

ISSUE 17 Q4, 2019
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ASIAN BUSES

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MARKET UPDATE

**Sendok Group Makes
their Mark in
Kuantan**

COVER STORY

**Moving up the
Value Chain**

INNOVATIONS

**Being Part of the
Solution with Scania
Ecolution**

LAUNCHES

**TC Truck Sales
Launches King
Long Bus**

ISSN 2289-8921



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www.wabco-auto.com

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MAN kann.





stefan@asianbuses.com

Over the past years, I have seen some major developments in the industry. In more recent times, electromobility and autonomous vehicle technology have taken centre stage. However, I observe that there are now new players in the market and they are challenging the established system. And these new competitors are from the east, from Asia. Also, I see that Asia is the new promised land for many suppliers and they are now moving to gain market share here, where we dwell.

Take for instance the Busworld exhibition in Jakarta. It is quiet fitting that one of the largest exhibition organisers is planting their flag in the heart of South East Asia. I have not spoken to the people behind the show, but I am sure that they have done a lot of market research to conclude that the most populous country in ASEAN is the one place they should start expanding in the east. Riding on that, Volvo is re-launching their buses in Indonesia at the show. Yuki Wu at Volvo Buses in Singapore is excited about this as their products promise to be aligned with the move of Jakarta's city council to push for BRT.

In this issue of Asian Buses we also learn about Foton's buses, which are distributed by Mpire Commercial in Malaysia. No longer just selling trucks, Mpire Commercial is promising the same great product and service for bus customers that they have given to hauliers and transporters. One thing that stands out for me in the interview with them is the pledge to set up a number of service centres. Alongside them is CAM, a Sendok Group brand, that is also vying for customers in the region by

Eastern Promises

offering localised buses that meet the demand of the users. Both brands, coming from Asian countries, promise superior quality and unique service packages to rival their European counter parts. In my interview with Malaysian company TNB, I learned that their mantra is to never let a customer down. An agreement to supply transportation services is something they take very serious as they understand that any disruption of services is reflecting negatively on their reputation.

Perhaps most encouraging is the fact that SC Auto in Singapore has developed their own bus model. As a reputable and well-known coach builder, they have put their expertise into the vehicle and with high-quality components are now becoming a force to reckon with. It is good to see that the local manufacturers are brave enough now to come up with their own ideas as opposed to working with what western brands have to offer.

Within the ASEAN Economic Community there should actually be enough synergies to allow bus manufacturers and their suppliers to strive and to achieve economies of scale to be able to compete with western brands. Perhaps more encouragement is needed? Maybe governments need to encourage our local business owners a bit more to make a promise to develop solutions for Asia in Asia? What I do know is that the markets promise to remain attractive and that those who dare may find it rewarding beyond the reaches of ASEAN.

When it comes to my own contribution, I promise that our exhibition, MCVE 2019, will be an event you don't want to miss. The team is just putting the last touches onto the fringe program and with a fully sold show, there will be a lot to see and do. For those anxious to get in, we have opened the pre-registration and you can let us have your details so your pass is ready for collection at MCVE.

Drive safe and see you soon! 🚗

Stefan Pertz
Editor, Asian Buses

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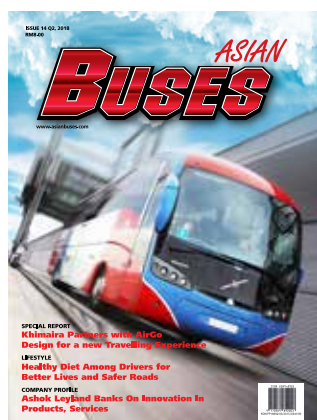
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Sendok Group Makes their Mark in Kuantan

Sendok Group is a Malaysia-based multi-faceted business conglomerate with its principal business in the import-export and trading of used automobile spare parts, trucks, heavy machinery and equipment. It is also the official distributor of the Sinotruk brand of commercial vehicles in Malaysia. On 26 January the company celebrated the opening of its brand new 4S centre in Kuantan. The centre is a collaboration between Sendok Group as the distributor and assembler in Malaysia and TTS Engineering Group Sdn Bhd, a well-established truck solutions provider in Kuantan. The date also marks the 10th year of the company being an official distributor of Sinotruk vehicles.

The launch was officiated by guest of honour Yang Berhormat Puan Fuziah binti Salleh, Member of Parliament (Kuantan) and Deputy Minister in the Prime Minister Department (Religion), accompanied by Gwee Bok Wee, Chief Executive Officer & Managing Director, Sendok Group, Yuan Zhong Bo, Director & General Manager for Southeast Asia and Oceania, Sinotruk International Ltd and Dato' Yap Yeow Ho, Group Chairman, TTS Engineering Group.

The 4S centre, located on Jalan Gambang, will serve as the service anchor point for customers in the east coast region. The centre will provide sales, service, spare parts and body and paint services to Sinotruk's heavy-duty commercial vehicle customers and CAM's light-duty commercial vehicle customers. The CAM brand is the marketing arm of Sendok Group's light-duty commercial vehicles.

According to Sendok Group, it has taken the company six months and a total investment of RM 2 million to complete the centre - which now occupies a total workshop area of 7 000 square feet, supported by a 4 200 square feet warehouse for spare parts.

Yang Berhormat Puan Fuziah binti Salleh commended Sendok group for the effort to further strengthen the economy in the east of Peninsular Malaysia. She lauded the fact that the new workshop will add jobs in the region and that the involvement of Sendok Group in projects in the state ensures that local content is provided to infrastructure.

Gwee Bok Wee, Chief Executive Officer & Managing Director, Sendok Group said, "The opening of our new 4S centre reflects Sendok Group's strategy to expand our business in the East Coast region and to consistently provide reliable services to our customers.



Sendok Group Opens New Kuantan 4S Centre, their first on the East Coast.

"In fact, two of our customers in Kuantan had just recently ordered a fleet of 100 trucks in total. This confidence and trust our customers have given us is truly a great start to the new year. Undoubtedly our new 4S centre will be of great benefit to them, as a one-stop hub for comprehensive sales and aftermarket services.

"Sendok Group is very honored to be working with strong partners which are Sinotruk as our principal and TTS Engineering Group whom we have collaborated with on this 4S centre, and is a reputable and trusted truck solutions provider here. I am confident that together, we will be able to further achieve future growth and provide higher customer satisfaction," added Gwee.

The new centre has 12 bays for truck maintenance work, in which eight bays are for light-duty trucks and 4 bays for heavy-duty trucks. A mobile unit for on-site servicing is also stationed at the centre for fast truck maintenance and spare parts delivery to customers. Other facilities include a special truck and trailer wheel alignment machine imported from Sweden, which can do full truck alignment without needing to decouple the trailer. ■

ASIAN BUSES



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SJK(T) Kangar Receives Mini School Bus


Hino Motors Sales (Malaysia) Sdn Bhd handed over a mini school bus to The Community Chest (TCC) to be presented to the primary school in Kangar, Perlis.

Hino Motors Sales (Malaysia) Sdn Bhd (hereafter known as HMSM) handed over a Hino XZU720L1 Mini Bus to a non-governmental charity organisation at the Hino Malaysian headquarters located in Petaling Jaya. The mini bus was purchased at a specially discounted price by TCC to be presented as a donation to SJK(T) Kangar.

TCC was established in 2011 to promote and support education for the Malaysian community. The organization believes that education will prove to be a strong pillar for development of the future generations. TCC primarily focuses on supporting non-profit learning institutions or those who receive insufficient funding from the community, State or Federal Government. TCC aims to assist in the establishment, development and advancement of such learning institutions to transform and improve the quality of education in Malaysia.

As such, the Parent-Teacher Association (PIBG) of SJK (T) Kangar decided to submit their request to TCC for a school bus when issues arose pertaining to the safety of pupils as well as concerns and acknowledgement on their transportation needs. The mini bus will be used to facilitate the students' extra-curricular activities besides functioning as daily transportation for the students to and fro school. The Association hopes that with the ease of transportation, attendance of the students will improve as well as provide safer travels for the students.

"For the past eight years, TCC has contributed to numerous constructions of school buildings, renovations for the upgrading of classrooms and facilities enhancement projects. This bus sponsorship programme is TCC's first initiative in the area of movable asset contribution and we are glad to have formed a smart partnership with HMSM in providing this 25-seater school bus benefitting the only Tamil school in Perlis" said Mr Tan Kong Han, Administrator of TCC.

Speaking at the handover ceremony was Mr Sreetharan Selvaraju, Chairman of PIBG SJK(T) Kangar. "The arrival of the mini bus will prove to be a tremendous boost for the transportation issues that the students currently face. This is due to the geographical location of the school which is in Kangar while the Indian families in Perlis are dispersed throughout the State such as in Pauh, Arau, Mata Ayer, Jejawi and Kangar. Some of the students need to travel as far as 20km to come to school on a daily basis. Currently, the students are travelling by a temporary van service which will set them back about RM100 monthly. The parents, teachers and students are extremely elated by the arrival of the bus. The students are looking forward to travel comfortably without worrying about the impending transport issues caused by the temporary arrangements. Teachers, at the same time, are relieved from the financial issues arising when sending students for extra-curricular activities. On behalf of the administration of SJK (T) Kangar and PIBG, I would like to express my heartfelt gratitude to HMSM and TCC for making this a reality," he concluded. 



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Relaxation Starts with the Bus Ride

Volvo Buses remain the preferred choice for transportation in Sentosa - Asia's Leading Leisure Destination, in Singapore.

Late 2018, Volvo Buses delivered 6 low entry Volvo B8RLE Euro 6 chassis' to Sentosa Development Corporation. These buses will be used to move tourists within Sentosa, covering both the western part of the island and the eastern side attractions. These newly delivered Volvo B8RLE's are amongst the first Euro 6 low entry buses to be delivered in Singapore.

Sentosa is Asia's leading leisure destination and Singapore's premier island resort getaway. The 500-hectare island resort is managed by Sentosa Development Corporation (SDC) and is home to an exciting array of themed attractions. Welcoming a growing number of local and international guests every year, Sentosa is an integral part of Singapore's goal to be a global destination to work, live and play.

"We are pleased to have secured the order from SDC for supply and delivery of 6 low entry city buses for Sentosa. We are extremely honored that Volvo Buses have been chosen as the preferred partner when it comes to moving people safely and reliably within Sentosa Island. Having delivered our last Volvo bus over a decade ago, we are

proud to have continued this partnership with SDC", says Volvo Buses Singapore Director, Manish Sahi.

Volvo Buses long standing relationship and cooperation with SDC has resulted in 21 of the 24 buses in the SDC fleet being Volvo B7R's and B12B's. Now, the newly delivered B8RLE Euro 6 units will replace ageing buses, including the Volvo B12B fleet.

The 12-meter city buses are built on a Euro 6 Volvo B8RLE chassis bodied by Singaporean based body builder, M/s. Liannex Corporation. The refined chassis paired with good body insulation, provides a smoother and quieter ride for the tourists.

All buses have been packaged with Volvo Service Contracts which will be executed by the Volvo authorized dealer in Singapore. In addition, they are also equipped with Volvo Telematics and I-coaching to help SDC optimize their fleet performance.

Volvo Buses would like to thank Sentosa Development Corporation for the long-lasting partnership and trust. 🇸🇬



busworld®

Busworld South East Asia, a Third New Exhibition for Busworld in 2019 in Jakarta, Indonesia

The first Busworld South East Asia exhibition and congress was taking place from March 20 – 22, 2019 at the Jakarta International Expo (JIEXPO) Kemayoran, Jakarta. These premises are the perfect place for an international exhibition like Busworld. With this new exhibition, Busworld is counting eight exhibitions throughout the world: Europe (Belgium), Turkey, India, Russia, Latin America (Colombia), Asia (China), Central Asia (Kazakhstan) and last but not least South East Asia (Indonesia).

Busworld decided to organise a new exhibition in Indonesia because of the promising bus and coach markets in Indonesia as well as in its neighbouring countries. The exhibition is organised together with Global Expo Management (GEM), who already have a thorough experience with exhibition organisation and the commercial vehicle industry.

Indonesia has a population of 260 million people (40 percent of ASEAN population) spread over 34 provinces with 415 districts. Due to traffic congestion by cars, the government of Indonesia is continuously improving the public transport system with for example a Bus Rapid Transit system in Jakarta, Yogyakarta, Solo and other provinces. The Indonesian Ministry of Transportation has planned for procurement of 3 000 new BRT system buses in the 34 provinces by 2019.

Next to this, the current bus fleet is old and needs renewal. The Ministry of Transportation is in the process of regulating the maximum ages: for buses the maximum age will be 25 years and for tourism coaches 10 years. According to police records there are over 500 000 units of buses in operation on the road with 35 percent of them being over 20 years old. This would mean that Indonesia will need 175 000 units of new buses in the coming years.

Indonesia is also aiming to reach 20 million visitors by the end of 2019. Ten new destinations are ready now. In order to serve this larger number of visitors, forecasts are saying there is a need for 5 000 new coaches by 2019. Coach tourism is the next big thing in Indonesia. Since 2016 coach operators also started to introduce double decker coaches.

Needless to say that Indonesia is a perfect place to host a Busworld exhibition. Didier Ramoudt, President of Busworld International is very convinced about this location "I am sure that the Indonesian bus and coach market is ready for a specialised professional bus and coach only exhibition and conference. Although the bus and truck industry

might be linked through their similar technologies, the markets are completely different. The bus and coach industry deserves a separate targeted approach. Together with GEM Indonesia, we will make this happen!".

During the exhibition, Busworld Academy will be hosting a seminar titled "Making Bus Transport Systems Attractive, Efficient and Affordable in South East Asia". Throughout their existence, Busworld and the Busworld Academy have been a focal point for people who want to find all kinds of information on the many aspects of the bus and coach industry. "Using our worldwide network of exhibitors, operators, academics, journalists, engineers and other contacts, we have always been able to point people in the right direction".

The Busworld Academy has three main objectives, mainly to acquire, bundle and share bus and coach related knowledge about all aspects of the industry, including technological developments to enhance sustainable mobility, legislation, markets and more specialised topics, such as coach tourism. These topics can be categorised in three main fields: Safety, Sustainability and Comfort.

The exhibition is supported by IPOMI, the association of Indonesia's young bus operators and ASKARINDO, the association of bodybuilders 🇮🇩



expo that is multi-faceted – beyond just a trade show. There will be a Rest and Relax (R&R) area to encourage meeting and interaction between delegates and exhibitors. The Scania Driver Competition MCVE Edition will once again return, as well as a variety of fringe programs including seminars and networking sessions”.

Among the highlights of this year’s event is the exhibitor’s ‘Hour of Power’ whereby selected exhibitors are given the ‘power’ to do whatever they like during the designated hour to vie for the attention of the delegates, without having to rigidly comply to the expo’s guidelines.

Some exhibitors are also sponsoring and supporting the key components of the event. Guardian South East Asia and Nittsu Transport will be supporting the R&R area with food trucks to provide free food and coffee. Hengst is the main sponsor of the networking area and Giti Tire will host the lunch for the Asian Trucker Drivers Club members. Shell is the official provider of the fuels and lubricants at MCVE 2019.

“With each event, we continue to discover what makes the expo more innovative, progressive, and interactive for the attendees. We see the MCVE as not just a display of commercial vehicles. It is the ultimate meeting place for everyone that is involved in the commercial vehicle industry, making it this year’s must-attend event”, said Pertz. ■

Malaysia Commercial Vehicle Expo Set for June 2019

Spotlight on the Future of Transportation in Malaysia

The Malaysia Commercial Vehicle Expo (MCVE) is gearing up for its fourth instalment this year with the theme of ‘The Future of Transportation in Malaysia’. The biennial event will be held once again at the Malaysia International Exhibition & Convention Centre (MIECC) from 20th to 22nd June 2019.

The expo which is South East Asia’s largest exhibition dedicated to commercial vehicles, attracted 60 exhibitors and more than 6 700 visitors to the previous edition. Continuing its success, 2019 will see about the same number of exhibitors, many of which were in the past editions of the expo and are the leading players in the industry, taking up an exhibition space of 8,000 sqm to showcase their latest products and innovations in the commercial vehicle market. New major players joining this year’s expo include Tan Chong Industrial Equipment Sdn Bhd (TCIE) and coach builder, Terus Maju Services Sdn Bhd, who are also taking up significant exhibition space.

Stefan Pertz, editor of the Asian Trucker and Asian Buses magazines, and organiser of the MCVE said, “What exhibitors and delegates can expect is an

Events & Exhibitions

Automechanika Istanbul

Date : 4 April – 7 April 2019
Venue : Tüyap Fair Convention and Congress Center, Istanbul, Turkey

Contact Info: can.berki@turkey.messefrankfurt.com
Details : Turkey's Leading International Trade Fair for the Automotive Industry. Automechanika Istanbul 2018 closed with record numbers: 1 351 exhibitors met with 45 979 visitors from all around the world during 5-8 April 2018. Bringing the major players in the Turkish and European industries together, this fair has become a meeting point, for Turkey as well as for the surrounding regions

TYRE EXPO ASIA 2019

Date : 28 May 2019 – 30 May 2019
Venue : China International Exhibition Center, General Services Building, China International Exhibition Centre, 6 East B
Contact Info: ttec@ttec.com.cn Attn: Ms. Zhao Juan
Details : -



15th World Conference on Transport Research

Date : 26 May 2019 – 31 May 2019
Venue : Mumbai, India
Contact Info: <http://www.wctrs-conference.com/>
Details : The aims of the conference are to bring together experts in all areas of transport research from all parts of the world and to stimulate the exchange of ideas in the field of transport policy and practice.
Topic areas of the Conference:
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Freight Transport and Logistics
Traffic Management, Operations, and Control
Activity and Transport Demand
Transport Economics and Finance
Transport, Land Use, and Sustainability
Transport Planning and Policy
Transport in Developing and Emerging Countries
Infrastructure Design and Maintenance

MALAYSIA COMMERCIAL VEHICLE EXPO 2019 (MCVE)

Date : 20 June – 22 June 2019
Venue : Mines Exhibition and Convention Centre
Contact Info: info@asiantrucker.com / +60 12 201 5528
Details : Back for the fourth time, Asian Trucker invites you to be part of the largest dedicated exhibition for commercial vehicles in Southeast Asia. Following the success of the past events, we are returning with the show in June 2019 with a new, more exciting fringe program.

Buyers, purchasers and operators have the opportunity to review the latest offers in terms of trucks, buses, services and components. During the show, relevant government agencies, professional societies, and associations will join the organizer to hold seminars and updates on their products, services and the latest in trucking.

MIMS Automechanika Moscow

Date : 26 August - 29 August 2019
Venue : Expocentre, Moscow, Russia
Contact Info: info@itemf.ru
Details : The exhibition, organized by ITEMF Expo, a joint venture of ITE Group and Messe Frankfurt international exhibition companies, traditionally presents a wide range of products from the leading Russian and international manufacturers, such as AD Russia, AKOM, BOSCH, BREMBO, BRISK, Carvile, Contitech, DAYCO, GAZ GROUP, GATES, DELPHI, Fenox, Gates, JP Group, KYB, MERCEDES-BENZ RUS, LADA-Image, MANN&HUMMEL, Marcon, Mutlu, OPTIBELT, SCHAEFFLER GROUP, SAIPA, SOGEFI GROUP, TENNECO, TMD Friction, VARTA, VALEO, VolgaAvtoProm, ZF FRIEDRICHSHAFEN, and many others. The exposition covers the following product groups: automotive & spare parts, car washing, workshop and filling-station equipment, IT products and services, accessories and tuning.



NACV 2019

Date : 29 October 2019 – 31 October 2019
Venue : Georgia World Congress Centre, Atlanta, Georgia
Contact Info: ibfox@hfusa.com
Details : Mark your calendars again for the North American Commercial Vehicle Show (NACV Show) – the new B2B trade show for the commercial vehicle industry will take place October 28-31, 2019 in Atlanta, Georgia.

The NACV Show is a brand new concept for commercial vehicle trade shows, focusing on fleet decision makers and influencers. The inaugural event in 2017, boasted over 440 exhibiting companies covering more than 370 000 square feet of net exhibition space at the Georgia World Congress Center.

Leading truck and trailer manufacturers and commercial vehicle parts and components suppliers will demonstrate their latest product offerings on the show floor. A new feature will be the addition of Class 4-5 lighter-duty vehicles to bolster our bigger Class 6-8 trucks.





Moving Up the Value Chain

With a unique design and years of experience, Terus Maju Services has carved their name into the list of high-quality coach builders. Asian Buses went to find out what it takes to stay ahead of the competition in the small market segment for coaches.

We are welcomed by K K Loo, Executive Director and co-founder of Terus Maju Services Sdn Bhd. Besides him, gleaming buses with the household names of the industry await us. It becomes clear very quickly that the top bus operators of the country turn to Terus Maju Services for their coach-building needs.

Hands-On Beginnings

Loo tells us that the company has vast experiences in building and operating bus services. This stems from the fact that the business was built from the ground up whereby the expansion was always motivated by the desire to insource services. In 1990, Loo and his brother started a small business with the purpose of offering services to Japanese and Korean factories. As both brothers would be hands-on, driving buses themselves, they would know the ins and outs of the daily operation down to the last detail.

"We know how to operate buses and also how to maintain and repair them. This is extremely important as reliability is crucial." Loo explains that they understood that dependability and reliability is paramount. "If you say you are going to perform a service, you have to do so as promised, no matter what is coming your way. Once you have let down customers, they will no longer trust you and thus look for other service providers." He said that in this line of work, there is no room to make excuses. In order to stay competitive, the company turned to the use of modern equipment early on. In the days before GPS tracking and mobile phones became easily accessible, Terus Maju Services used walkie talkies to keep in touch with drivers. Following their own mantra of providing quality service, they also took to training their drivers to ensure consistent delivery of the service.





Their approach paid out and as the business grew, so did their ambitions. Larger companies and government bodies signed them up for their service and the small enterprise flourished.

Phase II – Insourced Services

Following the success of the transportation business, the brothers looked at the next step to take in order to grow the business. With a larger fleet now under their purview, there was also an increased need for service and maintenance of the vehicles. “We decided that we will insource the servicing of our vehicles.” Loo says that initially, people thought that the plot of land they bought was much too big for their little workshop.

However, those critics were soon silenced as the newly added business unit also attracted other operators to hand in their vehicles for servicing. In this second phase of business expansion, which started in 2006, Terus Maju Services gained further experience as they handled the service and maintenance of a range of bus brands and models. This in turn led to the next step to be taken in the expansion.

Phase III – Full Integration

Having learned a lot more about the intricacies of buses, they brothers decided to take the next leap by utilising their expertise in the design and building of coaches. Obviously, their plot of land was not too big, just that others might not have seen where the visionary entrepreneurs would take the business to.

As the initial base of their buses, Terus Maju Services used Scania chassis. They did so as the safety features built into the chassis made it easier for them to also sell their fully build-up vehicles into Thailand and Singapore. Today, there are some 200 vehicles that leave their yard on an annual basis.



Their core belief in quality service was formed when delivering the transportation services. It is therefore not surprising that the owners also invested heavily in quality control and their ISO certification. According to Loo, Terus Maju Services was the first Malaysian factory bus service provider to be certified according to ISO. One of their initial challenges was that they did not have enough capacity to cope with the order intake, however, they also addressed this issue and eventually overcame it as they wanted to be true to their promises that they will deliver as promised.

When asked what makes their factory bus services unique, Loo explains that they aim at providing vehicles that are very safe and that do not have any break downs. "One of the issues we discovered is that tyres are important and that drivers need to look after them." The company offers training and takes responsibility for faulty parts although those may be supplied by a third party. "We cannot deny a client a proper product or deflect the responsibility to fix any issue. It is us that deliver the finished product and we have to be fully responsible for it!"

Their signature item for buses build in-house is the front of the bus, which they have designed themselves. Aerodynamics are crucial in view of the drive to reduce fuel consumption and their face-lifted buses are developed to assist with that. "Many buses look alike, but you can always tell our buses from others apart. We use a signature headlight with LED daytime running lights. Other bus drivers say that they can always tell that it is our bus as the lights are bright and clearly visible in all weather conditions."

Having moved up the value chain, the company nowadays sees around 70 percent of their revenue coming from the coach building while 20 percent are contributed from the servicing of vehicles and the remaining 10 percent are from transportation of people (still).

Quality Control is Paramount

Having gained vast experience in running and servicing buses, the owners learned that a sturdy bus is crucial for a comfortable user experience. Coaches build in the Terus Maju Services factory sport an extra robust structure. One issue that Loo highlights is that one would need to ensure that the right people are put to task in the right jobs. He said that "The production of a bus is relatively simple. With good documentation, many workers can do this kind of job easily. However, the quality control is an entirely different issue. This is where the really good people need to be assigned as they can spot issues with the quality and rectify them before the bus is being delivered to a client." One of his secrets to success is, as he says, "Strong documentation of everything we do".

Besides the self-imposed demand towards top quality, vehicles rolling out from the factory have been subjected to roll-over tests, tests under TUV schemes and they have the obligatory vehicle type approval from the authorities. Obviously, the strong emphasis

on quality comes at a cost. However, Loo stresses that the company does not compete on price. "We want to hear feedback to be better and we don't want to compromise on quality and comfort on board our buses."

What is Next?

Having succeeded in three different areas of transport and related business, there might still be some hills to scale and horizons to reach. Loo hints that there might be another push forward. Asked for the secret to success, his advise is to "Always have clear targets and a set path to reach them. Otherwise, you will not be focused and your efforts will not be fruitful. Goals need to be realistic and ambitious at the same time."



TmsBus®





Fatigue Management Training by Asian Trucker and E-Response

It is difficult to assess for yourself just how much sleep loss is affecting you, and how close you are to slipping uncontrollably into sleep. E-Response trainer Jamaludin Sahak explained to our club members what fatigue is and how to address it.

Asian Trucker recently organised a Fatigue Management training for its Asian Trucker Drivers Club members, held at the Asian Trucker office in Kelana Jaya. The training was conducted by E-Response trainer Jamaludin Sahak who has over 13 years of experience driving trucks.

The training was designed with three aims namely to raise drivers' awareness of the dangers of driving while tired; to tackle some of the mistaken ideas that we have about driver tiredness and what can be done to deal with it; and to give drivers a 'toolkit' of simple and effective countermeasures.

Fatigue is responsible for such a high proportion of accidents and considered to have similar effects to being drunk. Research has shown that after only around 18 hours of wakefulness performance sinks to the level associated with a blood alcohol concentration (BAC) of 0.1 percent BAC (the legal BAC for drivers in most countries is 0.05 percent). This means that if someone wakes up at 6am and is still on the road at midnight, they are driving with a level of impairment comparable to that of a drunk driver.

Jamaludin asked participants: "Tiredness and alcohol have comparable consequences for safety, but while drink driving is a social taboo many people will drive while tired. Why?" It is easy to monitor drink

driving because alcohol can be measured on the roadside with a breathalyser. In contrast, it is impossible to measure tiredness on the roadside.

"Fatigue" is defined as the deterioration in mental or physical performance due to prolonged physical or mental work - it occurs even in people who have had adequate sleep. All that may be needed to recover from fatigue is rest. Fatigue-related accidents are likely at certain times of the day and there are also certain groups of people who are prone to these accidents.

Shift workers - Especially on the first night shift because they are unlikely to have slept the day before.



People driving home after a night shift – In this instance drivers are fighting the natural low in alertness that occurs in the early morning plus the tiredness resulting from being awake all night. Truck drivers are prone to tiredness-related accidents because they often work long hours that leave minimal time for sleep and drive during the night when we are naturally least alert.

Men, particularly those aged 18-24 and 50+ - As with most accident statistics, young men are over represented because they often do not take road safety seriously. One reason that older men are prone to driver tiredness is because they are at relatively high risk of a sleep disorder called obstructive sleep apnoea.

Sleepiness can have very severe consequences. It reduces our capacity to perform all types of work - physical or mental. It slows down physical reaction time and mental processing and affects memory. It makes us more vulnerable to making mistakes. Sleep loss and sleepiness can lead to an increased risk of safety incidents and accidents at work.

There are some ineffective products that are available to supposedly help drivers cope with fatigue like aromatherapy devices that supposedly help you stay awake. This device might make your car smell good, but it will in no way alleviate tiredness.

Research has shown that many of the drivers involved in sleep-related accidents did not

recognise they needed sleep, and believed they were well-rested when they were not.

It is a driver's legal responsibility to ensure that he or she is fit to drive and has had enough sleep before commencing work. There are several common-sense lifestyle adjustments that professional drivers can make to improve sleep and general wellbeing.

Eat a balanced diet - The poor diet and sedentary lifestyle of many drivers means that this group has a high chance of obesity and stomach ulcers. To avoid these problems drivers need to ensure that they have eaten a healthy meal before beginning a shift and that they have access to a healthy meal during their shift. Drivers should particularly avoid food and drinks high in sugar as these give a temporary sugar-rush and then leave you feeling sluggish.

Do not go to bed too full or too hungry - Indigestion and hunger pains are not going to help you sleep. Avoid caffeine/ alcohol before bed - Research has shown that even one glass of wine or cup of coffee with dinner influences the quality of your sleep.

To relax, have a warm/bath or shower before bed - A warm bath or shower will not only help you get in the mood for sleep, but research has shown that we fall asleep more quickly if we warm up cold hands and feet.

Exercise regularly - Exercise improves sleep but do not exercise just before sleep as the adrenalin released during exercise can make it difficult to get to sleep.

Caffeine is a stimulant - You can use it strategically when you know you need something to help you stay awake. It will be more effective if you do not use it continuously.

“At work, it is essential that you manage your tiredness on a long-term basis by ensuring that you get regular good quality sleep,” Jamaludin said, providing an outline of how this can be achieved.

1. If you are feeling tired, stop driving.
2. Park somewhere safe - Take the next exit and find somewhere safe to park or stop at the next rest area.
3. Have a couple of cups of strong coffee, followed by a 15 to 20-minute nap.
4. You also need to plan your journeys to include regular breaks at least every two hours.

The half-day training programme was a success, with an engaging trainer and the participants had kept the session lively with a lot of questions and feedback for Jamaludin. 📌

Global Air-ride Suspension Technology from Neway and Corpco



Two experienced companies came together to meet today's high demands in the global bus industry.

SAF-Holland's Neway Air Suspension and Beijing Corpco Technology Development Company came together in providing the latest in air-ride suspension technology for the global commercial vehicle market. As individuals, both companies have access to advanced technologies, engineering and manufacturing expertise, as well as design centres and a wide variety of testing facilities. When combined, they create a complete product portfolio to meet the demands and needs of today's global bus industry. Both Neway and Corpco also have over 50 years of experience, with suspensions operating on buses throughout the world from the USA to China, India and the Middle East.

SAF HOLLAND AIR-RIDE TECHNOLOGY

Durable and Reliable

The SAF-Holland bus suspensions have been tested for their durability and reliability in harsh operational environments. They can also be custom-tailored in accordance to the operational demands of the customers' bus application.

Quality

All NEWAY and CORPCO suspensions are qualified using computer analysis and mechanical testing at our Suspension Engineering and Test Centres. This process

subjects the suspension to thousands of load cycles, including roll, vertical, brake, and steering loads. If required, our new suspensions have and can be subjected to accelerated durability testing at independent proving grounds globally under actual operating conditions to complete its qualification process.

The "Suspension System" Approach

Our steer and drive axle suspensions are designed to complement each other to enhance overall performance and ride quality of the vehicle. Our ride diagnostic services include data

acquisition, analysis, and interpretation to help bus OEMs fine tune their suspensions systems to achieve optimum performance and ride quality.

INNOVATIVE SUSPENSION DESIGNS

Neway ADZ

In configurations from 26,000 to 78,000lbs., the NEWAY ADZ is tough enough for severe duty but light enough for over-the-road usage. Improvements from AD:

- **Lighter Weight -250 lbs**
Simplified design and innovative construction reduce suspension weight by 250 lbs for increased payload capacity and maximum durability.
- **Increased Stability +27 percent**
Enhanced design and components increase roll stability by 27 percent, eliminating traditional bushing design with a one-piece patented Integral Lower Module and a widened design stance provide superior roll stability for high CG applications.
- **Reduced Maintenance +77 fewer parts**
With the introduction of advanced designs and imaginative solutions, like the V-Rod and Integral Lower One-Piece Module technology, the NEWAY ADZ series provides a simplified, straightforward design that reduces component complexity and eight for increased payload capacity and maximized durability.
- **Superior Durability +54 percent**
Advanced engineering and design improve durability and performance by 54%. Built to challenge any environment you encounter.

Neway LSZ13

Steerable Lift Axle with 13.5K capacity, provides BEST IN CLASS when it comes to Package Size, Maintenance, and Performance.

- **17.39" Package Size** – Provides additional frame-rail space for application versatility, ease of installation and service.
- **Super Chamber 4-Second Lift Speed** – Delivers a stronger, faster, and more consistent axle lift force than traditional air spring.

SAF-HOLLAND STEERING AXLE SUSPENSION APPLICATION RANGE

Suspension			Bus Length(m)						
Model	Capacity	Type	<7	8	9	10	11	12	>13
 F300 251	3-4.5T	Tour bus City bus	✓	✓	✓				
 F450 226	3-4.5T	Tour bus City bus	✓	✓	✓				
 A5B	3.8-6.3T	Tour bus City bus	✓	✓	✓	✓	✓	✓	
 F400 2001	4.5-6T	Tour bus City bus			✓	✓	✓		
 F55A 401	4.5-6.5T	Tour bus City bus		✓	✓	✓	✓	✓	✓
 F450 401	4.5-7.5T	Tour bus			✓	✓	✓	✓	✓
 F60N 501	4.5-6.5T	Tour bus City bus			✓	✓	✓	✓	
 F60A 401	4.5-6.5T	Tour bus			✓	✓	✓	✓	✓
 F450 601	4.5-6.5T	City bus			✓	✓	✓	✓	✓
 F60N 282	4.5-6.5T	Tour bus			✓	✓	✓	✓	✓
 F450 800	6.5-7.5T	City bus					✓	✓	✓
 F450 870	6.5-7.5T	Tour bus					✓	✓	✓
 F450 614	8.5T	Shuttle bus							✓

* Suspension may be compatible with front engine bus, depends on specific chassis structure

SAF-HOLLAND DRIVE AXLE SUSPENSION APPLICATION RANGE

Suspension			Bus Length(m)							
Model	Capacity	Type	8.7	8	9	10	11	12	≥13	
 R12K 140	1.2T	SUV	✓							
 R15K 160	1.5T	Tour bus	✓							
 R26-33T	2.6-3.3T	Tour bus	✓	✓						
 R36K 160	3.6T	Tour bus	✓	✓						
 R40K 160	4T	Tour bus	✓	✓						
 R45-4.5T	3.5-4.5T	Tour bus	✓	✓						
 R50K 160	5-6.5T	Tour bus City bus	✓	✓						
 R60K 160	7-11T	Tour bus	✓	✓	✓	✓	✓			
 R70T	7-9T	Tour bus		✓	✓					
 R70K 160	7-9T	Tour bus City bus	✓	✓	✓					
 R90K 160	9T	Tour bus		✓	✓					
 R110K 160	9-13T	Tour bus			✓	✓	✓	✓	✓	
 R110G 628	11-13T	Tour bus City bus			✓	✓	✓	✓	✓	
 R130G 628	10-14T	Tour bus				✓	✓	✓	✓	
 R11-12T	11-12T	Tour bus				✓	✓	✓	✓	
 R13T	13T	City bus						✓	✓	
 R11.5T	11.5T	Tour bus City bus				✓	✓			

- Rolling Lobe Air Springs Positioned at an Angle – Provides increased stability, ride quality, and precise steering.

- Spherical Bearing Kingpin Design – Eliminates thrust bearings and the need for shimming and reaming, greatly reducing service requirements.

Corpco R90C

Steerable Lift Axle with 13.5K capacity, provides BEST IN CLASS when it comes to Package Size, Maintenance, and Performance.

- Advantage for the final customer (end user) The positioning of the rear air springs allows for storage of spare battery near rear wheel. In order to do this Corpco needed to develop a J beam as a traditional C beam would not allow the extra storage space they required.

- Advantage for the vehicle manufacturer. Allows storage space for spare battery.

18M LOW ENTRY BUS OFFERING

1 Steering Axle Suspension: F65G 602

- Capacity: 4.5 to 6.5 tons.
- Wide air bag spacing design for roll stability.
- Non-torque reactive design helps maintain proper kingpin caster angle for good handling stability and reduces tire wear.
- Bottom V rod ensures that the axle has no lateral movement during axle travel.

2 Tag Axle Suspension: M110G 628

- Capacity: 11 to 13 tons.
- Wide air bag spacing design for roll stability.
- V rod ensures that the axle has no lateral movement during axle travel and distributes braking and acceleration load force equally.
- Low mounting height.
- Great ride comfort.

3 Drive Axle Suspension: R130G 628

- Capacity: 11 to 13 tons.
- Wide air bag spacing design for roll stability.
- V Rod ensures that the axle has no lateral movement during axle travel and distributes braking and acceleration load force equally.
- Non-torque reactive design helps maintain proper pinion angle to reduce driveline vibration and noise while improving driveline component life.
- Great ride comfort.

18M LOW FLOOR BUS OFFERING

1 Steering Axle Suspension: F65D 880

- Capacity: 6.5 to 7.5 tons.
- Designed for low busses.
- Short upper control arm save space for aisle.
- Max. 53° wheel cut for tight vehicle turning radius.
- Improve ride comfort and handling stability.

2 Tag Axle Suspension: M110G 626

- Capacity: 11 to 13 tons.
- Designed for low busses. It enables busses to have step-free entry and exit at all doors, which increases passenger comfort.
- Wide air bag spacing design for roll stability.
- Low installation cost.

3 Drive Axle Suspension: R130G 601

- Capacity: 11 to 13 tons.
- Designed for low busses. It enables busses to have step-free entry and exit at all doors, which increases passenger comfort.
- V rod control arm ensures that the axle has no lateral movement during axle travel.
- Optional pinion angle and ratio.
- Low installation cost.

13M TOUR BUS OFFERING


1 Steering Axle Suspension: F65D 801

- Capacity: 4.5 to 7.5 tons.
- Axle and suspension integrated system saves space.
- Wide spaced air bags provide exceptional roll stability.
- Max. 50° wheel cut for tight vehicle turning radius.
- Sub-frame low installation cost, and improved installation accuracy.
- Improve ride comfort and handling stability.

2 Drive Axle Suspension: R130A 003

- Capacity: 9 to 13 tons.
- Wide air bag spacing design for roll stability.
- Non-torque reactive design helps maintain proper pinion angle to reduce driveline vibration and noise while helping increase driveline component life.
- V rod upper control arm distribute braking and acceleration load force equally through chassis frame rails and ensure that the axle has no lateral movement during axle travel.
- Improve ride comfort.

3 Tag Axle Suspension: T65N 411

- Capacity: 6.5 tons.
- Air bags located under frame rails for exceptional ride quality.
- V rod upper control arm distributes braking and acceleration load force equally through chassis frame rails and ensures that the axle has no lateral movement during axle travel.
- Parallelogram linkage design helps maintain proper kingpin caster angle and wheel space while helping reducing tire wear. 

SAF-HOLLAND TAG AXLE SUSPENSION APPLICATION RANGE

Suspension			Bus Length(m)						
Model	Capacity	Type	<7	8	9	10	11	12	≥13
 F65D 880	3.8-6T	Tour bus							✓
 M110G 626	6.5T	Tour bus							✓
 R130G 601	6.5T	Tour bus							✓
 R130G 601	6.5T	Tour bus							✓
 T65N 411	6.5T	City bus							✓
 F65D 801	9T	City bus							✓
 M110G 623	11T	Shuttle bus							✓
 R130G 606	11T	City bus							✓
 R130G 606	11T	City bus							✓





Asian Trucker: Tell us about your visit here in Malaysia.

Niels Kirn: I look after the Middle Eastern and Asian markets, and we are looking into growing our South East Asian market. We appointed our first channel partner in Malaysia, with this new development, we are very excited to bring our business to Malaysia.

For me it is very important in the first few months to not only build a network around potential customers but also, I would like us to contribute to certain task force by sharing our knowledge and experience that we have built and gained in other regions, that we think could work in Malaysia. We can contribute in efforts to improve road safety in general because we think we have seen a tremendous success in other countries and we do believe that we can do the same here in Malaysia, so that is the main target for us in Malaysia besides to do business here.

AT: MiX Telematics had just appointed W-Locate Sdn Bhd as its local Malaysian partner in 2018. What have you learned so far through this partnership?

NK: Every country has their rules and regulations and as a global company, we respect and are more than happy to abide by these rules. We have been working with the relevant authorities and I am pleased to say that everything went smoothly. We are now in the position to start rolling out and to implement our systems for the first customers here with our local partner. We hope to be able to share our expertise and knowledge to help our customers, safety consultants, government agencies and other relevant industry players improve their businesses and road safety in Malaysia.

Mix Telematics Ready to Roll in Malaysia

Asian Trucker writer Farezza Hanum Rashid caught up with Niels Kirn, the Head of Sales and Marketing of Mix Telematics for the Middle East and Asia during his very brief visit to Malaysia, where he spoke about what MiX Telematics has in store for the local market.

AT: How is the progress in Malaysia so far?

NK: We are concentrating on getting the infrastructure right. We have just obtained the certificate and are good to go. This good news has brought me here to Malaysia to meet with the relevant parties to help strategize on rolling out smoothly. We also have one of my corporate sales managers frequently travelling to Malaysia and Singapore to be in the market, build the network, raise awareness of MiX Telematics and like I said before, to bring our expertise to help improve road safety levels. In Indonesia we have established a significant client base already, a strong local partner and built strong presence and we would like to replicate the same strategy in Malaysia.

AT: Heavy vehicles are often attributed to road accidents in Malaysia. How would MiX Telematics play its role here?

NK: We have successfully prevented accidents in other countries throughout the last decade. With decades of experience in working with various customers of different business types, we have accumulated extensive experience in understanding the need of our customers in terms of business profitability and the overall safety standards internally and externally. I believe with our long running success, we can share our knowledge with everyone here. It is a learning curve for everyone, we learn, we improve for the better and I believe road accidents can be prevented if everyone plays a part in making it work.

MiX Telematics has solutions that can not only detect bad driver behaviour but change such behaviour which is an important step in road safety. With our solutions we improve driver behaviour and we categorise them into red and green like the traffic light. Obviously, the green drivers are the ones that everyone wants to see and the red are the ones that need improvements in some areas and that can be done through training whether it is classroom

theory-based training or online training where we can spot weaknesses and allocate modules to turn those weaknesses into strength.

AT: MiX Telematics has the technical solutions but how do you approach fleet owners who want to keep their cost low?

NK: We look at fleet management not only to improve road safety which is our main aim but while we improve driver behaviour with our solutions, we have a direct correlation to efficiency. Based on our experience and proven records, implementing our solutions will directly lead to fuel efficiency where companies will see great cost cutting potentials.



However, that is not the only pillar that we can tackle in terms of efficiency - an improved driver behaviour is also a lesser accident rate as we have seen massive improvements in terms of reduction in accident. You do not only have a system where you can track and categorise the drivers, but you also have training in place to improve the drivers.

AT: What about fuel price and efficiency?

NK: We are exposed to different countries' different fuel price systems whether it is floating on a weekly or monthly basis and these are variables that you cannot influence. These are variables given by the governments and the regulators. What we can do is improve the driver's behaviour which can lead to an improved fuel efficiency. It is a process that MiX Telematics and the customers must do together, it is very important for us to not only have the units installed in the vehicles but to also provide customised report and deliver actual intelligence. We do not just retrieve data from the vehicle and give it to the customer because that will be overwhelming for them. We will sit with them and understand their targets and based on that we will create reports that they can understand. For example, point out the bad drivers that are costing them money and what they should do about it, if they want to save money by reducing fuel consumption.

AT: Let's talk a little bit about the environment and CO2 emissions. How would you approach fleet owners regarding this?

NK: If there is a certain target on CO2 emission, we can help that by reducing the fuel consumption and this we have successfully proven over the years by using our solutions, so there is a correlation with that also. The more we help you reduce your fuel consumption, the less CO2 emission you put out there.

AT: What else can Malaysia expect from MiX Telematics?

NK: We want to be a key player in improving road safety in Malaysia. MiX Telematics is not going to change the road safety by itself, we need the entire industry and the government to work together but we are very happy to contribute to the task

force or to share our experience and knowledge that we have collected over the. As I mentioned earlier, we have now succeeded in getting the certification and appointed our local channel partner for Malaysia, I believe our products, services and experience will be advantageous to all parties.

AT: This solution is not an entirely new technology in Malaysia, so what is different about MiX Telematics that can attract new local customers?

NK: We certainly have the background, knowledge and expertise to cater for global customers. We can handle a global footprint and together with our local partners, we also have a close local approach. The first line of support is done by our local partners and we have backup key managers to handle the bigger accounts. We also have a 24-hour hotline service. We have the ability to manage global accounts successfully and we are certain that we are able to do so in Malaysia with our local partner.

We create an entire ecosystem - we manufacture hardware, develop software platform and we integrate by using other technologies like fatigue or distraction management. We integrate these into our platform and combine them for our solutions, so that the fleet owners will have one software that has everything at a glance.

AT: Any other additional comments for our readers?

NK: Safety is one of the key pillars of MiX Telematics and we would like to share our experience and contribute to improving road safety in Malaysia. We've participated on and held round tables, forums, talks with relevant agencies previously in other regions and we hope we can replicate this in Malaysia as well.

Now with our local partner and local customers that we got lined up, we are very excited to get going and take it from there. We have the solutions and we are excited to roll this out in Malaysia. 🚀



MAN Celebrates Handing Over 1 000 Buses in Singapore

MAN Truck & Bus has delivered 1 300 chassis for city buses to Singapore over the last eight years. In late October 2018, the 1 000th vehicle was symbolically handed over to its new owners.

Modern high-rises, luxurious hotels, traditional neighbourhoods, street food markets and temples are all signature parts of Singapore's cityscape – as are the MAN buses that move locals and tourists through this engrossing urban landscape. Since 2011, MAN Truck & Bus has delivered some 1 300 vehicles to its local importer, ST Engineering Land Systems (STELS). "Thanks to the successful partnership with STELS, MAN Truck & Bus has been able to evolve into one of the strongest brands in the Singaporean commercial vehicle market in recent years," says Christian Schuf, Head of Sales & Product Bus at MAN Truck & Bus Asia Pacific.

Handover

The 1 000th bus was symbolically handed over to the Land Transport Authority (LTA) during Singapore Business Night in front of around 800 guests invited by ST Engineering Land Systems. "We are delighted with this success – but also with the important contribution we and our vehicles make towards efficient and sustainable transport in Singapore," explains Rudi Kuchta, Head of Product & Sales Bus at MAN Truck & Bus.

"Our success is built in part on meeting the diverse needs of our customers with an extensive product range," Rudi continued. Specifically, 12-metre rigid buses, 18-metre articulated buses and 12-metre double-deckers are all based on MAN Truck & Bus' city bus chassis. These are assembled by Malaysian body manufacturer Gemilang.

A Major Order

"Just last year, MAN Truck & Bus Asia Pacific received a major order for 500 double-decker and single-decker buses for Singapore – selling more vehicles in the process than ever before in a single year," Schuf notes. The A95 six-wheel low-floor chassis, which the double-decker city bus is based on, is fitted with a Euro 6 engine that produces 320 hp (235 kW), in addition to a six-speed ZF EcoLife gearbox.

Residents and the environment are both respected due to the vehicles' low noise and exhaust emissions. A safe and comfortable driving experience is ensured for both drivers and passengers thanks to the electronic brake system (EBS), along with ABS, ASR and the electronic stability programme (ESP). The lower deck contains a wheelchair space. In addition, special seating is available for older people and passengers with reduced mobility. The low-floor double-deckers, specially engineered for the Asian market, are used on urban routes.

New Concepts

"In close partnership with STE Land Systems and body manufacturer Gemilang, we are constantly working on new concepts, including three-door versions for an improved passenger flow and an optimised interior layout for higher passenger capacities and lower vehicle weights," Schuf explains.

Customers can also benefit from a strong sales partner, comprehensive customer service and on-site training. "The numbers prove how well this is received: In recent years, we have not only sold more than 1 000 buses in Singapore, but 1 000 trucks as well. We are proud of this remarkable success story," says Christian Fischer, Head of International Key Account Bus at MAN Truck & Bus. ■



CAM Gears Up For 2019

Founded in the 1980s, Sendok Group started by dealing in the used parts trading business. From there on, it gradually expanded into selling reconditioned trucks as well as assembling and rebuilding of all kinds of commercial trucks. In 1991, the company ventured into the trade of import-export and wholesale of all types of used engines and automobile spare parts, while establishing its extensive sales and marketing network in more than 30 countries. In May 2009, Sendok Group ventured into the sales and distribution of new commercial vehicles, providing even more offerings to its customers.

Today, amongst other brands distributed by Sendok Group, is their own local brand of vans called CAM. These vehicles are assembled locally at one of their assembly plants located in Klang. The brand CAM has been around since 2009 and the company will be celebrating the 10th anniversary of the brand this year. The launching of the Co-Star minibus at KLIMS 2018 signified the company's first venture into an entirely different segment: buses.

As to why they chose to opt for the Co-Star as their first foray into the segment, a company spokesperson said that this vehicle is one of its kind in the segment; a mini-sized bus that can be registered as a private vehicle. An advantage is that customers can save themselves the hassle of having to send the vehicle for inspection every six months. More adventurous users that are thinking of converting their vehicle into caravans will be delighted to hear that they can save themselves some pennies by registering their vehicle as a private vehicle.

Drivers of the Co-Star will also be glad to know that they do not need a special commercial vehicle licence to drive this model. A Competent Driving Licence (CDL) will do. This makes the process of hiring a driver easier for some. The

With more launches expected for the year, Sendok Group is ready to take on the market with their latest offerings.

smaller size of the vehicle, which makes it easy to manoeuvre, will come in handy when zipping in and out of the roads of Kuala Lumpur or any other congested and tightly knit urban landscape.


The company will consider introducing other variants of buses in the future. CAM is targeting to sell 200 units of the Co-Star this year. Citing slow response at the beginning of the year, the company has only managed to accomplish 20 percent of



the target at the time of the interview in mid-February. However, the company is positive that they will be able to achieve the target as businesses slowly pick up after the Chinese New Year holiday.

"2018 was not the best year for us, but 2019 will be better as we expect the economy to stabilise. As most of our customers are in the tourism industry, many of them shared with us that the number of tourists decreased tremendously last year. In 2019, we expect more tourists to visit Malaysia and with more projects kicking in, we anticipate how 2019 will unfold," shared Chin Li, Head of Sales and Marketing.

The Co-Star was specifically made the same length as the Placer-X van, already present in the CAM vehicles line-up. This was done to ensure customers who upgraded to the Co-Star from the Placer-X will find the length the vehicle familiar. However, the Co-Star is slightly taller to give passengers maximum comfort and a panoramic view outside the vehicle. The Co-Star is targeted at customers who are willing to pay more for comfort compared to the more economical usage of the Placer-X.

The Placer-X is one of the best sellers from CAM. The vehicle was introduced in 2011 with the first unit being put on the road on the 2nd of December 2011. The company is planning to introduce the 2019 version of the Placer-X sometime in March. The upgraded vehicle will come with a 5 years or 200 000 kilometres warranty as well as equipment upgrades, all with no extra cost. The company will be announcing more events and launches in the near future. 

Mpire Group Drives New Vans into The New Year

Mpire brings more to the table with two fresh launches.



Mpire Group, the official distributor of Foton vehicles here in Malaysia, recently launched its two vans. These are the View C2 Panel van and the View CS2 18-seater van. The vans were introduced to the market in conjunction with the launch of its 3S Centre in Glenmarie late last year. A couple of months after the launch, Asian Buses caught up with the company's management for an update. We met with Mr Lau Yit Mun, Group CEO at the well-equipped 3S centre in Glenmarie.

We wanted to know what makes those two variants their preferred choice as the first models to address the needs of the Malaysian market. Lau shared that the View C2 Panel van is powered by an Isuzu 2.5 litre turbo diesel engine. Dubbed by the company as an ideal solution for passenger and cargo mobility, the C2 Panel van is highly modifiable to suit any needs. Amongst the most common applications of the View C2 are cargo transportation, ambulances as well as delivery and courier services which will prove to be a fitting vehicle with the rise of online shopping.

The View CS2 18-seater van is powered by a mighty Cummins ISF 2.8 litre diesel engine. It is also fitted with a modern Electronic Control Unit and an Exhaust Gas Recirculation system which allows the van to operate with higher efficiency whilst maintaining a low carbon footprint. With strong anti-collision

bars, a collapsible steering wheel and dual airbags amongst other safety features, it is no wonder that the vehicle is hailed as one of the safest vans in the domestic market.



Equipped with a 3H high-strength body and strong anti-collision bars, the View CS2 provides its driver and passengers with maximum protection in the event of a collision. It also features an emergency roof escape hatch and a hammer can be found in the vehicle should there be a need to break open the windows in the event of an emergency. The View CS2 is the first van to be equipped with an escape hatch compliant with UNECE R107 regulations in Malaysia.

Mpire Group is optimistic that they will be changing the way Malaysians perceive Chinese vehicles. China made trucks, especially Foton in particular, have improved tremendously over the last decade to be on par with other international automotive brands. "Some 20 years ago, one would mostly likely scorn at the mention of Chinese quality. However in these few years, Chinese manufacturers the likes of Foton have proved themselves to be equally capable to their European counterparts in producing a safe, comfortable, efficient and green vehicle. The Chinese market is becoming increasingly demanding too. I believe that the quality is prominent to our customers, which is why they are willing to invest in Foton vehicles from us," shared Lau. The vast improvement in the truck segment is to add to the trust in vans and buses made in China Lau opines.

Sharing with us on his outlook for the year, Lau is optimistic that they will achieve the targeted sales of 1 000 units. "We are in the midst of reviewing some tenders and things are looking bright for us. Sales is picking up and

I am confident that our target number will be met. Customers who have bought the vehicles have given good feedback on the vehicles. To further prove to our customers that we are confident in our vehicles, we are considering on introducing a five year buy-back programme for our corporate customers, similar to what we are currently offering for our trucks. However, the programme needs further revision and will be introduced to our customers at an appropriate time."

Prior to this, most users of Chinese vehicles would most likely encounter some difficulties when they need to buy spare parts. This has made some users reluctant to purchase vehicles from Chinese brands and opt for Japanese vehicles instead, which have long been present in Malaysia. To counter this problem, Mpire has purchased RM 1 000 000 worth of spare parts from Foton to ensure that they are readily available to their customers.

To further enhance customer satisfaction, the company has worked out a 24/7 rescue service, which can be reached via a toll-free number. Furthermore, Mpire Group has appointed PKT Logistics to handle and manage its spare parts distribution. As one of Malaysia's largest logistics company, the collaboration with PKT Logistics allows spare parts to be delivered within 48 hours, to any location.

In addition to that, Mpire is the first company to be providing prospective owners with a five years or 150 000 kilometres (whichever comes first) warranty for its vehicles. The company is also looking forward to the opening of its two brand-new showrooms in Butterworth (northern region) and Johor Bharu (southern region). These are expected to be ready by the first quarter of 2019. The opening of the two showrooms will allow Mpire Group to cover all regions of Peninsula Malaysia as well as provide much-needed support to its distributor network across the region. 



Being Part of the Solution with Scania Ecolution

With E-Mutiara being the first company in Asia to adopt Scania Ecolution, others are enquiring how they could also help the environment while increasing their profits.

Malaysian companies are becoming more responsible and bolder in addressing environmental issues, if before this they were lackadaisical about it with excuses like cost or lack of awareness and skills. One of Malaysia’s leading bus operators, Konsortium E-Mutiara Berhad (E-Mutiara), had recently adopted Scania Ecolution, with more transportation companies also showing interest.

Scania Ecolution is a bold commitment to reduce carbon dioxide (CO2) and reduce fuel consumption. We describe it as “bold” because transport industry players must first admit that they are part of the climate change problem and not everyone is willing to do so. However, with Scania Ecolution, the transport industry can also be part of the solution.

By reducing fuel consumption, transporters will increase their profitability while by reducing CO2 emissions, they can increase their sustainability image. This vision is based on three focus areas namely alternative fuels and electrification; safe and smart transport; and energy efficiency.

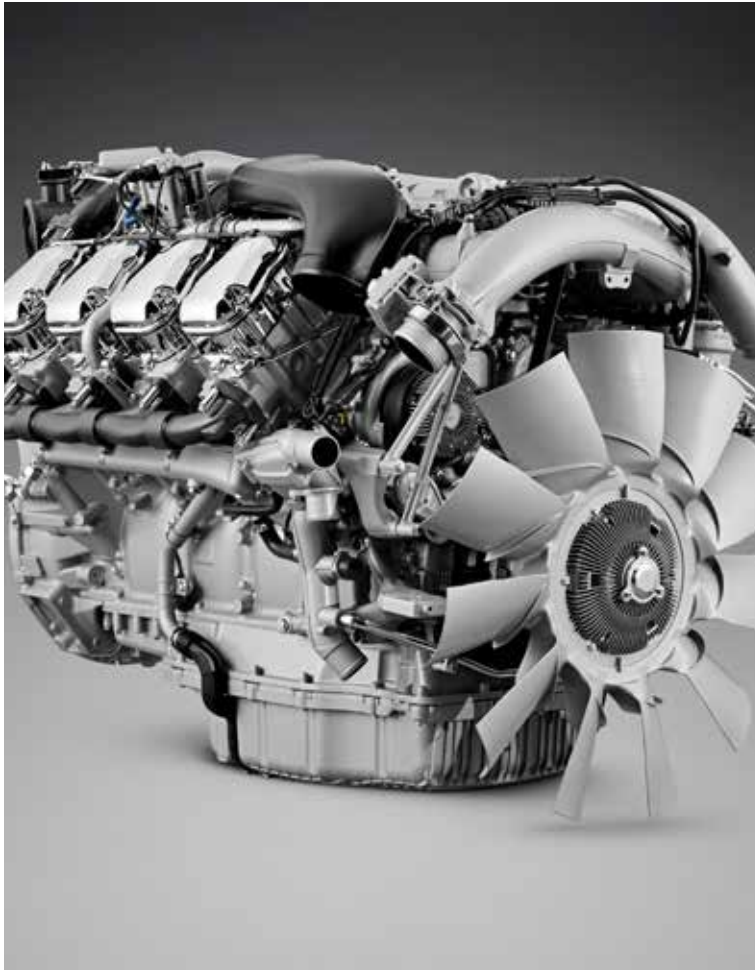
To make the goal attainable, it must also be realistic therefore companies will discuss and agree on the targeted fuel and CO2 reduction with the Scania team, based on their current Fleet Management System (FMS) data and/or by comparing to reference data when possible.

After a target is set, Scania Ecolution managers will take inventory of the customer’s vehicles and specifications to look for possible optimisations or specify which efficient new vehicles the customer can use in their transport operation to attain the said target. Currently, all Scania vehicles sold by Scania can run on B10 diesel without further adaptation where normal warranty

applies. When running on B10 diesel – which comprises 10 percent biodiesel and 90 percent regular diesel – there will be no impact to existing customers with regards to warranty. Also, there is no additional costs incurred as no additional equipment is required for vehicles sold by Scania to run on B10. However, to succeed in the Ecolution programme, the FMS Control package and Maintenance Contract are a must.

Customers need not worry about staying on the Ecolution track as Scania will follow up on their progress on agreed intervals and via agreed methods be face-to-face meetings, phone calls, email notifications or text messages. If customers are facing any difficulties, Scania will offer solutions customised to their needs.

Scania Southeast Asia Business Development Director Ian Tan said even in the markets where legislation is not pushing for a sustainability focus, Scania found that the larger fleets are the early adopters of a



Scania Ecolution also allows customers to focus on their operations even if their Ecolution targets are high, because it is Scania's job to figure out what will benefit the customers' operations and what may not. Scania will handle that part so customers can focus on reaping the benefits of their businesses.

With E-Mutiara leading as not only the first company in Malaysia, but in the entire Asian region to adopt Scania Ecolution, Tan said there are more transport companies for both buses and trucks showing interest and inquiring about it. However, according to Tan, Scania's target is in the number of vehicles and not number of companies. "We need to move fast not because we want to be the first, but because we are part of the problem and now that we have come up with a solution, we need others to get on board with us as well," he said.

At the agreement signing between Scania and E-Mutiara, Scania Southeast Asia Managing Director, Marie Sjödin Enström said more needs to be done to lower emissions globally to reduce global warming and address climate change. "Scania Ecolution is a solution on how profitability can be achieved without sacrificing sustainability. By working together, we can make it even better. E-Mutiara is truly at the forefront of change as they have always been and will continue to innovate ways to provide the best experience for their customers while taking responsibility to reduce their carbon footprint," she added.

The Kota Bharu based company has subscribed to Scania's Fleet Management System, Scania Repair and Maintenance as well as Scania Driver Training and Coaching to enhance their own service offering and increase their productivity. "We are happy to be collaborating with Scania to achieve our mission of becoming a more sustainable business and reducing our carbon footprint. We believe that this will also be appreciated by our passengers, knowing that they are going green by choosing us for their journey," said E-Mutiara Executive Chairman, Che Ibrahim Che Ismail. ■

sustainability mindset. "Mainly because they need to compete at a larger arena including in neighbouring countries where legislation can be stricter or competing for larger contracts where the customer's customer is more demanding in regard to sustainable transports," he told Asian Trucker in an exclusive interview.

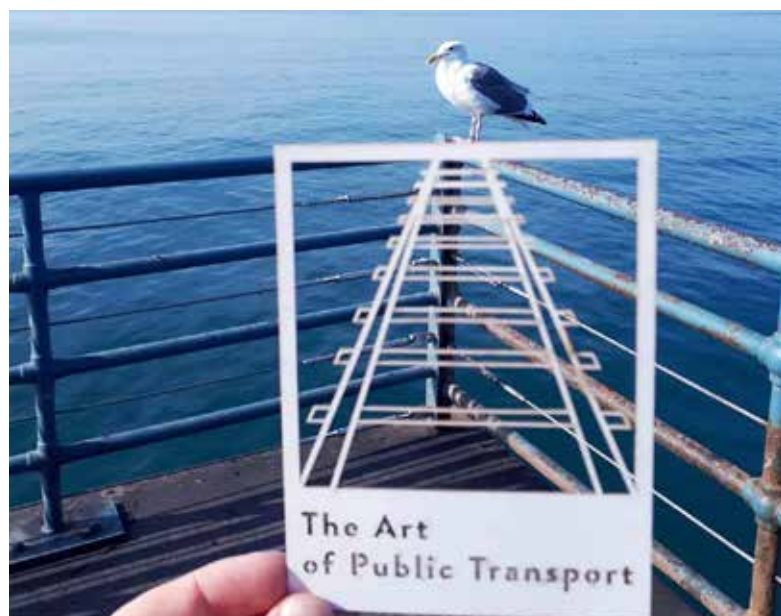
How does a customer choose between sustainability and profitability?

- In terms of fuel efficiency, they do not have to because one is directly related to the other.
- Every gram of CO₂ put out by the vehicles in their transport operation comes from the fuel and since buying that fuel is simultaneously one of the largest expenses for any haulier or transport business, minimising the amount of fuel used means minimising their CO₂ footprint and fuel costs at the same time.
- So, no matter if they do it for environmental or financial reasons, the results are positive for both.

The Scania Ecolution may come with a driver training and coaching service where Scania's trainers are not only highly skilled in driving, but they are also experts on Scania vehicles. "As such we dare say that no one outside of Scania is more skilled when it comes to getting the most out of a Scania, and how to achieve it under any operational conditions," Tan said.

A driver that learned to be supremely efficient a decade ago might not have all the knowledge of today's technological improvements. Sometimes this even involves unlearning muscle memory and instincts developed from years and years on the road and grab this opportunity to improve.

The UITP Global Public Transport Summit



As the only worldwide network to bring together all public transport stakeholders and all sustainable transport modes, UITP and their global membership knows what direction the sector is going in. The UITP Global Public Transport Summit will take place in Stockholm 9-12 June 2019 and is the largest of its kind in public transport and urban mobility and the event where the sector will gather to discuss the current state of play, and what that future will look like.

Leading the debate will be UITP's Secretary General Mohamed Mezghani. Mezghani became UITP Secretary General in January 2018, and although this is his first Summit as the association's head figure, he details his past involvements in various roles within UITP and a public transport and mobility career spanning thirty years. Read all about the next UITP Global Public Transport Summit in our conversation with Mohamed.

The next UITP Global Public Transport Summit will take place in Stockholm. What can you tell us about this edition?

The next UITP Summit will be the biggest edition yet. The Summit was previously held in Stockholm in 1991, where it was known as

the UITP World Congress. The growth and recognition of the Summit is something truly incredible. It has become the largest event of its kind in public transport and urban mobility. In Stockholm we will have 280 exhibitors across 40 000 square meters of space. 2500 participants and attendees will join us in Sweden with more than 10 000 visitors expected per day. These are brilliant numbers! What makes the UITP Global Public Transport Summit the biggest of its kind is that we cover all modes. We have mass transit and shared modes and new players all under one roof. It is also the global reach that makes the UITP Summit special. Our worldwide attendance will reach up to 90 countries. We will also have a rich programme that covers many sectoral topics and will take place across plenary sessions, lunch sessions, poster sessions and exhibition sessions. The 2019 programme will revolve around seven main topics: customer service excellence, planning and governance for improving quality of life in cities, mobility as a service and the new combined mobility paradigm, attracting new talents and skills, operational excellence, funding and finance and harvesting innovation. These will be discussed through plenary sessions and panel discussions. Taking part in these discussions will be hundreds of high-level speakers from around the world, including CEOs, political figures and innovators. So far we have leading names from France, Indonesia, China, Australia, Canada, Kenya and Saudi Arabia, to name but a few. The UITP Summit offers something for everyone, at all times.

The theme for the 2019 Summit is "The Art of Public Transport". What does the theme mean to you personally?

The theme for each Summit edition is carefully selected. The UITP Summit always has a theme which is relevant and special to the host city. "The Art of Public Transport" is not the 2019 theme by chance! It's inspired by the Swedish metro holding the distinction of being 'the longest art gallery in the world'. However, the theme of the Summit is more than just the

artistic aspect. We are also encompassing the craft and excellence in delivering public transport; the engineering aspect, the governance of public transport. We will also cover the latest innovations that illustrates this art. It's also important to emphasize the key role of the people who deliver the state of the art public transport around the world. Our industry colleagues, including the very talented UITP staff, are 'mobility artists' – working every day to showcase public transport. The theme will show and reflect their contribution to the sector. The UITP team has been showcasing their abilities as artists by taking pictures around the world with our stencils – not only does this show the global reach of our staff and membership, but also that "The Art of Public Transport" can truly be found everywhere!

This is your first Summit as UITP's Secretary General. How does this impact your view during the Summit preparation?

It may be my first Summit as UITP Secretary General but it is my no means by first Summit! It will actually be my 11th edition in many different roles. My first Summit was in 1999 in Toronto, which was held two months after I first arrived at UITP. I was also Project Manager of the 2011 in Dubai, the 2013 edition in Geneva and the 2015 edition in Milan. I also supervised the 2017 edition in Montreal while UITP Deputy Secretary General. I was obviously very involved in the day-to-day managing of the Summit. Now I oversee developments in conveying my views and expectations to the very talented UITP team! The planning is going very well and I'm very confident in its success. In fact, the team is organising this edition so well that they won't even need me to have a successful event!

"The Art of Public Transport" is not the 2019 theme by chance...the theme of the Summit is more than just the artistic aspect...we're also encompassing the craft and excellence in delivering public transport; the engineering aspect, the governance of public transport."

As the biggest event of its kind in public transport and urban mobility, how important has the UITP Summit become to the sector?

UITP has more than 1600 members across the globe and the UITP Summit has become so important to the sector that our members consider it a first tier event. This is extremely flattering as they clearly view it as an unmissable event. For exhibitors – it is the event as the UITP Summit is essential to their work. There's the chance to premiere their innovations and to showcase to the industry. Crowds come from all over the world – transport leaders and CEOs - and visitors get to hear them speak and meet them. We also have a growing number of political figures participate, which is very important as it shows that key decision-makers view the Summit as relevant part of their calendar. The wide variety of topics on offer is also covered by the international press and media, with a very strong showing from the trade press. The first Summit was held in 1886, the year after UITP came in to being, and the numerous editions since then have built great credibility to become the best event in the eyes of the sector.



What makes Stockholm the best host for this edition? And what can you tell us about UITP's relationship with 2019 local host SL?

Stockholm is a great city to host the next UITP Summit. It has so much on offer – from being considered the safest city in Europe, to being the second most connected city in the world. Its urban mobility policy is a model in its kind with a balanced urban planning, a multimodal public transport network and car traffic restrictions (with the congestion pricing scheme for example). It also perfectly showcases art in public transport. Our relationship with SL is very strong, we work closely on the Summit. Moreover, our members in the Nordic Countries are actively partnering with SL making the Summit a highlight not only for Sweden but also for Finland, Iceland, Norway and Denmark. UITP only goes to cities with members and committed hosts. We don't want to organise the Summit alone – and as a member-led global association, we don't have to! In fact our relationship with the local member host is so strong that we've always co-hosted with a member since the first edition in 1886!

"The UITP Summit has become so important to the sector that our members consider it a first Tier event... crowds come from all over the world – transport leaders and CEOs – with visitors getting the chance to hear them speak and meet them...key decision-makers view the Summit as relevant part of their calendar."

There will be hundreds of exhibitors, speakers and delegates, as well as thousands of visitors, in attendance over the three days of the Summit. What can they expect to see and experience?

They can expect the opportunity to share the latest public transport developments from over the world. The

sector is changing and these changes will be discussed, alongside the challenges we face. There's a great deal going on in public transport. We have the growing development of new players, the growth of shared mobility, on-demand modes and more. Digitalisation is also changing the sector and needs to continue to be discussed. It's important to all meet together to share the experiences of change with members. All of this will be covered at the Summit – to share, and learn is very important. There's also the chance to meet and to listen to many high-level speakers. In fact, we have more than 100 CEOs from transport bodies speaking in Stockholm.

What do you hope they take away from this edition?

The attendees can learn from the experience of who will be speaking and exhibiting. The networking opportunities are also very important, and there's many on offer during the Summit. UITP organises many, as do our sponsors and our exhibitors. I would say that the Summit is best the way to develop your business by the numerous chances on offer to network. It's also the chance to take distance from daily work – everyone in the sector is very busy all year and this is the chance to realise what is happening and how they can develop their business and come to see the public transport and urban mobility debate first hand.

“There's a global movement to develop and promote public transport, with innovations happening everywhere in the world... Governments are realising that without good public transport systems, there can be no sustainable development and no economic prosperity.”

UITP announced last year that the 2021 UITP Summit will be heading to Melbourne, Australia (June 6-9, 2021). It will be the first time in almost 30 years that your pillar event will be held in the Southern Hemisphere. Is UITP already planning the 2021 edition?

The UITP Summit was last hosted in the Southern Hemisphere when it was held in Sydney, Australia almost 30 years ago. We actually begin organising the next Summit during the host selection process. We discuss with the three candidates (three host candidates are always in the final running). Before we select the host city, we discuss details and have an idea on what the event will look like in the prospective cities: the specifics, the challenges, and the progress to be made. We also leave flexibility to adapt the event to the needs of our members, and also in the market in

the coming months and years. Therefore, we start to organise immediately after the host selection – for Melbourne in 2021, this was in June 2018 when we announced the winning bid to become the next host city. We already have a great deal of support from PTV, the local host, and also many local players. Several global players have already shown an interest at this stage. UITP ANZ is a partner association of UITP, so having UITP ANZ down under is a massive asset to us on the ground. The support is very important.

UITP reaches most parts of the world with its international membership and as Secretary General you travel across the globe to meet with them. What do you learn during these visits and what still surprises you when you see these different cities? First of all, traveling is very enriching. I always learn a lot when I travel and I enjoy the opportunity to meet many different people. There's a global movement to develop and promote public transport, with innovations happening everywhere in the world. It's happening in developed countries and developing countries – innovations are everywhere. The starting points are of course not the same. Different objectives and efforts apply but all countries can share the same challenges. Governments are realising that without good public transport systems, there can be no sustainable development and no

economic prosperity. All cities and countries have the same aims and objectives – they want growth. For growth to happen, there needs to be the right talents and skills. Everyone has to make the best of digitalisation, for example. The more I travel, the more I also see the good image UITP has all over world – this grows our motivation to do more, to achieve more and to best serve the industry, alongside our members.

And finally, can you tell our readers in one sentence why they should come to the UITP Summit?

There's so much to say about the UITP Global Public Transport Summit that you will have to kindly allow me a lengthy sentence!

The UITP Summit is the unique opportunity to learn from peers and to see the latest technological developments first hand; to see high level speakers show commitment to public transport and sustainable mobility and to interact in a friendly environment by having fun in a very nice city like Stockholm and enjoy its white nights! I hope to see all of you join us there in June. ■





How Cheap Should Public Transport be?

There are a few loops in the Klang Valley where passengers can ride buses for free. These are not just in touristy spots, but also where there is a concentration of businesses. People working along the routes can use these to get to meetings, to grab their lunch or to the parking spots where the car is deposited for the day. Unfortunately, I cannot make use of these offerings when I am going to the Asian Buses Headquarters.

Even when I pay for my bus trip, I wonder how it is that the ride is so cheap. Compared to a taxi, the bus is usually only a fraction of the cost. Maybe not as fast or as direct to the destination, but that is not the point. There are dozens of people in a bus, hence, when you add up all the fares, there is a sizeable chunk of revenue. However, that is still never enough to pay for the service and no matter where we are in the world, bus services inside cities are subsidised.

It makes a lot of sense to do so. If bus rides are attractive enough, people will ditch their car, thus reducing congestion and pollution. With buses in place that zip you around the CBD in a fast and efficient manner, one gets more done and more productivity results in higher profits, which leads to higher tax revenues for the government. All of that makes sense. Shouldn't the bus services be free everywhere? Why would city councils still charge users?

I think there are valid reasons for a certain amount due for the ticket. For one, if something is free, it has no value and the perception will be that it is "worthless". Users of free public transport may not value the service as much as they might if they have to feel the pain of paying for a ticket. The other issue with a totally free bus service network is that people that don't use the bus might think it is not

fair. After all, if the bus service is free, the bus captains, infrastructure and the buses will then be fully paid by taxes.

When reaching a critical mass, bus operators may survive on relatively low fares and without subsidies. This could be achieved in densely populated areas where cars are prohibitively expensive. This may be very rare or even unique. Which means that in most places bus operators will depend on the help of the government to cover cost, which brings us back to the question of how much one should pay for the fare.

Personally, I disagree with totally free transportation. While I agree that one has to get to work and back somehow, the comfort and service provided should be chargeable. Even if it is a token amount, it should cost to use a bus to get around town. I would argue that it would improve services in more than one way. For instance, bus operators now have to look at passengers as the paying client who are the real bosses. If you pay for your trip, no matter how little, you are also buying the right to complain, thus forcing the service provider to work harder to get the hard-earned money of the passengers. 📌



Tan Chong Motor's unit TC Trucks Sales launches new King Long bus for multiple applications.

TC Truck Sales Launches King Long Bus

TC Trucks Sales Sdn Bhd ("TC Trucks Sales"), a subsidiary of Tan Chong Motor Holdings Berhad ("Tan Chong Motor") has scored another milestone in its business recently with the Malaysia launch of the new King Long XMQ6120AS bus chassis by China's Xiamen King Long United Automotive Industry Co Ltd ("King Long"). Available in two chassis variants, namely the premium XMQ6120AS-P and standard XMQ6120AS-S specifications, this new bus is aimed at fleet owners and tour and travel operators.

The well-attended launch event was graced by Dato' Tan Heng Chew, President of Tan Chong Motor Holdings Bhd and Simon Xie Wei Guo, Director of Overseas Sales and Marketing, Xiamen King Long United Automotive Industry Co. Ltd.

King Long specializes in the design, research and development, manufacturing, and sales and services of large and medium-sized buses, coaches and minivans. With three large manufacturing bases in China, King Long is one of the largest bus and coach manufacturers and produces more than 20 000 buses and coaches, and 30 000 mini vans annually.

The launch of the new King Long intercity express and tourist coach chassis was the first bus chassis to be introduced following TC Trucks Sales' appointment in June 2018 as the sole and exclusive distributor, assembler and aftermarket service provider of King Long coaches and buses in Malaysia.

Tan Keng Meng, Head of Tan Chong Group Truck & Bus Business Division, said at the launch, "The new King Long XMQ6120AS bus chassis is designed to provide customers with reputable and reliable bus chassis solutions for various applications to meet our customers' business demands. It offers excellent innovation for efficient mobility and better move, and we are very confident this is the bus chassis that will set new benchmarks in bus performance, comfort, reliability, durability and safety, which is a highly essential aspect in the bus industry.

"TC Trucks Sales is extremely delighted to partner with King Long as the sole and exclusive distributor in Malaysia. The introduction of this new bus chassis marks a key milestone for us. Leveraging on our extensive network of branches, quality aftermarket services and capabilities offered within our group, we are confident that we can bring success to the King Long brand and market presence here," added Tan.

Built with high quality engine, the XMQ6120AS-P premium variant chassis is powered by a Weichai 400-horse power engine with ZF's 6-speed automatic transmission. This powerful engine with low speed and high torque boasts two great features which are dynamic performance and lower-than-estimated fuel consumption. In addition, the complete noise, vibration and harshness (NVH) map optimization provides excellent comfort and deluxe experience to both driver and passengers.



Meanwhile, the XMQ6120AS-S standard variant chassis is equipped with a powerful yet lighter-in-weight and compact-in-size Cummins 375-horse power engine with a fast 6-speed manual transmission. This highly flexible power choice also has a fuel-efficient 8.9 litre configuration. With a lighter weight than competitive engines, operators benefit from high performance, strong acceleration, fuel economy and lower operating costs.

Simon Xie Wei Guo, Director of Overseas Sales and Marketing, Xiamen King Long United Automotive Industry Co. Ltd. said, "The new King Long XMQ6120AS bus chassis is one of our latest innovations offering efficient and reliable mobility solutions. King Long is one of the world's largest bus and coach manufacturers with over 30 years of experience in professional bus and coach manufacturing, with an annual production capacity of 50 000. We own top-notch enterprise technology centers, post-doctoral research stations, safety and energy testing centers and institutions, and we are fully committed to creating products that meet global market demands."


"King Long's products have been exported to more than 180 countries and Malaysia is one of the important markets for us in this region. TC Trucks Sales has made a lot of efforts and we are proud that they are our partner here. We believe that in the longer-term future, this partnership will help to introduce more King Long bus products in Malaysia," added Xie.

The new King Long XMQ6120AS bus chassis has undergone stringent tests in accordance with global standards. The bus is fitted with a speedometer that is compatible with the advanced CAN-Bus technology for easy monitoring of all electrical devices and detection of any malfunction details, thus improving safety and reliability.

The bus is also equipped with WABCO's anti-lock braking system or ABS, which is the world-renowned brake control system that prevents the wheel from locking during emergency braking situations. ABS is a highly important system as it helps commercial vehicle drivers to maintain stability of the vehicle and to bring the vehicle to a complete stop within the shortest possible distance and in the safest possible way, thus delivering greater safety.

Other safety features built into the bus include full air brake, front disc brake, six air bags and speed limiter function that has been set at 90 km per hour, in accordance with the regulation set by Road Transport Department, Malaysia.

Built with both the driver and passengers in mind, the bus has full air suspension feature for enhanced comfort. In addition, the bus was also designed to provide a good driving height for better drivability, stability and comfortable rides.

The new King Long XMQ6120AS bus chassis is now open for bookings. In conjunction with the launch, TC Trucks Sales offered a promotional package which include RM 8 000 rebates on bus chassis with three free maintenance service for parts and labor for the first 40 units booked, which 19 units are sealed and sold to four customers namely Five Stars Express Tour & Travel Sdn Bhd, Mayflower Car Rental Sdn Bhd, Pioneer Coachbuilders Sdn Bhd and Siang Malam Travel & Express Sdn Bhd. 

XMq6120AS Series Specifications

MODEL	XMq6120ASS (Standard)	XMq6120ASP (Premium)
PERFORMANCE		
Manufacturer	Xiamen King Long United Automotive Industry Co., Ltd	
Configuration	4x2	
Permissible GVW (kg)	20,000	
Minimum Turning Radius-Chassis (m)	10.6	
Rated Max Speed (km/h) / Gradeability (%)	130 (with Speed limiter, Can pre-set to 90km/h) / 44%	125 (with Speed limiter, Can pre-set to 90km/h) / 30%
ENGINE		
Make and Model	Cummins ISLe375.30	Weichai WP12.400N
Rated Max. Output	375ps (275kw) @ 2,100rpm	400ps (295kw) @ 1,900rpm
Rated Max. Torque	1,550N·m (158kg·m) @ 1,100 to 1,400rpm	1,920N·m (195.8kg·m) @ 1,000 to 1,400rpm
Type	Turbocharged intercooler, 4+valves per cylinder	
Total Piston Displacement (cc)	8,900	11,596
Number of Cylinders / Emission Standard	6-cylinder in-line / Euro-3	
Bore x Stroke (mm) / Compression Ratio	114 x 144.5 (mm) / 16.6 : 1	122 x 155 (mm) / 17.01 : 1
Fuel Injection System	ECU controlled Common Rail	
Lubrication / Cooling System	Lubricant Forced Feed by Gear Pump / Water Cooled	
Cooling Fan	Electric controlled cooling fan	Electronic controlled cooling fan
Max Engine Speed (rpm)	2,330	2,000
TRANSMISSION		
Make & Model	FAST Transmission, 6DS150T	ZF Transmission, ZF6AP2000B
Type	Manual, 6 Forward & 1 Reverse, Fully synchromesh	Fully automatic, 6-speeds
Gear Ratios	1st : 7.04, 2nd : 4.10, 3rd : 2.48, 4th : 1.56, 5th : 1.00, 6th : 0.74, Rev : 6.26	1st: 3.36, 2nd: 1.91, 3rd: 1.42, 4th: 1.00, 5th: 0.72, 6th: 0.62; Rev: 4.24
Gear Shift	Mechanical linkages remote control	Button shift; 5-buttons; DNR123
Gears Position Indicator	-	Gears position indicator at cluster meter
Axle Final Reduction Ratio	3.91	5.13
ELECTRICAL		
Electrical System	24-volt, CAN bus (Controller Area Network) wiring system	
Battery	200AH, 2pcs	Prestolite, 150Amp, 28V, 2pcs
Alternator	Prestolite, 140Amp, 28V	Prestolite, 150Amp, 28V, 2pcs
Warning Indicator	Low oil pressure warning, Signal indicator, Battery charging warning indicator, Exhaust brake indicator, Parking brake indicator, High beam light indicator, Hazard light indicator, Engine overheating warning light & buzzer, Low air pressure warning light & buzzer, Reverse Buzzer	
Meter & Gauge	Speedometer, RPM meter, Fuel gauge, Temperature gauge, Oil pressure gauge, Air pressure meter	
CHASSIS		
Clutch System	Disc diameter 430mm, Hydraulic air power booster assisted, Auto clutch adjuster	
Front Axle	Forged reverse Elliot "I" beam	
Front Suspension	Outrigger air suspension, 2-Air bellows, 1-Levelling valve, with stabilizer bar	
Rear Axle	Full floating pressed steel, Banjo housing, Hypoid gear	
Rear Suspension	Outrigger air suspension, 4-Air bellows, 2-Levelling valves, with stabilizer bar	
Stabilizer Bar	Heavy-duty at Front and Rear	
Shock Absorbers	Telescopic double acting at Front and Rear	
Tires (Front & Rear)	295/60R22.5, 7ps	
Wheel Rim	Pressed tubeless steel rim, 9,00R22.5, ISO 10-studs	
Steering System	Bosch, Hydraulic Power Assistance	
Service Brake	Air Braking Dual Circuits ; assisted by auxiliary braking system	
Brake Type (Front / Rear)	Disc / Drum, Self adjusting brake	
Parking Brake	Pneumatically Controlled Spring Brake Acting at Rear Wheels	
Retarder	FAST Hydraulic	ZF Hydraulic Integral
Auxiliary Brake	Engine Exhaust Brake	ECU controlled Engine brake
Antilock Braking System (ABS)	WABCO system and valves	
Frame	Combination of open channel sections and drop frame; Carbon Steel, ED painted	
Fuel Tank Type	380-L, Stainless Steel	
WEIGHT (KG)		
Chassis Curb Weight	6,812	
Designed GVW	20,000	
Designed Axle Load (Front)	7,000	
Designed Axle Load (Rear)	13,000	
DIMENSIONS (MM)		
Wheelbase	6,050	
Overall Length x Width x Height	12,000 x 2,400 x 1,940	
Front Overhang / Rear Overhang	2,385 / 3,260	
Chassis Height from Ground at Front/ Rear Axle	1,340 / 1,350	
Front Tread / Rear Tread	2,050 / 1,840	
Minimum Ground Clearance	150	

Note : All images are for illustration purposes. As product improvement may be introduced at any time, specifications are subject to be change without prior notice.
*Terms and conditions apply.



Shell Rimula Express Workshops

Asian Trucker got in touch with some companies in the Shell Rimula Express network up north to find out what they thought of Shell products they use in their services.

Tiara Pesona Sdn Bhd

Tiara Pesona Sdn Bhd in Bachok, Kelantan, has been a part of the Shell Rimula Express network since 2017. Managing Director Laili Ismail said he received a lot of positive feedback from the fleet drivers, describing Shell as the best brand compared to other brands they have used before.

"The engines last longer, the colour of the oil remains the same when checked every 45 000km which is our buses' service time and this shows that the quality of the Shell product is the best and most trusted in our books for longer-lasting engines," Laili said.

Laili took over the business in 2009 with zero experience in the transportation industry. He was a constructions contractor before venturing into the field of express bus operations. The company provides an express bus service from its base in Kota Bharu, Kelantan to the whole of Peninsular Malaysia. It also has almost 170 ticket counters under the name "Ekspres Perdana" in all states.

"It took me six months to understand the nature of business of the bus industry and I had to start from the bottom. We only had four buses and 10 employees at the time. Now, after almost 10 years of operations, Ekspres Perdana has expanded its business to the entire Peninsular Malaysia with 82 units of double-decker buses and 300 employees, including 10 maintenance staff," Laili told Asian Trucker. They can be found at Tiara Pesona Sdn Bhd, Lot 50, Mukim Teluk Mesira, 16150 Bachok, Kelantan and are reachable under phone number: 09-7656000.

Jitra Usaha (K) Trading Sdn Bhd

The Jitra Usaha (K) Trading workshop has been around in Jitra, Kedah, has been repairing its own trucks for over 20 years. It has around 40 staff manning 50 trucks and four excavators.



"I have been using Shell lubricants for my trucks for as long as I can remember. I actually don't remember having used other brands before and that just shows how much I trust the Shell brand and products. Even my drivers and mechanics swear by Shell lubricants. When I asked for their feedback, they said they are really satisfied with Shell products over the years," said workshop owner Lee Geng Lam. Their address is Jitra Usaha (K) Trading Sdn Bhd, Lot 6650, KLB31/1, Jalan Kelubi, Kampung Kelubi Luar, 06000 Jitra, Kedah and the phone number: 012-4751198. ■

BYD Named to Bloomberg's 2019 Gender-Equality Index List for Commitment to Advancing Women in the Workplace

BYD ("Build Your Dreams"), a battery-electric vehicle pioneer and global leader with North American headquarters in Los Angeles, is pleased to be named on 2019 Bloomberg Gender-Equality Index (GEI), which "distinguishes companies committed to transparency in gender reporting and advancing women's equality in the workplace." The companies included in the 2019 GEI disclose higher levels of female representation at the executive level, in addition to providing best-in-class policies and benefits to support gender equality. BYD is the only pure electric vehicle manufacturer in North America on the list.

"BYD is thrilled to stand alongside such a group of progressive, world-renowned companies who stand at the forefront of gender equality. Just as BYD is committed to leading the ongoing global green transport revolution, we are also working hard to create more inclusive, equitable workplaces across our company," said Stella Li, President of BYD Motors/North America. "We feel inspired and energized from receiving such high-level recognition for our efforts and will endeavor to continue the great progress represented in this index." ■

ABB Flash-charging eBus Solution Reaches a New Milestone of Half a Million km



In little more than a year, Geneva has turned greener thanks to the ABB flash-charging eBus solution. Electric buses equipped with this solution have covered record 500 000 kilometers, transporting millions of passengers and reducing carbon emissions by about 1 000 tons.

A technological breakthrough developed for sustainable mass transportation, TOSA is the world's fastest charging technology and onboard traction system for high frequency and high capacity bus routes. Not only is it environmentally friendly, it also ensures that the fleet is not oversized to cover for electric buses on stand-by for charging. With TOSA, less electric buses are needed, and

they can be more easily re-deployed to other lines. It takes less than a second to connect to overhead high-power charging contacts, and only twenty seconds to charge; allowing passengers to get on and off the bus as batteries are topped up.

By now an established technology in the Swiss city, ABB's flash-charging eBus solution has been selected by Nantes Metropole and will be launched in France. The world's first 24-meter fully electric bus will go into operation in Nantes – the first time such a long bus will run completely on battery energy.

The new electric buses from manufacturer HESS will run on the Busway Bus Rapid Transit route, connecting the historic center of Nantes with municipalities on the southern side of river Loire. It will increase passenger capacity by 35 percent, enabling sustainable transportation for up to 5 000 commuters per hour. Free from overhead lines, TOSA will also have minimal aesthetic impact on the cityscape. ■



Mpire Asia is launching an exclusive trade-in Program for Foton View CS2. The company will offer a RM 8 000 subsidy for any vehicles traded in with the condition of buying a brand-new Foton View CS2 (other terms and conditions also apply). Besides the subsidy, this package is also inclusive of free two years'

service, free onboard camera, free first year road-tax, free global positioning system and free first four tyres replacement for the a period within 18 months after the purchase and lastly five years or 150 000KM warranty. The Trade in Program is only valid from 28th February 2019 till 30th April 2019. ■

Winston Toh Appointed as Managing Director of Tower Transit Singapore

The Tower Transit Group has appointed Winston Toh as the Managing Director of its Singapore bus operations. He took the reins at Tower Transit Singapore on 1 February 2019.

Winston brings to Tower Transit Singapore over 10 years of experience in corporate leadership. Most recently, he was Executive Vice President and Chief Marketing Officer at ST Engineering (Land Systems) where he oversaw international sales and marketing. He was Deputy CEO of Singapore Workforce Development Agency (now SkillsFuture Singapore and Workforce Singapore), a statutory board of the Ministry of Manpower which worked as a tripartite partner with the National Trades Union Congress and the industries to help Singaporeans upgrade their skills and develop their careers. He was also General Manager of ST Electronics (e-Services) Pte Ltd.

Prior to his corporate career, Winston spent 27 years in the Singapore Armed Forces where he rose to the rank of Brigadier General. He was Commander of 9th Division and Chief Infantry Officer. He has a Master of Science in Strategic Studies and a Master of Arts in Diplomacy.



"Finding the right person to lead Tower Transit Singapore is critical because of how important Singapore is to us. Singapore's reputation as a leader in public transport planning is quickly growing around the world, driven by a forward-thinking government that's actively exploring and testing new technologies in passenger transport. We're proud to operate here; we've sunk our roots and become part of the community, with close to 70 percent of our bus captains being citizens and permanent residents," said Tower Transit Chairman Neil Smith. ■

Sales Success at Daimler Buses in 2018 – Increased Sales also Expected for 2019



In 2018 Daimler Buses enjoyed major sales growth, selling 30 900 buses and chassis worldwide (compared with 28 700 in the prior year). The sustained high demand for complete buses, the slowly recovering Brazilian economy and growth in India were major contributors to this great sales success. The Daimler Buses division was thus able to maintain its position as market leader in the most important core markets EU30 (EU, Switzerland and Norway), Brazil, Argentina and Mexico. Return on sales was 5.9 percent (compared with 6.2 percent in the prior year) and was therefore in line with targets.

Based on the continued favourable market conditions, Daimler Buses expects a major sales increase in 2019. In Europe and India in particular, the Buses division anticipates positive sales development. For the current business year the business unit is aiming for a Return on Sales between 5 and 7 percent.

Till Oberwörder, Head of Daimler Buses & Chairman of the Board of Management at EvoBus GmbH: "At Daimler Buses we're very pleased with the 2018 business year. We've significantly increased our worldwide sales. With the market launch of our fully electric Mercedes-Benz eCitaro, new digital services and our new-generation minibus, we have also taken some important steps toward the future. It was an incredible performance by our international bus team! We have also set some ambitious targets for the coming year and intend to continue growing – not just in our established markets but especially in the world's new growth regions." ■

MAHLE Moves into Wireless Charging

MAHLE has acquired a license package from WiTricity for its magnetic resonance technology. With this move, the technology group can work toward becoming a supplier of wireless charging technology for electric vehicles.

"This addition to the MAHLE portfolio provides us with a crucial element for the long-term acceptance and expansion of e-mobility. We believe this technology offers strong market potential. Our solution will enable fast, reliable, and highly efficient charging," says Dr. Jörg Stratmann, Chairman of the Management Board and CEO of MAHLE.

In recent years, MAHLE has intensified its research in the field of wireless charging. "With the acquisition of licenses for WiTricity's magnetic resonance technology, we're now progressing to the concrete development stage. This will involve our expertise in control electronics, software, and thermal management. In the development of our solution, we're placing

particular emphasis on a modular, compact system that can be upgraded by the customer," says Dr. Otmar Scharrer, Head of Corporate Research and Advanced Engineering at MAHLE.

This means, for example, that the operation of MAHLE's system will be bidirectional. The parked vehicle will act as buffer storage and will be able to feed its energy back into the network—a great advantage when it comes to making the best use of electricity from renewables. A high level of overall efficiency will also be achieved, because the waste heat from the charging process can be used to preheat the passenger cabin, for instance. Moreover, the magnetic resonance technology licensed by MAHLE from WiTricity offers a further advantage. In contrast to the inductive charging method that is currently available—as found in devices like electric toothbrushes, which need to be positioned carefully on their base—MAHLE's system is far more robust. MAHLE will continue to build on this advantage ahead of series production development. ■



Citan 108 CDI - Fuel Consumption: 4.3l/100 km; CO₂ emission: 112 g/km.

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