

ISSUE 9, Q1 2014
SGD 8.00

ASIAN TRUCKER

www.asiantrucker.com

SINGAPORE



**Tata Motors Brings
Truck Racing to India**

UD Trucks Hit the Road in Emerging Markets **ZF Supports Legendary HINO Team at Dakar**

Beyond the Cutting Edge With Shell

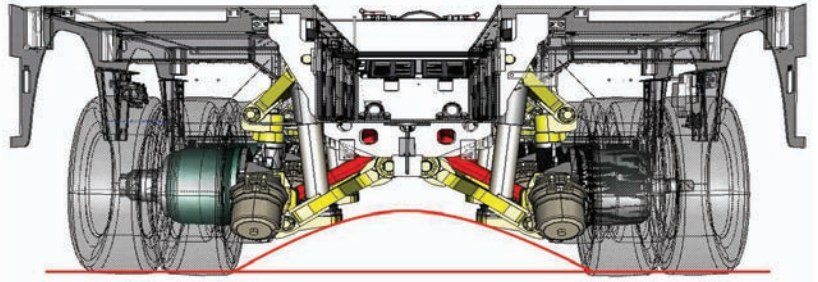
WHY CAN'T ALL COMMERCIAL VEHICLE DISTRIBUTORS HAVE SUCH A COMPLETE OFFERING?



GLOBAL CV & EQUIPMENT

PRIVATE LIMITED

- Sometimes your job requires more than one type of vehicle. This is where you need to turn to a commercial vehicle distributor that can address and meet all the needs that there are.
- Supplying you with a vehicle or trailer is one thing, servicing is another matter altogether. Naturally, getting both from one vendor minimizes admin, makes dealings easy and ensures that the vehicles you have purchased will be serviced correctly.
- Incorporated in Singapore, we operate regionally as your business isn't restricted by boundaries either.
- Turn to Global CV & Equipment for all your commercial vehicle needs. Call us today for an appointment with no strings attached.



Global CV & Equipment Pte Ltd

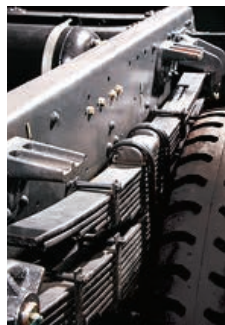
60 Ubi Crescent ,
#01-08 Ubi Techpark,
Singapore 468569

Tel : (65) 6748 4488

Fax : (65) 6862 0908

Mobile : (65) 9816 1922

Email : info@globalcvequip.com





www.mibtc.com.my

Open for Registration
开放登记



The 2nd Malaysia International Bus, Truck & Components Expo 2015

第二届馬來西亞国际巴士, 货车及组件展览

The 2nd Malaysia International Bus, Truck & Components Expo 2015 [MIBTC 2015]

caters specifically to the needs of the regional trucking, logistics and bus industries, serving as an exclusive platform that gathers all the best from leading manufacturers, equipment suppliers and service providers.

It is the only international-scale business-to-business trade exhibition in Malaysia focusing on the commercial vehicle market and its supporting industries.

Participation is open to manufacturers, buyers, and operators who are interested in selling, promoting and marketing their products at international level.

It's held at the **Malaysia International Exhibition & Convention Centre [MIECC]** in Kuala Lumpur, Malaysia on **14 - 16 MAY 2015**.

2015年第二届馬來西亞国际巴士, 货车及组件展览 [MIBTC 2015]

是专为迎合区域运输, 物流, 巴士, 货车和组件行业需求而主办的贸易展览. 此展览集聚了所有业界领先制造商, 设备供应商和服务供应商, 将为业者提供一个独特的商业平台以建立新的或加强现有的业务关系.

它是马来西亚唯一专注于巴士, 货车, 商用车, 区域运输, 物流和组件行业市场的国际大型贸易展览会.

欢迎制造商, 采购商以及亦于销售, 宣传和将产品推向国际的运营商登记参加这个国际贸易展览.

这为期三天的展览活动将于2015年5月14日至16日, 于吉隆坡, 马来西亚绿野国际会展中心 [MIECC] 举行.

14 - 16 MAY 2015

Mines International Exhibition & Convention Center [MIECC]

Seri Kembangan, Selangor, Malaysia

马来西亚绿野国际会展中心, 吉隆坡, 马来西亚 [MIECC]

Also hosting



Organised by



CONTENTS



4 Editor's Note

SPECIAL FEATURES

- 6 UD – Designed & Built for Tough Conditions
- 20 Beyond the Cutting Edge with Shell

NEWS & NOTES

- 12 Daimler India "Commercial Vehicle Maker of the Year"
- 12 Isuzu Establishes After-Sales Centre in Singapore
- 13 Chow Crowned Champion of Volvo Golf Challenge
- 14 Canter Eco Hybrid Truck Wins Two Prestigious Prizes
- 15 China Continues to Construct Expressways
- 15 Chinese Border Crossings go to 'Only once 3-in-1' Inspections
- 15 TransAsia 2014: Asia's Premier Logistics Event to Debut in Singapore
- 16 Tata Motors Showcases New Indigenous Frontline Combat Vehicles at DEFEXPO 2014

DRIVERS CLUB

- 18 Launch of the Asian Trucker Drivers Club

CORPORATE NEWS

- 18 Scania Singapore Celebrates 10th Anniversary with Order for First Streamline

MARKET OVERVIEW

- 26 Thailand Market for Specialised Vehicles

PRODUCT LAUNCH

- 28 UD Trucks Delivers World's First Questers

PRODUCT FOCUS

- 29 Alcoa Rolls Out Most Durable, Easy-to-Maintain Commercial Truck Wheel
- 30 Even more Efficient & Cleaner – the New Fuso Canter

TYRE FOCUS

- 32 Why do You Need to Know About Tyre Maintenance?

INDUSTRY PROFILE

- 34 Drum roll for Nichi Engineering Sdn. Bhd.

TRUCKS ON TRACK

- 38 Tata Motors Brings Truck Racing to India
- 38 Q3 was Tough but Ashok Leyland Optimistic About Q4

OFF ROAD

- 40 ZF Supports Legendary HINO Team SUGAWARA at Dakar

COUNTRY UPDATE

- 42 Scania Thailand crosses crucial threshold

BUSES

- 44 Mercedes-Benz Citaro's Cool Looks Make Bus Transport More Attractive
- 46 Volvo Buses' Plug-In Hybrid Reduces Fuel Consumption By 81%
- 47 Yutong Granted the Provincial Scientific-Technical Advancement Award
- 47 FUSO Celebrating 10-Year Anniversary of Large Bus Assembly in Taiwan

IN THE HEADLIGHTS

- 48 Outlook for SE Asia's Trucking Industry in 2014

The Drivers.

ASIAN
TRUCKER

EDITORIAL

Editor-in-Chief

Floyd Cowan

CONTRIBUTORS

Stefan Pertz
Giovanni Siano
Solidiance

DESIGN

Graphic Designer

Daphne Tan
Eng Chuan

Photographer

Jason Leong
Eng Chuan

ADVERTISING & MARKETING

Singapore

Floyd Cowan
Floyd@asiantrucker.com

Hong Kong

Hemant Sonney
Hemant@asiantrucker.com

Malaysia

Nicole Fong
Nicole@asiantrucker.com

Thailand

Songyot Kamontavikun
Songyot@asiantrucker.com

Website

Stefan Pertz
stefan@asiantrucker.com

CIRCULATION, CONTRIBUTORS & SUBSCRIPTION

info@asiantrucker.com

WEBSITE & E-NEWSLETTER

www.asiantrucker.com

PUBLISHED BY

FCowan Media
2C Upper Boon Keng Road #29-678
Singapore 383002
T: (65) 6749 3748
F: (65) 6749 3748

MALAYSIA (HQ) ASIAN TRUCKER MEDIA SDN BHD

8th Floor, West Wing, Menara Rohas
Perkasa 9 Jalan P. Ramlee,
Kuala Lumpur 50450, Malaysia

Tel: +60 12 207 5528
Email: nicole@asiantrucker.com

HONG KONG LAUNCHPAD LIMITED

Suites 1801-2, 18/F., Alliance Building,
130-136 Connaught Road Central,
Sheung Wan, Hong Kong

Tel: +60 16 521 9540
Email: stefan@asiantrucker.com

ASIAN TRUCKER THAILAND

Ian Harry - Ian@asiantrucker.com

PRINTED BY STAMFORD PRESS

Asian Trucker is a quarterly publication. All material in Asian Trucker (print and online) is copyright and no part may be reproduced or copied in any form or by any means (graphic, electronic or mechanical including information and retrieval systems) without written permission of the publisher. The editor welcomes contributions but reserves the right to accept or reject any material. While every effort has been made to ensure the accuracy of information Asian Trucker / FCowan Media will not accept responsibility or errors or omissions or for any consequence arising from reliance on information published. The opinions expressed in Asian Trucker are not necessarily the opinions of, or endorsed by the publisher unless otherwise stated.

**Boost your business with a listing on our new website.
Find businesses or sell your truck, upload your events or images to the gallery.
Visit our new website www.asiantrucker.com to put your company on speed.**



floyd@asiantrucker.com

Trucking Rolls and Rocks Asia

As Singapore, for the moment is the World's Most Expensive City, suffers through its longest drought in recent memory Asian Trucker Singapore begins its third year. Still the most affordable trucking magazine in Singapore we are not in a drought for stories.

Trucks for Emerging Markets

In this issue there is a great variety of items to colour our pages. At the end of last year I had the pleasure of going to Tokyo as a guest of Volvo Trucks, owners of UD trucks which the company was showcasing.

The Tokyo Motor Show is big and getting a glimpse of what is coming in the automotive world is fascinating. However, getting to drive a truck is a lot of fun and in Japan we did have that opportunity. Wheeling through the Japanese countryside in autumn was great, and I think that one of the reasons that Ian Sinclair and Per Hansen, Specialist Driver Trainers were in the truck was not just to show us how to put the trucks in gear, but to keep us from driving off to Hokkaido.

It was very interesting to see the assembly line and how it compares to others I've seen. It moves quickly, faster than others I've seen. Being a runner I like UD's brand building using the image of the long distant runner. The long distant runner is in for the long haul – they may not have the flash of those who do the 100 yard dash, but they have more stamina and they just go on and on.

Trucks on Track & OFF

Reading about the Dakar Rally (P 40) made me dream about participating in it. It is more likely that I would be photographing the trucks rather than driving one, but it would still be a great experience. For some it will be exciting news that TATA is bringing truck racing to India (P. 38). I know there are a number of people who like to see an Asian truck racing circuit.

The Shell Eco Marathon is big and a spectacle that can easily compete with motorsports events, says Stefan Pertz. He went to Manila for Shell's event which he says goes beyond the cutting edge (P.20)

Issues Facing the Industry

As one does at this time of the year, we are looking forward at what will be the issues the industry will face in 2014. Fuel is a hot topic as the European standards continue to increase while many countries in Asia fail to keep pace –so the gap is widening between what engines can run on and what is available. This issue becomes more important with new trade agreements and an improving road network allowing commercial vehicles to travel great distances through many jurisdictions. Stefan Pertz goes into this in more detail in Outlook for SE Asia's Trucking Industry in 2014 (P. 48).

Solidance (P. 42) takes a look at what the impact on Thailand will be when The ASEAN Economic Community (AEC) comes into realization in 2015. It will increase the demand for logistics services in Thailand and throughout the region as goods and services will be more freely transferred.

Cool Celebrations

As we all like to do, the staff, clients and friends of Scania had a great time as they celebrated the company's 10th anniversary in Singapore. (P.18) One of the highlights was the unveiling of the new Scania Streamline which was topped by the handover of the keys to the first ordered Streamline truck in Singapore. Universe Enviro & Engineering Pte Ltd was the buyer of a truck that "looks so cool!" according to Director Ken Low.

I never make predictions about what a new year will bring, but from what I see and hear 2014 is going to be an exciting year. Expansion in Asia will continue at a high pace and we will see new products with improved technology – some of which is sure to be pretty cool.

Floyd Cowan
Editor-in-Chief



TransAsia 2014

THE NEW EXHIBITION FOR TRANSPORT
AND LOGISTICS IN SOUTHEAST ASIA



NOVEMBER 18-20, 2014

Suntec International Convention &
Exhibition Centre, Singapore

Organised by
International Trade and Exhibitions Asia Pte Ltd



11/F Wisma Atria
435 Orchard Road
Singapore 238877
Tel: +65 6701 8000

From the organiser of the TransRussia series
of Transport and Logistics exhibitions



www.transasia-exhibition.com

UD – Designed & Built for Tough Conditions

Floyd Cowan recently travelled to Japan where he took in the Tokyo Motor Show and visited UD's truck assembly factory.



The Tokyo Motor Show is all about glitz, glamour and building a beautiful brand image. People and media travel from the world over to have a look at the latest cars and trucks and the leading edge technology and design that will shape the future of the automotive world. The 43rd Tokyo Motor Show 2013 was held from November 22 to December 1. The ten day event at Tokyo Big Sight in Ariake, Koto-ku, attracted 902,800 visitors and 10,300 media.

Fun & Vitality

Chairman of the Japan Automobile Manufacturers Association, Akio Toyoda commented, "Here in Tokyo, I believe we succeeded in promoting to those in and outside of Japan the elements of fun that vehicles have to offer, and the underlying vitality of Japanese manufacturing."

The theme for this show was "Compete! And shape a new future." with participation from a 178 companies and 181 brands exhibiting from 12 countries. Passenger cars on display included 76 world premiere models and 81 Japan premiere models.

It wasn't just passenger cars on display, but trucks as well, such as UD Trucks that showcased the Quon Fuel Demonstrator, aimed to achieve more than 10% lower fuel consumption, and UD's new heavy-duty truck Quester that has been developed for growth markets.





Dependability

It was more the “underlying vitality of Japanese manufacturing” rather than the “fun” element that enticed the Volvo Group in 2007 to take over Nissan Diesel that had been producing quality trucks since 1935.

Located on the opposite side of the sprawling Tokyo metropolis from Ariake, Koto-ku, in Ageo-shi, Saitama, is the plant where the UD truck has been developed. Glitz and glamour and the colour of the Tokyo Motor Show are a world away from the utilitarian environment of the factory. Whereas everyone was taking photographs at the Motor Show, cameras were not allowed into the assembly area.

Forty-one media types from around Asia were welcomed to the facility and given an introduction to UD Trucks. The UD name was originally used for the company’s Uniflow Diesel Engine, developed in 1955, but in 2010 the company was renamed UD Trucks Corporation taking on the meaning of “Ultimate Dependability”. “Some of our trucks,” explained Kenneth Hegas, Head of Brand Marketing, “that were built in the 1960s are still on the road in the Philippines.” That’s dependability.

Quester Launch

Before we arrived in Japan UD’s new truck, the Quester, was launched in Bangkok on August 26, 2013. It is a new heavy duty truck range that was very specifically developed for Asia and other growth markets.

“Why do we call it Quester?” asked Loic Mellinand, Senior Vice President of UD Global Brand. “Because this reflects our six year quest to deliver a range of trucks and services, designed for growth markets. With Quester we wanted to build a truck with the same mind-set and endurance as a long-distance runner – efficient, determined and tough.”

“Going the extra mile” is a UD marketing slogan, but we didn’t have to go that far to enter the factory floor where the assembly line moved at a steady pace. The workers have to move quickly as they put all the pieces together, starting with a basic frame that quickly becomes a truck. The factory has a daily capacity of 120 units, but currently, due to the sluggish world economy, they are producing 50 units per day.





On the Floor

We move along a walkway above and out of the way of the work area, but with a good view of the activity. It is very noisy. Had I been able to take a picture you would see a factory floor with a lot of parts and workers moving quickly around the frames that never seem to stop moving. At one point a bell rings loudly and an overhead machine moves down and attaches to the frame that is still in its infancy, picks it up and turns it over to continue its development into a completed vehicle.

We move onto the floor and unmanned carts carrying parts move by us. They are following strips of metallic tape that guide them to the right destination. The trolleys play music – seven types of music – as they are very quiet and the workers wouldn't be able to hear them. Us humans follow a green strip, to keep us out of the worker's way.

I don't take a snapshot of the gleaming radiator gliding over the floor on a heavy duty chain. There were many such images that I am unable to show you.

We move on to the engine assembly line where four models, 13L, 11L, 7 L and 5L, are made. They have a capacity to make 40,000 units year, but now they are only making 12,000.

Gemba Spirit

When the door is opened the air flows out so as to prevent dust from entering. My non-existent pictures show a more high-tech

area that is cleaner than the factory floor, there are computers, fewer hard hats, monitors, and there are skilled workers wearing latex gloves. A lot of manual work is required, but it is delicate work and much of it is robotized. Humans have to check the work of the robots.

After the tour and we are told by Kenneth that the goal for the UD Trucks is that they be modern, affordable and efficient and the owner can get pay back in two to three years.

For the first time I hear the term 'Gemba spirit' which Kenneth explains is a Japanese word which describes where the action takes place and the value is created, from the factory floor to the dealerships and customer sites. "It is the professional, passionate and dependable spirit of UD people. It is being close to the ground to identify the essentials and the driving force that allows us to excel on them."

Loic Mellinand took the podium and expanded on the current marketing approach. "This is a tough industry," he stated. "The levels of margin are not high and so you have to push your limits. It is about being trained, being ready and being focused on the task at hand. We use running as a metaphor and the image of a long distant runner. To run a marathon you have to train and build up to it. There is a lot of investment in the Quester, which is now being launched around the region."





Quester

UD Trucks now makes three truck lines. The all-new Quester is a modern heavy duty truck designed to serve a wide range of applications including mining, construction, distribution and long-haul transportation. In Quester UD took the best of all the technology available to it to make a truck that is robust, reliable and efficient, yet still affordable.

Quon

Fuel efficiency and environmental performance are the hallmarks of the Quon, which is equipped with a GH model engine that combines high performance with economic efficiency, and the ESCOT-V mechanical type fully automatic transmission. The superior aerodynamic performance of the cab delivers further advanced fuel efficiency as well as enhanced comfort and safety.

Condor

The Condor is a medium-duty truck with excellent economy that inherits technologies developed in the Quon. It delivers

better fuel economy and lower emissions through the use of electronically controlled common rail diesels with VNT variable geometry turbochargers and SCR technology. It is powered by the GH7 (7litres) engine and provides a range of wheelbases for payloads of up to 16,000kg.





Test Drive

We'd seen the UD being assembled, we'd learned of its history and the philosophy behind its development from when it was a hard working Japanese truck expected to perform in harsh conditions to its current incarnation where it would be sent out into the world to help develop economies in some of the most demanding work situations – and at the Motor Show we'd seen it strut its stuff in front of the world's media and visitors from around the planet. There was only one thing left to do – drive it!

On Track

The Japan Automobile Research Institute (JARI) is located in rolling hills west of Tokyo. The autumnal colours were decorating the landscape and on a beautiful sunny day I would have rather have been driving a Corvette convertible and feeling the wind in my hair and the sun on my face, but being part of the first international test drive UD has organised was pretty cool too.

Loic reminded us that the Quester is the first real heavy duty truck that has been launched in Asia. "But today is about fun, friendship and safety, on and off road."

Per Hansen, Specialist Driver Trainer, told us that on this day we would have the opportunity to drive both the Quester and the

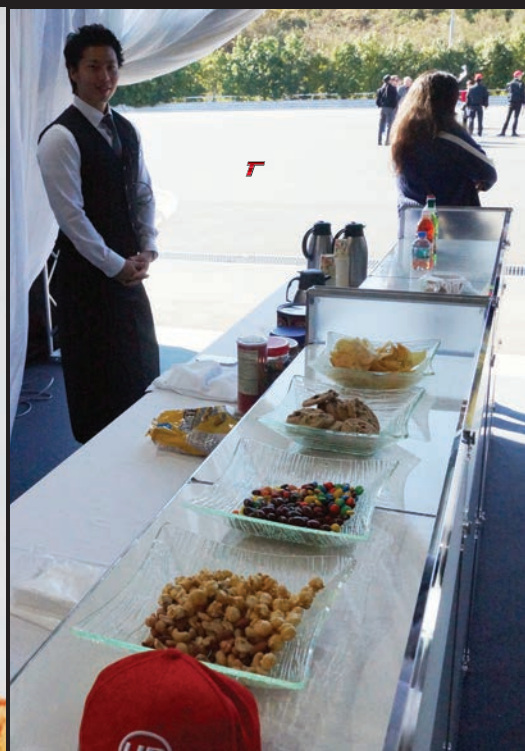
Quon. "It is much quieter in the cab than in the old days," he told us. "Keep the revs down and do everything safe. Wear your seat belt. The speed limit is 80kph and there is no passing. Slow down and wait for the truck ahead of you to go at its speed."

Stations A, B & C

"At Station B you will be with the fuel coach. The game is to save fuel. Station B is the in-depth Quester Station and Station C is the off road track. We so often find that the best driver is the one with the best attitude. So go out and have fun, that is what it is all about."

When I got in the Quester it didn't take long to get comfortable. These trucks are made with the driver in mind. Your sight lines are clear, you can adjust your seat so that everything is in easy reach and accessible and it drives like a car.

With a Japanese co-pilot I took the Quester out on the high speed track that has a considerable bank at the first turn. Keeping in mind Per's admonition about the 80kph speed limit I was mindful to keep my speed down. As we got around the first bend there was a long straight stretch ahead of us and my passenger said, "Take it up to 100."





Up to Speed

So I did. Apologies Per. The truck responded effortlessly and could easily have gone much faster, purring like a baby panther. I slowed for the bend and then coasted up to where we had started. The drive was over much too quickly, but there were others waiting their turn so I relinquished the wheel.

At Station B I wouldn't say that Ian Sinclair was particularly pleased to see me when I jumped in the cab for the second drive that was all about saving fuel. A few months earlier in Australia I had a chance to drive with Ian in Volvo's Fuelwatch Competition. I left some very distinct and distinguished tread marks on the road when the steepness of an incline and the sharpness of a corner caught me by surprise and required some serious braking.

Ian steadied his nerves and told me to drive on. With a minor problem of getting the truck in gear we moved smoothly around the track and back to the finishing point. The truck has an incredible number of gears, most of which we didn't use for our purposes – skipping gears going up and down – but in tough conditions with unstable soil beneath the wheels and on inclines and declines they would get a real workout.

Power

In the exhibition area we were taken through different aspects of the truck, such as the engine. We were told that the 11L engine has better value for every mile as the fuel consumption is very low. The UD engines have such power that the medium duty engine can be used in a heavy duty truck.

Lunch wasn't on my mind, but once we'd eaten it was time to do the off track driving. My job isn't just to drive the trucks, but to photograph, record and remember the experience. It would have been easy to get lost in the beauty of the countryside with the truck churning up dust as it made its way around the track. I was disappointed that the track wasn't more demanding, with more hills and ruts and real reasons to shift gears.

Knowing the Product

But we got the feel for the truck. We weren't in a race or any other competition. Our game was to get to know the product better and why people should buy it. The new Quester really does look like a winner. It wasn't born after a shotgun marriage. It was well planned. A market was decided upon and then UD made the best possible truck they could to meet the conditions of that market. They needed to make a truck that could perform to a high level under the harshest conditions and yet be affordable for the customers in the market. The years ahead will best show how well they have succeeded.



Daimler India “Commercial Vehicle Maker of the Year”



On behalf of Daimler India Commercial Vehicles (DICV), Marc Llistosella, Managing Director and CEO of DICV, Erich Nesselhäuf, Vice President Supply Chain Management and Logistics, Florian Laudan, Head of Communications Trucks Asia, Capt. Srinivas, Head of Corporate Communications DICV and Sreeram Venkateswaran, Assistant Vice President Sales & Marketing (from left to right) received the CV Apollo Awards at a festive ceremony in Mumbai.

Daimler India Commercial Vehicles has been named “Commercial Vehicle Maker of the Year” only 15 Months after its market entry.

After only 15 months after its market entry, Daimler India Commercial Vehicles (DICV), the wholly owned Daimler subsidiary, has received the renowned Apollo CV Award, which named the company “Commercial Vehicle Maker of the Year.” The award honours the company’s impact in modernizing India’s entire commercial vehicle industry.

In addition, the DICV-produced BharatBenz 1217C truck has won the sector award in the category “Commercial Vehicle Innovation of the Year 2013”. Designed for construction work, the vehicle is the first tipper in its weight category in India. This outstanding achievement of Daimler Trucks’ latest brand is further enhanced by the BharatBenz 3128C, which received the award in the category “HCV Cargo Carrier over 25 tons.”

An Incentive

“At DICV we have every reason to be proud of ourselves,” said Marc Llistosella, Managing Director and CEO of DICV, who was thrilled about the awards. “Being named ‘Commercial Vehicle Maker of the Year’ only one and a half years after the market launch underlines the impact on the development of the industry that is ascribed to BharatBenz”. This accolade from the sector is an incentive for us to

keep up our fast pace and continue to roll out our products on the market.”

The awards have been presented since 2010 by the leading Indian commercial vehicle magazine CV in cooperation with the tire manufacturer Apollo. Last year, a mere three months after market launch, BharatBenz had already won two of the sought-after awards in the categories “Best Commercial Vehicle” and “Best Rigid Haulage Truck.”

Expanding Range

DICV launched its first BharatBenz models on the market in September 2012. It has since then gradually rolled out its product range, which includes dump trucks and freight-haulage trucks in the segments ranging from nine to 49 tons. Another four models were to be launched by the end of January 2014, complementing the existing portfolio.

Since May 2013 DICV has also been producing FUSO trucks at its plant in Chennai. These trucks are destined for export to growth markets in Asia and Africa. For this purpose, DICV is working together with Daimler’s Japanese subsidiary Mitsubishi Fuso Truck and Bus Corporation (MFTBC) within the framework of the Asia Business Model.

Isuzu Establishes After-Sales Centre in Singapore

Isuzu Motors Limited, headquartered in Shinagawa-ku, Tokyo, has established an “After-Sales Centre” in Isuzu Motors Asia Ltd which oversees Isuzu business in the ASEAN region from Singapore. With another regional ASC following “Dubai ASC” that was set up in June 2010, Isuzu aims to enhance the after-sales support in ASEAN countries.

Meeting Customer Needs

With more Isuzu vehicles localized to meet customer needs in ASEAN countries, where a great number of Isuzu vehicles are in operation and further economic growth is expected, the ASC will help Isuzu on after-sales front to work more closely with local distributors and to support their work to minimise downtime of vehicles purchased by the company’s customers.

Isuzu has set up a new parts centre in Johor, Malaysia near Singapore where 30,000 service parts are stocked and ready for delivery to ASEAN countries. The ASC comes equipped with functions of marketing as well as sales, distribution and planning of second line parts for enhancing service parts business. On the servicing front, ASC will support and work with local distributors in bringing in more units to dealer service shops for repair and maintenance and developing skills of local staff by offering workshops and training.

Optimising Local Production

Isuzu will optimise local production and the distribution structure in the overseas markets in order to deliver products tailored to the needs of each country. In a written release Isuzu stated that it will: “Endeavour to improve the service parts supply structure and the service shop setup which serve to efficiently repair and maintain vehicles and to reduce the life cycle cost of the vehicles that our customers have bought.”

Isuzu Motors Asia Ltd is located at 3 Temasek Avenue #22-03, Centennial Tower Singapore 039190. The representative is Koichi Seto. The Parts Centre location is the Port of Tanjung Pelepas, Johor, Malaysia.

Chow Crowned Champion of Volvo Golf Challenge

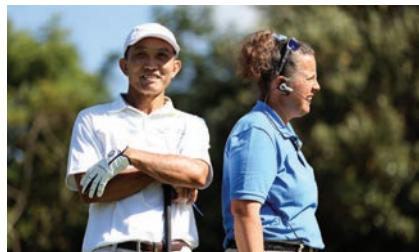


After winning in Malaysia, golfer Chow Ta Toon represented Singapore at Volvo's World Golf Challenge.

Mr Chow Ta Toon, Managing Director of Transworld International Pte Ltd emerged as the Singapore champion of the Volvo World Golf Challenge Malaysia 2013. The experienced golfer went on to represent the city state in the World Finals of the Volvo World Golf Challenge 2013 in Durban, South Africa, on January 6-11, 2014.

The regional qualifying leg of the Volvo World Golf Challenge was held at Saujana Golf and Country Club in Shah Alam, Malaysia on October 31, 2013. Over 100 amateur golfers comprising Volvo's key customers, partners and guests from Singapore and Malaysia participated in the tournament.

"It's been a thrill to take part in the Volvo's annual golf challenge in the region. And to have the opportunity to represent Singapore in the World Finals is simply the icing on the cake!" Mr Chow said.



In Dubai he pitted his skills against over 70 finalists from 25 countries vying to be the champion at the World Finals. Each competitor had to undertake a 36-hole challenge on the Zimbali Golf Course in Durban, South Africa.

The Volvo World Golf Challenge is a renowned corporate tournament organised on both a national and global scale. It is the only golfing competition linked to a major professional title, the Volvo Golf Champions, which attracts more than 50,000 amateur competitors from around the world.

Mr Valery Muyard, General Manager of Volvo Trucks Singapore, remarked, "This is the second year that Volvo Trucks Singapore is participating in the Volvo World Golf Challenge. Golf is a sport that exemplifies growth, momentum and passion. This corporate golfing tournament allows the brand and our customers to foster sustainable relationships together" he added.

As a pioneer in men's professional golf, Volvo holds the world record for being title sponsors of over 125 events worldwide in the last quarter of a century. Its prestigious golfing events have seen the participation of more than one million golfers from around the world since its launch in 1988.

Canter Eco Hybrid Truck Wins Two Prestigious Prizes



From left to right: Mr. Bert Brandenburg, publishing director, Huss-Verlag; Mr. Pius Dettling, Head of Fuso Sales & Marketing Europe; Mr. Pascal Weiss, Head of Sales, Daimler FleetBoard GmbH; Mr. Torsten Buchholz, Editor-in-chief "Transport", Huss-Verlag

European Transport Sustainability Prize 2014

(Kawasaki, Japan) Mitsubishi Fuso Truck and Bus Corporation (MFTBC), was pleased to announce that its Canter Eco Hybrid light-duty truck has been awarded the "European Transport Sustainability Prize 2014." The prize is awarded every other year by Huss-Verlag, publishers of Transport – a specialist magazine for goods transportation – for exceptional contributions to sustainability in the field of commercial vehicles. A specialist jury consisting of seven representatives from the fields of economy, science and the media, evaluated the contenders for the awards in 15 categories, in terms of economy, ecology and social responsibility.

In the category "Distribution Trucks under 12 tons," the Canter Eco Hybrid was the winner, with a clear advantage over its competitors. The lightweight truck's innovative hybrid concept has been in production at MFTBC's production facility located in Tramagal, Portugal, since the third quarter of 2012. This makes the Canter Eco Hybrid the first series-produced truck of its class made in Europe.

The basis of its top-level economy is its further-developed highly efficient drive system technology. It is based on a parallel-type hybrid architecture with an additional electric motor between clutch and transmission, developed by Daimler Trucks in its Global Hybrid Center in Japan. Energy for the electric motor is

provided by lithium-ion batteries. Every time the brakes are applied, the batteries are replenished through recuperation, i.e. the conversion of kinetic energy into electric current.

"We are extremely pleased to have received the European Transport Sustainability Prize," said Pius Dettling, Head of Fuso Sales & Marketing Europe, at the awards ceremony in Munich. "This award strengthens my own conviction, and that of my marketing team, that economical, innovative hybrid concepts are becoming increasingly widespread, and meeting with ever-growing acceptance on our continent, too. It thus comes as no surprise that there are already about 2,000 units of the Canter Hybrid in the hands of customers all around the world."

Prize of Director General of Agency for Natural Resources and Energy



Middle: Mr. Takao Suzuki, MFTBC Chairman of the Board Second from left: Mr. Masashi Kogame, MFTBC Senior Vice President of Operations Trucks & Buses

MFTBC and its world's most fuel-efficient Canter Eco Hybrid truck also won the "Prize of Director General of Agency

for Natural Resources and Energy" in the "2013 Grand Prize for Excellence in Energy Efficiency and Conservation" in the Product and Business Model category for its industry-leading fuel-efficiency of 12.8 km/l (7.8 liters/100 km), super clean emissions, and its world's first innovation – combination a hybrid system with a dual-clutch transmission. The company has also been awarded with the same Prize in the Energy Conservation Examples category for its "overall CO2 reduction in the supply chain," which makes the company the first in industry to win awards in both categories of Product and Business Model and Energy Conservation Examples.

On the occasion of winning the award, Dr. Albert Kirchmann, MFTBC President & CEO, said: "We are excited to have been awarded with this prestigious award, in not one but in two categories. It supports and is a definite proof of what the Canter Eco Hybrid has to offer our customers and the society – industry-leading fuel-efficiency and clean emissions. Winning the award in the category of Energy Conservation Examples also endorses our commitment and continuous efforts to becoming an even greener company. We want to thank all our partners involved as this could not have been achieved without everyone's support and commitment to reducing CO2 in our entire supply chain. MFTBC has been and keeps committed to developing innovative products and eco-friendly solutions."

China Continues to Construct Expressways

Throughout China the network of modern expressways continues to expand. In the southwest province of Guizhou development continued apace reaching a total of 3,281 kilometres in 2013, according to Guizhou Provincial Transport Department. In Guizhou the average annual construction completion of expressways was 2.4 times the national average. Expressway density reached 1.86 kilometres per hundred square kilometres and Guizhou has built nine interprovincial expressways. In 2013 the construction of a 651k expressway, with connections to 68 counties and cities, was completed.

In 2014 a strong pace of development will continue in China with Guangdong province to invest CNY70 billion (US\$11.58 billion) on new expressways reports Xinhua. Guangdong will spend CNY99 billion on traffic infrastructure. CNY70 billion will be used on expressways, CNY8 billion on national and provincial highways, CNY13.9 billion on local roads and CNY500 million on passenger and freight stations. Port projects will cost CNY6 billion, and navigation channels CNY500 million.

Eight expressways totalling 586k will be completed this year. The new extensions include the Shaoguan and Guangzhou-Qingyuan sections of the Guangzhou-Lechang expressway, the Dapu-Sanhe



section of the Meizhou-Dapu expressway and its eastward extension line, Lianzhou-Huaiji section of the Erehot-Guangzhou expressway, Zhaoqing-Huadu section of the Pearl River Delta loop expressway, Shantou section of the Shantou-Jieyang expressway, and the Chencun-Xiqiao section of the Guangzhou-Gaoming expressway.

In addition, Guangdong will begin eight new expressway projects this year, including the northern Chaozhou section of the Ningbo-Dongguan expressway, Longchuan-Huaiji section of the Shantou-Kunming expressway, Renhua-Boluo section of the Wuhan-Shenzhen expressway, Qingyuan-Yunfu section of the Shantou-Zhanjiang expressway, Shunde section of the Foshan-Jiangmen expressway, Shenzhen round-city loop expressway, connection line of the Guangzhou-Qingyuan and Qingyuan-Lianzhou expressways, and the Huadu-Dongguan expressway.

Chinese Border Crossings go to 'Only once 3-in-1' Inspections

General Administration of Customs spokesman, Zhang Guangzhi, has announced that 56 Chinese border inspection stations will adopt the "three once" customs clearance system this year involving a single declaration, according to Xinhua News Agency.

The "only once 3-in-1" inspection regime, which means a "once-only declaration, once-only inspection and once-only clearance", was started at Guangzhou's Nansha port in May 2012. The scope of the pilot reform in 2013 has been expanded to eight provinces and cities including Tianjin, Shanghai, Heilongjiang,

Jilin, Liaoning, Inner Mongolia and Fujian.

Every container will now be opened and checked only once, reducing manpower, time and cost for customs and inspection, and quarantine authorities. Shippers no longer have to run around customs and inspection units for shipment clearance.

According to statistics the new process saved customs clearance more than CNY4 million (US\$661,876) in Guangdong in 2013. Some companies said the new policy has enhanced declaration efficiency by 25 percent and reduced inspection time and cost by nearly half.

TransAsia 2014: Asia's Premier Logistics Event to Debut in Singapore

Mark November 18–20, 2014 down in your calendars. That's when TransAsia 2014 will roll into Singapore with a comprehensive showcase of all that's to do with logistics. Whether your company is in ports, rail, logistics, or air cargo and sea freight forwarding, TransAsia is the event for you to promote your products and services to a discerning audience of Asian logistics professionals.

Organized by the ITE Group, TransAsia leverages its wealth of experience in organising similar events in Russia and Central Europe to bring an event of excellent standard to the Suntec Singapore venue.

Singapore lies at the heart of the 10-country ASEAN region, comprising a market of over 620 million people and a combined GDP of more than \$3.3 trillion on a PPP basis. The region continues to experience strong growth boosted by export-oriented businesses as global companies continue to diversify their manufacturing footprints away from China and domestic markets too expanding as consumer wealth increases. As such, a presence at the inaugural TransAsia event will deliver a first-hand opportunity to benefit from this impressive market growth.

But hurry! Even at this early stage, response to exhibitor promotion has been strong, with exhibitors from Latvia, Finland, Poland, German, Spain, Italy, Russia, Hong Kong, Singapore, Malaysia, China, and Indonesia already committing to the show in the past few weeks. More than 500 sq. m of net space has already been reserved.

Contact

International Trade and Exhibitions Asia Pte. Ltd.

Nicolle Wong: nicolle.wong@ite-exhibitions.com

Edwin Lai: edwin.lai@ite-exhibitions.com

T: +65 6701 8000

www.transasia-exhibition.com

Tata Motors Showcases new Indigenous Frontline Combat Vehicles at DEFEXPO 2014

(New Delhi, February 06, 2014) Tata Motors showcased two new combat vehicles at the DEFEXPO 2014. As part of the company's strategy to enhance the scope of its defence business right up to frontline combat. The 'KESTREL', a Wheeled Armoured Amphibious Platform provides mobility to frontline soldiers, carrying them into the battle zone, with critical armour-protection, backed with adequate fire support. The 'LAMV' (Light Armoured High Mobility Vehicle) is a recon vehicle moving ahead of the armoured columns.

The KESTREL is a Wheeled Armoured Amphibious Platform, designed and developed indigenously with DRDO, for optimised survivability, all-terrain performance and increased lethality. The occupant capacity of the hull is 12 members. The driver in combat mode has visibility through three periscopes and a display catching vision through front and rear view cameras, with day and night vision. The back to back seating layout allows firing through the three gun ports on each side, with two big hatches for patrolling. The fuel tanks are placed outside the crew compartment for additional safety. The 8X8 independently suspended vehicle has high power-to-weight ratio for mountain terrains. The vehicle can accommodate different variety of weapon stations and turrets as the application demands.

The LAMV is developed indigenously with technical inputs from Supacat of the UK, for vital reconnaissance mobility, protection and firepower. A light patrol vehicle, the LAMV combines an integrated blast and ballistic protection system, including a protected all composite detachable crew pod and V-shaped hull, providing an all-round protection. Carrying a crew of six (two+four) and using the latest composite and ceramic armour systems, the crew pod is



constructed as a separate module, sealed off from potential secondary projectiles. All seats are mine-blast protected. The LAMV has exceptional all-terrain high mobility performance, high power-to-weight ratio, automatic transmission, all-wheel independent suspension and can reach speeds of up to 105kph. The vehicle is also loaded with modern equipment for observation, surveillance and communication, configured to also address urban warfare, engaging threat on all terrains.

Mr. Ravi Pisharody, Executive Director, Commercial Vehicle Business Unit, Tata Motors Ltd, "Tata Motors has been associated with the country's defence and

security forces for over 60 years, supplying a range of world-class, high technology and reliable off-road mobility solutions. While focusing on the modernisation and system upgrades of the country's mobility platforms, we have strategically moved from being a logistics support provider to a frontline combat vehicle player. The two vehicles showcased today are state-of-the-art, targeted at giving our forces the much needed capabilities of strategic mobility for rapid offensive thrusts into enemy territory. Developed with DRDO, the KESTREL is based on modern modular designs, which can incorporate imperative upgrades, thereby enabling them to retain functional superiority throughout their service life."

Launch of the Asian Trucker Drivers Club



Initiative to elevate the perception and skills of truck drivers launched by Asian Trucker

The Asian Trucker Team is passionate about trucks and everything related to the truck industry. After covering numerous truck launches and events, we found that many a times, the most important driving force behind well-designed trucks and their companies are often not been given the right amount of importance – the Drivers.

Therefore, Asian Trucker took the initiative to set up a club for the drivers, which will serve as a platform to help elevate their profession by providing necessary skills trainings. Launched in Malaysia first, the club is set to expand throughout the region, in line with the opening of markets and increased cross-border transportation.

An ambitious vision

The Asian Trucker Club aspires to be and to be accepted as the leading platform for truck drivers in South East Asia to gain recognition for their skills and profession. The Club is to be sanctioned by authorities and approved by the truck industry and related companies and employers as well as acknowledged by the general public for the contributions made to improve this important aspect of the economy.

Clear mission

The mission of the Asian Trucker Drivers Club is to become the foremost authority in elevating truck drivers' profession, be it professionally or for their personal development.

We achieve this by continuously and consistently organizing and offering relevant training courses, skills improvement and personal development seminars for truck drivers. Beyond training, we are to provide an ecosystem for truck drivers to communicate, seek employment and socialize.

Industry support

The Asian Trucker Drivers Club will be a CSR initiative and all membership fees and sponsorship will be going directly towards achieving our vision. We are grateful for the support that industry players have already pledged and would like to acknowledge their contributions. **f**



Scania Singapore Celebrates 10th Anniversary with Order for First Streamline



Celebrating a milestone event, Scania Singapore is optimistic about future growth as the anniversary is coupled with the unveiling of the Streamline package and the delivery of the first Streamline truck

Since the 1970s, Scania has been an active partner in Singapore's revolution of its transportation system. Today, Singapore Bus Service Transit (SBST) alone has over 1,100 Scania buses and coaches that help form the backbone of Singapore's above ground public transport system. Its role in Singapore continues to expand in breadth and depth. In 2003, Scania Singapore Pte Ltd was established as a wholly owned subsidiary here.

Ambassador Graces Celebrations

Scania Singapore Pte Ltd celebrated its 10th anniversary on December 6, 2013 at the MAJ Aviation Hangar. The event was graced by the presence of the Ambassador of the Kingdom of Sweden, His Excellency Sven Hlkan Oskar Jevrell.

A key highlight of the event was the unveiling of the new Scania Streamline which was topped by the handover of the keys to the first ordered Streamline truck in Singapore. Universe Enviro & Engineering Pte Ltd was the first to trust this solution to be beneficial to their business. "This truck looks so cool! We trust in Scania and we hope that this vehicle will boost our business" said Ken Low, Director as he received a mock key to his new Scania Streamline truck.



One Family

James Armstrong, Managing Director of Scania Southeast Asia and Scania (Malaysia) Sdn Bhd, commented that "This is fantastic! We have some 250 unique customers gathered here tonight. It is one big family."

"Tonight is the most important event for us here in Singapore" commented Mark Cameron, Managing Director of Scania Singapore Pte Ltd. "Tonight we are launching the Streamline. However, the truck is just part of the package, you need good after sales service too and to that extend we are also launching FMS (Fleet Management Service) here."

Scania's own fleet management service allows for customers and Scania to monitor the performance of the trucks. With that, ongoing coaching is possible and also uptime can be maximised.

Cameron concluded the evening by saying that "Singapore's economy is growing and we hope that we can help supporting this growth. Personally, I am just a part of a large team to make this happen in this market and I am proud to be a member of it. Tonight was a great opportunity for us to showcase our products and services, but more importantly it was a platform to meet our clients and business partners which we refer to as our friends. We thank our friends for their trust and support".



During the event, Top Scania awards were also given out to top performers in the categories of Bus, Trucks, and Fleet. The winners were:

Scania Performance Award for Bus:

- SBS Transit Ltd

Scania Long-Term Commitment Award for Bus:

- Selecta Express Pte Ltd (Customer)
- SC Auto Industries (S) Pte Ltd (Partner)
- Gemilang Coachwork Sdn. Bhd. (Partner)

Scania Performance Award for Truck:

- Koh Kock Leong Enterprise Pte Ltd

Scania Long-Term Commitment Award for Truck:

- Huatong Holdings Pte Ltd (Customer)
- Wong Fong Engineering Works (1988) Pte Ltd (Partner)
- Sun-Pacific Equipments Pte Ltd (Partner)

Scania Continuous Improvement Award for Truck:

- Hup Hin Transport Co. Pte Ltd
- Indon Shipping Pte Ltd
- SG Support Service Pte Ltd

Scania Best Maintained Fleet Award:

- Pollisum Engineering Pte Ltd

Scania Total Solutions Award:

- Peck Tiong Choon Transport Pte Ltd
- WTS Travel & Tour Pte Ltd

Beyond the Cutting Edge with Shell

Stefan Pertz visits the Shell Eco-marathon 2014 for a look into the future of the industry.

The Shell Eco-marathon has found a fitting framework this year. It is the 100th anniversary of Shell Philippines, the 100th birthday of the Manila Hotel and the 30th instalment of the Eco-marathon. The event has seen some 105 competing student teams in various categories to find out which vehicle is the most fuel efficient. The event is important enough for the city of Manila to close several public roads and to make this a spectacle that can easily compete with motorsports events around the globe. For the first time, Shell included modules for the commercial vehicle industry and trade publications from around the region gather to lap up the insights on what Shell has up their sleeves. We will soon discover that some of this is going beyond the cutting edge.

The pits are filled with futuristic looking vehicles waiting to be checked. Taking place in Manila for three years, SEM is also an multicultural exchange platform. None less than the Mayor of Manila opened the event while some 1500 students participate. A story makes the rounds that one team actually brought in their car in hand luggage and assembled the vehicle on site from parts distributed among the team members. It is also a job fair and may open the eyes of students, enticing them to take careers in the area of fuels and energy. The technical inspection resembles a Formula race event with dozens of points to be checked before a vehicle is cleared to go on a run to compete with the other teams. Seven different types of energy sources are available to the teams and the evaluation is based on the distance driven with the least amount of energy needed.

No more 48 Hours - Shell launches new Fleet Card backbone

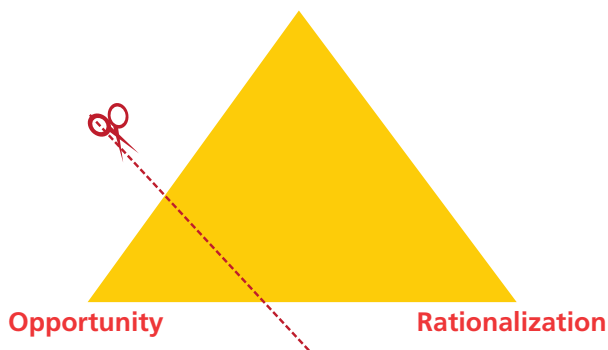
In the last issue of Asian Trucker we reported about FEWS, Shell's Fraud Early Warning System. While it was already at the cutting edge of fleet cards, Shell has taken another stab at it to leapfrog the system and push the envelope even further.

Previously, the fraud detection system took some 48 hours to forward the data to the fraud analysts for their review. At that time, Shells' fraud analysts would then evaluate the incident and decide if there is a case of fraud or not. The drawback if this system was by the time the analysts had made their decision on a case, the fraud already happened.

Lim Kee Wa, Shell Regional Commercial Fleet Fraud Case Manager is a known face to us as we have heard from him a few times now during the Shell seminars we are running in collaboration with them. He gives us an update. "Totally Exciting! We are now at the cutting edge of fraud detection and it will help the truck industry so much" is what he says about the new system Shell has just launched. Today, the analysts get the information within 48 seconds of a suspicious activity taking place. This is as real time as it gets according to him. Instead of the alert coming in after the transaction, now the data flows during the process, giving companies a much needed leap on fraudulent drivers or other criminals.



Financial Distress



“We achieve this through clever use of online systems and automation of real time rules” Lim elaborates further. Interestingly the risk profile for card fraud is different from country to country. “For Malaysia, for example, we have a very specific profile of the cases that happen. They are not identical with neighbouring countries and we need to adjust the system to the user’s needs. We apply the same principle as credit card companies” he elaborates. This is the same as booking a flight online where you now get a notification of a transaction taking place. If you know that this couldn’t be, you have the possibility of taking immediate action.

Unfortunately, card fraud is an inherent risk in the Payment Card Industry (PCI) and unfortunately, Fuel Cards for commercial fleets are not free from attacks by Organised Crime Groups or individuals anywhere in the world. Typically, for Malaysia, card fraud falls into either category:

- Abuse of cards (by drivers and petrol station attendants)
- Counterfeiting
- Use of lost or stolen cards

To understand fraud “you need to look at the fraud triangle”, Lim says.

He explains: If people are in financial distress, they take desperate measures. You would need to know your drivers in order to evaluate the risk that they pose. This is something we can highlight, but it is the fleet owner that needs to take action and to get involved with their drivers.

It is easy to say “My boss is making so much money, a few Dollars won’t matter” or “No one will know about this” and it is easy to rationalize behaviour.

If you have both of these, all you need is opportunity and theft is easy. However, when you take away the opportunity, the other two won’t matter. “With Shell’s system in place we can help fleet owners to take away that opportunity to be fraudulent” he concludes.



Beyond cutting edge - Future of fuels and mobility

No matter what trucks we are going to use in the near or far future, somehow they need to be powered to be moving. What fuels and vehicle technologies will we see more of in transport and what benefits will they provide?

The background: For the foreseeable future, worldwide population explosion, urbanisation and globalisation will continue to drive demand for fuel in an expanding commercial fleet sector. Transportation needs will also continue to evolve in line with consumer behaviour. For instance, rising online shopping will increase the need for goods deliveries and potentially reduce individual mobility. At the same time, the world's remaining supplies of oil and gas will become harder-to-find and more difficult to produce, which will bring further environmental and social considerations for drivers around the world. The world therefore needs more sustainable road transport fuel options to help meet the increasing demand for both growth in the sector and energy, while reducing overall transport-related emissions e.g. smog, CO₂ and noise. Shell's Think Tank-like organisation is home to some ten Chief Scientist reporting to the Chief Technical Officer and all they ask is: What is happening with mobility?



Wolfgang Warnecke is Shell's Chief Scientist for Mobility. He works round the clock to help develop innovative fuels and lubricants that can address these challenges and we are fuelling our magazine with his insights. When talking about these issues, it is vital to remember ourselves that Shell is now positioned as a "Energy Provider", not just Diesel and Petrol. Which is a great start for this session, which will take us to the cutting edge of fuel technology.



AN INTRODUCTION TO SEM

Shell Eco-marathon (SEM) challenges teams of science, engineering and technology students around the world to design, build and drive the most fuel-efficient vehicles possible. Culminating in three locations in the Americas, Europe and Asia, SEM is also a global forum for debate about smarter mobility and the future of energy, involving academics, politicians, businesses, students – and you.

SEM provides a unique opportunity to push the boundaries of design and fuel efficient driving, and to build the cars of

tomorrow. This is an important part of Shell's response to the 'energy challenge' – to meet the world's growing consumption of energy in a responsible and sustainable way.

SEM ASIA

Students from 16 countries across Asia and the Middle East are preparing to hit the streets of Manila, Philippines to compete in the fifth annual SEM Asia. Success is not measured by speed – it is measured by who can drive farthest on one gallon of fuel and become the most fuel efficient team by thinking creatively about energy efficiency and putting new ideas into practice.

HISTORY OF SEM

SEM can trace its roots back to 1939 and a friendly bet between scientists at a Shell research facility in Illinois, USA, as to who could drive their own car the furthest on a gallon of fuel. The winner managed a little over 21km. In 1985, Shell harnessed that spirit of friendly competition and established SEM as a way to inspire students to explore fuel efficiency and to foster debate and partnership around smarter mobility. Twenty-nine years later, the need to break new ground has never been greater.

<http://www.shell.com/global/environment-society/ecomarathon.html>



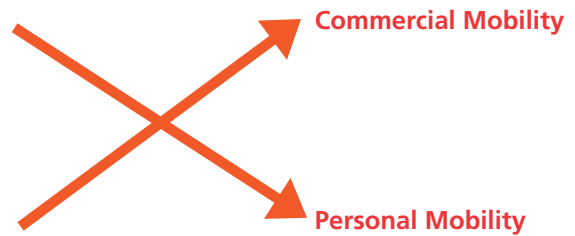
Historically, we have been using Petrol and Diesel for a long time in order to propel our vehicles. Nowadays, we have other products that are being used such as Biofuels, LNG and CNG. We are seeing hybrid vehicles in passenger cars and the same technology is slowly finding its way into commercial vehicles as well. It is no longer a straight forward as "passenger cars use petrol and commercial vehicles Diesel". Today we also have a varied range of drivetrains at our disposal, allowing us to match them with different fuel technologies to achieve optimum results in terms of fuel efficiency.

"While the opportunities are certainly huge, the challenges are equally tough" Warnecke says. "Emission reduction is going to be THE issue that will concern us all" he elaborates further. While there have been discoveries of massive gas deposits which can be exploited for mobility, there are also obstacles. Safe transportation, storage and use of certain gasses for example are key issues Shell is working on. Given a lower energy density of gasses, one would need to store more on a truck or refill more often in order to get the same range as with Diesel, however, gas burns cleaner and is therefore better for the environment.

Gas powered vehicles are already a huge industry as there are specialists converting trucks from Diesel to gas; some 15 000 vehicles, mainly busses are already running on gas in China. According to Warnecke, the conversion to gas will pay back to the business after only two years. "So, now in what technology should you invest?" is the perfect introduction to the next train of thought.

Instead of a simple 2 x 2 approach that we are used to, we now have multiple technologies and solutions. In the view of Warnecke, and his colleagues, one of the possible futures is that there will be a "zonal approach". What it means is that there will be an optimum fuel for the purpose and one needs to adjust this according to the application, just as one would match a truck to the purpose. CNG could for example be the best way to power city busses whereas long haul uses Diesel and intercity is fuelled by yet another product.





The implementation of different solutions should be driven by the market. "Government incentives should help to get it off the ground, but then the market has to accept it and be willing to invest into new technologies. Naturally, this would mean that the private sector will also have to bear the cost. There is no point that there are government incentives going on forever!" Warnecke discusses the stance Shell is taking.

By example of "Online Shopping" Warnecke explains the changing need for mobility. The assumption that online shopping will be seeing an increase, it means that there is an increased need for delivery solutions. At the same time, personal mobility is reduced as a consequence of increased online shopping. However, the bottom line is that the demand for mobility will increase with growing populations that is also getting richer.






Step into the Energy Lab

The Shell Eco-marathon is engaging a lot of different stakeholders. Students competing will be the main focus, however, Shell has designed an event that also grabs the attention of the general public and commercial fleet owners. The Energy Lab is an interactive space in which one can learn and create one's own planet. A dozen stations provided insights into the history and future of mobility, energy, fuels and how our life-styles impact the environment.

Every visitor was given a RFID card and at each station a selection could be made and stored on the card. Once all stations had been visited and the data transferred to the card, visitors could upload "Their Planet". Each planet would be the unique combination of choices a visitor has made.

In the Energy Lab, visitors could run in a air-filled ball to see what effort it takes to create energy, assemble salt water powered mini cars and "play" with machines set up to illustrate how energy is created and used. A lot of fun was had by everyone and we are sure that many people left with a bit more knowledge about what energy is and how we can make better use of the limited resources we have available. 



Saltwater powered mini car for visitors to assemble and "race" around a mini track at the Energy Lab



Expansion with Shell

Having heard from Shell what they are planning for the future, how they approach the creation of their products and what the role of their customers are in the operation, we have one final interviewee to meet. Dennis Brua is a customer and has agreed to share with us how the partnership with Shell has benefitted his business.

He says "We are running a chain of driving schools throughout the country. Currently, we have some 80 branches. The next step for us is to add the training and education of truck drivers". For this, his company relies on Shell to assist with this expansion. Having been in business for some 27 years, Shell is a trusted partner for safety trainings.

"When we started to create our programs for commercial vehicles, we were impressed by how professional Shell works with us and how easy problems are being solved" he says. Measuring fuel consumption is crucial for the business and with Shell, the company has full control over this aspect.



Thailand Market for Specialised Vehicles



Giovanni Siano, an independent consultant and a representative for a European manufacturer of specialised components, reviews the development of Thailand's assembly and manufacture of specialised vehicles and the threats the industry powerhouse now faces.

Thailand is one of the most active countries in S.E. Asia in assembling a wide variety of specialised vehicles for its domestic market, but also for export to neighbouring Asian countries, the Indian Subcontinent and even the Middle East and Africa.

Bidding for Work

As in most Asian countries, until the 1980s the supply of specialised vehicles relied mostly on imported built-up units from overseas. The most common purchasing system has been (and still is) by means of local or international tenders issued by the competent authorities, both in the civilian field as well as by the police and army.

Unlike Europe, USA and Australia, where an extensive number of private operators in different sectors have their own fleets of specialised vehicles, in most Asian countries the great majority of public and municipal services are carried out by the government while private operators bid for jobs as sub-contractors. In recent years there has been a growing trend to privatise services, especially in health care and the environment.

Local Production

Specifically in Thailand, up to the mid 80s, very few companies had joint ventures with specialist firms from overseas in the manufacturing of garbage compactors and road tankers for fuel, nor with a well-know European manufacturer of fire trucks and specialised trailers. After that, local industries started developing, and gradually integrating, fully imported special vehicles from overseas with local built ones.

At first, fleet managers had to rely on their own inventiveness and entrepreneurial spirit in trying to find the most suitable technical solution. Only a few firms enjoyed the required know-how transfer or joint venture with overseas companies. In most cases, it was about gathering the needed crucial imported components (hydraulics, gears, pumps, cranes, platforms, etc..) and building up the best possible vehicle by using locally assembled truck chassis. The adaptation of foreign designs to local habits and practicality played an important role.

Crucial Components Only

Already penalised by heavy import duties, and with the rise of the local manufacturing, the import of complete built-up vehicles slowed down dramatically resulting in only the import of the crucial components, which has become the norm throughout Asia. In some cases, truck body builders import the complete special superstructure and mount it on locally available truck chassis.

The government of the Kingdom of Thailand has dealt, on a number of occasions, with government-to-government contract aids and special economic transactions that are favoured by particular banking deals. Some foreign countries financed, at very low interest rates, the purchase of a large number of specialised trucks, particularly emergency and military vehicles. It is therefore common to spot imported vehicles in the streets of Thai cities.



Apart from these cases, the bulk of special vehicles in Thailand are fully local manufactured; from garbage compactors to water tankers, trailers to cement carriers, from fire trucks to fuel tankers and all other types you can think of!

Meeting Local Needs

A number of specialised assemblers provide a strong supply of vehicles to meet local needs and in some cases also for export. Among the companies that have contributed to this Thailand success are: Chase Enterprise (emergency and rescue vehicles), Cosmo Trucks (very wide range of specialised vehicles), CTV-Dollasien (Airport logistic trucks and other specialised units), Panus Trailers (trailers, cars carriers, tankers), Sammitr Motors (construction dumpers platforms, tankers, compactors). These are all companies with large order portfolios, but an equally important number of small and medium companies provide backup for minor orders, repairs and small customisations, at times cooperating with the larger groups.

Thailand is a powerhouse in the auto industry where a massive quantity of trucks and car components are being manufactured and exported all over the world, including for American and Japanese producers. The four Japanese truck manufacturers: Hino, Mitsubishi, Isuzu and Nissan, have assembly plants in Thailand. Volvo and Scania assemble a selected number of series/models, so the availability of chassis is higher than in neighbouring countries giving an edge to local assemblers in model choices, at least for right hand drive models.

China Enters the Scene

The Thai market is loyal to the four Japanese and the European brands. Recently a relatively small number of Chinese made trucks have started entering the market, but unlike some

neighbouring countries, the presence is still rather limited, but according to many is on the rise. This is inevitable as Chinese producers of truck chassis now rank as top world manufacturers of heavy commercial vehicles having, in 2010, surpassed European and American companies with well over 30% of worldwide production.

Local assemblers have to gain a competitive edge considering that most jobs are government tenders with the lowest price winning the bid. It is important to keep a balance between quality and competitive prices since reputation and trust are very important issues in Thailand. This is a crucial point that will determine which companies will do better than others, and receiving a due appreciation in term of quality and reliability in the long term.

Chinese Special Vehicles

Along with the growth of production of truck chassis in China, a new threat is coming for Thai bodybuilders from the importation of Chinese made complete built up special vehicles. For example, a number of suction road sweepers have already been imported into the Kingdom with mixed opinion about their quality, but their low price provides an advantage. Other SE Asian countries are already importing a good number of Chinese made specialised trucks and trailers.

Innovative engineering and the use of quality-imported components and materials whenever what is available locally cannot cope with the requirements, coupled with updated manufacturing methods, will be a winning factor. Cheap labour is no longer a key factor to survive in this competitive environment with new players appearing and eager to take a part of the business.

UD Trucks Delivers World's First Questers



On December 16, 2013 UD Trucks delivered the first units of Quester, its all-new heavy-duty truck range, designed for growth markets in Asia, to Thailand's Asia Group, a concrete pile manufacturer

UD Trucks recently delivered the first units of Quester, its all-new heavy-duty truck range, designed specifically for growth markets in Asia and the rest of the world.

Asia Group, the receiver of the first Quester all-new heavy-duty truck range units to be delivered, is in the concrete pile manufacturing business that puts high demands on its heavy-duty trucks, as it caters to the transportation of massy products (products having great mass or bulk). The deal between UD Trucks and Asia Group, which comprises 15 units in total, includes the signing of a 3-year comprehensive maintenance and repair contract.

Closer to Market

Being part of the Volvo Group since 2007, UD Trucks recently geared up its manufacturing and distribution capabilities in Thailand. To achieve 'closer to market' status and ensure responsiveness to the demands from Asian markets, investments of over USD62 million were made to expand the Greater Bangkok-based plant by adding a 20,000sqm facility with annual production capacity of up to 20,000 units. Additionally, USD93.5 million was invested to increase the Thai dealer network.

Since its official introduction in August, the new UD Trucks range has received rousing support from the industry. Commercial transport companies in Thailand, Indonesia and Malaysia have put in orders for the Quester, regarded as an industry game-changer.

Growth Driven by High Asia Infrastructure Spending

Mr Christophe Martin, President, Volvo Group Trucks, Asia Oceania Sales, said: "The UD Quester is the result of years of seeking a solution to the needs of our customers in Asia and growth markets – at an affordable price. Marrying the Japanese brand's reputation for dependability and Volvo's global technology expertise, the Quester is designed, priced and equipped with features that cater to a multitude of different industries, from distribution to long-haul transportation, mining to construction."

Mr Martin continued, "Economic reports have shown that as Asia continues its fast infrastructure growth, there is high demand for the right commercial transportation."


According to Goldman Sachs economics research, for the period between 2013 and 2020 the infrastructure spending for Indonesia is estimated at USD240 billion, Thailand at USD105 billion and Malaysia at USD45 billion.

Best-in-class Features

The Quester is designed to provide best-in-its-class fuel efficiency and uptime with a wide range of applications. The new truck range has a built-in, real-time Fuel Coaching system, which gives instant feedback and assistance to the drivers to help them drive as economically as possible. With the system, fuel savings of up to 30% are possible.

The Quester also offers Telematics Hardware, a wireless communication tool that allows the collection of information from the vehicle while it is on the road. This assists customers with a variety of services, including breakdown assistance, preventive maintenance analysis and corrective service scheduling. Through its built-in durability and easy maintainability, the Quester is equipped to extend uptime, enabling more productivity for its customers.

Japan's Good Design Award winner

A total of 1,500,000 engineering hours and 65,000 test hours were spent on the development of the Quester to ensure that it delivers as well in real life as conceived by the UD Trucks engineers. Combining Japanese quality with Volvo Group's technology know-how, the Quester was awarded the prestigious Good Design Award in the 'Truck' category in 2013. This accolade is awarded annually by the Japan Institute of Design Promotion for designs that enrich everyday life and are of outstanding quality. 

Alcoa Rolls Out Most Durable, Easy-to-Maintain Commercial Truck Wheel

Alcoa, the inventor of forged aluminium wheels, has rolled out its most durable, easy-to-maintain commercial truck wheel.

Alcoa has rolled out its most durable, easy-to-maintain commercial truck wheel, known as the Dura-Bright® EVO wheel. The surface-treated wheel maintains all the benefits of its predecessor, the Dura-Bright® wheel with XBR® technology, while taking the wheel's performance to a new level. The Dura-Bright EVO wheel is 10 times more resistant to corrosion primarily caused by road salts and weather elements. In addition, the wheel is up to three times more resistant to chemicals, including hydrofluoric acid, found in the toughest truck wash cleaning agents. This enables the use of a wider variety of cleaning solutions to simplify maintenance, while preserving the integrity and brightness of the wheel.

Easiest to Maintain

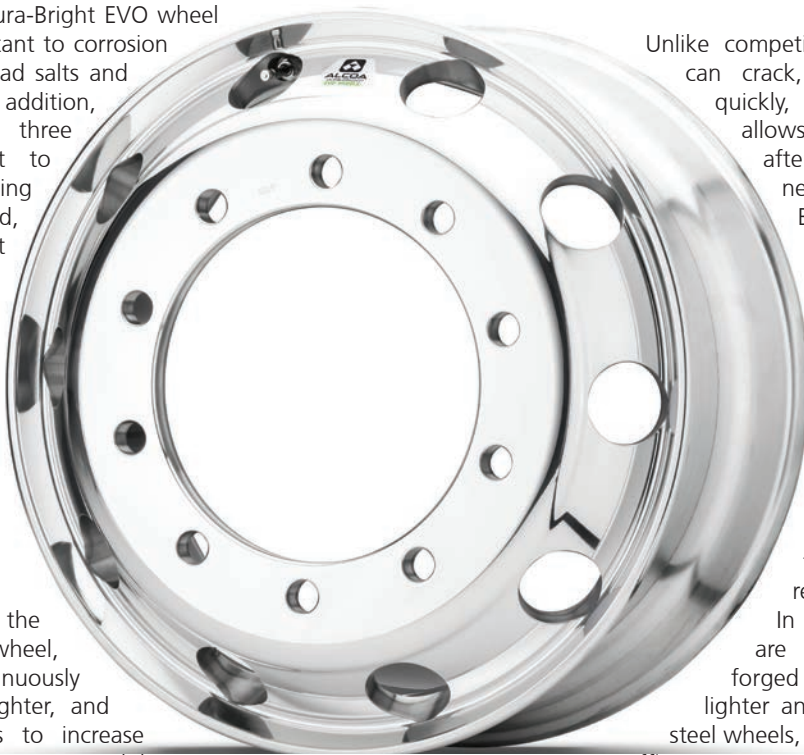
"Since inventing the forged aluminium wheel, Alcoa has continuously innovated stronger, lighter, and more durable wheels to increase payload and enhance sustainability," said Tim Myers, President, Alcoa Wheel and Transportation Products. "The Dura-Bright EVO wheel is Alcoa's easiest-to-maintain wheel yet."

The Dura-Bright EVO wheel is now commercially available in Europe, where the Company has already seen significant adoption of its Dura-Bright wheels. Alcoa has begun producing the wheel at its manufacturing plant in Székesfehérvár, Hungary. The wheel is expected to be available in all other markets in 2015.

Growing Demand

"Demand for Alcoa's aluminium wheels continues to grow in

Europe, as emissions regulations and maintenance costs drive up the need for stronger, lighter and easier-to-maintain wheels that increase payload, reduce costs and enhance sustainability," said Scott Kerns, Vice President and General Manager Commercial Vehicle Wheels Europe, Japan and South Africa.



Unlike competitive surface coatings that can crack, peel, corrode and dull quickly, the Dura-Bright wheel allows brilliant shine to last even after years of use, without the need for polishing. Dura-Bright is not a coating, but rather a surface treatment that penetrates the aluminium and becomes an integral part of the wheel. Regular cleaning with commonly used truck cleaning products or with just soap and water will keep the wheels shiny, even after hundreds of washes and thousands of kilometres, reducing maintenance costs. In addition, Alcoa's wheels are made from one piece of forged aluminium, making them lighter and five times stronger than steel wheels, increasing payload and fuel efficiency.

Development

Alcoa's surface treatment experts at the Alcoa Technical Center, the world's largest light metals research and development centre based outside of Pittsburgh, PA, developed the Dura-Bright wheel technology in collaboration with the Alcoa Wheel and Transportation Products business. The Company launched the first Dura-Bright product in 2003. Three years later, Alcoa's experts improved the brightness and corrosion performance of the Dura-Bright treatment and introduced Dura-Bright wheels with XBR technology. Alcoa's scientists have now enhanced the patented Dura-Bright technology with the development of Dura-Bright EVO wheels. **F**



Even more Efficient & Cleaner – the New Fuso Canter

The new Fuso Canter - proof that even excellence can be improved upon.

With 140,000 units produced worldwide, the Fuso Canter is an international hit in the light-duty-truck sector and easily the best-selling truck model at Daimler Trucks. The introduction of the more stringent Euro VI and Euro 5b+ emissions standards has further improved the performance of the robust Canter. As well as being cleaner, it is now even more efficient – thanks to Ecoefficiency. In addition, there are further attractive model variants and additional safety features available.

Ecoefficiency

Euro 5b+ for the light versions up to 6.0 t permissible GVW, Euro VI for the heavy versions – the Fuso Canter is doubly equipped for the future. The ambitious development aims for the new generation: a substantial reduction in fuel consumption despite the introduction of more stringent emissions standards.

The new-generation Canter Euro 5b+ and Euro VI is not only cleaner, it is far more economical than the previous models. Ecoefficiency means: the Canter combines outstanding environmental compatibility with superlative efficiency.

Ecoefficiency comprises a whole raft of measures available as standard for all Canter model variants. There are many different aspects to this: higher injection pressure for even more efficient fuel combustion, low-friction engine oil to reduce in-engine friction, an electromagnetic fan clutch, an optimised cooling system, a start/stop system for the engine, a new axle ratio configuration, low rolling-resistance tyres for the Euro VI models and reduced friction losses in the transmission with manual gearshift.

The Canter is up to nine percent more economical than its predecessor, depending on variant and field of application. At the same time, CO2 emissions have been reduced by a similar amount.

Engine: 2000 bar injection pressure boosts efficiency

Two overhead camshafts with robust drive via a chain, four

valves per cylinder, common-rail injection system, exhaust gas turbocharger with variable nozzle turbine – the Fuso Canter's engine was already a technical tour de force.

Compliance with the new Euro 5b+ and Euro VI emissions standards means that the robust four-cylinder unit with a displacement of 3.0 l has upped its game again. New injectors increase the maximum injection pressure by 25 percent to as much as 2000 bar. Enhanced noise insulation ensures that this does not translate into a higher noise level either outside or inside.

The Canter's output and torque data remain unchanged following its further development. There are three versions of the engine with internal designation 4P10 available:

- 96 kW (130 hp) at 3000-3500 rpm, 300 Nm at 1300-3050 rpm
- 10 kW (150 hp) at 3500 rpm, 370 Nm at 1320-2840 rpm
- 129 kW (175 hp) at 3500 rpm, 430 Nm at 1600-2860 rpm

The high torque is remarkable for an engine of this size in a light-duty truck. Maximum traction is achieved at low engine speeds and is available across an exceptionally wide rpm range. The latest version of the Canter is therefore a prime example of pulling power and driveability.

Previously optional, a start/stop function for the engine is now included as standard for all models. When driving short distances, this technology can reduce fuel consumption by up to three percent.

Longer Axle Ratios Reduce Fuel Consumption

The amazing elasticity of the relatively compact engine allowed the engineers to reconfigure the axle ratios. Most versions now have a longer ratio and are both quiet and more economical without compromising on driving dynamics. When maximum performance is key – such as when frequently carrying a full load, when towing a trailer or in demanding topography – almost all models are available with a ten percent shorter axle ratio.



Emission control optimised for different weight categories

The Canter is still available with a choice of two different emission control systems. However, following the introduction of the new Euro 5b+ and Euro VI emissions standards, these systems have been modified and adapted to meet new requirements.

Things are somewhat more complex in the case of the models with a permissible GVW above 6.5 t, including the Canter 4x4 and Canter Eco Hybrid: these feature BlueTec 6 engines and are thus also equipped with SCR technology featuring AdBlue injection and a downstream oxidation catalytic converter. The capacity of the particulate filter and the SCR catalytic converter has been increased to meet the stricter requirements of Euro VI.

ESP as standard for all models with driven rear axle

The 2014 Canter makes a huge stride forward with new safety features. All new-generation Canter models are equipped with an electronically controlled braking system as standard. This system is a prerequisite for another system designed to enhance safety: the Electronic Stability Program is likewise standard for all models with the exception of the Canter 4x4 with all-wheel drive. ESP will be fitted as standard in the new Canter 9C15 and 9C18 models with 8.55 t permissible GVW from the middle of this year. Integral functions of ESP include ABS, acceleration skid control and Brake Assist.

Canter 4x4: even more traction with reduction gear

New features for the Canter 4x4 include the standard-fit engageable reduction gear. This reduces the maximum speed in the individual gears by a factor of 1.987 and also increases traction by this amount. It is engaged when the vehicle is stationary with the clutch released. Despite the use of a rear axle with a longer ratio to maximise fuel efficiency when driving on the road, the Canter 4x4 now boasts an impressive slope climbing ability of 60 percent.

The cab and body are positioned much higher to optimise off-road driving characteristics. An additional step has therefore been included to make boarding easier. The angle of approach is 35 degrees compared to 18 degrees for the Canter 4x2, while the angle of departure is 24 degrees compared to 11 degrees. Compared to the Canter 4x2, the ground clearance has been increased from 219 to as much as 320 mm.

The combination of robust design and off-road capability makes the Fuso Canter 4x4 suitable for all manner of off-road applications, including on construction sites, for energy suppliers or in the fire service. The vehicle width of just two metres allows the Canter 4x4 to easily pass through narrow gaps. The robust, three-piece steel bumper with plastic corner bumpers is highly shock-resistant.

Eco Hybrid: the Canter whispers through the city even more economically

The Canter Eco Hybrid achieves fuel savings of up to 23 percent and, given its moderate extra cost pays off within just a few years. Rather than being an experimental vehicle, the first production truck in its class with hybrid drive is a production model capable of carrying heavy loads during everyday use.


Compared to the previous model, the already low fuel consumption has been reduced further whilst CO₂ emissions have also been cut. This is thanks to the longer axle ratio and an optimised gearshift strategy.

The highly sophisticated four-cylinder turbodiesel with a displacement of 3.0 l, an output of 110 kW (150 hp) and a maximum torque of 370 Nm comes from the Canter with conventional diesel drive. The BlueTec 6 engine meets the requirements of the Euro VI emissions standard. Its emission control system combines exhaust gas recirculation, SCR engine technology with AdBlue injection and a particulate filter.

The electric motor has an output of 40 kW. Typically for an electric motor, the peak torque of 200 Nm is fully available right from the start. Energy for the electric motor is provided by lithium-ion batteries. The batteries have a capacity of 2 Ah and weigh just 63.5 kg.

The Canter Eco Hybrid is capable of carrying heavy loads. The extra weight of the hybrid drive is only around 150 kg, meaning that the 7.5-tonne chassis with cab has a load-carrying capacity of up to 4.8 t. So the Canter Eco Hybrid even puts most conventionally powered trucks in this weight category in the shade.

The wide Canter range

The Fuso Canter range covers all the key segments of light-duty trucks, offering permissible gross vehicle weights from 3.5 to 8.55 t (new) and a wealth of different variants. Highlights of the range include streamlined standard cabs (S), which are just 1695 mm wide and suitable for use in restricted spaces, and comfort cabs measuring 1995 mm in width. Both are equipped with a twin co-driver seat as standard. Attributes worthy of mention include the extra-long wheelbase of 4750 mm for the Canter as a 7.5-tonner with crewcab and long wheelbase, introduced at the end of the generation with emissions standard Euro V. It provides an ideal basis for breakdown vehicles, for example. 

Why do you Need to Know About Tyre Maintenance? It's all About Safety and Lowering Costs!



Do you regularly service and maintain your trucks and buses? Change the oil, check the brakes and gear oil levels, clutch adjustments, measure your brake pads, align and balance your vehicle's tyres? This thorough care and maintenance regime is after all done to prolong the safety and life cycle of your fleets. However, the safety aspect of tyre maintenance of vehicles is more often than not dismissed in the truck industry.

Tyre maintenance is a vital component in the trucking industry but it is often overlooked. It is a key factor for safe operations and lowering operating costs. Many trucking professionals are still not aware of the benefits and impact on safety through proper tyre maintenance. The prerequisite for successful maintenance and care is the correct choice of tyre, which can be recommended by Continental professionals. The important areas that will usually be discussed are tyre inflation, fitment of tyre and wheel on the vehicle, tread depth, repair and storage.

Tyre Inflation

One of the most important causes for excessive irregular tyre wear and damage is incorrect tyre pressure. Proper inflation pressure is essential for achieving maximum performance, mileage and decreasing rolling resistance. Underinflation leads to increased flexing which causes the tyre to overheat and may cause tyre failure which in turn is a safety hazard. "In a tyre pressure survey carried out by Continental, more than 40% of tyres were found to be underinflated. Moreover, we identified that 40% of the inner tyre wheel positions on a dual axle could not be checked due to missing valve extension or misaligned wheel positions which is the major cause for tyre complaints. Poor pressure maintenance leads to irregular wear, consequently losing valuable tyre life which is a deterrent to safety", states Lee Ah Khong, Continental's Customer Service Manager Malaysia.

Service instructions are produced by vehicle manufacturers and Continental provides technical documentation about correct and safe tyre pressure. It is advisable for tyre pressure to be checked every two weeks but at least once in a month, when the tyre is cold (for safety reasons). Spare tyres must also be checked. When checking tyre pressure, be sure to conduct a visual inspection for external damage, e.g. by embedded nails or screws. Lee Ah Khong also commented that another common finding in the survey was the high percentage of non-usage of valve caps. These caps ensure that the valve is in a good

condition for accuracy of pressure readings during pressure checks. Therefore, any missing valve caps and leaking valves should be replaced immediately.

Fitment of tyres

The right fitment of the tyre is another element to ensure safety and low costs. Right-sized rust-free rims which are not damaged and which do not show any signs of wear and tear should be used for safety reasons. New rubber tubeless valves or new inner tubes and flaps are recommended for a safe usage on new tyres. When fitting the tyre, do not exceed 150% of the maximum standard inflation pressure. Under no circumstances must 145 psi be exceeded. Sometimes, the correct fitting tools and equipments are not being used. This should also be taken into account.

Fitting the wheel onto the vehicle

When your vehicles are sent for servicing, vehicle axle data such as toe-in, king pin inclination, castor and axle alignment must be regularly checked and adjusted to be within tolerances, after which the wheel should be fitted. Centering of the axle hub must be ensured. Moreover, the valves must be checked to move freely and easily accessible whilst valve extensions are vital for dual tyres for optimum inflation pressure and safe driving as highlighted by Lee Ah Khong. Another important criteria is to have the same type of tyres per single axle, e.g. radial tyres, which will guarantee optimum driving characteristics and maximum safe driving stability.

Tread depth

Sometimes, tyres are over-used and therefore worn out to the extent that the belt is exposed which could lead to serious tyre damage or pose potential risks to safety. Therefore, tread grooves or sipes are featured on tyres around their entire circumference and over the whole width of the tread area to allow quick checks of the tread depth. "In Malaysia, truck tyres must provide a minimum tread depth of at least 1.6 mm or at least 2.2 mm for China, depending on the law in each country," states Floriano Mota, Head of Product Development TT APAC. The depth of the tread pattern is to be measured in the grooves or sipes.

On tyres with wear indicators (TWI = Tread Wear Indicators), the tread depth should be measured in the grooves where the wear indicators are located. Wear indicators on commercial vehicle tyres are bridge-like protrusions (raised rubber) 1.6mm or 2.2mm high, which show whether the tyre has reached the wear limit. The tread depth should therefore never be measured on the wear indicators but next to them. Lee Ah Khong emphasizes that frequent inspection should be done for tread depth to avoid any of the consequences mentioned earlier.



Newspaper to seal tyres? Not a safe way to manage your pneus.

Tyre repairs

Tyre damage generally starts on the outer rubber. However, this superficial damage can eventually extend down to, or into, the tyre's reinforcing materials (casing/belt) which leads to yet another safety risk. Therefore the tyre should be taken to a specialist for assessment as soon as any external damage is detected.

Damage to the casing or belt, for instance due to a nail puncture or a deep cut, is particularly dangerous and a safety hazard because dirt and moisture may penetrate during the time when the damage occurred and when it was detected. More serious damage could occur as inflation pressure will be lost slowly. An underinflated tyre again is subjected to excessive strain.

All these factors can render a tyre irreparable and unsafe by the time the damage is finally discovered. Sometimes a tyre can also have invisible damages which occur as a result of an overstrained area other than the originally damaged and which remains in the tyre even after the repair. These might lead to subsequent failures or punctures. This is the reason why each tyre must be carefully inspected by a tyre expert before it is being repaired. Only a specially trained person can decide whether it is possible to repair the tyre or not and if the tyre will be capable of delivering safe performance after the repair.

Storing tyres

In general, how do you store your tyres? Do you place them in an open sun-lit backyard, stacked on top of one another? Do you know that tyres age more quickly if they are exposed to direct sunlight or heat? Tyres should be stored in cool, dry, dark and moderately ventilated rooms. Tyres which are not fitted on rims should be stored standing up. Contact with fuel, lubricants, solvents and chemicals are advisable to be avoided as it might be a safety hazard.

In summary, tyre maintenance is a core activity which needs to be adhered to regularly to guarantee safety and of course, lowering your driving costs. Tyre maintenance has become a mandatory safety precaution and economical solution for your business. If you wish to, you may visit or call your nearest Continental office for professional advice and recommendations for your tyre maintenance. **T**



Drum roll for Nichi Engineering Sdn. Bhd.



Malaysia's own "Buffalo Mixers" are tough, yet sophisticated and leading the way in the region.

Reliability is important for anyone in transportation. Cement mixers may just have to be extra reliable as they are put to the test every day and any breakdown not only results in downtime, but may also mean a replacement drum is needed. Today, construction work is a 24/7 affair and concrete needs to be delivered on time all the time in order to avoid costly delays for the main contractor. Besides the non-stop operation of the trucks, the on / off-road use puts extra stress on the material. And if that wasn't enough, a breakdown could mean costly repairs as the concrete may cure inside the drum. In this case it is almost unavoidable that the drum needs to be replaced.

Nichi: cemented into South East Asia

Nichi Engineering (Malaysia) traces back its rich history in the concreting world when the Japanese first started introducing their agitators into the Malaysian market. During this era where the nation was rapidly developing, opportunity came knocking on the door; whereby one reputed individual in the industry shared a common interest with Nichi's founder, Mr. Jimmy Nichi. The idea was to make mixers and plants that are both ground-breaking in design and simply marketable to the world.



Concrete quality from Malaysia to the region

The company started in 1981. Nichi Engineering's operations have since expanded throughout South East Asia and the realm of the Pacific Region. Being the leading manufacturer and pioneer for the supply of concrete equipment, batch plants and transit mixers for the ready-mix industries has put the company on the map. This vast expansion can be attributed to the company's extensive effort in research and development. The R & D department adopts the motto "To relentlessly emphasize on innovative designs and steel fabrication technology that move ahead of time but are cost effective for our clients".

While the drum may be the most prominent part of the mixer, it is the little parts that determine the quality of the product. For example, the hydraulic system has to be highly durable and rugged. Here Nichi doesn't make any compromise and uses ZF components. According to Nichi, the only way to sustain in this business is to provide durable products that last and produce results. The design of the drum and the blades inside the drum are other key components that are crucial for the effectiveness of the mixer.

It is no wonder that the mixers are called "Buffalo" after the hard working animal as this name encompasses about everything about the mixers: reliability, steadiness and strength.





A numbers game

Mr. Barry Ng, Business Development Manager of Nichi Engineering Sdn Bhd knows it is a numbers game. "We see order intervals of five to six years. In this sub-segment of the trucking industry, clients buy in batches. They then put the trucks to the task. As these trucks run non-stop, they are really 10 - 15 years old at the end of their life-cycle in five years," he explains. Due to the heavy use, the trucks are subject to a lot of stress and it shows eventually. Nichi Engineering equips mixer trucks with drums between 2.2 tons capacity to 12 tons, depending on the legal limits in the respective country where the trucks are being deployed. Some 60 workers ensure a smooth production process which sees trucks being ready for delivery within a week of receiving the truck. "In our best year ever, we delivered 350 mixers, while our average is between 150 to 200" Barry says. Standard filling time for a mixer is four to six minutes and the time limit for the concrete to be on board is about two hours.



The right blade: Mixing or transporting

Trucks are pivotal for the construction industry and depending on the approach, different designs for the mixers are needed. Concrete mixers may either act as a transportation means or they can actually mix the concrete while en-route to the construction site. Depending on the use of the mixers, the blades inside the drum need to be designed differently. For dry mix, the mixer is actually filled with the aggregates and during transit, these compounds are mixed. At the destination, the concrete is ready for use. Wet mix is filled as ready concrete mixture into the drum and the mixer truck's purpose is to deliver the concrete, hence these are known as "Transit Mixers". The rotation of the drum will prevent the concrete from curing. The latter has less impact on the truck, however requires capital intensive investment elsewhere as the concrete needs to be mixed before loading. The Buffalo Mixers come equipped with heavy duty direct drive planetary gearbox, variable displacement hydraulic motor and integrated hydraulic oil cooler.

Looking into a bright future

With an impressive client portfolio that lists companies like Holcim, Tasek, Hanson, Shin Yang and other local top companies it is no wonder that Nichi is having a positive outlook for 2014. Barry puts it simple by saying "We are sure that 2014 will be a great year for us". As a trend he sees that more and more Chinese trucks are entering the market. Interestingly, for cement mixers, many companies seem to favour the oriental trucks over European trucks. Most of the mixers delivered by Nichi these days are based on Chinese and Japanese trucks. **F**



Tata Motors Brings Truck Racing to India, Launches T1 Prima Truck Racing Championship

New Delhi

Tata Motors has announced the launch of the T1 PRIMA TRUCK RACING CHAMPIONSHIP, to bring truck racing to India. India's first ever truck racing championship has been inscribed on the calendars of FIA (Federation Internationale de L'Automobile) and FMSCI (the Federation of Motor Sports Clubs of India) and will be held on March 23, 2014, at the internationally acclaimed Buddha International Circuit, giving Indian audiences a grand spectacle of trucks competing against each other.

Purpose Built

The T1 Prima Truck Racing Championship will feature 12 Tata PRIMA trucks, built for the purpose. These will be divided among six teams, with participation from experienced international drivers. The truck racing championship is being organised by (MMSCI), with safety and performance standards being followed as per (BTRA) British Truck Racing Association guidelines.

Cummins, WABCO, JK Tyres, Castrol and Accenture are the main sponsors, while Tata Steel, Setco Automotive, RSB Group and Rane Group are the associate sponsors.

Speaking on the occasion, Mr. Karl Slym, Managing Director, Tata Motors said, "Through the T1 Prima Truck Racing Championship, we are set to introduce another pioneering initiative in the Indian trucking space. We at Tata Motors are ready to embark on yet another milestone of HORIZONEXT, with the highest levels of performance and competitiveness of our trucks, to take customer engagement to another level. Formula 1 is the pinnacle of 4-wheeler racing in the world, and we at Tata Motors are taking the initiative to make the T1 Prima Truck Racing Championship the pinnacle of truck racing, in India. With this we are not only adding an exciting new dimension to one of



the largest trucking markets in the world, but also connecting our passion for trucks to the larger Indian audience."

Transforming the Industry

"As a leader in the Indian commercial vehicle space, Tata Motors has been leading the transformation in the industry," stated Mr



Q3 was Tough but Ashok Leyland Optimistic About Q4

Chennai

The continuing slowdown in the Commercial Vehicle business and a YOY drop of 32% in Total Industry Volume (TIV) in Q3 reflected in Ashok Leyland's performance with Company revenue for the quarter closing at Rs.1,953 crores (Rs. 2,406 crores same period last year) with a net loss (PAT) of Rs. 167 crores (PAT Rs. 74 crores, same period last year).



Ravi Pisharody, Executive Director, Commercial Vehicle Business Unit, Tata Motors. "The Tata Prima marked the arrival of a completely modern truck brand, benchmarked to the global best, with its contemporary styled cabin, power-to-weight ratio, safety aspects, technology, quality and reliability. The T1 Prima Truck Racing Championship is a great platform to showcase these technological advancements, through performance excellence, also enabling Tata Motors to connect with its fleet customers, many of them being well-travelled, well-educated second generation business owners, looking to add excitement to their business. Through this initiative we also hope to trigger greater aspiration for trucking, given the industry is facing a serious dearth of truck drivers."

Tata Prima 4038.S will compete in the T1 Prima Truck Racing Championship 2014, with the massive power of 370 BHP @ 2100 RPM and a top speed of 110km/h. To make these Prima trucks fit for racing, 22 key modifications were made to meet a mix of safety and performance needs as per guidelines from British Truck Racing Association. These included significant changes in fuel tank, brake cooling system, propeller shaft guards, racing seats and safety belts, exhaust, steering wheel among others. The trucks have gone through multiple quality checks and tested at Tata Motors Jamshedpur's world-class testing facility, for high speed run and control.

Developing the Sport

T1 Prima Truck Racing Championship is being conducted under the aegis of FIA & FMSCI. The FIA is the governing body for world motor sport and the federation of the world's leading motoring organisations. One of the core responsibilities of the FIA is the development of motor sport worldwide. Through its national member clubs the FIA is involved in every level of

motor sport and its remit extends to the millions of amateurs and professionals who enjoy motor sport in all of its variety. The FMSCI is a long-standing member of the FIA and is the only national motor sport federation recognised by the Government of India, for the promotion and control of motor sport in India, and is affiliated to the prestigious Indian Olympic Association.

Buddh International F1 Circuit, acclaimed to be the best race circuit in India, will host the inaugural T1 Prima Truck Racing Championship. On the Race Day, there will be two races. The first one a qualifier race, followed by the main race, seeing a rolling start of big Tata Prima race trucks. A pool of internationally acclaimed drivers, with proven excellence in the field of Truck Racing like British Truck Racing championship and European Truck Racing championship, has been created for this mega event.

Horne to Race

The T1 Prima Truck Racing Championship will also witness two-time British truck racing champion, Steve Horne. As one of the most celebrated, longest serving truck racing drivers, Steve Horne has been instrumental in multiple operational aspects of India's first truck racing championship. A historic event even from the FIA point of view as it has been encouraging India to expand its footprint in motorsports globally. **T**



The quarter saw the launch of the critically acclaimed ICV truck, BOSS and MPV STiLE. Ashok Leyland gained market share in the trucks business buoyed by the success of the BOSS in every market where it has been launched.

"We are enthused by the extremely encouraging response to BOSS, our breakthrough product in the ICV segment. Launched across five states, the momentum BOSS has already achieved has been quite remarkable. BOSS was adjudged 'Commercial Vehicle of the Year' across segments and 'ICV Cargo Carrier of the Year' at the recently concluded CV Awards. STiLE, the new MPV from the Ashok Leyland-Nissan stable, was declared the NDTV 'MUV of the Year', the DNA 'MPV of the Year' and the CV 'SCV People Mover of the Year' and the product has been received very well," said Vinod K. Dasari, Managing Director, Ashok Leyland.

In line with its policy of ensuring fiscal prudence, the company is working to lower costs, reduce debt and divest non-core

assets. There has been a significant reduction in operating costs and lowered working capital; including a VRS for about 500 executives.

For the nine months ended December 2013, sales revenue stood at Rs. 6,867 crores (Rs. 8,753 crores) and net loss (PAT) at Rs. 334 crores (PAT Rs. 284 crores). Q3 results include one-time VRS costs, profit on sale of investments and certain assets.

"We look forward to the general optimism associated with Q4. Our latest offering, the CAPTAIN range of heavy trucks, brings an altogether different level of trucking experience to Indian roads and we are sure to reap its benefits. We hope orders under JNNURM will commence in Q4," said Mr Dasari.

The Company continues to invest in network expansion with over 600 customer touch points, including retail parts stores and containerized workshops, across the country. **T**

ZF Supports Legendary HINO Team SUGAWARA at Dakar



When legendary Masayoshi Sugawara (72 years old) competed in the extremely tough Dakar2014 held in South America, ZF was there to supply transmission and clutch systems.

When the South American Dakar 2014 finished on January 18, 2014, after 13 gruelling stages it came in as one of the toughest races to date with just 204 vehicles (78 motorcycles, 15 quads, 61 cars and 50 trucks, or 47% of those that started) making it to the finish.

Fifth Straight First

One of those who did finish was HINO Team SUGAWARA that won its fifth Straight Championship in the Under 10-litre Class while HINO's Car 2 delivered a stunning performance coming in at 12th overall.

Of the two HINO500 Series trucks fielded by HINO TEAM SUGAWARA, Car 2 piloted by Teruhito Sugawara and Hiroyuki Sugiura came in 12th in the overall Trucks category and won the championship for the Under 10-litre Class. Car 1, piloted by Yoshimasa Sugawara and Katsumi Hamura, came in 32nd overall and 2nd in the Class. With this the team was able to achieve its goal to win the Class championship for the 5th straight year—with a 1-2 finish to boot. In terms of overall rankings, Car 2, at 12th position, beat out many of its oversized rivals, showcasing the excellent performance of their new racing truck, which was the culmination of the team's development efforts.

ZF Support

ZF Japan Co. Ltd., the Japanese subsidiary of ZF Friedrichshafen AG, the global automotive supplier in driveline and chassis technologies from Germany, was part of the winning HINO performance for large trucks by providing transmission and clutch systems to HINO Team SUGAWARA.

The HINO Rangers' No.1 truck competing in the Truck division of one of the world's toughest motorsports events was equipped

with gearbox and clutch components, including clutch discs, clutch covers and release bearings, from ZF.

Reliability Required

Masayoshi SUGAWARA, driver of the No.1 truck and team principal, who holds the record for the greatest number of consecutive participations in the event at 30, commented: "The Dakar demands an extremely high level of reliability, as well as speed, for the cars. We were very happy that ZF provided major components, all of which have a proven record in the event, for our racing truck in this most challenging of rallies. We put in our best effort and got the result we wanted. We also want to show our appreciation to our many fans and supporters."

ZF develops, produces and distributes globally its core products in the field of driveline and chassis technology. In the global motorsports scene, ZF has been providing innovative technologies and first-class service across a wide range of categories, including the clutch system to be used by the GT500-class cars in Japan's SUPER GT series from 2014.






A History of Winning

ZF has been involved in the Dakar Rally for the past number of years. In 2012, the Iveco Powerstar, equipped with the Ecosplit manual transmission from ZF, took the overall win in the Truck division. The Iveco Trakker, which placed 2nd and 6th, used the same transmission, as well as a ZF clutch and the Servocom steering system, also from ZF. In addition, ZF's dual-stage transfer case ensured optimum all-wheel-drive performance in the Powerstar. The Kamaz team's vehicle fleet – ranked third to fifth in 2012 – was also equipped with Ecosplit transmissions and clutches.

Since 2006, ZF has been an official partner of Volkswagen Motorsports. The Race Touareg 3, equipped with ZF clutch and shock absorbers, won the Dakar Rally three times in a row from 2009.

The Best for the Best

Norbert Odendahl, CEO of ZF Race Engineering GmbH, the motorsports subsidiary of ZF Friedrichshafen AG, noted, "ZF has been continuously evolving the innovation and reliability of our technologies through participation in motorsports, where competition is executed in an extremely demanding environment. We have earned the trust of global car manufacturers and racing teams by providing performance and reliability that has been developed in motorsports. We are proud that our technologies and products were used by HINO Team SUGAWARA for their participation in this extremely tough event."

ZF strives to continuously improve its technical competence and the reliability of its products, and uses the tag line: 'The Best for the Best'. 





Scania Thailand Crosses Crucial Threshold

Aggressive expansion plans for Swedish truck maker are backed by solid and steady sales growth and improvement of manufacturing capabilities.

"Transport solutions are still needed, we don't feel any slow down in truck sales despite the recent protests. Naturally, the tourism industry will get hit the hardest, but let's face it: goods still need to move" says Phuriwat Rak-Intr, Country manager of Scania Thailand. We re-visited them during the recent outbreaks of protests in Bangkok and true enough, in terms of the workshop and sales office along Bang-Na road, everything looks like business as usual.

With the Thai government putting some 2.2 Trillion THB into infrastructure projects, the future looks good for the trucking industry in the Kingdom. According to Phuriwat, the key drivers for growth will be long haul, cross border transportation and the need to reach remote locations in the vast country. While the rail network may not be geared up to the task, he says that Scania trucks are well equipped to get the job done. For the long haul operations, there are some 19 000 - 30 000 units sold per year, with a good average being 25 000 units per year. While the Thai market is firmly in the hands of the Japanese brands, Scania is now at a crucial crossroads.

Having set up six service centres and having two mobile service units on the road, an aggressive expansion plan is now being rolled out. By 21016, there will be 16 service centres with five being opened in 2014 alone. Many of those are to be set up in the country side where business is now picking up and transport solutions are needed. In terms of truck sales, Scania is now ramping up as well as they plan to increase the number of units sold from 270 in 2013 to 500 units. With that, Scania is now breaking through the magic 1 % market share threshold.

Having achieved a milestone in terms of market share, Scania has decided that the Thai operation will now be separated from the South East Asian HQ based in Malaysia and will be operating self-sufficiently from this year on. This is so that the new organisation structure can fully concentrate on growing



the market share further. "One of the key challenges will be to ensure the delivery of the service standard to be uniform with other regions and to conform with global standards" Phuriwat says.



One of the key components of the marketing effort is the Scania Driver Competition (TNT being a regular participant and winner; Asian Trucker reported in Issue 15). Some 1 000 participants joined last year and the reception has been phenomenal. Scania is proud to say that the competition is supported by the Transportation Ministry of Thailand and that the competition is well known in the market. "From the competition, we transfer skills to the road when drivers carry out their daily work. It is very clear that, in order to be a safe and good truck driver you need to know two things: the rules and regulations and your truck" he explains. With the Asean Economic Community (AEC) being in place as of 2015, knowing the country specific rules and regulations will be vital for those truckers that will deliver across borders within the ASEAN region.

We also meet with Francois Baudrais, General Manager, who is in Bangkok to sign off on the latest production plans for the RPC, Scania Thailand Regional Production Center. "Welcome to the Thai assembly plant! If this feels familiar, then we are doing a great job. The idea is that all production plants are to be the same, allowing exchange of staff and to implement improvements globally" he welcomes us. Indeed, the production facilities look very similar to the one near Klang, Malaysia. The production has been revised and re-modelled to resemble the longer established Malaysian plant and is now ready to deal with the increased sales volume that the management is aiming at.

"Clearly, we are ready to deal with more volume; the plant is designed for that" Françoise states. According to him, Scania recently renovated the plant too, adding fans, painting the floor and generally improving the site. This has even sparked the surrounding companies to take the brush and give their workshops a makeover.



When asked about the status quo for emission norms, Phuriwat is optimistic. "Obviously, Scania is ready to deliver up to Euro 6 and personally, I would love to see higher standards being implemented. It is interesting to see that actually the people are asking for the higher standards to be implemented" are his comments on this topic. Reduction of fuel consumption is high on the list of transporters and apparently, the first orders for the recently launched Streamline packages are coming in.

While heading back to the airport, wondering if there will be flight out as air traffic controllers are said to be ready to go on strike, the Scania Siam operation forges forward with ambitious goals in mind. If there is no flight out, I am sure that TNT will give me a lift on a Scania P 380 heading down to Kuala Lumpur on the Asian Road Network. It will be interesting to go back at the end of the year to see just how much they have achieved.



Mercedes-Benz Citaro's Cool Looks Make Bus Transport More Attractive

Mercedes-Benz Citaro's unique vehicle designs aimed at further boosting appeal while high-quality appointments prevent vandalism

On January 27, 2014, Bülent Menekse, Managing Director of Spillmann GmbH, took receipt of six remarkable Citaros and two Sprinter City 77 buses from Rüdiger Kappel, head of sales for the Mercedes-Benz Bus and Coach unit, at the Mannheim bus factory.

Comfort Features Provide For Attractive Buses

Spillmann's corporate philosophy centres above all on the attractiveness of its vehicles and their standard of appointments. Business-like vehicles geared solely to functionality are conspicuously absent from the Spillmann fleet. It is the state-of-the-art technology, high-quality appointments, infotainment, WLAN and the active management of customers' wishes and complaints that make the Spillmann fleet so popular with customers.

According to Bülent Menekse: "The rising passenger figures bear out our strategy of investing uncompromisingly in comfort features. The high level of customer satisfaction is attributable to our individual light concept, our appointments and also our exterior design." And interestingly, the sense of wellbeing appears to extend to all age groups, as according to the



company, vandalism is practically non-existent in particular on board the high-quality regular-service buses - providing the best indication of satisfied passengers.



Cool Design Concepts

They sport names such as "I-Bus", "Nautilus" or "OBI Bus", and each of the Citaro rigid vehicles is unique. One Citaro is reminiscent of a cool Apple store in white and mint green with wooden floor look, while another boasts stainless steel applications and shades of orange.

Each vehicle features a specially developed light concept. Torchlights on the sidewalls provide for various light moods on board, from a pleasantly warm and relaxing light to a cool and fresh variant. On board the Nautilus, the blue LED lighting is the definitive touch that rounds off the maritime flair to perfection. Blue is the predominant colour here: the Citaro's sidewalls have been printed all over with marine motifs in a special process.

The sprayed-on floor covering has been coloured blue and even the additionally padded ISE seating sports a corresponding pebble motif in the upholstery. The blue head sections round off the overall look. All the vehicles additionally feature information and entertainment systems on board, providing information on the route, advertising and news around the clock.

Standing Room

The Citaro incorporates two standing sections. Standing section number one is intended for wheelchair users and is located on



the right directly in front of Door 2 in the direction of travel. The design of the entrance as a hinged sliding door enables additional installation space here which Spillmann has taken into consideration in fitting out the bus. The wheelchair user section also incorporates a single folding seat and a leaning aid which doubles as a mother-and-child folding seat.

The second standing section is located directly opposite Door 2 and is equipped with the same features as well as a centrally located "trident" grab rail which offers support both to the front and the rear. The "Nautilus" and all the other Citaros are fitted with the comfortable and double-upholstered ISE cruiser seating. **T**

Volvo Buses' Plug-In Hybrid Reduces Fuel Consumption By 81%



Volvo Buses' plug-in hybrid showed fuel consumption being reduced in tests by over 80% and the total energy consumption by over 60%.

Results of field tests being conducted in Gothenburg show that Volvo Buses' plug-in hybrid more than met expectations in reducing fuel consumption.

Exceeding Targets

"Our performance results are even slightly better than we had anticipated" said Johan Helsing, who is the Project Manager for the field test at Volvo Buses. "The plug-in hybrid consumes less than 11 litres of fuel for every 100 kilometres. That's 81% less fuel than the equivalent diesel bus consumes."

Moreover, the figures for the overall energy consumption, including both diesel and electricity, have exceeded the target. Here, the plug-in hybrid gives an energy saving of 61%, compared to a corresponding diesel bus Euro 5.

The field test in Gothenburg began in June 2013 and included three plug-in hybrid buses, whose batteries are recharged at the terminals. This makes it possible for the buses to run on electric power for most of the route.

More Comfort

In addition to the significant energy savings and reduced impact on the environment, this technology gives passengers a more comfortable and pleasant journey and improves the working environment of the drivers.

"Although there are many long, steep gradients on the routes, the plug-in hybrid buses can run on electric power for about 85% percent of the time. The diesel engine only kicks in when the bus needs some extra power," Helsing explained. "The test drivers from GS Buss really appreciate the quiet, vibration-free ride that you get with an electric powered bus."

Reduce Environmental Impact

Hanna Björk, who works as an Environmental Strategist at

Västtrafik stated, "The results show that the plug-in hybrid can help us to achieve our ambitious environmental goals, particularly concerning the reduction of emissions and noise."

The field test of the plug-in hybrid buses in Gothenburg that started in 2013 involves 10,000 operating hours and will continue for most of 2014. A demo project that will bring eight more plug-in hybrid buses into service will commence next year in Stockholm.

Keen Interest

A number of European cities are showing a keen interest in the plug-in hybrids. Hamburg and Luxembourg have already signed contracts for supplies of the buses in 2014 and 2015. Volvo Buses is working together with the city councils, public transport authorities and providers to develop long-term sustainable solutions for public transport. Volvo Buses plans to commence commercial manufacture of plug-in hybrids towards the end of 2015.

Those engaged in the plug-in hybrid project in Gothenburg are Volvo Buses, Göteborg Energi, Business Region Göteborg, Trafikkontoret and Västtrafik. The project is co-financed by Life+, the EU's financing programme for environmental projects.

Volvo's Plug-in Hybrid Bus:

- The bus is fitted with an electric motor which is powered by a lithium battery. It also has a small diesel engine.
- The bus is recharged from the mains power supply via an energy storage unit mounted on the roof. It takes 5 or 6 minutes to recharge.
- The bus can run exclusively on electric power for approximately 7 kilometres - without any noise or emissions. **F**

Yutong Granted the Provincial Scientific-Technical Advancement Award



Henan China) Yutong's project of R&D and Series Products Application of Hybrid and Electric Buses Key Technologies was winner of the First Prize of the Henan provincial scientific-technical advancement award in a field of over 700 projects. To date this is the highest level of scientific-technical award Yutong has obtained.

The first prize of Henan provincial scientific-technical advancement award is the highest level of scientific-technical award issued by provincial people's government of Henan, which is granted to scientific-technical projects with significant economic or social benefits in terms of technological inventions, technology development, key engineering construction and other innovative work. After three years of technical research, Yutong has made a series of innovative achievements on hybrid bus area in terms of power coupling and transmission, power

distribution and management, whole vehicle control strategy, energy-saving methods and technology, series products development and application, etc. The company has been granted 23 national patents and formed a series of hybrid buses ranging from 9m to 18m. The fuel saving rate and emission performance have reached the internationally advanced level, and the costs of the system is only one third of the foreign counterparts.

Up to now, over 5,000 Yutong hybrid buses have been delivered to 53 cities nationwide with the sales volume and market share ranked first in China, thus making contribution to the local economic restructuring and energy-efficiency and emission reduction. The award marks that Yutong's innovative work in the field of new energy buses has obtained the recognition of the government and different sides of the society. **F**

FUSO Celebrating 10-Year Anniversary of Large Bus Assembly in Taiwan

Kawasaki, Japan) Mitsubishi Fuso Truck and Bus Corporation (MFTBC) is celebrating its 10-year anniversary of large bus assembly in Taiwan, one of MFTBC's largest export markets. Since MFTBC's 33.4% share participation in MFTB Taiwan Company Ltd. (MFT) in July 29, MFT started assembly of large buses in March 2003. In 2006, the company built a new production facility where it began its knocked-down production of Super Great heavy-duty trucks. Since surpassing the 5,000-unit production milestone in September 2010, the company is now approaching the 10,000th mark.

Mr Masashi Kogame, MFTBC Senior Vice President of Operations Trucks & Buses, said: "MFT has year after year enhanced the quality built into the trucks and buses produced. With its strong commitment to customer dedication, the company has significantly contributed our operations and the development of the FUSO brand in the Taiwanese market. Together, we are committed to delivering high-quality FUSO trucks and buses."

MFTBC has been present in Taiwan since 1947 and has established itself as the leading commercial vehicle brand. FUSO is the number one commercial vehicle brand in Taiwan, with a leading market share of 49.1% in the overall truck and bus segment in 2012. **F**



Outlook for SE Asia's Trucking Industry in 2014

Stefan Pertz looks at the trends that will impact the trucking industry in South East Asia in the coming year.

While the markets of SE Asia have their own set of challenges and opportunities as a result of their specific conditions (Singapore - small but technically advanced vs. Vietnam being a typical long haul country requiring much needed infrastructure), several overarching trends can be clearly identified that will impact the trucking industry.

Continued growth

Every trucking company I have talked to is expecting to increase sales numbers. Infrastructure projects and with several countries moving towards developed nation status will result in more goods being produced and transported. The need for more trucks will result in an increased need for transportation capacity as the parts and spare parts for the trucks will need to be moved.

One European truck maker is planning to upgrade one of its CKD plants assembling trucks for one country to become the regional assembly hub. Economies of scale could then be achieved, allowing this marquee to widen and broaden the range of products being offered. Truck makers clearly understand that markets are growing and are in need of a range of solutions to meet their requirements.

Volvo Trucks has seen sales grow from 5 to 23 % in Asia and is now clearly saying that Asia is where the future growth potential is.

Increased Connectivity & Urbanisation

With more roads being built in Asia better connectivity is being provided, creating a more sophisticated distribution network so transportation solutions will call for a wider range of trucks. Expanding road networks will allow for better, faster and more effective transportation, and continued urbanisation will pose challenges for the trucking (and bus) industry. Malaysia is expecting that 5% more people will live in cities by 2020 compared to today. Trucks and buses will need to be able to meet the new realities.

Cross border transport

The Asian Free Trade Agreement (AFTA) will have an effect on the trucking industry. Under AFTA countries will have licenses for a number of trucks to be allowed to operate across borders. Trucks will need to travel longer distances while their engines will be exposed to different quality fuels. The call for fuels to be upgraded to Euro 4, 5 or 6 will grow more intense.

As AFTA allows for trucks to travel further the industry will have to put service networks in place and transport companies will have to rethink their offer to customers. What services will be needed to meet the new conditions? In 2014 companies have to prepare to meet the implications of the AFTA.

Focus on the driver

A shortage of drivers is a problem faced by virtually all transport



companies. With the expected growth, this is only going to worsen. While transporters can buy more trucks and open new routes to service the increased demand, trucks still need to be driven. The perception of truck drivers and mechanics is not very good and young people will continue to shun the industry, although it offers substantial salaries and solid career opportunities.

The driver is key for transport companies. The difference between a "normal" driver and a highly trained, fuel efficient driver can be fuel savings of up to 30%. Driver training and the use of sophisticated monitoring systems will see safer drivers who will reduce fuel consumption and take good care of the company's most important assets – driver included. Several truck companies are launching, or already offer, in-house on-board monitoring systems along with driver training and coaching programmes. Asian Trucker has launched a Drivers Club that offers skills and language training to members.

Rise of Chinese truck brands

Sinotruk was the first Chinese manufacturer to enter Malaysia, offering prime movers. In 2014 some 15 Chinese truck brands will be present in this market. Singapore will also see more Chinese truck makers enter the country. In Hong Kong several Chinese Truck brands are already present and one can expect the number and activity level to increase. European manufacturers seem to be on a "New Truck Launch Spree" with several brands introducing new trucks or entire ranges of trucks.

Transporters are looking at Chinese trucks as a way to compensate for rising costs in other areas. European trucks tend to offer a lot in terms of specs and Chinese trucks, while rugged and not as expensive, offer an alternative. The entry of a Chinese brand into a market also means that there needs to be a service network, resulting in new jobs and more logistics needed.

New fuels and fuel saving

Fuel is the major cost component for transporters. Any effort to reduce fuel consumption is welcomed. Scania recently launched the Streamline package in the region. According to Scania this option will give users fuel savings of 5 - 8%. The industry is also working on alternative fuels and energies that along with driver training, fuel saving tyres and other means to reduce fuel consumption will save fleet owners money. And saving money is never a fad. **F**



UD TRUCKS

Quon

Experience the UD Advantage



The Quon from UD Trucks: a vehicle truly built to provide advantage. A reliable truck powered by the fuel-efficient GH engine, it is available with a choice of horsepower ratings.

The Quon is the result of an evolution driven by the expectations of UD Trucks' customers around the world.

Its improved safety, fuel-efficiency, comfort and reliability features are backed by the UD Genuine Aftermarket Solution to support your business and keep your truck working hard for you.

With the Quon, the UD Advantage for your business becomes very clear.

"Going the Extra Mile"

UD Trucks Corporation
12 Tuas Avenue 10 Singapore 639136
www.udtrucks.com.sg