the same conclusions – more must be done to improve safety. Daimler notes in the article Mercedes-Benz Believes Every Accident is One too Many: "As a year-on-year figure, the actual number of accidents in Germany has remained more or less constant in inner city areas and has even fallen on motorways." Nonetheless, for Mercedes-Benz Trucks every one of these accidents is one too many and they want to halve the number of accidents within 10 years.

Mercedes-Benz's solution, like every other automobile manufacturer, is centred on improved and new technology.

## Driver Focus

I was tempted to write that more focus needs to be placed on making people better and safer drivers. Some drivers are better and safer than others. People have been driving trucks for over 100 years and yet far too many accidents, the majority, are still the fault of the driver.

From governments to safety organisations to equipment manufacturers, over the decades they have trained and educated drivers to improve their driving habits. Laws have been enacted to have drivers drive fewer hours, not drink or use medication or drugs when driving.

Governments, safety organisations and equipment manufacturers have worked to improve the skills of the drivers that are needed when they are behind the wheel. And yet – drivers remain the major cause of accidents.

In the past it has been technological improvements that have contributed to fewer deaths in automobiles – the safety belt being one of the prime examples. Humans are never going to be perfect, the question now is, can we create the technology that is perfect and not just halve the number of traffic accidents, but eliminate them entirely? **F**

# The Drivers **ASIAN TRUCKER**

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## ON THE COVER

Palletized Load System, Image Courtesy of "Oshkosh Defence LLC"

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# Acknowledging Unsung Heroes of Singapore's Logistics Industry

*Feeling that the importance of the Port and the logistic industry to Singapore's development is overlooked entrepreneur Alvin Ea set out to create more awareness of one the cities most important industries, writes Floyd Cowan.*

that Singapore even exists. Nobody talks about the hard-working drivers who are essential to not only making the port work, but without them, the entire economy of Singapore would come to a standstill."

Alvin launched the campaign: 'Instilling National Pride in a Dying Trade: Acknowledging Unsung Heroes of Singapore's Logistics Industry with #SGHaulier Movement for National Day'. "As Singapore sleeps soundly at night," he states, "over 90,000 workers in our multi-billion-dollar logistics industry begin their night shift. Container haulage drivers, known as

**A**t the Port of Singapore trucks are appearing adorned with 'Truck Tattoos' – a sticker of the distinctive red and white Singapore flag with the word Haulier, also in red, below the wavy image. Singaporeans are known for displaying flags around National Day, August 9, but there is a bigger meaning with these 'Truck Tattoos'.

## The Importance of the Port

Alvin Ea, CEO and co-founder of Haulio conceived the idea of the #SGHaulier Movement for National Day – and, with Team Haulio, set out to have the stickers made and distributed. "When I was listening to promotions for Singapore's National Day, people talked about many things that make them proud about Singapore. However, nobody mentioned the Port – which is one of the main reasons







Mohamed Faizal and Alvin Ea

hauliers, work frantically behind the scenes up to 12 hours a day, seven days a week just to keep the wheels of our economy turning smoothly. Without these unsung heroes, retail merchandise, food supplies and urgent parcels will go undelivered – local businesses will come to a complete standstill without the work of these passionate hauliers.”

#### **Drivers not Respected**

Alvin sees the industry as one that is dying. “It doesn’t have a good image. Drivers are not respected – and mostly they are ignored. It is getting more difficult to get young people to sign on as drivers. They don’t want to do a job that is long hours, hard work and gets no respect. Drivers feel forgotten and unimportant. They are looked down upon. I want to change this image and let them know how important they are.”

One of Alvin’s strong supporters with the #SGHaulier Movement for National Day campaign, Mohamed Faizal, Director MES Logistics Pte Ltd, agrees that the industry has many problems so addressed them in his operation. “I have no trouble getting young drivers,” Faizal states. “The reasons why companies have a difficult time getting drivers is they don’t take care of them. They don’t do anything



(Left) Liong Wei How (Poh Tiong Choon) Yusof Bin Ahmad (Waterfront), R Moorthy (MES Group of Companies)

to add value to their jobs. We take care of their needs and wants. We never have a problem getting drivers in the 30 to 35 years range. Driving is not a low paying job. Drivers get paid well, but they have to work for it."

**A Competitive Industry**

Why did he get involved with the campaign? "Actually, it was my brother Jinna who first heard about it," Faizal states, "and he told me to see what it was all about. I like what Alvin is doing in bringing companies together. This is a very competitive business, but this initiative shows a healthy alliance between companies. You won't see competitors getting together to have their picture taken together. We all need to work to improve the image of the industry and make conditions better for the drivers. At this time of the year, around National Day, we are all one Singapore."

There is also a concerted effort on Alvin's part to make sure that all the races are represented in the campaign. "Diversity makes us who we are. Diversity is what Singapore is all about. "However, given that there is a shortage of local drivers here, we have an influx of a lot of foreign workers from China and India that are working hard for the industry. They are an important part of the ecosystem and likewise, they would want a sense of belonging and identity that makes them feel a part of Singapore too."

**Creating Haulio**

Designed for Industry 4.0, Haulio connects containers to customers. This is a simple and reliable way for businesses to get their containers moved. Haulio is a new ecosystem that





"Many of the logistic companies in Singapore are 30 to 40 years old, being run by people in their 50s and 60s who don't have a background in IT," Alvin explains. "Sure, there has been a lot of new technology put into a company, but most of that has been changing pen and paper to digital. They now need to take that to the next step."

The next step was obvious to Alvin. "Of the trucks going into PSA with a container, only 20% come out with a container. That is very inefficient. There is so much happening that the industry can take advantage of to make it much more efficient."

### PSA Support

"We are a PSA backed company. The Port of Singapore is world class and the PSA knows that to thrive they have to take care of the drivers. They understand the importance of drivers and they do everything they can to make sure their needs are being met," Alvin explains.

The Singapore government agrees with Alvin that logistics is important. "Logistics is a key enabler of industry. It is an essential service, not unlike basic infrastructure. Without it, the economy comes to a halt." said Choi Shing Kwok, former Permanent Secretary, Ministry of Transport. "Yet, how many times has a container truck driven past without us giving a thought about the men and women behind the wheel and the importance of the cargo they are carrying? The haulage community never rests, constantly driving Singapore's S\$300 billion dollars economy - unnoticed."

### Acknowledging Drivers

This National Day, it is time to acknowledge the importance of the haulage community, as well as for the drivers to display their national pride on their vehicles. At the time of writing over 2000 primemovers out of a total of 3000 in Singapore are displaying these national flag decals as part of the #SGHaulier movement.

"The drivers have really taken to this," Faisal relates. "I know Singaporeans are a little kiasu, but the drivers really like the stickers and they keep asking me for more stickers as they want to show pride in their profession."



Lim Song Hee  
(Poh Tiong Choon)

aims to bring value to the various stakeholders within the container trucking space; enabling containers to move like clockwork beyond the Port, saving time and resources for Hauliers while improving visibility and reliability for end customers.

Alvin got into the logistics through his family business HUB Distributors Services, a local SME 3PL firm in Singapore that launched in 1988. As the Founder and CEO for HUB Logistics, a sister company of the Group, that focuses on the container haulage services, he'd successfully built it up from scratch to a sizable fleet consisting of 15 Prime Movers and more than 100 trailers within three years.

### Getting Future Ready

"I got into the IT business as I saw the need for the logistics industry to help make companies future ready." Alvin founded Haulio, a collaborative B2B portal that aims to maximize haulage resources through industry level sharing to improve job productivity through the company's core technology.

# Anders Liss New Scania Country Manager



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

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

## Reducing Impact

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

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

## Minimising Downtime

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

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

## Extensive Experience

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

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

## Achieving Record Sales

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

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

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

### A Warm Environment

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

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

### Supporting Smart Nation

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

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

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

### Integrated Operations

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



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

### Future Opportunities


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

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

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

### A Hub

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

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

# Volvo Demonstrates Drive and Skills

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

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

## Tough Competition

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

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

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

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

The productivity track, the new challenge, was "very challenging" as this was not about being fast, but to deliver goods in good shape. Although drivers could do a walk about, some parts of the track proved tricky. For instance, pools of water could be deeper than anticipated and driving through them too fast may shake the truck and drop the box. Interestingly, Haree was the only driver that did a full safety inspection of his truck before taking to the track. When asked about this, he explains that one never knows what the previous driver did to a vehicle



## Facts about Volvo Trucks Driver Challenge

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

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

## Results

First place: Piotr Krahel, Poland

Second place: Bert Johansson, Sweden

Third place: Simo Laukkanen, Finland



Anna Thorden, Product Manager  
Electromobility



Haree Murugan Muniandy  
moments before taking the  
first challenge

or if there are any issues. "We need to ensure that the vehicle is safe at all times when we operate it. I am doing this at work as well. Every time I start driving I do a check. It is for my own and the public's safety."

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

### Electrifying Volvo Trucks

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

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

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

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

using the same plugs. This standard is already being used by most passenger car makers and most commercial vehicles.

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

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

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

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



## IAA 2018 Highlights

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

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

### Filtered

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

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

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



Looking into the mirror of the new Actros





**Hengst** developed a fluid management module for the Chinese engine manufacturer Weichai that is used in all engines of the WP9H and WP10H series. These engines are installed for example in the models of the Shaanxi Automobile Group and the FAW Group Qingdao. The new module from the Münster-based specialist combines numerous functions. In addition to the oil filter and oil cooler there is also an oil pressure control valve. In this new design, the valve is located downstream of the oil filter and therefore controls the pressure of the filtered oil, regardless of the differential pressure of the filter insert or other components. In addition, an oil filter service valve, a filter bypass valve, a check valve, and the heat exchanger bypass valve are integrated in the module. It is available with or without a lubricating oil centrifuge. The centrifuge removes the soot from the oil to prevent excessive wear of the bearings as a result of high soot content. An important element of the system is the central oil return channel. The oil flowing from the optional centrifuge, the service valve and the oil pressure control valve are fed back to the oil pan through a central return flow channel made of plastic. The hybrid aluminum-plastic design reduces the weight by 7 % in comparison with a version constructed using only aluminum. Other components integrated in the module are the coolant feeder, including a coolant filter and a service valve. The service interval is 60,000 km.

### In the Wheelhouse

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



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

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



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

The MAN CitE is characterized by its ergonomic design with low entry, a consistently flat driver's cab floor and easy accessibility. In addition, the low seating position, large glass surfaces and supporting cameras give the driver and front passenger a clear view of the surrounding traffic. The brand-new electric truck concept, which was developed in just 18 months, sets standards in terms of workplace ergonomics, safety and sustainability in urban delivery traffic.

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

### Surround View

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

The Edition 1 has outstanding safety features that include MirrorCam and Active Brake Assist 5. The Active Drive Assist, which makes semi-automated driving possible, makes a noticeably contribution, too. The improved Predictive Powertrain Control not only allows significant fuel savings, but now also relieves the driver's workload on overland

routes. And as in the standard model, the new, intuitively controlled multimedia cockpit brings innovative functionalities into the cab.

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



Meet VERA

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

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

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

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



The next generation Shell station

### New Direction

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

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

### Follow Me!

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

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

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

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



MANN+HUMMEL catches brake dust

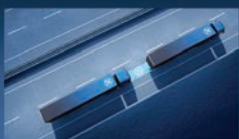


Lightweight spring leaf from Mubea

## Making Transports more efficient through Platooning



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



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



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

**ZF puts together multi-brand platoons**

## Automechanika Insights



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

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

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

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

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

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

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

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

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


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

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

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

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

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

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

# automechanika

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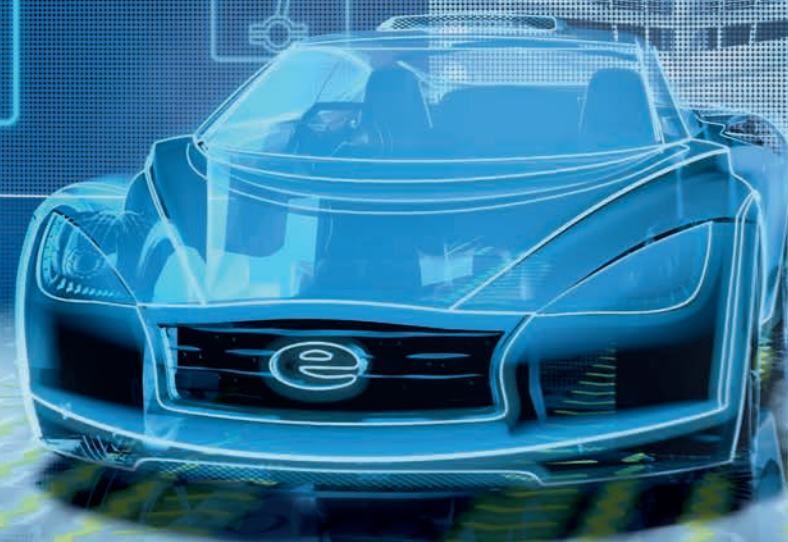
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messe frankfurt

# OPTIPLAN Presents Efficient Lightweight Solutions

*Ultralight high-tech fiberglass face-sheets with the best impact properties.*

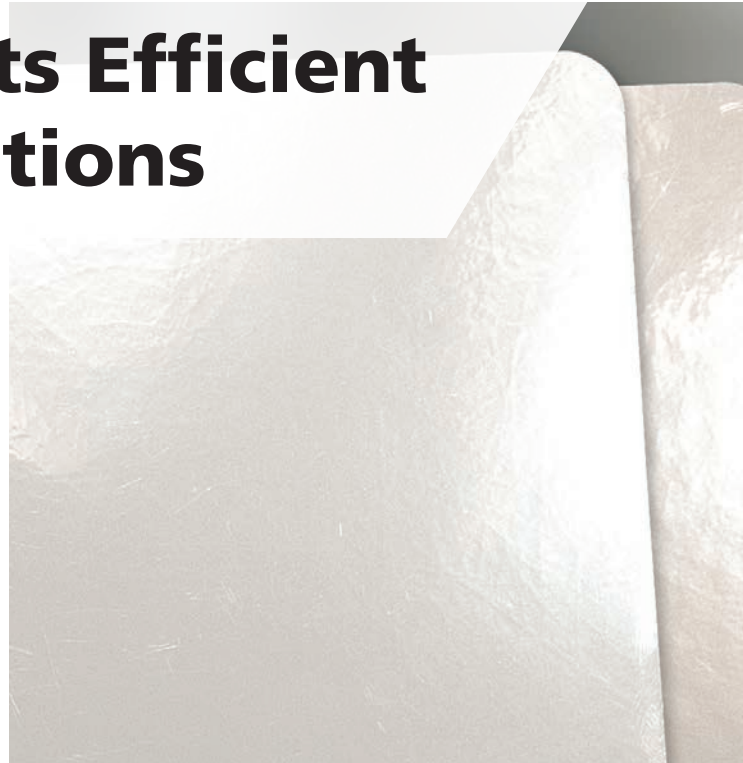
The lightweight design is the dominant trend in international logistics: energy and resource efficient transport mobility can only be realised by a significant reduction of the weight of commercial vehicles. The main focus is on vehicle bodies of all classes – from 3.5 tons to semi trailers. The lightweight specialist OPTIPLAN offers high performance material solutions. With many decades of experience, the German company develops and produces extremely light and highly robust fibre-reinforced plastics for specific requirements in the transport sector. OPTIPLAN presents a wide range of innovative fiberglass face-sheets materials at the trade fair IAA 2018 in Hannover (Hall 27, stand E29).

The internet trade prospers and there have never been more delivery vehicles on the roads before in order to direct the trade flows directly towards the end customer. The increasing last mile traffic becomes one of the greatest environmental challenges of the future, particularly in metropolitan areas and metropolises. The solution is offered by light vehicle bodies, the form and dimensions of which can be adjusted flexibly to the vehicle types – particularly in the area of new e-mobility concepts – and to the types of goods to be delivered. Particularly the requirements of a lower vehicle weight and an increased payload – and thus also reduced fuel consumption and pollutant emission – are implemented optimally with structures made of fibre-reinforced plastics.

## **Extremely robust and durable with a very low weight**

The thin composite made of glass fibre and resin form the interior and exterior face-sheet layers of the sandwich elements, which form the side panels of the vehicle bodies. The most important feature: Due to the material mix, the panels in the sandwich composite with foam core are very light and torsion-resistant – and this with an extreme robustness towards heavy mechanical strains like those occurring in the daily delivery traffic. “The superior impact resistance and strength of our product ensures extremely stable and durable interior and exterior surfaces”, says Export Sales Manager Robert Garbe. “If nevertheless damaged, they can be repaired quite easily.”

OPTIPLAN realised these excellent parameters with the only 0.7 mm thick product POLYDET PowerStar Plus. Several laminated special fabrics increase the glass content in the material to more than 60 percent. This means: a high mechanical resistance with a very low mass per unit area at the same time. “Despite the very good impact properties, the material which is used as internal and external layer






only weighs 1035 g/m<sup>2</sup> with a customary strength”, explains the Technical Manager of Product Development and Authorised Officer Felix Bönsch. The surface has a high-gloss appearance and only a low mark of the bidirectional reinforcements. The surface has a gelcoat finish protecting the surface from UV radiation. Furthermore, the material can be adjusted individually to customer requests. In this way, a colouring in every colour shade (RAL, NCS, customer-specific) which is directly integrated in the production process is possible.

The extremely light material is also used for vehicle body kits. Kits are offered by an increasing number of box-body manufacturers, which are mounted on chassis by truck body manufacturers, the sandwich elements produced with POLYDET PowerStar Plus are light enough to be easily assembled by hand and without heavy lifting equipment.

#### **Individual material solutions upon customer request**

OPTIPLAN offers similarly impressive features with POLYDET Performance Plus. It is particularly suited for the use on large surfaces truck bodies, in particular in application areas such as temperature-controlled refrigerated and food transport as well as dry cargo transport. The food-safe material, which is also coated with a gelcoat layer, is used for sandwich components of the side panels as highly stabilising cover layer with different thicknesses. Low weight and high robustness is equally important for large vehicle bodies.

As an expert and development partner for lightweight construction, OPTIPLAN also offers economic, customer-specific individual solutions. “On the basis of customer requirements, we develop materials which correspond precisely to predefined requirements with regard to weight, impact resistance, resistance and surface area”, says Stefan Bachstein, Technical Manager of Composites Production. Furthermore, other products with efficient additional benefits such as translucent materials are offered for roof applications as well as floor materials coated with an anti-slip granulation (cargo securing).

OPTIPLAN produces the fiberglass products in a continuous production process on two production lines, each of which is more than 100 metres long. Currently the company is investing more than 10 Million Euros in an additional production facility for new noncontinuous production lines and a new administration built. State of the art production technology and large production capacities ensure a reliable supply at all times for our customers worldwide and guarantee reproducible, consistent and highest product quality. Furthermore, OPTIPLAN offers an intensive, engineering consultancy for the processing and use of our materials. 





Matthew Metz (R) of Major Drilling



# MSM Group's 20th Anniversary

**R**ich in natural resources, with a demanding climate, Mongolia is a country that has some very special requirements when it comes to trucking. Stefan Pertz met with Laurenz Melchers at the 20th Anniversary of MSM Group to find out how he built the commercial vehicle brands of Mercedes.

He is back, and he had the invite for us: Mark Gabel recently returned to Mongolia to work for MSM Group again. This is the same company he left a few years ago. Now being the CEO, he is excited about taking the group to new heights. Asian Trucker was invited not only to meet with customers of MSM Group, but also to partake in the 20th Anniversary party that took place on the 6th of July in Ulaanbaatar, the Capital of Mongolia. A landlocked country, Mongolia is attracting foreign investment in the mining industry as well as adventurers that use modified military vehicles to make the journey from Europe to this exotic destination. At MSM's event, we met them all.

## Business: The Mongolian Way

Mongolia is a country of contrasts. Summers are hot while the winters are harsh. Land space is massive, but vastly empty. Only three million people live in Mongolia, half of that in Ulaanbaatar. One will find good infrastructure in the city, but everyone knows that outside the capital city, there may not be roads to many places. Being landlocked and bordering China and Russia, the country is also a transit point for goods that are heading East or West.

Batkhuu Badarch, Manager Truck & Sales Department has a wealth of experience and as the first stop filled us in with the ins and outs of trucking in Mongolia. "We are the appointed dealer for Mercedes and Fuso trucks in Mongolia. It is a very small market whereby new trucks only make up eight to ten percent. The rest is second hand trucks in various shapes," he said. Dominating the market are Chinese trucks, which are sold based on low prices. Being such a small market, the total sales is only

a few hundred units. What makes the market unique is that clients almost always need just one truck in a very specific configuration. There are hardly any larger orders for dozens of truck in the same specifications.

Lacking proper roads in some places and being a developing country, the use of high-spec, high-performance vehicles may seem strange as they represent a major investment for companies using them. "While cost is an issue, performance is important. Our customers opt for reliability as many of their missions are heavy duty ones." When operating in mining, trucks need to run without problems. Mines are often in faraway places and in case of breakdowns, getting spare parts to these mines is troublesome, resulting in extended loss of operating time.

Being a transit point, trucks with all kinds of engine specifications pass through. Badarch tells us that the range on offer is from "Euro Zero to Euro Six". Trucks travelling all the way to Europe are likely to be equipped with Euro 6 engines. Mercedes and FUSO engines being of high quality, they can deal with the lower fuel qualities that are found in Mongolia without any issues. According to Badarch, Coca Cola switched to Mercedes Sprinters and FUSO Medium Duty trucks and that resulted in fuel savings of between ten to 15 percent. "This is significant as the company runs a fairly big fleet on a daily basis. The drivers play a role in fuel savings too, but this shows that a premium vehicle will benefit customers in the long run despite a higher initial investment."

Japanese trucks are sought after as they are very robust. Many of the second-hand vehicles coming to Mongolia have already seen a decade of use before they will see another ten to twelve years of use in Mongolia. Putting trucks in Mongolia to use requires the trucks to be set up for the harsh conditions. With temperatures typically reaching minus 30 degrees Celsius in winter time, fuel system heaters may need to be installed and anti-freeze



such operations. MSM Group provides an annual driver training and even organises training sessions in Germany for drivers to learn more.

### Got Mongolian Milk?

“CYU”, pronounced “SUU” in Mongolian, means “Milk”. And milk is a product that needs careful handling when transported as it could spoil when not kept right. Chief Executive Officer of “Milk” Joint Stock Company, Gantulga Bulgan, trusts FUSO trucks to handle his liquid products right. Since 1958 the company has been established under the then Russian rule. Today, some 70 milk products and milk powder are the main products of the company with cheeses as a potential next venture. Milk Joint Stock Company collects, processes and re-distributes their products all over Mongolia.

Some 3 000 distribution points, with 70 of them being own franchises, need to be re-supplied on a regular basis. Some of these are 1 000 Kilometres away from the factory in Ulaanbaatar and such a trip would take over a day. “Our product is a very sensitive one. In the past, we would purchase used trucks. However, we realised that there are a lot of problems with the storage and transportation as the cooling systems would not always work,” Bulgan says. In addition, when choosing a second-hand truck, there was no possibility to select a specific brand. One had to take what was offered. Eventually, the company ended up with a mix of about seven to eight different brands. “Obviously, this also meant that service and maintenance was very expensive as we would have to stock part for each of the brands.” In 2013, this situation led to the decision to opt for new trucks from one brand instead of continuing with a truck lottery.

At that time, 28 Mitsubishi – Fuso trucks were acquired to service the distribution network. With the trucks came the service and maintenance package, which MSM Group also handled. “Our decision was based on the history of MSM Group. They have been the distributor for a long time. Other brands were not present here for as long as MSM Group has been.” Following additional research into the quality of the trucks, the decision was made for FUSO trucks. Since then, there have been no incidents that would have resulted in the loss of products. Bulgan is proud to report that following the purchase of the new trucks, not only breakdowns have been reduced, but sales has increased. With the new trucks, reliability went up and distribution partners have more confidence in the partner. “For dairy products, it is not



Dynamic Duo: Mark Gabel (L) and Laurenz Melchers (R)

for the radiator is a must. For some trucks, the hydraulic system will be set up to meet the conditions of arctic climates even. Twice a year, tyres need to be changed (Winter / Summer). Cold temperatures in winter contrast to dusty summers and trucks will need to be equipped with additional dust filters. Given the road conditions, additional plates may be mounted to protect the engine and other vital parts.

While visiting MSM Group, we also met with a German couple that had their Mercedes camper van fixed. Badarch tells us that this is not very unusual as trucks passing through Mongolia may need repairs. With the wide spectrum of truck models, engine configurations and set-ups serviced at MSM Group, mechanics are highly skilled and knowledgeable. Some of the mechanics have been with the company for almost 20 years and ensure that clients will get their vehicles fixed in no time.

With a booming economy, posting growth of up to nine percent, drivers are needed for the mining industry. One could even talk about a rush and it is easy to find work as a trucker for heavy duty vehicles. This, however, is creating a vacuum in other sectors that require commercial vehicle drivers. As many of the mining operators are overseas companies, there is a heavy emphasis on safety and driving skills. To drive in a mine for example, drivers need to have a professional licence as well a special licence for

just about transportation, for us it is about controlling the quality from the start of the process all the way to the delivery to the end customer," he explains. Without reliable trucks, there will be a lot of losses during the operation.

Bulgan also reports that finding truck drivers at the moment is a challenge as many are flocking to the mining industry. The company is compensating this pull to a certain degree with the new trucks. In his view, the cabin of a truck is the workplace of the trucker and it has to be as comfortable and safe as possible. When asked about safety on the road, Bulgan points out that safety is a very important issue for truck drivers. "It is their life and they are very aware of that and as such, the drivers are very safety conscious." In his opinion, business leaders should consider this aspect for their workers. Legislation stems from the Russian rule and is therefore very much influenced by western thinking. Through fleet management system, Milk Joint Company monitors the drivers in terms of speeding, fuel consumption and locations. Job satisfaction does not just derive from the increase in sales, but the fact that the trucks could well be the nicest looking trucks in town and distribution partners are looking forward to receiving their goods every morning.



**Tserenjamts  
Baljinnyam of  
MCS Coca Cola**

Besides a driver shortage, bad road conditions pose a challenge for the operation. In some areas where the distribution takes place, there are no proper roads and upon return to the factory, the trucks might need a thorough check and some repairs. During winter time, cars may get stuck and truckers will lend a hand to make them mobile again. Fuel quality is another issue as the Russian supplied fuels are not of high quality. While available, Euro 5 engines are not used often as the fuel is not suitable to be used with these high-spec power plants.

Following the successful deployment of the first batch of new FUSO trucks, the company has set out to purchase another ten trucks this year. In 2019, one can expect another purchase as the company is expanding. This expansion takes place in both, the distribution of products as well as collection of raw products from the dairy farms. Some 2 500 farmers supply to the company with farms being 200 kilometres away from the city. Truckers servicing these farms are highly experienced with some being third generation drivers that have 40 years of experience.

Although there were few milk-based drinks served during the 20th Anniversary party, Bulgan had a great time, knowing that in the morning his distribution partners would be welcoming another delivery of Mongolian Milk, brought to them on FUSO Trucks.

### **Getting to the Riches Below**

Mongolia is rich in natural resources. Most of it is hidden underground and it takes companies like Major Drilling Mongolia LLC to get to it. The company has been operating in the country for many years and some of their staff have been in and out for a decade.

Matthew Metz, General Manager – Mongolia tells us that "Major Drilling's customers appoint us to drill for samples. We can drill down past 2 500 meters to get core samples. These samples are then used by our clients to determine if they want to set up a mining operation at that specific location to extract minerals, coal or precious metals." To get to these locations, Major Drilling is relying on Mercedes trucks in a unusual 8 x 8 configuration.

Metz relays that many of the trucks have clocked up only around 100 000 kilometres in ten years. "Once we got a place, the trucks are stationary for some time." In their experience, the 8 x 8 trucks are the best suited vehicles to deal with the difficult terrain found in the Mongolian Hinterland. Drilling sites are typically far away from any road and swampy ground can make driving difficult after the snow thaws.

Major Drilling deploys 11 Mercedes trucks with various rigs mounted to the back of the chassis. Reliability is crucial as every day downtime means major losses. Furthermore, the trucks operate in areas that are hard to get to and bringing in service personnel and spare parts will be a tricky operation if ever needed. Metz said that the German brand trucks have proven their mettle and that they would always opt for Mercedes again if expansion or replacements are needed.



**David Reiner, Executive Director, MSM Group, LLC (Third from left) enjoying a lighter moment with Mark Gabel and friends**

### Fizzy Drinks for Ulaanbaatar

Walking around the city, one will find many familiar brands. One of which is of course Coca Cola. Available in many shops, the fizzy drink also needs to be replenished on a regular basis and this is where the Mercedes Sprinter comes in as the best suited workhorse. Having sent off his drivers at 9am, Tserenjamts Balijinyam, Distribution Manager makes time for us to explain why they opted for the van to deliver their goods.

“Our sales force is out there, selling our products. Based on the orders received, our drivers will deliver the various drinks we produce here.” Customers are typically supermarkets or kiosks. Many of these locations where the drivers stop are located in the heart of the city. As there are weight restrictions for vehicles entering Ulaanbaatar, the Sprinter is the ideal vehicle for the inner city deliveries as it hovers just below the imposed restrictions. “Besides that, reliability is very important for us.” Time constraints and traffic jams are the biggest challenges in the daily operation. Adding to that, deliveries have to take place during the day time, especially in winter when the product would freeze in the night. “Thanks to the deployment of the new trucks, sales has gone up, delivery times have shortened and reliability has drastically improved,” is his summary.

Alongside the Sprinters, here too, FUSO MCVs are put to the task. Historically, in the past, Russian trucks would be the choice. However, with the independence of Mongolia also came an influx of other brands. MCS Coca Cola was established in 2001 and fairly early, in 2003, the first three Sprinters were acquired. “During that time, most trucks available were second hand. However, as reliability is crucial for us, we decided to opt for new trucks.” Having evaluated after sales service, prices and ease of use, the choice was made for FUSO. These vehicles were known to have superior quality, which results in lower maintenance cost. Also, the high payload is one of the aspects that works in favour of the Japanese brand. Future expansion is planned for and with that, additional purchases of trucks will surely happen, but Balijinyam says “As we say in Mongolia: You first have to drive the road to know it.”

When asked what the major problems are, Balijinyam is full of praise for the vehicles, but cites drivers as the



component in the operation that needs to be watched closely. Driving skills, awareness on the road and the shortage of drivers are issues that concern him. For his drivers, there is a bonus scheme in place to encourage safe driving habits. “The best moment in my career here though was the delivery of the new trucks. That made up for a lot of issues we usually deal with,” Balijinyam beamed.

### Celebrating Success

While crews are busy setting up the stage, giant screens and bars for the 20th Anniversary Party (The invite explicitly stated that black ties are not permitted), we sit Laurenz Melchers, one of the founders and Chairman of MSM Group LLC down to find out his motivation to set up his company in Mongolia and how he went from daring entrepreneur to heading one of the biggest companies in the country.

“It all started when my then girlfriend and I were unhappy with our jobs in the hotel industry. We both worked in London and decided that it was time for a break. Being ambitious, we wanted to start our own business and our Canadian flat mate suggested that Canada is the ideal location to start out with an own venture,” a reminiscent Melchers says. Initially totally in awe of the country, staying in the Rocky Mountains, the initial idea was to still venture into the F & B industry. However, the realisation that starting a business in Canada would require a lot of cash, which the couple didn’t have in their young ages, the dream slowly evaporated. At the same time, Melchers father was dealing with Mongolia, trading in Cashmere.

One of these Cashmere deals went sour and having lost a lot of money on it, Melcher Sr decided to “Go to Mongolia to see where the money went.” He asked his son along in 1997. Having just opened up to capitalism, the country was having a strong socialist imprint after a long Russian rule. “I have never been to East Germany under communist rule, so this was all very new and depressing for me to see.” Joined again by his girlfriend Anke in Canada, both reviewed the souvenir pictures of Mongolia and decided to embark on a longer reconnaissance tour to Mongolia. Checking into the “Edelweiss Hotel” as the very first guests, they soon became an attraction. Apart from Ambassadors, hardly any foreigners were in town. Locals would make appointments to meet with the Germans. “Today, many of those who saw us are now our clients. At the time, they all had great ideas but no money. We were under the impression that they wanted us to invest in their ideas.” One of the visitors claimed to have been appointed as the distributor of a Bavarian car brand. For some reason, Melchers decided to count cars. It was then that he realised that there are a number of Mercedes vehicles driving around Ulaanbaatar. A bit of research revealed that the government had bought a number of them.

A plan was hatched, and calls placed to both of the German brands. “Mercedes would have to send a technician to Mongolia on a regular basis to service the cars. When we suggested that we could do that for them, saving the technician a lot of travels, Mercedes agreed, and we were suddenly in the



Batkhuu Badarch (M), Manager Truck & Sales Department of MSM Group

workshop business," Melchers recounts. With the new economy being a big unknown, both Melchers and Mercedes took a gamble and the Mongolian Mercedes distributor was born. Also present at the event was David Reiner, who is also one of the founders of the group. David Reiner, business partner of Laurenz was always very supportive of the Truck business and helped to secure the funding of the first truck fleet deal. Without his help and involvement, MSM Group would not be one of the leading companies involved in commercial vehicles in Mongolia today.

The first location was a rented house, owned by the government. Having renovated it, the first workshop was set up. Not knowing anything about cars or their repairs, Melchers hired a retired Daimler workshop manager for six months to get the business going. Shortly after, the government decided to auction off the property. Having reached their limit, MSM purchased the building. With the influx of foreign exploration companies, new opportunities arose. "It was exciting as every day in the first ten years meant a new opportunity." Having spoken with workers and managers of the mining companies, MSM Group decided to branch out and at some point, supplied everything from hard hats to trucks to drilling equipment and gensets.

Having grown by bounds and leaps, always stretching the limit of the overdraft and re-investing all profits into the business, Melchers however, also felt the pressure from Mercedes to have a proper showroom to reflect the brand image. In 2009 the move to the current location was decided and it was the biggest showroom in town when it officially opened in 2010.


The business of dealing with commercial vehicles is described as being difficult. As a landlocked country, everything needs to be transported by road to the final destination in Ulaanbaatar or the countryside. While the country has been posting record GDP

growths, the price for a German made brand is out of reach for many local companies. Melchers adds that "In addition, the market is not mature enough yet to be discussing and understanding issues like life-cycle cost." In the infant stages, vehicle financing wasn't available in the early days of MSM Group. With border crossings taking several days in some cases, hi-spec trucks would lose efficiency quickly.

"What we have is a good mix with the two brands, Mercedes and FUSO," Mark Gabel explains. While many mining and exploration companies need highly dependable trucks, distribution companies don't require all the bells and whistles that a European truck would have, and this segment is covered by the FUSO vehicles. "It makes sense that we are supplying a Mercedes truck that has been modified with all the safety features to companies in the mining sector, knowing that these vehicles can operate in these harsh conditions, while the FUSO trucks address the needs of logistics firms operating between countries and in the city."

Gabel has been working with MSM Group 2006 to 2011, coming from Daimler in Korea. "I wanted to further develop myself and to challenge my comfort zone." Taking pride in his work, he was happy to see Mercedes trucks driving around Ulaanbaatar. Coming back to MSM Group in May 2018, Gabel is now finding new conditions in the market. Requirements have changed, now that local transport companies also deliver goods to places as far away as central Europe. In his new role as CEO, he will be coaching the younger generation. "I can see that the new generation is more adaptive, and they are hungry for new knowledge."

Having built a successful business, Melchers and his wife, Anke, are now involved in the next bigger project, which is to raise their two kids. "Eventually, we also realised that we are two completely different characters and that had an impact on our work. We realised that we cannot work together and so she took to raising our children." Melchers explains that he wanted his children to also have roots in Germany, after having lived in Mongolia and the family now spends a month together in Hamburg for every two weeks Melchers is in Ulaanbaatar.

When asked, what made MSM Group successful, Melchers pinpoints at honesty. Even though corruption was part of the system when the Russians managed the country and for a long time, this modus operandi prevailed, MSM Group has always been transparent. "Too much work to keep two sets of books," Melchers simply says. Today, MSM Group is ranked among the Top 50 Tax payers in the country. Following the milestones of being the first Mercedes distributor, having the largest showroom and being among the biggest contributors to the economy, Melchers now aimed at putting a show on that is to be the biggest that Ulaanbaatar has ever seen. As the saying goes, nomen est omen and surely, as the company was incorporated as Mongolian Star Melchers, it must have been under the right constellation of stars. 

# EarthCruiser Australia Marries Unimog

*Planning your ultimate road and off-road adventure? Then you need the ultimate vehicle to take you everywhere you want to go.*

Decades of experience, the unrelenting search for top-level performance and practically-oriented testing over thousands of kilometres in the Australian Outback and the world over. For 65 years, EarthCruiser Australia has been making special-purpose bodies for all-wheel-drive motorhomes. It is their aspiration to make the best expedition vehicles in the world. To do that, they need the right base vehicle.

## EarthCruiser Marries Unimog

With its off-road chassis, multiple equipment variants and its compact dimensions the Unimog has impressed Australian experts. Since this discovery, EarthCruiser has been building on the Unimog. The Special Truck meets all their expectations, bringing users to the most far-flung places while offering intrepid explorers a comfortable home for long trips.

The combination of the Unimog U 430 with a motorhome body specifically developed for driving off-road results in a reliable touring vehicle with as much as 300hp and which is ready for anything: the EarthCruiser Explorer XPR440.



## Built to Travel

The camper is equipped with heated tanks, two lithium batteries, pumps and a water feed. The tanks are mounted on the chassis frame and can store up to 860 l of water and 800 l of fuel. Together they make for a usable range of up to 3500 km. Two fridge-freezers with volumes of 212 and 68 l, 24-volt electrical winches for weights up to 9000kg at the front and rear, a 2.5kg washing machine, air conditioning, microwave, a 240-volt outdoor BBQ, with a chainsaw and an axe rounding off the special equipment onboard.

One double and two single skybeds make dreams of sleeping close to nature a reality. While driving, five people can be accommodated in the camper. A motorbike can be transported on the rear end.

In addition to the standard telematics system featuring satellite tracking, five external cameras can record up to 45 days of live footage from your expedition and allow you to broadcast live around the world.

## Offroad Expeditions Vehicle

The EarthCruiser can handle Arctic temperatures as low as -40 °C and the extreme heat of the desert and the tropics. Weatherproofing options optimise the all-rounder to suit all conditions. Additional features can be selected such as run-flat tyres, a tyre-pressure regulation system and a hydraulic 4-point lifting system for changing tyres. With as many as 140 functions, system control is managed by means of an iPad touchscreen inside the vehicle.

The EarthCruiser Explorer XPR440 body measures 4.4 m in length. Those looking for an even more compact vehicle should check out the XPR380 body variant which measures 3.8 m. Ex-factory, users also have the choice between a long (3600mm) and a short Unimog wheelbase (3150mm).

## Ready to Off-Road

The Unimog implement carrier concept features additional characteristics: VarioPilot® transferable steering on the Unimog U 430 makes it possible to move the steering wheel and pedals from the left-hand side to the right in less than 30 seconds – ensuring utmost safety, visibility and control.

The Special Truck shines with a low-range transmission ratio for off-roading as well as coil springs and disc brakes, both standard on all four wheels. The truck is available with a manual or an automated manual transmission. Thanks to all-wheel drive, differential locks and portal axles, as well as short overhangs for maximum ground clearance and great approach and departure angles, the vehicle demonstrates truly impressive traits even off the beaten track. These characteristics can be enhanced even further upon request.



Let the journey begin! 

# Shell Rimula Fully-Synthetic Oil Upgraded to Deliver Better Performance

*Shell introduces a new oil to customers at its recently opened production facility in Tuas, Singapore, writes Floyd Cowan*

On November 1, 2017 Shell opened a brand-new integrated lubricants and grease production facility in Tuas, Singapore, shutting down Shell’s Lube Oil Blending Plant in Woodlands North that had met its needs since 1963.

## Plant Inspection

On August 3, 2018 Shell Rimula launched a fully-synthetic API CK-4 high-performance engine oil and took the opportunity to invite customers and the media in to the new Tuas plant to introduce both the new oil and the new plant.

With a tight eye on safety and security visitors were met at the main gate and escorted to the meeting room inside the plant. No photos were allowed inside the production facility so all cameras and handphones had to remain behind when the tours of the plant were conducted.

## Demanding Conditions

Max Seah introduced the new API CK-4, explaining the reasons why a new oil is needed. “Today’s engines place greater demands on an oil,” he explained. “They create higher temperatures and put higher pressures on oils, which cause them more stress. So, there was a need for a more robust oil that wouldn’t break down under these extreme conditions.”

The newly reformulated Shell Rimula R6 LM, further builds on its portfolio of API CK-4-compliant heavy-duty diesel engine oils. This fully-synthetic oil delivers improved performance and strong protection for today’s modern heavy-duty diesel engines. It delivers improved combustion efficiency. Increased power output, better fuel efficiency and reduced emissions.

## Extensive Investment

It is no easy thing to create a new oil. “Shell has invested US\$1 billion in R&D and in creating new oils. About 9,000 CK-4 oil tests were conducted – which translates to five tests every day for five years. Before the oil is put on the market there were 64 million miles of road testing, under every sort



From Left to Right: Ian D’Cotta – Tuas Plant Manager  
 Leong Tak-Chuan – Singapore Sales Director  
 Leong Yuan Wah – Country Lubricants Supply Chain Manager  
 Sean Chua – CEO, NSL Fuel Management



Phang Mun Wai - Sales and Marketing Manager , NSL Fuel Management

of condition. The new oil has to meet the requirements of fuel economy and they must meet greenhouse standards, both on and off the highway.” Max explained that Shell works with engine manufacturers to create the best possible product.

Designed in line with the latest OEM requirements, Shell Rimula R6 LM has been proven to offer enhanced aeration control, superior oxidation control (up to 64% better than the recommended industry limit) and robust shear stability, even when measured against the more stringent limits. This helps to keep engines



Max Seah Technical Advisor



to protect them. Almost without exception, the added protection provided by a high-performance engine oil significantly outweighs the upfront savings from choosing a cheaper product over the life of the engine," he added.

Shell worked with OEMs and customers, while it was conducting the more than 64 million kilometres (40 million miles) of real-world testing. This is akin to driving over 1,500 times around the world. Such rigorous testing served to demonstrate the performance of the next-generation heavy-duty diesel engine oils that meet the CK-4 specification without compromising oil life or wear protection.

**Leading the Way**

Shell Lubricants played a leading role in the development of the new API CK-4 standard for heavy-duty diesel engine oils. The company's Global OEM Technical Manager, Dan Arcy, chaired the New Category Development Team – a committee of engine manufacturers (both on-highway and off-road), oil marketers, and additive companies responsible for defining and developing the new specifications and associated tests.

clean and efficient, providing increased wear protection and improving engine durability, guarding against unplanned downtime and unexpected maintenance costs.

**Cost of Ownership**

"The fleet and transport sectors are highly competitive, placing companies under constant pressure to achieve high standards of safety and reliability and, at the same time, minimise their operating costs," said Dr. Jason R. Brown, Global Technology Manager for Shell Heavy-Duty Diesel Engine Oils.

"Today's engines operate at higher temperatures and increased loads, therefore these engines need a new generation of high-performing diesel engine oils

“Our challenge was to develop a new heavy-duty diesel oil specification that would meet the requirements of late model, low-emission diesel engines without compromising on oil life or wear protection. The new API CK-4 standard refreshes test limits to meet more demanding hardware and operating conditions, such as the Volvo T13 oxidation test - the most severe oxidation engine test in the industry”, Dan stated.

**Resisting Breakdown**

“Engine oils that offer excellent oxidation control, resist oil breakdown. This keeps the engine cleaner, reduces wear and delivers engine efficiency. For our customers, this means they are assured that their engine is in good hands, even when operating under high loads and long drain interval,” Mr Mun Wai Phang, Manager Sales & Marketing, stated in his presentation.

When he explained that the new oil does not break down as quickly as the previous generation of oils, so doesn't need to be changed as often, it caused a stir in the audience. “The oil filters have to be changed, but you only need to top up the oil. You don't need to flush out all the oil and replace it,” he stated.



Vincent Cheng – Technical Advisor, NSL Fuel Management



From Left to Right: Ian D’Cotta – Plant Manager  
Leong Tak-Chuan – Singapore Sales Director  
3) Usarin U. - Assistant Marketing Manager – Singapore Shell Lubricants  
Leong Yuan Wah – Country Lubricants Supply Chain Manager  
Sean Chua – CEO, NSL Fuel Management

**Customer First**

During the following question period a customer pointed out: “From the workshop’s point of view, we will make less money if the oil doesn’t have to be changed so often.”

“Yes, we have the same concern,” Max stepped forward to explain. “We make a better oil that doesn’t need to be changed as often, so we might not sell as much. But we put the customer first. This oil best meets their needs, and this is our primary concern. We cannot go backward. If we have the best product, we have to put it on the market.”

**A Large Facility**

Shell’s integrated lubricants and grease production facility in Tuas, Singapore sits on 10 hectares, the 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 every year – enough to change the engine oil of over 12,000 cars, every hour, every day.

Speaking at the opening of the plant, 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





Customer and NSL sales representative

Leong Yuan Wah – Country Lubricants Supply Chain Manager



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."

### Worldwide Distribution

The new plant is a production hub for products that are shipped to more than 40 countries, mainly in the Asia-Pacific region. It produces 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).

The significance of the API CK-4 oils being synthetic is that the quality can be better controlled. "Oils must work when it is cold, and oils must work when its hot. Man-made oils can do that," the Plant Manager explained. "We are making a global product," he continued. The oils we make here are the same that are used in Germany and the USA. The packaging also looks the same. Product specifications are strictly controlled."

We were allowed a look into the labs where the tests take place to make sure the standards are maintained. One was struck by the cleanliness of the plant and the size. There is empty floor space available for future expansion. **F**

### Increased Capacity

At the official opening, 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."

As we toured the plant I asked Ian D'Cotta, Plant Manager how many jobs had been reduced from the old plant and how much saving was realized. "We were revenue neutral," Mr D'Cotta responded.

The Woodlands plant had about 200 employees while Tuas employs about 100 people. "Many of the people working here are now doing more skilled jobs. They have been trained for these positions and they get paid more for doing the work. We haven't saved money in that regard, but we do produce more product than what we previously did and the staff are working in a modern environment, earning more money."

# Taking a SWAT at On Demand Buses

*Singapore's Land Transport Authority wants to provide riders with an efficient on demand bus service and is looking to SWAT, a startup, to develop the technology that will efficiently do that.*



## Moving into Mobility

Co-founder Jarrold, says, "SWAT aims to be the central command system enabling the provision of on-demand bus services." SWAT's vision is to optimise fleet deployments and commuter demand for companies with buses and systems already in place. At the beginning, established transportation companies were reluctant to get involved with a proposition that could reduce the number of buses needed.

## Winning Tender

Arthur concurs: "The true testament to Goldbell's belief in the potential of SWAT is the industry interest it has generated and the fact that SWAT was awarded the contract by Land Transport Authority (LTA) in February 2018 to develop a "dynamic matching and routing algorithm" for LTA's first phase of on-demand public bus services." In this tender, SWAT beat eight other companies and big players including Grab and ST Electronics.

## Exit the Driver

Jarrold points out that when Autonomous Vehicles (AVs) are fully deployed, there will be no drivers and parking. Ride-hailing companies and car-sharing companies will become undifferentiated. A central command system will orchestrate the movement of fleets by controlling how commuters are picked up and dropped off. Riders will make a booking indicating when and where they want a vehicle.

Singapore's Land Transport Authority wants to conduct on-demand public bus trials and is working with a start-up called Ministry of Movement (also known as SWAT) to develop the technology for this purpose. The concept is simple: use on demand bus to improve productivity of underutilized fixed route buses during off peak hours.

## The Vision

Both founders of the company, Mr. Jarrold Ong and Mr. Arthur Chua shares the vision of providing a new alternative transport to the world's public commuters that is "on-demand, speed like a taxi and priced like a bus." Actualizing such a service is far from simple with many factors needing to come into play and work seamlessly together.

The system must automatically determine who will be picked up first and the route that the vehicle will take. It will determine the shortest distance and fastest route possible. Jarrold explains, "The driver is out of the equation, the route will be dynamic. When the vehicle starts, the route can change as new people want to be picked up, and some may decide that they don't need the ride. The driver will make no decisions."

Having human drivers is one of the limitations of the current system. "Buses can only operate in four hour shifts because that is the limit of the drivers. They need to take a break at that point."

### Real World Testing

The ultimate goal would be to provide the service to commuters at all times in all areas, but the algorithm needs to be tested within focused geofences, which are bounded service areas at specific time periods. "We started by building a simulation engine with real commute data to figure out our efficiency in different areas and times of operations. Then, we turned that into the live production system and launched with real vehicles and paying customers. We've spent the last few months ironing out all the kinks that cropped up as we went from the virtual to real world."

SWAT decided that they would initially test the system during the morning rush hour – from 7:00am to 10:00pm targeting people going to work. "People tend to go to work at the same time every morning, using the same route. The evening rush hour is very different. People don't finish work at the same time every day and they might go off and do a chore, have dinner or whatever, before going home. From the first trial we gathered a great deal of data. From what we have learned we have to see what efficiencies can be gained."

### The Fleet


"We are using a small fleet of 20 – 25 buses," Jarrold pointed out. The fleet is small, and the buses are also small. "We are using a Toyota 13-seater with high ceiling. Generally, we have seven to ten passengers. We want the ride to be comfortable. We had buses where people were facing each



other, and all the seats were taken. It felt cramped and uncomfortable for a morning commute." Larger buses have limitations. "Some of the places that we go have very tight road networks. Larger buses would not be able to go there and make U turns in places where the smaller buses can."

### The Service

"To meet the needs of the people you must offer mixed services," Jarrold notes. "Some are quite happy with the larger buses where they have to walk a bit more to get access. Others prefer to pay more and walk less. Some will book in advance and get a better price while others will suddenly decide that they want a bus."

There are many challenges to overcome. "Conditions change every day," Jarrold explained. "To optimize the service, we need to be out at all times. We need fixed routes at fixed locations along with the ability to respond to the riders on demand." 



# For Tipper Scania is Wookwang Development's No. 1 choice

*For 18 years Scania's tippers have performed strongly for Wookwang Development, making the employees 'very fond' of the brand.*



**W**ookwang Development, a waste collection company in South Korea, has been using Scania heavy tippers for the past 18 years. Taejin Lim, Vice President of the firm, outlines the many reasons why Scania is his No.1 truck of choice.

## Man on a Mission

Taejin Lim is a man on a mission, rising to every challenge with dogged determination. Since the establishment of Wookwang Development in 2000, the company has grown to a solid organisation of 100 loyal employees. Located in the Samjeong-dong district of Bucheon-Si in South Korea's Gyeonggi-do province, the company specialises in the collection, intermediate treatment and transportation of construction waste.

Mr Lim believes that one of the main reasons his staff tend to stay is that they are "incredibly fond" of the Scania trucks they drive. "I am very proud of our low employee turnover rate compared with other companies in the industry," he says.

## Fond of the Brand

It might well also have something to do with the fact that he's a good listener. "Whenever we need to purchase a new truck, I listen to the drivers' opinions. They say that Scania trucks don't tend to suffer from minor failures, and tell me they are really fond of the brand. So, it's quite an easy decision for me. We now own 31 Scania tippers out of 51 trucks in total."

Taejin Lim is very focused on employee welfare. "I believe that happy employees can make a successful company," he says. "I know things could be better, but our head office has a cafeteria serving three meals a day, which is open around the clock. This is important, especially for the employees on site who start working in early morning. We also have a barbecue party every Friday."

## A Lasting Partnership

Scania has been "a great business partner" for many years, he says. "We first bought from Scania



in 2000 when the company was established, replacing the vehicles with 26 new Scania tippers in 2016."

Despite a rapidly changing world, Scania continues to serve their purposes well. There are plenty advantages to choosing this brand, he says. "I value the excellent fuel efficiency offered by Scania. While we have monthly fuel costs of over EUR 160,000, cost savings are still significant."

## Spare Parts Supply

Taejin Lim also considers Scania's supply of spare parts to be outstanding. "Whenever one of our trucks needs to be sent to a Scania workshop for repairs, they are carried out quickly while it takes two to

three days to get a vehicle from one of the other brands back on the road."

When it comes to Scania Services, he feels satisfied although "this is the only area where there is room for improvement. Our trucks get a regular service without any big issue. Staff and technicians at the Incheon workshop provide a flawless service and are very kind. However, Scania has only one workshop in the Incheon area, so the waiting times can be quite long. There are many Scania trucks on the road here, and the demand for services is high. I'd be very interested to know if there are any plans to open up another workshop here."

## On for a Challenge

Taejin Lim makes time for plenty activities outside work. He sometimes takes a day off to do some voluntary work, and is active in the motorcycle community. But one of his favourite pastimes is acquiring new driver's licenses. He now holds many including for passenger cars, heavy-duty trucks, trailers and even excavators. "It's fun to learn something new and set myself a challenge. Sometimes I fail a driving test, but then I take it again and again until I pass. It gives me a great sense of joy when I finally pull it off." **F**

# Borneo Motors Goes Carbon Neutral with Castrol

*Borneo Motors (Singapore) is the first dealership in Asia to join the Castrol Carbon Neutral Programme.*



**B**orneo Motors (Singapore) has been 'Certified Carbon Neutral' by reducing and offsetting 100% of its operating emissions – a saving equivalent to 847 return flights from Singapore to London. The Toyota, Lexus & Hino dealership is the first dealership in Asia to join the new Castrol Carbon Neutral Programme that is designed to help dealerships cut their carbon emissions and help motorists offset the carbon they create while driving.

## The Year of Action

The Singapore Government pledged at the Paris Climate Conference to reduce emissions intensity by 36% from 2005 levels by 2030 and has designated 2018 as the Year of Climate Action. As part of BP, Castrol is working to advance the energy transition by developing more efficient lubricants and services such as its carbon neutral programme.

Through the Castrol programme, Borneo Motors (Singapore) is becoming a certified carbon neutral business. This is based on a long-term commitment to reduce emissions by becoming more efficient and then offsetting any unavoidable emissions. Borneo Motors (Singapore) will be reducing and offsetting its current carbon footprint of 4,042 tonnes from its daily operating business from six sites in Singapore to zero tonnes.

## Playing Our Part

With a personal interest in sustainability, Ms Jasmmin Wong, Managing Director, Borneo Motors (Singapore) says: "We are delighted to be working with Castrol and BP Target Neutral to reduce the carbon emissions of our

dealership and that of our customers. Our entire team is eager to play our part in contributing to a sustainable environment for future generations."

After efficiency measures have been put in place, the Group will purchase carbon credits for any remaining emissions to go carbon neutral. Carbon credits are purchased through BP Target Neutral which invests in carbon reduction projects around the world. One carbon credit = one tonne of carbon reduced or avoided. BP Target Neutral has access to a portfolio of carbon reduction projects which are not only reducing emissions but improving lives.

## Participating Projects

Projects such as the forest protection scheme in Zambia is helping to keep over 40,000 acres safe from deforestation by encouraging new farming practices, tourism and better education. Biogas projects in China and cookstove installation schemes in Mexico and Peru not only reduce the amount of firewood or coal needed for rural households, but have a very positive impact on respiratory health with families able to switch away from cooking on open fires.

All the emission reductions from these projects are recorded on international registers so a tonne of carbon emitted by Borneo Motors (Singapore) can be matched and offset by a tonne of carbon reduced from one of these projects.

## Leadership Position

Shyam Balasubramanian, Regional Marketing Director at Castrol said: "The Castrol Carbon offsetting programme is designed to help dealerships meet a growing demand for lower carbon solutions. Now that they are on board, Borneo Motors (Singapore) can take a leadership position on their environmental impact, help customers offset their emissions and make a positive contribution to Singapore's national climate goals."

Car dealerships who would like to find out more about how they can take part in Castrol's Carbon Neutral Program should contact Rosie Danyluk, Head of Communications & Executive Office, BP-Castrol Singapore. [T](#)



# Skyfy Technology Expands Offering to Include Last Mile Logistics Management

*Skyfy Technology's new technology will help companies save time and money.*

Skyfy Technology, a vehicle telematics company working with small and medium sized enterprises (SMEs), has expanded its offering to include a last mile logistics management system built by A\*STAR based on Artificial Intelligence (AI). The solution will help companies better manage their vehicle fleet and drivers, while meeting their customers' requirements amidst resource constraints.

## Time & Cost Saving

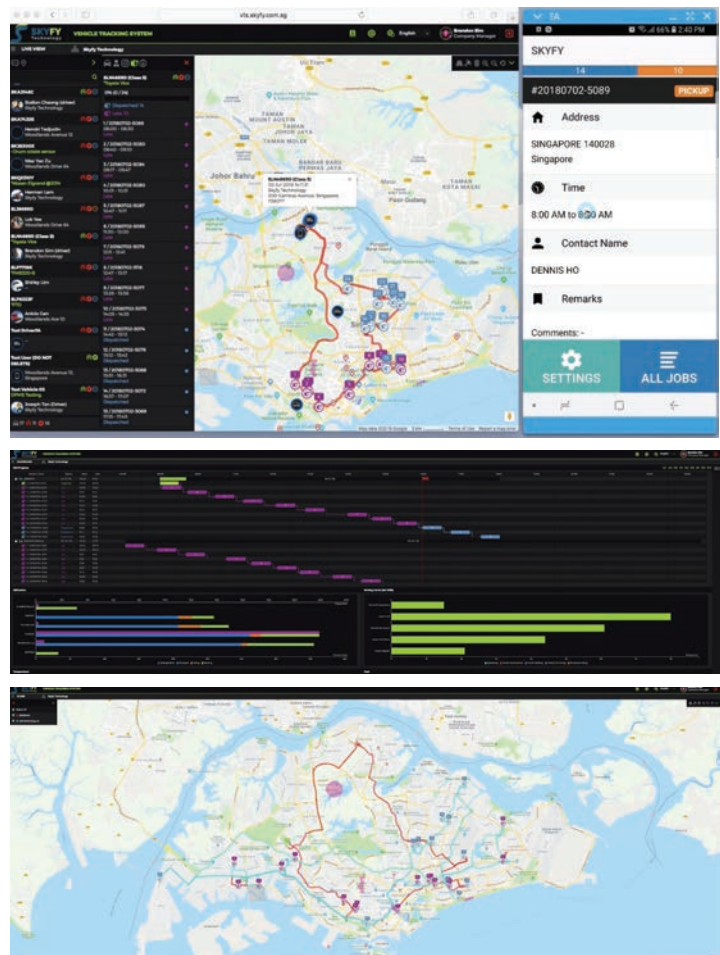
Skyfy Technology, a provider of 24x7 Global Positioning System (GPS) vehicle fleet management for 1,600 companies in Singapore, collaborated with A\*STAR to integrate the last mile technology with its proprietary GPS vehicle tracking system. The AI algorithm automates the process of planning delivery routes, efficiently reducing the time spent on planning by more than 50%. Real-time vehicle monitoring and route optimisation enables order deliveries within 20% less time, and reduces petrol and manpower costs by 20%. The technology also allows for last-minute orders, while helping companies easily communicate updates to customers.

A trial involving Air Connection and La Belle Collection was completed earlier this year and both companies saw a 25% increase in productivity resulting from savings in time and cost.

## Greater Visibility

"SMEs often lack visibility in their last mile operations, making it challenging for them to respond to unplanned incidents," said Joseph Ng, CEO, Skyfy Technology. "This solution enables companies to monitor their performance in real-time, ultimately equipping them with the flexibility to meet customer demands while streamlining their operations."

Skyfy's entry into last-mile logistics is part of a five-year roadmap it developed under A\*STAR's Operation and Technology Roadmapping (OTR) Initiative. Beyond Singapore, the company plans to introduce the solution to key markets in the Southeast Asian region and is currently looking for local partners in Malaysia and Indonesia to collaborate with.



## Subscription Form



### PERSONAL/COMPANY DETAILS

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Fax: (65) 6749 3748

# Mercedes-Benz Believes Every Accident is One too Many



Mercedes-Benz safety assistance systems - 2

*Mercedes-Benz as a long-time leader in the field of safety assistance systems knows there will be significantly fewer accidents with automated emergency braking systems.*



Mercedes-Benz safety assistance systems - 3

(Stuttgart, Germany) Truck safety is currently the subject of heated political debate. While some call for stricter laws, others demand a ban on the deactivation of assistance systems. In recent months, the media has also increasingly drawn attention to severe accidents at the tail end of traffic jams and between trucks and cyclists or pedestrians. As a year-on-year figure, the actual number of accidents in Germany has remained more or less constant in inner city areas and has even fallen on motorways.

Nonetheless, for Mercedes-Benz Trucks every one of these accidents is one too many. This is why Accident Research and Development are constantly working on systems to prevent accidents and on their systematic development. Mercedes-Benz is a long-time leader in this area. For example, with automated emergency





braking systems or with Sideguard Assist, Mercedes-Benz is currently the only manufacturer worldwide to offer as a fully integrated system.

### Stricter Technical Requirements to Reduce Accidents

Politicians are also supporting the subject of truck safety. And the target in Germany is certainly an ambitious one: to halve the number of road fatalities within ten years. The systematic approach has, for example, led to the obligation to equip newly registered trucks and coaches with automated emergency braking systems. This has been in place since November 2015 and in November 2018 the technical requirements for such systems will be tightened.

In the current revision of the directive on general vehicle safety, the EU Commission proposes, among other things that, from 2024, all trucks and buses be equipped with mandatory turning assist systems. "As soon as the technical requirements for type approval of turning assist systems have been defined, all other manufacturers must follow the example of Mercedes-Benz. We welcome this as a contribution to improving traffic safety throughout Europe", says Dieter Schoch, responsible for commercial vehicle safety in the field of politics and external relations at Daimler.

Mercedes-Benz safety assistance systems - 1



### Retrofitting Trucks

The German government has also taken action to improve road safety. In mid-July, Transport Minister Andreas Scheuer launched a nationwide campaign to promote the speedy retrofitting of existing trucks with turning assist systems. This forms the basis for financial support. The promotion of turning assist systems in new vehicles is supported financially by another federal programme. The installation of emergency braking assistance systems has been mandatory for new vehicles since November 2015, resulting in around 50 percent of long-haul transport vehicles being equipped with such a system.

### Trucks with Safety Systems Cause Fewer Accidents

An analysis of actual accidents clearly shows that automated emergency braking systems have a very positive effect: current studies in Lower Saxony and Baden-Württemberg demonstrate that trucks equipped with such a system cause significantly fewer accidents than trucks without such a system. Schoch is convinced: "The quick mandatory introduction of a turning assist system would produce the same results."

Furthermore, it is important to look very closely at how accidents actually occur in order to identify further potential for improvement. Mercedes-Benz conducts its own accident research and the results are incorporated both in the further development process for our systems and in discussions with lawmakers about future legal requirements.

### Integrated Traffic Safety Strategy

"We have extremely dynamic development here in the company", Schoch says. "Sensor technology is constantly improving, algorithms are becoming more and more powerful, and the overall system design is increasingly sophisticated." In addition, connectivity between vehicles, information from the road infrastructure and automation will become even more important in the future. This is why Mercedes-Benz supports the development of an integrated traffic safety strategy incorporating the vehicle, the driver and the infrastructure.

There is currently a public debate about the fact that even the best systems are useless if they can be disabled by the driver. But today's systems have been developed to comply with laws that state that drivers must always have control over their vehicle. This is why the legislation originally stipulated that it must be possible to disable the systems. "In our view, however, this also makes sense if, for example, the sensor is covered by a front-mounted device such as a snowplough for road maintenance vehicles or in some highly complex traffic situations in the city," says Schoch.

The evolution of the technology, along with changes in the law, now provides an opportunity to reassess the room for manoeuvre, the debate about situation-dependent disabling, automatic re-enabling and system override ability by the driver. **F**



## Protecting Cyclists and Pedestrians in City Traffic

*New technology and a focus on safety are designed to reduce accidents involving cyclists and pedestrians with heavy goods vehicles.*

Road fatalities from accidents with heavy goods vehicles are decreasing. However, Volvo Truck's research shows that the same reduction is not being seen in accidents involving cyclists and pedestrians. Action is needed to reduce these accidents. New technology, combined with updated legislation, better infrastructure, higher safety awareness and improved visibility can make city traffic safer.

### Technology & Collaboration

"Cities bring people together, but with so many people and vehicles sharing the same space, pedestrians and cyclists suffer a large number of the serious traffic injuries and fatalities. This issue needs to be tackled on a wide front through both technology and collaboration," says Carl Johan Almqvist, Traffic & Product Safety Director at Volvo Trucks.

Volvo Trucks has made safety one of its core values during its 90-year history and takes a multi-faceted approach to traffic safety. It extends from traffic safety research, to developing safety technologies for vehicles, such as Lane Keeping Support and Forward Collision Warning with Emergency Brake, to driver training and designing safer vehicles. Traffic safety awareness programmes such as 'Stop Look Wave' and 'See and be Seen', targeting children and cyclists, is another important part of the work.

### Zero Accidents

"Since drivers, cyclists and pedestrians share the roads, it is key for them to understand each other's needs and limitations. As a vehicle manufacturer we can do a lot to make sure that no one is injured in an accident with any of our vehicles and to increase the general level of road safety awareness. We have a zero-accident vision," says Carl Johan Almqvist.

Many cities are tackling the challenge on a broad front as well. Dozens of major cities have taken a 'vision zero' approach to traffic injuries. In London the city's transport authority, Transport for London, aims to have zero serious injuries and fatalities on its roads and that 80 percent of all Londoners' trips be made by foot, by cycle or using public transport by 2041.



### Looking for Solutions

In order to reach its vision, London is implementing a large number of measures to improve road safety, from cutting speed limits to improving enforcement, as well as redesigning streets and the city's most dangerous junctions. Transport for London has put reducing road danger at the centre of its decision-making and it is working closely with vulnerable road user groups and vehicle manufacturers, including Volvo Trucks, to find solutions.



“We need haulage companies to improve the safety of their fleet,” says Will Norman, Walking and Cycling Commissioner at Transport for London.

One major initiative underway by Transport for London is to develop the world’s first Direct Vision Standard (DVS) for heavy goods vehicles in the city. Under the draft proposal, all heavy-goods vehicles over 12 tonnes will need to demonstrate high levels of direct vision from the cab, or other equivalent safety measures, to operate in London from 2020. “Direct vision from the cab of a lorry has been shown to have a substantial impact on reducing danger for people walking and cycling, as blind spots are a key factor in collisions,” says Will Norman.

### Improved Vision

Ensuring excellent vision from the vehicle is an important part of Volvo Trucks’ safety philosophy. It is especially important when designing vehicles for urban environments, such as in the updated Volvo FE Low-Entry Cab, which has an extra low chassis and the option of enlarged windows that cover much of the cab doors. The extra windows offer the driver direct visibility along the side of the vehicle.

“This is the ultimate vehicle to maximise direct vision because, as a driver you are almost at eye-level with cyclists and pedestrians on the road,” says Claes Avedal, Safety Manager at Volvo Trucks.

### Detecting Cyclists

Trucks operating in cities are also set to get safer through better technology to detect vulnerable road users around the vehicle. In the EU-funded Xcycle project, Volvo Trucks is cooperating with tech companies and research institutes. One of the technologies being developed involves a detection system for cyclists.

“Almost 40 percent of accidents between trucks and cyclist are on the passenger-side of the vehicle. It is the most critical area during a passenger-side turn. In the Xcycle project we want to find out how we can reduce these types of accidents by combining in-vehicle detection systems and the intelligent traffic system in the city using wifi. Both the truck driver and the cyclist would receive a warning to alert them of hazardous situations,” says Xcycle Project Manager, Jerome Vigneron at Volvo Trucks.

The results of the project will be presented in November this year. “This project is a perfect opportunity for us to contribute to our goal of zero accidents,” says Jerome Vigneron.

## Higher Standards

More safety requirements are expected in the future. By 2023 the EU Commission is set to implement technology standards for detection of vulnerable road users. Visibility standards for heavy-goods vehicles will come as well.

“It is very positive to see that higher demands for traffic safety are being implemented. We are all in this together – all road users need to be involved to improve road safety in our cities,” says Carl Johan Almqvist.

## SIDEBAR

Four ways to protect vulnerable road users in cities

### 1. Better Street Design

Lowering vehicle speeds and separating motorised vehicles and vulnerable road users through raised sidewalks and protected bike lanes can make a big difference to safety. When designing intersections, paying special attention to reducing conflicts at junctions between cyclists and turning vehicles can help.

### 2. Road Safety Awareness

Increase risk awareness among all road users through better safety training for drivers and risk awareness for vulnerable road users. Volvo Trucks’ road safety awareness programs: ‘Stop Look Wave’ and ‘See and Be Seen’ are designed to prevent accidents through better safety awareness and is in use in more than 20 countries.

### 3. New Technology

Technology to detect vulnerable road users is already being developed for scenarios such as a vehicle pulling out into the path of an oncoming cyclist. Meanwhile, vehicles equipped with side guards can minimise injuries for vulnerable road users in a crash.

### 4. More visibility

Improved direct and indirect vision in vehicles through windows and better mirrors, cameras and using vehicles with lower chassis in cities can make a big difference to safety. Logistics companies can contribute to safety by choosing the right truck for the right assignment, in order to avoid big trucks, or too many trucks, in city centres. **T**





# The new Actros Has Active Drive Assist

*The new Actros has significantly more safety through partially automated driving: New Active Drive Assist can brake, accelerate and steer in all speed ranges.*



**S**tuttgart, Germany – Mercedes-Benz Trucks has launched the brand's new flagship. The new Actros increases safety for all road users, efficiency for operators and comfort for drivers to unprecedented levels.

## Active Drive Assist

The most important and most spectacular innovation is Active Drive Assist, with which Mercedes-Benz Trucks puts partially automated driving into series production. The new Active Drive Assist can brake, accelerate and steer independently. Unlike systems that only work at certain speeds, Active Drive Assist offers the driver partially automated driving in all speed ranges for the first time in a series-produced truck. New elements are the active longitudinal control and the combination of longitudinal and lateral control in all speed ranges through the fusion of radar and camera information.

Active Drive Assist builds upon the tried-and-tested adaptive cruise control with stop-and-go function and the lane-keeping assistant from Mercedes-Benz. While responsibility for monitoring the traffic situation remains with the driver, the system provides significant support and makes an important contribution to increased road safety.

## Expanding Activities for Automated Vehicles

"With more than 60 innovations, the new Actros already puts the future of heavy-duty trucks on the road today. Just four years after the presentation of the Mercedes-Benz Future Truck 2025 driving in automated mode, we are launching the new Actros with the world's first partially automated assistance system in a series-produced truck," stated Stefan Buchner, Member of the Daimler Trucks Divisional Board of Management and Head of Mercedes-Benz Trucks.

"We at Daimler Trucks are thus further extending our leading role for automated driving. When fitted with Active Drive Assist, our new Actros makes the logistics business significantly safer for all road users and more efficient for our customers."



(HMI) is designed to have a major impact on driver performance. That's why the design engineers design a complete workplace. The new Actros with its completely revised HMI offers the driver unique operating and display comfort. Two interactive screens are standard equipment and serve as a central source of information in the driver's digital workplace of the future. In addition to all driver-relevant basic information, the assistance systems are also visualized here. Smartphones are integrated via Apple CarPlay™ and Android Auto.

### Cloud Connected

The Truck Data Center permanently connects the truck with the Cloud and is the basis for all connectivity solutions, such as apps that help the driver perform his tasks. Connectivity becomes reality in the new Actros. Real-time control of the truck through the connected services provided by Fleetboard and the preventive service product Mercedes-Benz Uptime offer truck operators further added value. That includes predictive maintenance and shorter stand times. The new remote-control key as standard equipment gives the driver additional operating convenience.

The fuel consumption of the new Actros is again lower than that of its predecessor with savings of up to 3% on highways and up to 5% on country roads. Aerodynamic improvements have been achieved thanks to mirror-cams and new rear-edge flaps. The intelligent Predictive Powertrain Control (PPC) for cruise-control and gear shifting operates even more efficiently and can now be used on country roads thanks to its expanded map material. A new, fuel-saving rear-axle ratio is in use.

### Success Story Actros

The new Actros can now be ordered and the first vehicles will be delivered to customers next spring. The configuration possibilities of the new Actros are so numerous that every customer can order exactly the Actros that best fulfills its requirements. With this policy, Mercedes-Benz Trucks has obviously been doing the right thing for customers for many years: Approximately 1.2 million units of the heavy-duty truck have been delivered to customers on all continents since the market launch of the first Actros generation in 1996. About a fifth of them belong to the second Actros generation, which has been produced since 2011. **T**

### The New Generation of Emergency Braking Assistant

Mercedes-Benz Trucks underscores its pioneering position for the safety of heavy-duty trucks – a role that has been affirmed time and again by market demand – also with the once again improved Active Brake Assist of the fifth generation. Since the launch of Active Brake Assist 1 in 2006, nearly 230,000 trucks from Mercedes-Benz have been sold with the emergency braking assistant on board.

Active Brake Assist 5 supports the driver when there is a danger of a rear-end collision or a collision with a person crossing, oncoming or walking in the truck's lane – also with an automatic full application of the brakes if necessary. A new aspect is that Active Brake Assist 5 now works with a combination of radar and a camera system. This allows it to monitor the space ahead of the vehicle and react to persons in the road even better.

### Mirror-cams Replaces Exterior Mirrors

The new Actros differs from its predecessor visually: its main mirrors and wide-angle mirrors have been replaced by mirror-cams as standard equipment. The mirror-cam is an enormous improvement in terms of aerodynamics, safety and vehicle handling. The system offers greatly improved all-round visibility and consists of two cameras mounted on the outside of the vehicle and two 15-inch displays on the A-pillars inside the driver's cab.

With the design of the interior and the controls, Mercedes-Benz Trucks strictly follows the inside-out principle. All new developments are thought out from the driver's perspective, because truck drivers sit behind the wheel for many hours a day. After work or between driving hours, they spend their breaks in the vehicle. How the human-machine interface



# Toll Launches Next-Generation Logistics Hub

*Automation, innovation and state-of-the-art capabilities redefines warehousing solutions. Singapore serves as Toll's regional logistics hub and gateway into different markets.*

Toll Group, a leading provider of transport and logistics in Asia Pacific, and part of Japan Post, has opened Toll City – a \$5228 million, next-generation logistics hub, spanning over one million square feet. Strategically located in Tuas, Singapore, the opening of Toll City is expected to increase Toll's Asian network and traffic, while its proximity to road links into Malaysia and the growing Jurong region in western Singapore will make the facility an excellent land-sea interface for customers.

## Fuelling Growth

Toll City, supported by the Singapore Economic Development Board, is well poised to complement existing operations in the Asia-Pacific region and serve as a gateway that will connect regional and global customers. It will fuel growth across local and regional markets in the retail, FMCG and healthcare sectors. Toll City is located less than 3km away from Tuas Port that will open in 2019 and will consolidate all of Singapore's container operations in one terminal and handle up to 65 million TEUs per year when fully operational.

## Innovation

Toll City is home to new technologies such as driverless vehicles, smart-city telematics to track and optimize road fleet in real-time, 3D-printing, and Smart RFID cabinets for real-time inventory accuracy and accountability. Toll City hosts the SiTadeL Control Tower that provides decision support.

Toll is piloting new technologies to augment manual labour to improve safety and efficiency. Other emerging technologies being explored include automated machine handling equipment, in-warehouse cycle counting drones, voice picking and intelligent conveyor systems, augmented reality glasses for navigation and instruction, and exoskeletons for warehouse operation.

## Improved Opportunities

Officiating the launch was Mr Chan Chun Sing, Minister for Trade and Industry. Mr Kelvin Wong, Assistant Managing Director, EDB said: "Toll City is a true testament to the

transformation of our logistics ecosystem, where best-in-class facilities are advancing the sector's overall operational excellence. This is in line with the Logistics Industry Transformation Map, catalysing deep supply chain innovation that translates into better business opportunities and good jobs within the logistics sector in Singapore."

Vincent Phang, Executive Vice President of Toll Global Logistics Singapore, and CEO of ST Logistics, a major subsidiary of Toll Global Logistics, said the company was excited about the possibilities the new facility will provide for customers. "Toll City in Singapore is a new growth chapter for Toll in Asia. Toll's focus on technology developments will revolutionize the way people work, as we create resilient supply chain solutions that deliver smarter, faster and better outcomes for our clients," said Mr Phang. "With the SiTadeL Control Tower in Toll City, we have been addressing Singapore's urban logistics challenges with real-time visibility and monitoring of our moving assets. As a result, we offer an integrated supply chain management process that's prepared for surge periods, and potential supply chain disruptions caused by humans or natural disasters."

## Creating Careers in Logistics

Toll is focused on supporting the development of Singapore talent through internal and partnership programmes. Toll Graduate Program (now in its second year), is designed to attract and develop future logistics leaders, with global rotational assignments across the company's three operating divisions.

Toll also inducts young talent via the SkillsFuture Earn and Learn Program for Logistics and the Singapore-Industry Scholarship programmes. Toll supports local, experienced talent from other industries to forge new careers in logistics, through the Professional Conversion Program and Attach and Train programme. **T**



## What is the Oldest DAF Truck Still in Operation?

**D**AF Trucks is looking for its oldest truck still in transport operation. The search focuses on typical DAF vehicles from past decades that continue to run day-to-day. Irishman John Tarrent in front of his DAF 2100 which he purchased back in 1984 and which is still in operation is pictured here.

DAF Trucks celebrates its 90th anniversary this year. The company initially focused on the construction of lightweight semi-trailers and commenced truck production in 1949. Ever since, DAF vehicles have earned a reputation for their class leading fuel efficiency and driver comfort, as well as for their outstanding reliability and durability.

Regularly, DAF receives images from operators and drivers around the world, proudly showing trucks that left the

production line many decades ago and are still in daily use. This has triggered DAF Trucks' interest – what is the oldest DAF truck still in operation, and where is it?

DAF Trucks has launched a Facebook campaign to find the answer to this question. Irishman John Tarrent has already shared his classic DAF 2100 from 1984, still working hard today. "She has 34 years of work done, never let us down and she always comes back to base, whether it's night or day."

DAF is looking for images and stories from its trucks from the early nineties, the eighties, the seventies or even earlier that are still in operation. Photos or video can be posted on the DAF Facebook page: [www.facebook.com/dafrucksnv](http://www.facebook.com/dafrucksnv). At the end of November the oldest in-service DAF truck will be announced. **F**

## Scania Restarts Production & Sales of V8s

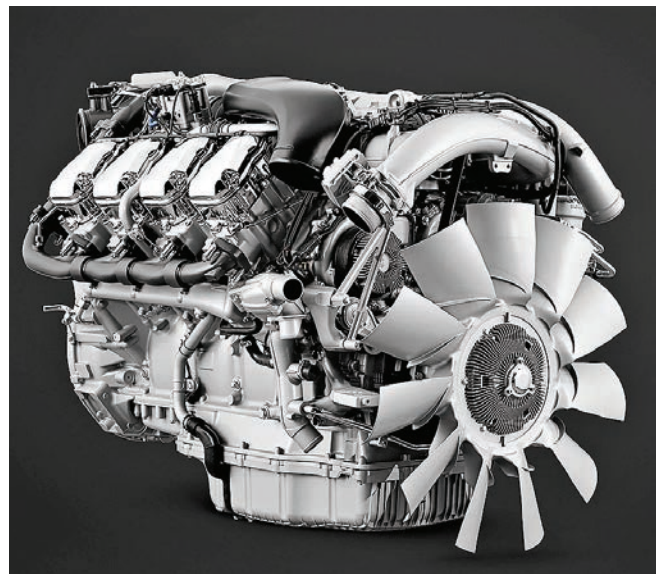
Scania has begun the challenging process of reducing its backlog of truck, industrial and marine engine orders. The backlog was built up after a delivery and order stop caused by a lengthy strike at one of Scania's suppliers.

"This is probably the worst disruption to hit our company in many decades," says Alexander Vlaskamp, Senior Vice President, Head of Scania Trucks. "We are now doing everything in our power to reinstate a normal situation and deliver V8 trucks and engines worldwide as soon as possible."

Scania has secured a small but steady initial supply of the engine blocks that are the foundation of the V8s built in Södertälje, Sweden. Production disturbances of this magnitude create all kinds of logistical challenges, and it will take time for Scania to deal with the backlog. The truck engine range consists of four different versions, with power outputs ranging from 520 hp up 730 hp, and to more than 1,150 hp for marine engines.

"There will be uncertainties for some weeks before we have the whole picture and can ramp up our production," confirms Vlaskamp. "But we are starting now and will increase gradually with the aim of confirming a correct delivery schedule during the next few months for existing

orders. We will successively open up for new orders. This whole situation came at a time when we were extremely busy producing new V8 units and I can only say how sorry we are that this had to happen to Scania's loyal customers." **F**




## Bridgestone Asia Pacific Received Asia's Best Employer Brand Awards

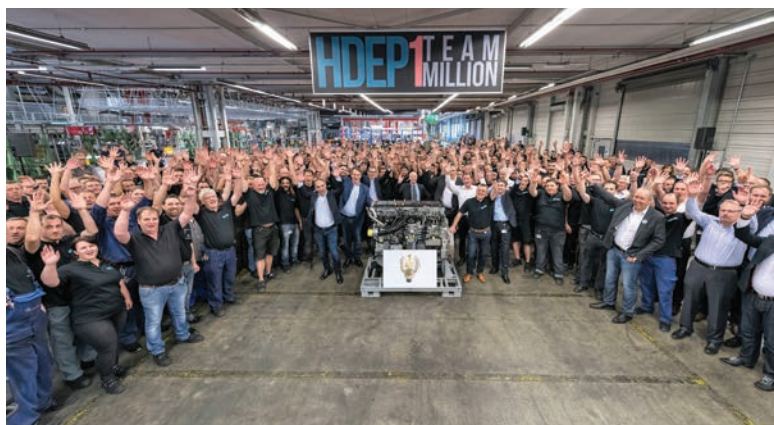
(Singapore) Bridgestone Asia Pacific (BSCAP) a group company of Bridgestone Corporation, one of the world's leading rubber and tyre companies, has received the 9th Asia's Best Employer Brand Awards 2018. The Awards jointly hosted by Employer Branding Institute, World HRD Congress and Stars of the Industry Group was held in July in Singapore. It was attended by Human Resource practitioners from over 30 countries across the region. The Awards acknowledged more than 100 organisations that demonstrated excellence in building their brands and identities as employers of choice through their human resource practices, policies and strategies and honoured exemplary work in employer branding. 

"BSCAP was recognized by this Award for its relentless efforts and investment in implementing strong corporate philosophy and a shared sense of values that is embraced by all BSCAP employees," said Paul Choo, Vice President of Human Resources and CSR, BSCAP. "People are our most important asset and the driving force behind our organization and we believe that our continuous efforts in fostering an inclusive and diverse work environment and equipping employees with the right skills, will help deliver our Vision of becoming 'The Most Trusted Leading Brand' in the China & Asia Pacific region."

## Daimler Trucks 1,000,000 Heavy-duty Engines

(Mannheim/Detroit) The Mercedes-Benz Mannheim Plant and Daimler Trucks North America (DTNA) subsidiary Detroit Diesel Corporation jointly reached a special milestone in the international powertrain network: Together, the two production locations have produced 1,000,000 heavy-duty engines. For more than ten years, Daimler Trucks has been relying on a standardised powertrain platform for heavy-duty trucks. This mainly includes engines, axles and transmissions. At the same time, the engine generation whose production operations and important components are standardised, is designed to be adaptable flexibly and in tailor-made fashion to the particular customer and market requirements in the USA, Europe and Japan using the identical technology.

The in-line six-cylinder engine is a true multi-talent: It is not only characterised by maximum efficiency with minimal emissions and outstanding performance, but also leaves nothing to be desired for customers with a displacement range between 10.7 l and 15.6 l and output levels from 240 kW to 480 kW. All heavy-duty powertrains benefit from continuous improvements implemented in the years since production started. These comprise new low-friction engine oils, further advanced transmissions and a further refined driving strategy of the anticipatory cruise control system Predictive Powertrain Control (PPC). Heavy-duty commercial vehicles such as the Super Great from Fuso as well as the touring coaches and inter-urban buses from Mercedes-Benz and Setra are powered by this durable engine. 







## Tata Motors Showcased its Build Combat Vehicles at BIMSTEC Nations Summit 2018

Tata Motors, India's largest private sector land mobility player in the Defence space in India showcased its two flagship vehicles that have substantial export potential at the BIMSTEC Nations Summit 2018 in Pune in September. The vehicles included the Tata 4X4 Mine Protected Vehicle (MPV) and the WhAP8x8 ICV (Codeveloped with the DRDO) demonstrated Tata Motors expertise in the combat range.

Tata Motors recently signed major military vehicle supply contracts with BIMSTEC Nations (Bay of Bengal Initiative for Multi-Sectoral Technical and Economic Cooperation) that included Tata Xenon GS 800 to Myanmar, Tata Mine Protected Vehicles for UNIFIL, MONUSCO & MALI Missions, Tata 2.5T GS LPTA 715 4x4 to Myanmar and Thailand, Tata 5T GS LPTA 1628 4x4 to Nepal and Mission specific logistic vehicles for UN Peacekeeping missions sent by these Nations.

Mr. Vernon Noronha, Vice President, Defence & Government Business, Tata Motors Ltd said, "Our defence mobility portfolio offers a range of combat, armoured, combat support & logistics vehicles that have been popular

in supporting the military, paramilitary and police forces in their multifarious operations. Our International customers are aware that Tata military vehicles in use by the Indian Armed Forces are inducted by them only after gruelling pre-purchase testing spread over years in different terrain and climate conditions to exacting military standards. This also helps Tata Motors build confidence with foreign militaries on durability and maintainability aspects.

"Our products on display are a validation of our truly indigenous expertise to offer mobility solutions for counterinsurgency and combat operations of Security forces in India and abroad," he added.

The Mine Protected Vehicle (MPV) with 4x4 Configuration, is developed to serve as a mine-proof troop transport vehicle, a law enforcement special response vehicle used in counter insurgency, or as an escort protection vehicle. The vehicle comes with best-in-class ground clearance for enhanced cross country mobility. The high power to weight ratio gives enhanced acceleration and maximum speed for quicker response during emergency situation. **F**



Photo: Hat600

# China Commercial Vehicle Industry Reports

(PR Newswire) Highway transportation has an advantage over aerial, railway and water transportation in that it provides a door-to-door delivery in a cost-effective way. The total distance in China of highways was 4,696.3 thousand kilometres by the end of 2016, an increase of 2.6% over the previous year.


China's highway freight volume amounted to 33.413 billion tons in 2016, with a growth rate of 6.1% over 2015. The freight turnover volume reached 6,108.01 billion tons per km, with a growth rate of 5.4% over 2015. The constant increase in highway freight volume drives the demand for commercial vehicles in China.

The production volume of commercial vehicles exhibited an overall upward trend from 2012 to 2017, increasing from 3,748.1 thousand units to 4,208.7 thousand units in the past five years, with the growth rate fluctuating in the period. After a decline of 4.72% in 2012, the production volume shifted to an increase of 7.56% in 2013. Followed by plunges of over 5% both in 2014 and 2015, sharp

increases took place in 2016 and 2017, particularly in 2017 when the year-on-year increase reached 13.81%.

Investment in urban rail transit, real estate, urban transformation and urbanization stimulated demand for commercial vehicles in 2013, particularly for heavy trucks. However, the implementation of National IV Standard was delayed to 2014, which resulted in an overtime production of National standard vehicles as unsold ones among automakers so as to make more profits.

Moreover, restrictions on commercial vehicles that were released successively since 2014 forced down production volume in 2014 and 2015. Thanks to favourable policies to commercial vehicles and increased freight volume in recent years, demand for freight vehicles is being stimulated and a high production volume is achieved once again.

The "Report on Commercial Vehicle Industry in China, 2018-2022" has been added to ResearchAndMarkets.com's offering. 



# Socially Secured?

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

## Underinsured

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

## Unhealthy

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

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

## Unplanned

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

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

## Unsecured

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

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



## Innovation that puts people first.

Since 1935 UD Trucks has gone the extra mile to provide the products and services the world needs today. We listened to our customers and developed All New Quon to meet the needs of the times through smart technology and innovation that puts people first.

The new ESCOT-VI automated manual transmission, disc brakes, advanced driver support systems and ergonomic cockpit ensure unrivaled drivability, safety and comfort.

With the clean high-torque GH11 engine and strong, lightweight chassis, All New Quon excels in fuel efficiency and productivity, putting your drivers and your business ahead of the rest.

It is the next generation truck for the age of smart logistics.

To find out more about All New Quon, visit our website at [udtrucks.com.sg](http://udtrucks.com.sg)

ALL NEW! **Quon**



UD TRUCKS

Going the Extra Mile