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MALAYSIA

ASIAN TRUCKER
DRIVERS CLUB UPDATE

Asian Trucker berjumpa
Pemandu-Pemandu Trak

FEATURE

Up close with a big cat:
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is the Key to Growth in Asia

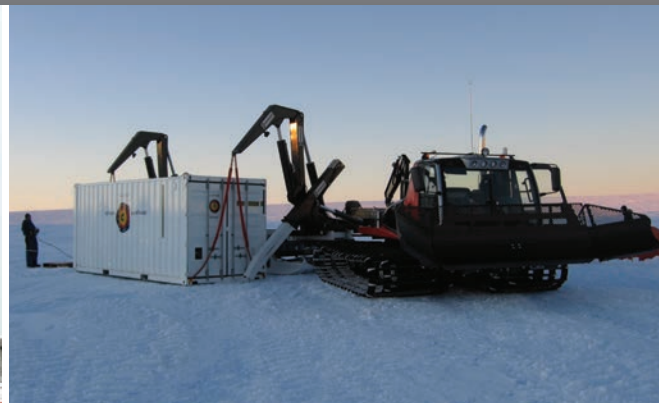
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Beyond the cutting edge with Shell

TRAILER TECH

Fibre-reinforced composites
are setting trends in
materials of the future





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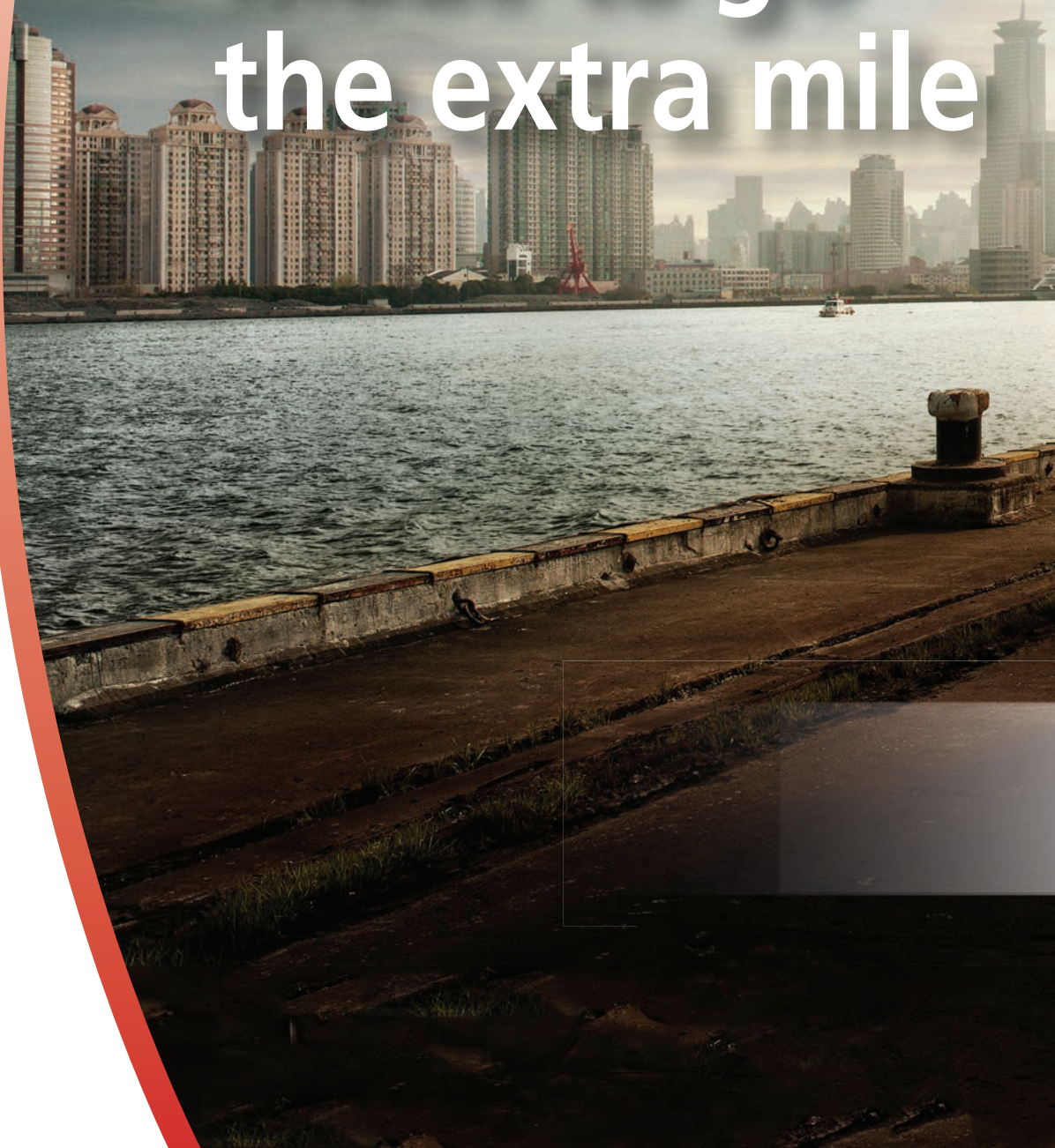
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AG.

Chassis
Double Layer

Rear Axle
Hub Reduction

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Nitrogen Facts - A Competitive Advantages

- Increase 25% more mileages before tread wear
- Nitrogen-filled tyre use less fuel, 3 - 6% increase in fuel efficiency
- Better tyre pressure retention, 4x longer than air
- Reduce tyre running temperature by 20%
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- Superior retreadability per casing, higher casing value for resale
- Lower accident liability due to fewer blow-outs and collateral accident claims
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Nitrogen Inflation System

Specification

- Capacity : 5 - 30 m³/h
- Nitrogen Purity : 95% - 99%
- Operating Pressure : 100 - 170 PSI
- Inlet/Outlet Port Size : 1/2" BSP
- Dimension (LxWxH) : 800 x 400 x 1400 mm
- Weight : 130 kg

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- Fully automatic start-stop, no power required.
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ENSURE THE SAFETY OF YOUR JOURNEY

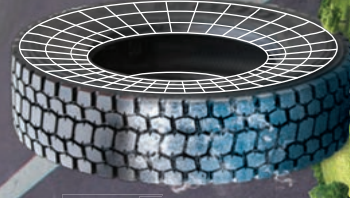
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Going further, strengthening trucking in the region

Recently, we have been getting more involved with numbers. We see more truckers talking about fuel consumption and distances that tyres go. In Manila we saw how far students could travel on one litre of fuel in the Shell Eco-marathon. Meanwhile, TNT Malaysia must have broken all records by running tyres for over 300,000 kilometers on the steer axles. Thanks to Anox's solutions, trucks go even further as we learn from Gurmit, Director of Pengangkutan Aliran Teraju Sdn. Bhd. In another number's game, Volvo Oceania is aiming to put Volvo Trucks at the top of every market. Meanwhile, Ctrack is fast approaching its next milestone of 800,000 units installed. To keep up with all this, we are now publishing Asian Trucker every two months. In addition, we are adding the Asian Trucker Bus Special to ensure that the buyers of some 800 buses a year in Malaysia have all the information they need too. I am also very happy to welcome new team members to Asian Trucker.

No slowing down

While Europe may show some serious signs of a slow down, over here in South East Asia everyone seems to be bullish. More Chinese truck brands are preparing their entry into Malaysia and Volvo's Fuelwatch is seeing record numbers of participants. HINO's Malaysia production is now running at full capacity, making this plant a cornerstone of the South East Asian market. It is encouraging for me to see that the industry is still confident and believes in this market. It is so much more fun to interview people who have a positive outlook on things.

Caution please!

While business might be in top gear, I would like to remind our readers that safety still comes first. There have been some severe accidents recently involving commercial vehicles. Our Asian Trucker Drivers Club will soon host its first event and we are making it a point to speak about tyre safety first. I like the statement of one MD of a truck manufacturer "If you had kids, you would appreciate the safety features of modern trucks." However, I think all of us should appreciate the tremendous advancements that have been made. Now, all we need to do is to make sure all these systems work and are in tip-top condition to save lives when it matters.

Few of us

I have had the pleasure to meet other editors and publishers of magazines for commercial vehicles. During a media briefing in Singapore we were only four, while attending SEM in Manila there were only three titles represented. Naturally, as we share the same passion for anything trucking conversations were easily sparked and notes compared. Sitting back later, I realised that there are just so few of us who write about the trucking industry. Overseas trips are shared between Floyd Cowan (the editor of Asian Trucker Singapore) and myself and somehow everyone is always asking where the other one is. When we have media events with mainstream titles attending, we are usually the ones that people ask about as many can't imagine what there is to "report" about in trucking. To me, this means we need to work even harder to give you the latest, the best content and exciting stories.

While you enjoy this issue of Asian Trucker, I am out in the Middle East to see what it means to pilot trucks through dry and hot countries.

Let's buckle up and drive safe!

Stefan Pertz
Editor



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SAF-HOLLAND shows commitment to Malaysia and the region



Handing over the keys: Alexander Geis (President BU AM) and Joanne Sit (GM SH Malaysia)

Opening of new warehouse marks milestone for company as clients will now have access to wider product range and faster delivery.

SAF-HOLLAND is one of the leading global manufacturers and suppliers of high-quality systems and components for commercial vehicles (trucks and trailers) as well as buses and recreational vehicles. The company's product range primarily comprises axle systems, fifth wheels, landing legs and kingpins. Over 3 000 employees on four continents contribute to the success of SAF-HOLLAND. Well positioned around the world in all important growth markets and offering a broad range of high-quality products the Malaysian subsidiary just saw the opening of a new warehouse as a milestone event, marking the next growth phase in the region.

We met with Mr. Alexandre Charpiot, Vice-President Europe Aftermarket Business Unit, during his visit to Kuala Lumpur for the opening of the new warehouse. He said "SAF-HOLLAND has been in Malaysia for many years. The opening of the warehouse may be the event I am here for, but this is much more than just a ribbon cutting ceremony. As a company, we are now entering a new growth era as we will have a better product portfolio, shorter lead times and alternative products." According to him, this is the continuation of a global strategy, whereby the company aims at having more parts in store to serve customers faster and to be more structured and organised. "With this parts- and operations centre we are getting much closer to our clients" he stated.

Malaysia has been chosen as the central location for the region after a thorough cost and transportation analysis had been carried out. The warehouse will hold parts worth in the region of RM 4.4 Million. With this also comes an increase of headcount to reinforce the ten staff that previously worked for SAF-HOLLAND in Malaysia.



Aiming at becoming a one-stop solution provider, the product portfolio will include brake pads and linings, brake disks and drums, air bellows, shock absorbers and rims to widen the product range available in the local market. In addition, the existing range of landing gears, axles, kingpins, fifth wheels and suspensions will be seeing an increase of stock.

"We are a global supplier and this needs to be reflected in our approach to markets like South East Asia. While we are here, we are also going to visit customers to show our presence and to find out what their future needs are" stated Charpiot. Customers can look forward to more innovative solutions to be introduced shortly as the company is also planning to offer product training for clients and end-users. The next stop after Malaysia for Charpiot is Indonesia where a visit to local partner PT Alun is a key event. But first he and his colleagues are heading for a team-building event to further strengthen the bonds between the teams. **F**



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**Trucks registered between 1st December 2013 and 31st July 2014			
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2nd	Prize x 1	Holiday Voucher	RM10,000
3rd	Prize x 1	Holiday Voucher	RM5,000
Consolation	Prize x 10	Service & Parts Voucher	RM1,000

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*Trucks registered between 1st December 2013 and 30th November 2014			
1st	Grand Prize x 1	Mercedes-Benz C200	
2nd	Prize x 1	Holiday Voucher	RM20,000
3rd	Prize x 1	Holiday Voucher	RM10,000
4th-10th	Prize x 7	Service & Parts Voucher	RM5,000
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Easy on the maintenance, heavy on the duty: Sinotruks for CT Campbell Corporation Sdn. Bhd.



With over three decades in the business, people at Campbell Corporation Sdn Bhd know what matters when transporting dangerous goods.

We met up with Low Seng Ann, and G. Ajaib Singh A/L Gurdial Singh, who are the key people behind the success of CT Campbell. When it comes to transporting dangerous goods, the company is a trusted and proven brand name in the market, having been active for over 30 years. Singh, General Manager - Operation, brings some 32 years of experience to the table. Their first order for Sinotruk's was placed some two and a half years ago after having monitored the progress of the Chinese brand carefully. According to Ann, the purchase was made after the third generation of HOWO trucks arrived in Malaysia, ensuring that the trucks have seen vital revisions. Recently, another order for seven Sinotuks has been placed, further increasing the percentage of this marque among the 80 trucks currently operated by Campbell.

Two components for easy maintenance

Singh explains that there are two aspects of making it easy to maintain a fleet of trucks. He says "First you need to ensure that you have a young fleet. Our trucks are no older than six years. After that you would have more and more issues with repairs, upkeep and breakdowns". In his experience, it pays to be replacing trucks early on as efficiency is key to success. The second aspect, in his view, is the

need for trucks that can be fixed easily. "Here in Malaysia, not every workshop has sophisticated diagnostics equipment and tools. While it is all nice to have a lot of technology in the truck, when you can't repair this quickly and close to the location of a breakdown, then this is of no use." One of the reasons the company is now using Sinotruk's HOWO is the ease of maintenance.

Safety and competition

Naturally, CT Campbell also competes with other transporters. Said Ann "You see, in our industry, safety is a big concern. If a tanker with dangerous goods has an accident it may affect people other than road users. This is why we also replace trucks early on. New trucks obviously have the latest components and are less prone to any failure. Looking at the HOWO, it may not have all the electronics, but inside it is more or less a European truck for the price of a Chinese made one." To ensure the trucks are safe, CT Campbell services them regularly. As trucks are getting bigger and can have higher payloads, safety systems are crucial components. To ensure the safe use of the trucks, the Sinotruk service network and agreements are well prepared to address the needs of transporters. Drivers have also commented positively on the driveability of the HOWO.



Small but competent

Ann said that the company has no ambitions to venture overseas. "If you have a fleet bigger than 100 trucks things start to become complicated. You are better off having a slightly smaller fleet and doing what you do well" he explains this decision. "We liked the Sinotruk Client Appreciation Night. It was a good opportunity to get updates and to meet with fellow transporters. We learned a lot and hope this will be repeated this year" Ann closes. **F**

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HAMMAR breaks new ground



Groundbreaking ceremony for new workshop to be built in Klang marks a milestone in South-East Asia for the company.

Situated near Klang, construction has begun to build a new workshop for the Swedish maker of sideloaders. The proximity to Taipanco also brings the company closer to the world's largest user of HAMMAR sideloaders. Founder and Owner of HAMMAR, Mr. Bengt-Olof Hammar visited Malaysia to break the ground. During his one week long stay he also made the final decision for the main contractor and signed the agreements for the work to commence.


"I have now done this 24 times, with nine occasions where we extended our Headquarters. Usually, my wife is present as well" said Hammar. "Over the past years, I must have spent a total of six months in Malaysia if you were to add up all the visits. We have been here for a long time and we are committed to the region. Here in Malaysia we find good people to work with us. These people share our vision of concentrating on results, not on just being active" he said. This was the first time in the company's history however that a HAMMAR had been converted into an "excavator" for the ground breaking"

The workshop will be a modern building with a stainless steel facade, designed by no other than Hammar's daughter herself, who is an architect. Cost is estimated to be around four million Ringgit with the major part to be spent on tools, such as an overhead crane. Through the workshop, HAMMAR Malaysia will be

able to provide the full range of services. "Our advantage is that we only have one product, we are very focused, but we are in many markets" Hammar said further. According to him, current expansion plans include the expansion into new markets and strengthening existing subsidiaries. HAMMAR overall is striving to find new, better solutions all the time.

"This goes back to the time when we started the business. After my studies at Chalmers University, I was working on an examination job. After that I bought a drawing table and managed to secure financing for my idea. I was also very fortunate to have immediately found customers that liked this innovative idea" Hammar reveals as the history of the company. Today, HAMMAR holds about 60 to 70 percent of the world market for sideloaders.

Chris Joon, Executive Director of Hammar Maskin (M) Sdn Bhd, who was also present at the ground breaking ceremony, was clearly elated. "This gives us a strategic advantage. Our clients will now receive an even better service and we cement our commitment with the construction of this workshop" he said.

Following the family tradition of asking for success, Hammar said that "It is important to have God's blessing for undertakings like these." 

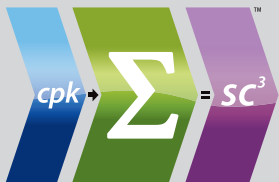


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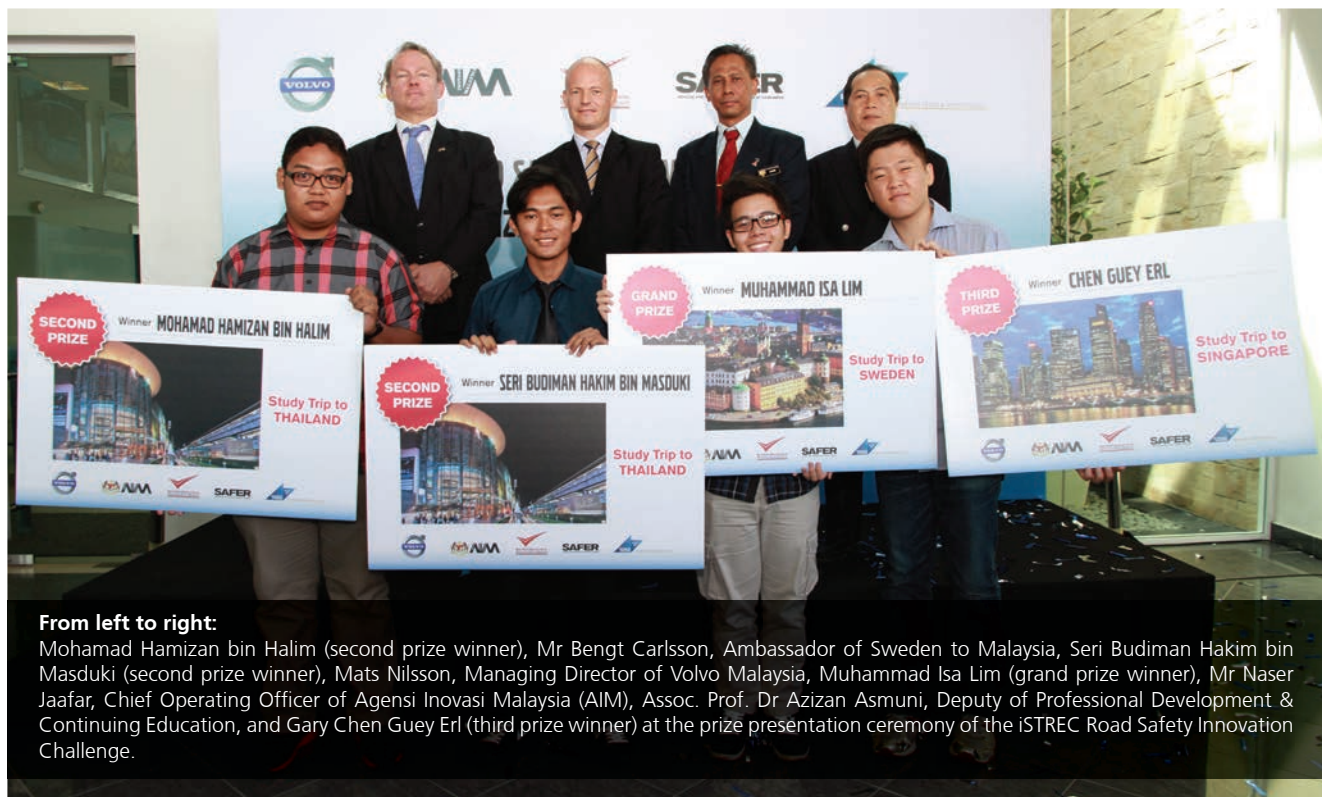
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Volvo awards students with overseas study trips for innovative road safety ideas



From left to right:

Mohamad Hamizan bin Halim (second prize winner), Mr Bengt Carlsson, Ambassador of Sweden to Malaysia, Seri Budiman Hakim bin Masduki (second prize winner), Mats Nilsson, Managing Director of Volvo Malaysia, Muhammad Isa Lim (grand prize winner), Mr Naser Jaafar, Chief Operating Officer of Agensi Inovasi Malaysia (AIM), Assoc. Prof. Dr Azizan Asmuni, Deputy of Professional Development & Continuing Education, and Gary Chen Guey Erl (third prize winner) at the prize presentation ceremony of the iSTREC Road Safety Innovation Challenge.

Four tertiary-level Malaysian students received thrills of their lifetime when they emerged winners of the iSTREC Road Safety Innovation Challenge 2013

The prize presentation ceremony was held on 24 February 2014 at the Volvo Malaysia headquarters in Shah Alam, with Mr. Bengt Carlsson, Ambassador of Sweden to Malaysia, as the guest-of-honour. Winners walked away with overseas study trips to Sweden, Thailand and Singapore for the first, second and third prize respectively.

The challenge, the first of its kind by Volvo Malaysia and its partners in the iSTREC initiative – Agensi Inovasi Malaysia (AIM) and Universiti Putra Malaysia (UPM) - saw Muhammad Isa Lim from Universiti Malaysia Sabah winning the first prize, Seri Budiman Hakim bin Masduki and Mohamad Hamizan bin Halim also from Universiti Malaysia Sabah winning the second prize and Gary Chen from Universiti Malaysia Kelantan winning the third prize. They outshone over 700 entries nationwide to bag the all-expense paid study trips.

iSTREC or “Innovative Solutions to Reduce Crashes between Trucks and Motorcycles” is an initiative and collaboration between Volvo Trucks, AIM, UPM, Business Sweden and Vehicle and Traffic Safety Centre of Sweden (SAFER). Officially formed in January last year, the mandate of iSTREC is to collaborate, seek and recommend solutions to reduce crashes and casualties between trucks and motorcyclists in Malaysia.

“This has been a very exciting project. However, today isn’t the final destination for this but another milestone. We have

to ask now what is the aim of this initiative and how can we implement the findings to make roads safer and also how do we go from here. What are the next steps is what we have to look at. Together with our partners we will work on a continuation of this project,” said Mats Nilsson, Managing Director of Volvo Malaysia.

Throughout the two month-long competition students were encouraged to submit impactful messages in a short video of any style or genre that creatively explore issues associated to road safety that impact modern day lives. The public category consisted of reflective sticker design for motorcyclist helmets. Both categories of the iSTREC Road Safety Innovation Challenge were hosted on UReka (www.ureka.my), an idea crowdsourcing challenge platform driven by Agensi Inovasi Malaysia.

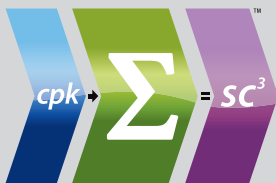
Asked what his motivation to participate was, winning student Muhammad Isa Lim, 21, said “Initially I just simply wanted to support this project. It looked interesting and during the process I got more and more involved and decided to go beyond just supporting the idea, but to put some serious thinking into this. And who knew, I won! Naturally, I agree that my solution is somewhat radical and will need the support from many groups to ensure it benefits everyone in the country. What disturbs me is that it is seemingly always the truck drivers that are being portrayed in a bad light”. Spoken like a true trucker!

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Winners of the student and public categories of the iSTREC Road Safety Innovation Challenge, with organizers Volvo Malaysia, Agensi Inovasi Malaysia (AIM), Universiti Putra Malaysia (UPM) and guest of honour Mr Bengt Carlsson, Ambassador of Sweden to Malaysia

Winners	Winners of the Student Category (Short Video)
<p>Muhammad Isa Lim (Grand prize)</p>	<p>“Highway travel time policy” – This idea looks at a solution from a policy angle. In order to decrease the frequency of clashes between trucks and motorcycles, a policy must be drafted and enforced to separate the two types of vehicles traveling, specifically on highways. Using a combination of existing tracking technology via GPS/toll system and tax incentives, truck companies can be encouraged to transport their fleet at night, when there are far fewer motorcyclists traveling on the road. Truckers that travel during the day will have to pay higher toll rates than at night, and will have to pay premium road tax.</p>
<p>Seri Budiman Hakim bin Masduki & Mohamad Hamizan bin Halim (Second prize)</p>	<p>“Bike Bug” – This idea proposes motorcycles to be fitted with affordable GPS-based transmitter 'bugs' which would be detectable by monitors installed in trucks. When the system detects a possible collision, it sends a warning to the truck driver to take precautionary measures.</p>
<p>Gary Chen (Third prize)</p>	<p>“3rd Eye Project” – An idea for a comprehensive solution to prevent cases of truck drivers falling asleep while driving. The proposal calls for an 'eye-ball monitor', an existing technology that tracks the driver's level of alertness. This system connects not only to an alarm which would sound once it detects the driver's eyes being closed for the usual blinks, but also to a black box that records the incident (for corrective action). The system would also connect to the JPJ to pressure the driver and his employer to take corrective action.</p>

Muhammad Isa Lim’s winning video presentation entitled “Highway travel time policy” looks at a solution from a policy angle. He proposes that in order to decrease the frequency of clashes between trucks and motorcycles, a policy must be drafted and enforced to separate the two types of vehicles traveling, specifically on highways. Using a combination of existing tracking technology via GPS/toll system and tax incentives, truck companies can be encouraged to move their fleet at night, when there are far fewer motorcyclists traveling on the road. Truckers that travel during the day will have to pay higher toll rates compared to travelling at night, and will need to pay premium road tax.

All entries were judged based on four main criteria: innovativeness of the idea, potential and impact on Malaysian roads (specifically between trucks & motorcycles), feasibility and implementation capability, and sustainability.

Summary of Prizes

Grand Prize: A study trip to Sweden
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Second Prize: A study trip to Thailand
3D/2N all-inclusive (flight, accommodation, transport, food)

Third Prize: A study trip to Singapore
3D/2N all-inclusive (flight, accommodation, transport, food) 

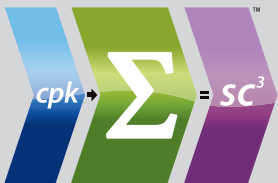
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Fifth instalment of INAPA in Jakarta

We meet a number of Malaysian companies at Indonesia's largest exhibition for commercial vehicles.

The Indonesian market is an interesting one for the commercial vehicle industry. It is a vast country where a lot of vehicles are being sold, distances are long and distribution is made difficult by the fact that there are thousands of islands. The mining industry was up until recently seen as the sector with the biggest growth potential. According to one source, the mining industry has taken a big hit as the world's economy has not been as hungry for raw material as just a few years ago. Held for the fifth time, the exhibition took place in Jakarta from the 19th to 21st March. Walking the isles, one can feel that there is a lot of players from China entering the global arena. Compared to last year, the number of Chinese companies showcasing their products has further increased.

Prominently located we find JK Chin from Anox. His comments were that "This is our first time here, the exhibition is quiet big. This is in line with the market size of Indonesia and we can see that there is a lot of potential here. If you look at Indonesia, it is a large country and long distance transportation is our main audience. Using our product, you can achieve at least 5 % of fuel savings".

Dominating a corner in the dedicated hall for tyres we meet with Tai QiSheng, Head of Sales and Marketing from Glib, who has taken a team to Jakarta to support the local partners. "We are here to give support to our local partners through

branding and marketing. It is simple: if they sell, we sell. The meetings we have had were very good. Our job here is to deploy tools like lucky draws that will convince customers on the stand and get them to make a decision for our products right away".

Also new to the exhibition is Dean Readon from SatNet.com, a company providing tracking devices. Again it is the market size and specific segments that attract them to exhibit. He said "We offer vehicle tracking for mining and long haul. These are the key markets in Indonesia. Our system can track vehicles in real time and in difficult areas, such as jungles. In today's business world, everyone is looking for more efficient ways to run their business. We are offering this efficiency as our system can tell exactly what a truck has loaded, how much and where exactly to drop it off".

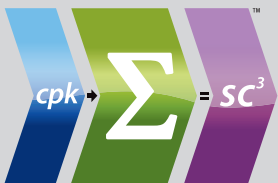
We also meet with the dynamic duo from LAMILUX, Matthias Sommermann and Jean-Michel Goupy, who are exhibition veterans as the company sees events like INAPA as the best way to penetrate the market. We will make sure to see them at IAA in September. Said Goupy "The market is ready for composite materials, it is the raw material of the future. Composite materials have huge potential, however we still need to work on educating the market." The next confirmed stop for LAMILUX in South-East Asia is MIBTC 2015. **T**





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Volvo Trucks embarks on aftermarket campaign for customers

Volvo offers Classic Parts and Filter Kits packages at promotional prices.

Volvo Trucks Malaysia has launched two aftermarket campaigns, the Classic Parts and the Filter Kits and Oil, which consist of packages at promotional prices specially created to serve its customers better and more efficiently.

The Volvo Classic Parts for Classic Trucks campaign offers special pricing for wear and tear parts as well as engine and chassis component to customers of Volvo classic trucks such as the FM9, FM10, FM12, and FL10 models. Developed to create competitively priced parts to second and third truck owners, the Classic Parts campaign is also Volvo's marketing strategy to boost parts sales of classic trucks and older model trucks prior to the FM13.

Available in all Volvo owned dealers and authorized private dealers nationwide, the Classic Parts offerings are of the same 100% high quality and specifications as the Volvo Genuine Parts. Meanwhile, the Filter Kits and Oil promotion offers all Volvo trucks customers 100% Genuine Volvo Filter Kits and Lubricants at value price.

Complementing Volvo's Classic Parts promotion, the company's Filter Kits and Oil promotion was developed to create awareness of quality filtration and lubrication system as well as to increase the product penetration amongst customers. Only available at Volvo owned dealers, this standard package price is

especially beneficial to companies as it helps them manage their budgeting and cost.

"Volvo has its own quality standards when it comes to ensuring customer satisfaction and vehicle uptime. We strive to provide the best in terms of aftermarket services not just to our new and potential customers, but also to our existing and long-time loyal customers. The Classic Parts for Classic Trucks campaign for instance is aimed at customers operating older Volvo models that are not in production anymore, but are still actively plying the roads and require aftersales services at a competitive price," said Gilles Laroche, Vice President Aftermarket, Volvo Malaysia.

"We at Volvo also provide consultation on anything truck-related to our customers as part of our aftermarket service. With the Filter Kits and Oil promotion, we encourage customers to perform filter change and on-time replacements as it helps to optimise truck performance, lifespan and uptime. It keeps a truck in a good condition for best performance and ensures trouble-free operations," added Laroche.

Volvo's Filter Kits and Oil Campaign is running for four months beginning 1st April until 31st July 2014, while the Classic Parts Campaign is a long term project which started on 1st April 2014 onwards. **F**





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The Future in Motion

New Hino 3S Dealer opens in Segamat, Johor - 21st March 2014



Sam Hin Motors Enterprise Sdn. Bhd. is the latest addition of 3S dealer (sales, service and spare part) for Japanese truck maker.

Hino has once again successfully expended its 3S centre and officially declared it ready for the Segamat market. The Managing Director of Sam Hin Motors, Mr Jimmy Tan Leong is very determined and has a very strong belief in HINO's products. The grand ceremony has been enlivened with a lion dance, fire crackers and a gimmick provided by HINO.

Investment in Service

The investment for this newly upgraded 3S Centre building is RM 300,000. The centre has sufficient working bays that enable to provide the services to customer's vehicles. These include four services bays for LVC, MCV&HCV vehicles. Covering an area of approximately 14,000 square meters, HINO's new 3S Centre includes an office for administration. Its workshop for repairs and maintenance – staffed by a team of five skilled HINO technicians – can serve up to eight HINO trucks per day in accordance to HINO's highest standard of quality and safety.

Said Mr. Nobuyuki Tanaka, Managing Director of HINO Motors Sales and Marketing during the event "Considering the growing HINO business in Malaysia,

it is timely that our new assembly plant in Sendayan, Negeri Sembilan has started its operation this month. HINO will supply best fit products to meet Malaysian customers' needs in a timely fashion and with HINO Total Support which brings customer satisfaction".

Appreciation Dinner

Following the launch event was a dinner appreciation night. Guests enjoyed the live band and witnessed Sam Hin Motors Enterprise Sdn Bhd handing over donations to three associations.

These donations were RM20,000.00 to the Association of Motor Car Traders, Segamat and RM5,000 went to haemodialysis organizations. Lastly, a donation to a primary school for an education development process was made.

"The donation has nothing to do with the business, it is not some kind of business strategy. In fact, it is like giving a reward to Sam Hin Motor itself for the achievement today and the donation is to help those who need it," said Mr. Tai Wei Chiang, Director of Sam Hin Motors.



Operational: HINO Malaysia's manufacturing plant



HINO rolls out first vehicle from its new Malaysian plant in Sendayan.



On April 17, 2014, just nine months after the official groundbreaking ceremony, Hino Motors Manufacturing (Malaysia) Sdn Bhd (HMMMY) has rolled out the first HINO vehicle manufactured at its new plant in Negeri Sembilan.

The vehicle was an award-winning HINO 300 Series light commercial vehicle. It was unveiled by HMMMY Managing Director Ikuo Shibano and guest-of-honour, Datuk Takashi Hibi, Deputy Chairman of UMW Toyota Motor Sdn Bhd, at a simple line-off ceremony witnessed by guests and employees.

The state-of-the-art RM140 million facility located on a 170,000 square-meter site in Sendayan TechValley is Hino Motors Ltd's first manufacturing plant in Malaysia and reflects the importance of the Malaysian market as the third pillar of Hino's operations in Southeast Asia.

With an annual production capacity of approximately 10,000 units, it manufactures the full range of HINO products comprising light, medium, heavy duty trucks and buses for the Malaysian market.

According to Mr Shibano, the commissioning of the plant was crucial to Hino Motors' plans and ambitions as the company now has full control of product supply and the flexibility to respond to growing market demand and shorten the delivery lead time to Malaysian customers. HINO products were previously

assembled by Assembly Services Sdn Bhd, the production unit of UMW Toyota Motor.

With employee safety a top priority, the plant is equipped with innovative safety features such as separate static and dynamic inspection areas and a special viewing platform for visitors.

HMMMY is a 58:42 joint venture between Hino Motors Ltd, Japan's leading brand in trucks and buses, and its long-time partner in Malaysia, MBM Resources Berhad (MBMR).

Since 2010, HINO has been the market leader in the overall commercial vehicle segment (4,500 kg and above) in Malaysia.

HINO's main competitive edge has been its ability to offer a complete range of commercial vehicles ranging from four-wheel light commercial vehicles (LCV, HINO 300 Series), medium-heavy commercial vehicles (MCV, HINO 500 Series), prime movers (HINO 700 Series) to buses that are renowned for their quality, durability and reliability. For each model, Hino is also able to offer different chassis variants to suit different purposes.

HINO products are also some of the most technologically advanced in the Malaysian market. It is the first commercial vehicle brand to offer an automatic transmission and six-seater crew cabin option for its six-wheel LCV. **F**





Update on Automechanika Kuala Lumpur

Expanded show expected to attract more than 6,000 visitors offering MAI supports an enhanced "Go Green" zone and confirmed European Pavilion

Automechanika Kuala Lumpur, Malaysia's leading regional trade fair for the automotive industry targeting trade visitors from ASEAN is expected to attract more than 6,000 visitors when it is held 19 – 21 March 2015 at the Kuala Lumpur Convention Centre, Kuala Lumpur, Malaysia.

Commenting on the 2015 show, Ms Fiona Chiew, Deputy General Manager, Messe Frankfurt (Shanghai) Co Ltd said: "To accommodate the projected increase in exhibitors and the high quality buyers, we are adding an extra hall to the show, making a total of four halls. The increased exhibition space reflects the enormous potential of the ASEAN automotive market. It is now the world's second-biggest growth automotive market after China. In particular, the Malaysian car market saw record vehicles sales of more than 652,000 units in 2013 and this is expected to continue due to the competitive pricing of foreign cars and price reductions following market liberalisation."

MAI supports an enhanced "Go Green" zone

As one of the local automotive industry benchmarks the "Go Green" concept was created at Automechanika Kuala Lumpur 2011 to support the goals of "Green Automotive".

To meet industry demands, and to support the Malaysian government's National



Automotive Policy (NAP) for a sustainable automotive industry, Automechanika Kuala Lumpur 2015 will further enhance its "Go Green" concept to cover energy efficient vehicles (EEV), remanufacturing and car care industry sectors.

Confirmation of European Pavilion

Following its success at the 2013 show, the European Pavilion, which aims to encourage European companies to invest in ASEAN's fast growing auto market, will return to the 2015 show.

Figures show that Malaysia is the European Union's second most important trade partner in ASEAN, and ASEAN

is the world's fifth largest EU trading partner. From a Malaysian viewpoint, the EU represents the country's third most important trade partner in terms of geographical areas, after Northeast and Southeast Asia. Furthermore, in 2012, the EU was the largest source of Foreign Direct Investment (FDI) into Malaysia. It has grown from EUR 9.4 billion in 2006 to EUR 24 billion in 2011, the third highest in ASEAN, making Malaysia a key EU strategic partner.

For further information about Automechanika Kuala Lumpur, please visit www.automechanika-kl.com or www.automechanika.com.



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- * Hydraulic system solutions 液压系统解决方案

Life Cycle of Rebuilt Crane



Original State

*Used crane BEFORE rebuilt



Final State

* Finished rebuilt crane

Step 3



* Load Test

* Reassembly

Step 1



*Dismantle all component parts

*Replace all seal sets, faulty parts; Cleaning crane base,inner/outer boom, ram, cylinders



Step 2



*Coating Process

- Base frame, crane column & boom are repainted

Scania Credit Introduces Insurance Motor Operations in Malaysia



Konsortium E-Mutiara Bhd is first Malaysian company to get Scania policy coverage.

Scania Credit (Malaysia) Sdn Bhd (SCMY), a fully owned subsidiary of Scania CV A.B., has signed on Konsortium E-Mutiara Bhd as the first customer for its new insurance service that is part of its proposition to offer tailored packaged financial solutions for the best profitability.

SCMY commenced its motor insurance business in March 2014 and the first customer to sign up was Konsortium E-Mutiara Bhd, which bought a policy each for two of its K 410 EB 6x2 buses.

"It makes perfect sense for Scania to offer insurance services because we speak the same language as our customers, understand the risks and challenges of running commercial vehicles and are able to recommend the right insurance cover for them to take their business even further," said Scania Credit Malaysia's Manager Milan Yang in Pengkalan Chepa, Kota Bharu on 23 April, 2014.

"Through Scania Credit Malaysia we are able to offer a range of flexible and comprehensive

financial solutions that offer local companies predictable costs and manageable risks over the entire life cycle of their vehicles. We also provide attractive financing packages for acquisition of Scania buses and trucks to qualified Scania customers," added Yang.

The Kelantan based Konsortium E-Mutiara Bhd which operates the 'Express Mutiara' express bus service. It links the east coast to all main destinations within Peninsular Malaysia. They use only 30-seats for their single-deck buses and 48 seats for their double-deckers, providing more room and comfort for their passengers

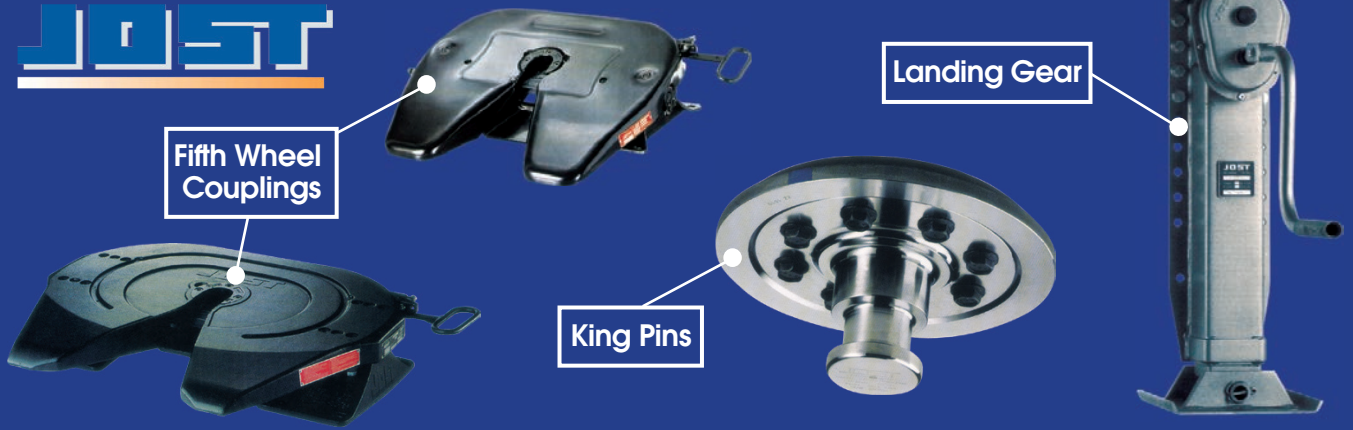
"We have been using Scania buses since 1997 and with Scania's repair and maintenance contract, financing from Scania Credit and coverage from the insurance operations we are benefiting from its one-stop solution that will free us from all our operational problems" said Chairman of Konsortium E-Mutiara Bhd, Che Ibrahim Che Ismail. "All these positive developments have contributed towards our progress and

is in line with our expansion plans so Scania Credit, Malaysia is playing an important role in accelerating our growth," he added.

SCMY has been continuously developing new financing packages capturing the market since it was introduced in 2012. It offers its financial services for all companies across various industries, focusing on small and medium sized enterprises. SCMY projects that up to 40 per cent of Scania Malaysia's annual sales can be potentially financed by it in 2014.

About Scania Credit (Malaysia) Sdn. Bhd.

Scania Credit (Malaysia) Sdn Bhd, a fully owned subsidiary of Scania CV A.B., offers flexible and comprehensive financial solutions package which provides diversified financial services such as hire purchase and leasing for acquisition of trucks, buses and other related products to qualified Scania customers. For further information about Scania Credit (Malaysia) Sdn Bhd and Scania (Malaysia) Sdn Bhd kindly contact +603 7845 1000 or visit www.scania.com.my.



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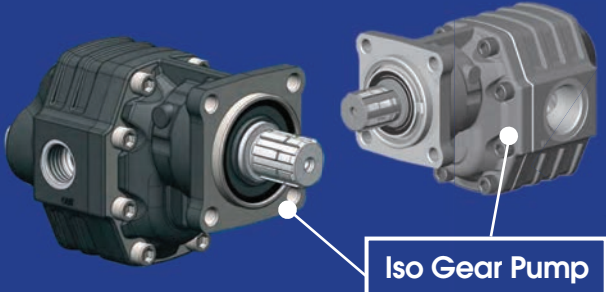


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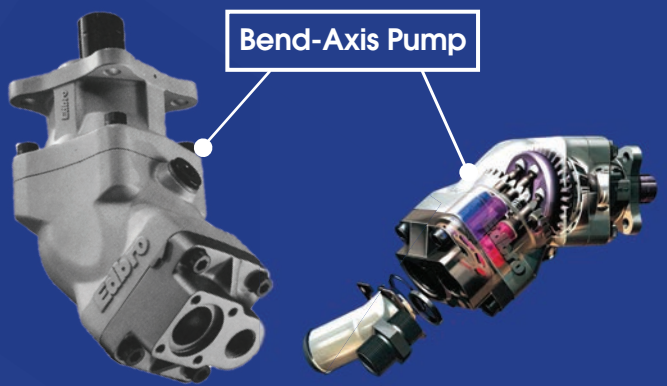
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Scania Thailand crosses crucial threshold

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



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

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

Having set up six service centres and having two mobile service units on the road, an aggressive expansion plan is now being rolled out. By 2016, there will be 16 service centres with five being opened in 2014 alone. Many of those are to be set up in the country side where business is now picking up and transport solutions are needed. In terms of truck sales, Scania is now ramping up as well as they plan to increase the number of units sold from 270 in 2013 to 500 units. With that, Scania is now breaking through the magic 1 % market share threshold.

Having achieved a milestone in terms of market share, Scania has decided that the Thai operation will now be separated from the South East Asian HQ based in Malaysia and will be operating self-sufficiently from this year on. This is so that the new organisation structure can fully concentrate on growing the market share further. “One of the key challenges will be to ensure the delivery of the service standard to be uniform with other regions and to conform with global standards” Phuriwat says.



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

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

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

While heading back to the airport, I am wondering if there will be flight out as air traffic controllers are said to be ready to go on strike, the Scania Siam operation forges forward with ambitious goals in mind. If there is no flight out, I am sure that TNT will give me a lift on a Scania P 380 heading down to Kuala



Lumpur on the Asian Road Network. It will be interesting to go back at the end of the year to see just how much they have achieved.

One of the key components of the marketing effort is the Scania Driver Competition (TNT being a regular participant and winner; Asian Trucker reported in Issue 15). Some 1 000 participants joined last year and the reception has been phenomenal. Scania is proud to say that the competition is supported by the Transportation Ministry of Thailand and that the competition is well known in the market. "From the competition, we transfer skills to the road when drivers carry out their daily work. It is very clear that, in order to be a safe and a good truck driver you need to know two things: the rules and regulations and your truck" he explains. With the Asean Economic Community (AEC) being in place as of 2015, knowing the country's specific rules and regulations will be vital for those truckers that will deliver across borders within the ASEAN region. **T**

Thailand market for specialised vehicles



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

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

Bidding for Work

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

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

privatise services, especially in health care and the environment.

Local Production

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

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

of foreign designs to local habits and practicality played an important role.

Crucial Components Only

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

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

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

Meeting Local Needs

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

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

China Enters the Scene

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

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

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

Chinese Special Vehicles

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

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



Beyond the cutting edge with Shell

Shell Eco Marathon 2014 offers industry a look into the future.

The Shell Eco Marathon has found a fitting framework this year. It is the 100th anniversary of Shell Philippines, the 100th birthday of the Manila Hotel and the 30th instalment of the Eco Marathon. The event has seen some 106 competing student teams in various categories to find out which vehicle is the most fuel efficient. The event is important enough for the city of Manila to close several public roads and to make this a spectacle that can easily compete with motorsports events around the globe. For the first time, Shell included modules for the commercial vehicle industry and trade publications from around the region gather to lap up the insights on what Shell has up their sleeves. We will soon discover that some of this is going beyond the cutting edge.

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

No more 48 Hours - Shell launches new Fleet Card backbone

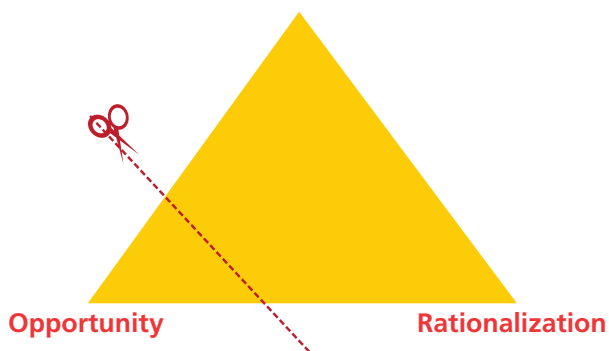
In the last issue of Asian Trucker we reported about FEWS, Shell's Fraud Early Warning System. While it was already at the cutting edge of fleet cards, Shell has taken another stab at it to leapfrog the system and push the envelope even further.

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

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



Financial Distress



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

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

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

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

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

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

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



Beyond cutting edge - Future of fuels and mobility

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

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

Wolfgang Warnecke is Shell's Chief Scientist for Mobility. He works round the clock to help develop innovative fuels and lubricants that can address these challenges and we are fuelling our magazine with his insights. When talking about these issues, it is vital to remember ourselves that Shell is now positioned as



an "Energy Provider", not just Diesel and Petrol. Which is a great start for this session, which will take us to the cutting edge of fuel technology.



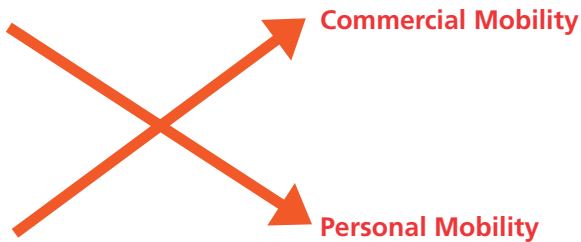
Historically, we have been using Petrol and Diesel for a long time in order to propel our vehicles. Nowadays, we have other products that are being used such as Biofuels, LNG and CNG. We are seeing hybrid vehicles in passenger cars and the same technology is slowly finding its way into commercial vehicles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

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

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



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



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

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



AN INTRODUCTION TO SEM

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

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

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

SEM ASIA

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

HISTORY OF SEM

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

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



Step into the Energy Lab

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

Every visitor was given a RFID card and at each station a selection could be made and stored on the card. Once all

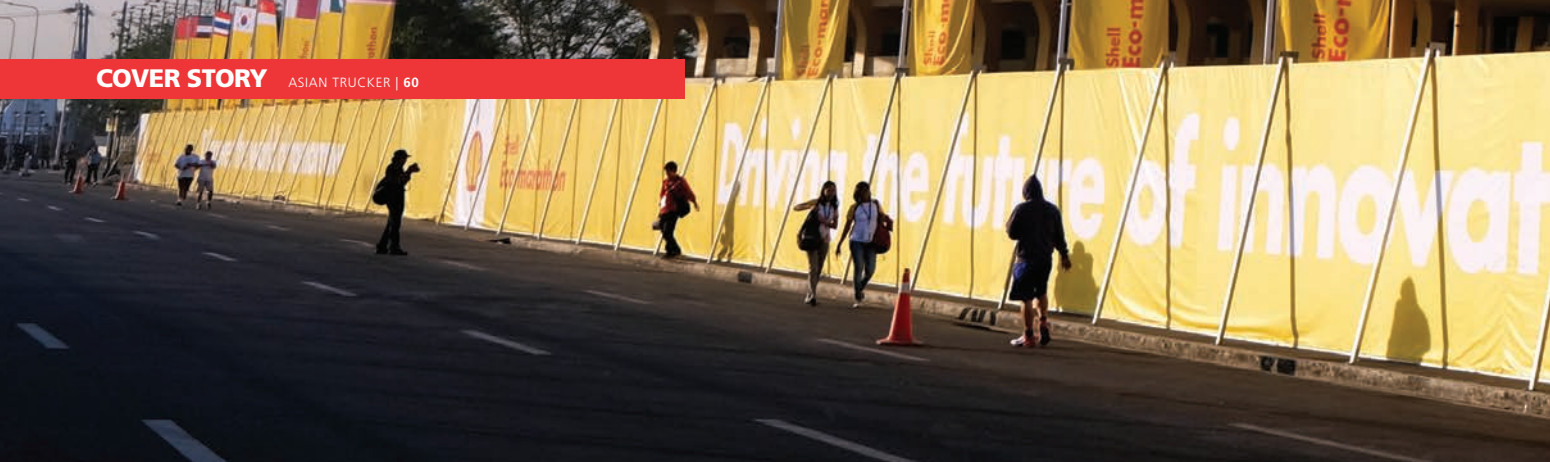
stations had been visited and the data transferred to the card, visitors could upload "Their Planet". Each planet would be the unique combination of choices a visitor has made.

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



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





Fuelling up

We also met up with Mr. Loke Ean-bee, Shell Fuel Scientist, whom we followed for a day in issue 15 of Asian Trucker Malaysia. He shares with us some further insights into the world of fuels.

"We are even holding a Guinness Record for efficient fuels! This tells you a lot about our business. Shell is all about smart products and the smart use of them" he states. In today's world, we also see the creation of smart infrastructure, but it still takes a smart driver to really make a difference. In his view, it is best to follow the "10 Golden Rules for efficient drivers".

He elaborates that "Rule number 3 is possibly the most important. If you are stationary for a longer time, you switch off the engine. That will make the biggest difference". At traffic lights one should shut down the engine when standing for more than 10 seconds. "No, there is no damage to the engine if you re-start it more often" he demystifies this common belief.

Keeping a safe distance will help to avoid excessive breaking and accelerating. Both are also great contributors to fuel consumption. Further, the use of the air-conditioning impacts the amount of fuels used. According to Loke, one possibility is to use the air conditioning more accentuated. In the morning, one may not need it. Or not at least on full blast.

Smart journey management and the use of Nitrogen in tyres further help to reduce fuel consumption and this improves the bottom line of transport companies. Loke mentions that it is not advisable to use additives for fuels. "After all, we are spending millions of dollars to get the formulation right and the fuels to perform at their best. On the contrary, some additives may actually harm the engine" Loke says.

Loke and his colleagues are working on the creation of global products to meet the needs of truckers. To a certain extent, these products are adapted for local, specific conditions. For example, Asian countries are typically more humid and the fuels need to be prepared for this. To become a fuel scientist, one would typically study Chemistry or Engineering before joining the 200 plus Shell Fuel Scientists.





Getting trucks lubricated

In order to meet stringent emission norms, advancements in engine technology and combustion have led to increased demand for high performance motor oils that deliver superior protection and do more to improve performance and engine life. Due to this, from 2011 to 2015, global demand for fully synthetic motor oil (a lubricant consisting of chemical compounds that are artificially made) is expected to grow by 33% (according to Kline and Company report).

Girish Chawla, Shell Lubricants Specialist, gives us an overview and glimpse into the world of lubricants. In line with the fact that

Shell is the only energy provider that has a VP for commercial fleets, the company also set up a special division for the creation and management of lubricants for commercial vehicles. Here, Shell learns from customers to produce HDDOs, the Heavy Duty Diesel Oils.

Chawla gives us a brief introduction by saying "As with everything else we do, we need to ensure that we provide a global product that satisfies our customers. While we call these oils lubricants, they actually have more functions. They also cool the engine, seal, provide anti corrosion, remove wear debris and ultimately help saving fuel."

According to him, the right selection of lubricant can already result in fuel savings of between 0.5% and 1.5%. Shell is using a 4D approach to the creation of lubricants whereby 4D stands for: Define, Design, Develop and Demonstrate. Here we are talking about Synthetic Oils. On a very simple example, Chawla explains this. He takes a glass of water and says "Now you have water in this glass. We define that we would like to have the water "cold" for the next 60 minutes. What we do is to add ice cubes. Through that, we created the characteristics of the water in the glass. Synthetic Oils are created the same way. By adding certain molecules, we achieve a pre-defined characteristic. And the addition of the molecules makes the oil a synthetic one".

Expansion with Shell

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

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

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



Job Profile: Being a driver trainer



We are getting up close and personal with a Volvo driver trainer to find out just how important training for drivers is.

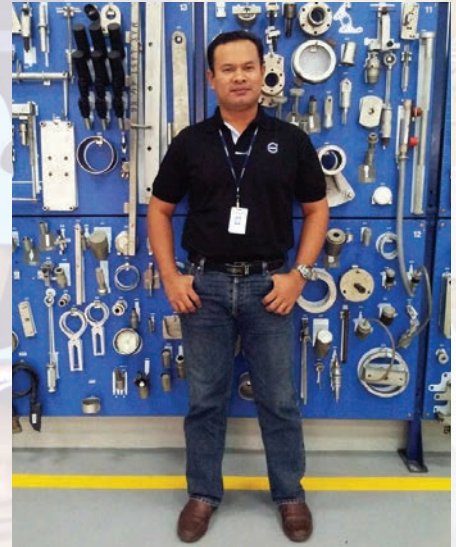
Mr Ahmad Rosdi b Muhammad Ishak is 37 years old and according to him, it is his passion to inspire people in the commercial vehicle industry. In his view, people play a vital role in this sector. He has started out as a truck driver, manoeuvring an oil tanker. He has been a driver for almost six years. Having shown an impressive achievement and commitment, he has been promoted to become a mentor and an evaluator for other truckers by the company he worked for.

Not standing still, Rosdi wanted to achieve more in his career. Therefore, he quit the job and started to take a course to become a trainer. He took two courses which made him a trainer for drivers and trainer for trainers (Train the Trainer program). Anyone taking the course will be evaluated based on physical and mental assessments.

"In my point of view, to become a trainer, a certain skill set is required. It is quite different from that of a driver. It includes communication techniques for example. You need to make the driver understand what you are teaching and you must be able

to explain in the simplest form for the driver. Secondly, there is technical knowledge you need to have and display. With new trucks, technology, laws and legislation, there are many new ideas and lots of new knowledge to share with drivers. You absolutely have to know your trucks and trucking inside and out during the practical training and in the classroom section. Third is interaction skill. You need interaction skill so that drivers develop an interest in learning and gaining more and new knowledge during the training. Last but not least is your appearance. If you look neat and professional you will have a positive impact on your trainees," said Mr Rosdi.

Rosdi's training modules under the Volvo Trucks Driver Development Program, or DDP, require between two to four days to train a driver. Sometimes it can take up to a month, depending on the type of training necessary. He explains that "After the training, we will follow-up with our student with a test and through this test we are able to identify the knowledge level of the student to administer further training."



During the training, there are a few things he will emphasize on in detail. First he will work on the knowledge about braking systems and breaking. This knowledge is imperative as drivers should be familiar with the system build into their trucks to make best use of it. Secondly, he wants the driver to focus on how to reduce the accidents even if mistakes are made by others. The idea is to teach drivers on how to realise potentially dangerous situations and to avoid accidents whenever they can. The hot topic among drivers is how they can avoid accidents when reversing the truck.


Challenges

- The practical training session needs to be as close to reality as possible. It therefore requires areas such as hilly terrain, jungle, mines and any other road conditions in which the drivers operate. These kind of places will test the drivers on their skill of driving in low gear with high traction. As a trainer, he has to give full attention in any given situation during the practical training session.
- Sometimes attitude problems among the drivers may have an impact on the outcome of the training. Some drivers may be older than him and therefore, gaining his trust and respect to accept his instructions and insights can prove tricky.

- Communication problems: Sometimes drivers have a strong dialect which might make it hard to communicate with them.

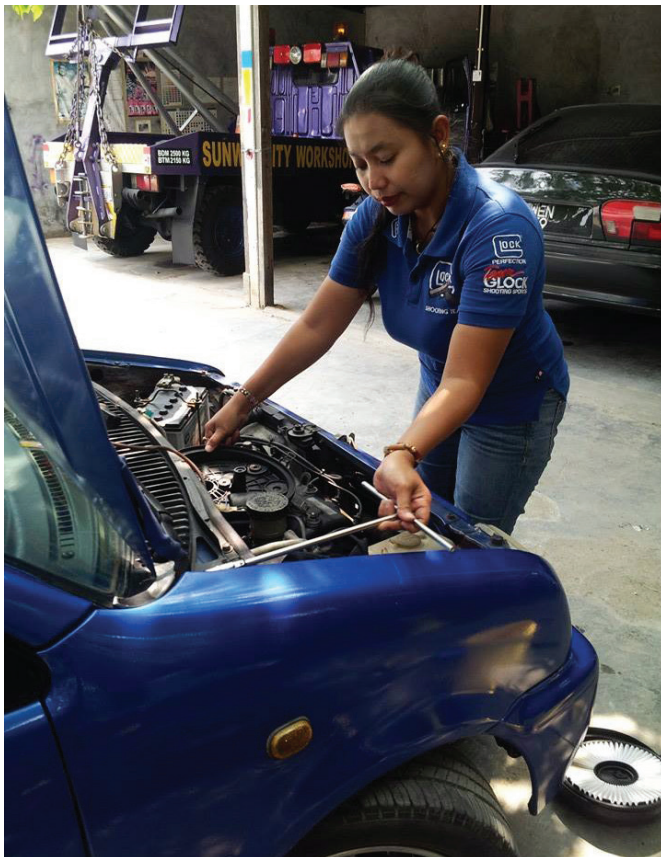
When asked what are the rewarding moments in his job he answers: "As a trainer, you know that they are interested to learn when your students start asking questions. It has to be your duty to fascinate them to learn. Usually the input for my classroom section will be sort of the latest video on YouTube, pictures and a lot of new knowledge. You need to avoid being boring and you have to share something that they do not know. Having been a driver just like them is a bonus for me because I commonly will impress them with my experience."

Besides training drivers, his job also includes attending forums and workshops where he gives lectures and training. As the training sessions depend on the time drivers are available, he does not have specific working hours. He travels a lot and the laptop is his office.

We asked what is the most important reminder for his students he said "Fatigue is the major killer on our roads. If you are tired, especially the long distance truckers, please stop your truck and refresh yourself. You may take a 15minutes nap. I would always highlight this to my students because no one would know what can possibly happen if you close your eyes for one second" 



Asian Trucker meets up with a single mother who drives a tow truck and runs her own workshop.



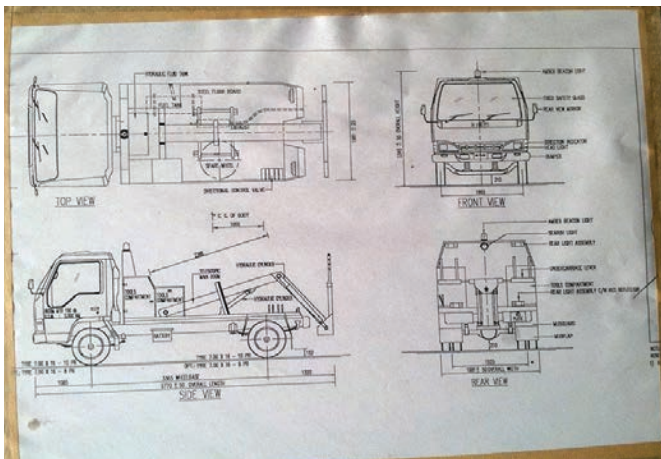
Don't let her long hair and red lipstick give you the wrong impression as this trucker lady is a very capable one. Nurfaezah bt Abdul Rahim, or "Kak Manja" as she prefers to be called is 34, a single mother of one daughter. "I started to have an interest in the automotive field when I was small. Maybe it was because I'm the only daughter in the family and I have lots of brothers. Eventually, I begun to learn about the automotive business with the help from my brothers. Equipped with enough background knowledge and support from my family I opened my own workshop," says Kak Manja.

My Workshop

Although sometimes struggling and the work being stressful, she has now maintained her workshop for nine years. She continues to learn a lot from her brothers: how to find suppliers, deal with customers and most importantly, how to repair cars. Today she handles the repairing part on her own. "This workshop is my pride as I neither took out any loan, nor borrowed someone else's money. I am proud to say that I build this workshop from my savings," adds Kak Manja.

My Tow Truck

When the workshop closes at 6pm, she goes after her other job, which is to be the driver of her own tow truck. Occasionally, when the workshop is not that busy or can be handled by her team, she goes out to service people that need their cars towed. "The first time I worked as a tow truck driver, I did not have my own truck. And that's where the challenge begun. Within the tow truck driver's community a few voiced out and mentioned that females can't drive a tow truck. In their view, it is a job only meant for guys. That time was tough for me. Therefore, I decided to stop driving other people's tow trucks," she recalled. Because of her passion, she bought her own truck though. Once the plan for the tow truck was approved by JPJ she was back on the road. "I have been driving my own tow truck for two years now and no one can say anything," said a Kak Manja.





My Challenges

Naturally, there are some pressuring issues in the daily operation as well, although the business is now running smooth. Said Kak Manja "I don't like to deal with people who just love to hold back their payment. This is not easy as I still need to pay the suppliers as well. If they can't settle their bills, then the car will forever be in her workshop and extra charges will be incurred. That in turn will anger some."


Secondly, it is considered as something rare to have a female in this field. This may sometimes even lead to absurd situations as she remembers. "There was someone else's wife coming into my workshop to ask me if I have an affair with her husband!" says Kak Manja laughing.

Thirdly, clients will sometimes need to be reminded that what she does will be very straightforward: business is business and she is not interested to go beyond that.

Besides work, there is also leisure. Every Sunday, she will go fishing with her family and every year if the workshops achieve the target, she will take her team and family for a vacation.

Her brothers, who were also present, also had a few anecdotes to share. "What we do is we never stop giving her support and advice. We want her to succeed in what she loves to do. It is our responsibility to teach her everything in this field," said Rahman.

"When it comes to work, she is a serious and motivated person. In this work environment, we give her the same treatment as others; we want her to be tough and confident to master this business," said Ahmad.

She plans to expand her workshop and to have more tow trucks owned by her business. In the future, she wants her workshop to be a panel workshop for Proton. "I'm looking for a female with the same interest like mine. I will train her to be as good as men. Whatever challenges that came into my way, I was not afraid to face them. I believe, if you have passion for what you do, you will keep growing and expanding with success," ends Kak Manja. 





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Up close with a big cat: Air Marine's new DOLL panther

To provide customers with better service, the company adds a sophisticated and strong trailer that corners like a Formula 1 car while taking the extra load



The DOLL panther on the first test run

Heavy Transport Specialist

The Air Marine group of companies' headquarters is located in Bintulu, Sarawak, Malaysia and Asian Trucker joined a team for the commissioning of their latest piece of gear, the DOLL panther. The company was formed in 1981 by its present Managing Director Mr William Chiew. It was originally setup as a freight forwarder and customs clearance agent. Over the last 20 years the company has grown into a successful and reliable logistics partner in East Malaysia. Today the business is expanding its operations to Peninsula Malaysia and beyond. The extensive fleet of equipment and assets is able to meet the highly specialised needs of customers and includes:

Over 250 vehicles ranging from prime movers to container chassis, from lowbeds to dumptrucks and general lorries. Lorry cranes, concrete mixers, cement tankers and more than 120 hydraulic and crawler cranes ranging from 15 to 400 tonnes capacity are available to handle even the most complicated transport requirement.

Beside having over 60 acres of open yard space and a 45,000 squarefeet sized covered warehouse space there are also numerous pieces of auxiliary construction equipment such as Skylifts, forklifts, scissor lifts and man lifts. One of the latter one was commandeered by us to take pictures of the panther while being commissioned.

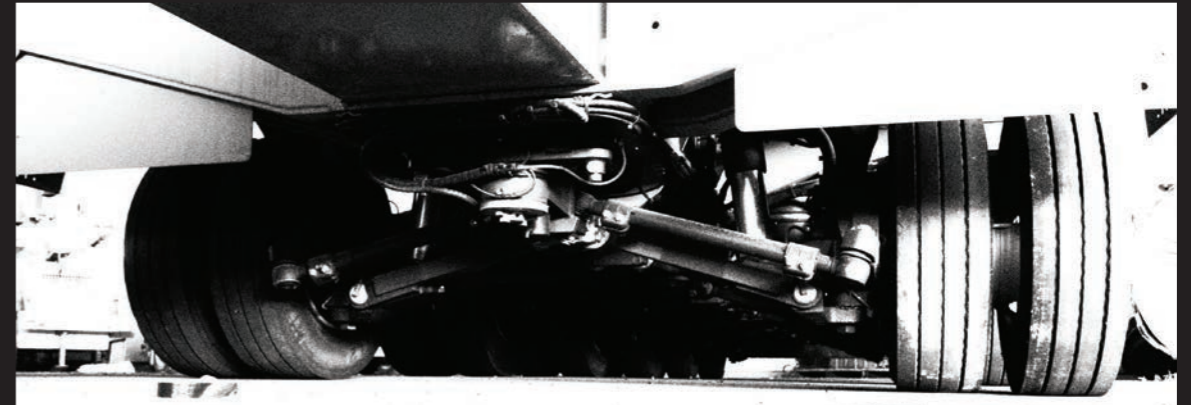
Majestic Marvel: DOLL panther

If you like sophistication and highly thought through technical solutions, this trailer is for you and will sure make your purr with excitement. Asian Trucker took a closer look at the trailer as it was

unloaded from the ship, which itself required a special transport solution because of the sheer size of the equipment. "To minimise transport cost, we sub-assemble certain parts and assemble them on site. Look at the size! If you add a few more components, you will double the volume that is transported and with that the cost shoots up" said Ralf Grunwald, Area Manager, who flew in with his colleague to commission the trailer.

The gooseneck of the trailer is hydraulically connected to the 1st and 2nd axle in order to compensate the 5th-wheel load on bumpy road conditions.

Hydraulic cylinders allow for the height adjustment. To do so, there is an instrument panel on the site and a remote control coming with the trailer enables the crew to manage the set-up from the cabin or the back of the trailer when they navigate tight



Pride of DOLL Oppenau - Axles designed and produced in-house



Global CV & Equipment oversaw the installation. "As the regional representative of DOLL, this is a great moment for us. Later we celebrate another big cat being released to work in this environment" he said.

Off to the job

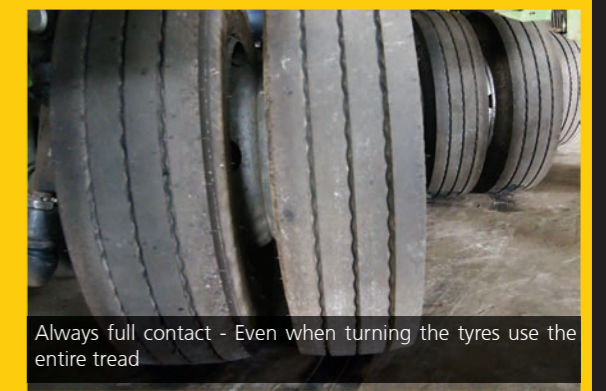
Ulrich Roser, responsible for Customer Training, was also present. His job included the final assembly of the trailer, final inspection and hand over with training for the crew. Roser said "It is great to finally see this in action. The panther certainly is my favorite and here at Air Marine we got crews that totally understand the potential of the equipment. The questions asked point at a highly experienced and knowledgeable team." Although they run into a small challenge, the commissioning was done within the stipulated time and Air Marine is now able to manage heavy loads in tight spaces. "The truck that is to pull this trailer wasn't prepared and we needed to use a separate generator for the hydraulics. With the help of Air Marine we got this done and we can say that this was a commissioning well executed".

Wise decision

Robert Chiew is the Executive Director of Air Marine Group and he also fully in charge of the equipment for the Group. We met him as the panther went out for the first test run and he said "We had a look at this piece of equipment two years ago when we went to Germany for the IAA. Together with George (Lee, Global CV & Equipment) we evaluated the trailer and found it will work well here where we have several clients that move heavy items in tight spaces. Air Marine's staff is already promoting the trailer as a new solution and apparently a lot of interest is there. We hope that it will serve us well. The panther may become a famous piece of equipment in the region." A Volvo prime mover is to be the designated work horse to pull it as it "Is a powerful but small truck that also fits into small spaces" Chiew explains.

Possibly the most amazing technical piece build into the panther are the axles. Allowing a weight of up to 12 tonnes, these are not only developed in-house by DOLL, but also manufactured by them? Why? Because the company wasn't happy with any of the axles available in the market, placing an ultra high emphasis on quality and functionality. "We provide one of the most sophisticated axles in the market. DOLL gives five years warranty on all components integrated in the panther's running gear. Only the hub is a BPW component" Spitznagel explains. When moving, the axles follow the trucks movement via hydraulics and can be additionally steered via remote control. When turning, the axles can turn to up to 55 degrees, which is 10 degrees more than for other models in this class. The result is a trailer that turns and handles exceptionally well around corners. Air Marine is planning to use the trailer in environments with tight corners and limited space to maneuver. The panther for Air Marine has eight such axles, separated in two steering circuits. The first two axles are following the movement of the truck, the 3rd axle is self-steering and the last five axles are steering in opposite direction of the truck. To minimize tyre wear, depending of the load, up to six axles can be used as lift-axles.

Typically, when turning, wheels would tilt and therefore don't have full contact with the ground. In the case of the Doll panther, even when going the full circle of up to 55 degrees turn, irrespective of any height of the platform, all wheels will remain firmly planted on the ground. This is giving the trailer traction and stability. For this trailer, Continental provided the tyres. The frame is also prepared to be extended and can be converted into a 20 meter long trailer from its original length of 12.57 Meters. George Lee, Managing Director of



Always full contact - Even when turning the tyres use the entire tread



AIR-MARINE

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Swept away: cleaner roads with DUROMAC



Commanding 80% of the market share in Malaysia has made Duromac the leader in road sweepers. Here we get to know their secret to this sweeping success.

Realising that there is a need for truck mounted road sweepers in Malaysia's market has triggered Mr Arul Das to take a leap of faith by approaching their now main partner, Bucher Schoerling. Bucher Schoerling, is the world's leading manufacturer of municipal vehicles for efficient surface cleaning in public and private areas.

Recently, Duromac has launched the 100th unit Bucher Schoerling Citifant 60 road sweeper for the Malaysian market in Kuala Lumpur. Duromac's products can be categorised according to

their use and the company is involved in five fields which are industrial, municipal, military, airport and landscaping. Das found that the demand for their products stems from municipal use and that has become the current biggest segment.

Said Arul Das, Managing Director of DUROMAC "We are now housed in our own building, comprising Sales, Administration, Logistics, Service and Refurbishment departments under one roof. Our subsidiary, DUROPAD has its cleaning pads production facilities based here as well".



Not all sweepers are created equal

Besides economical benefits of using a mechanised road sweeper, there is also a benefit to society. Using a road sweeper instead of the manual sweeper (workforce) may reduce the risk of accidents that could claim the lives of workers sweeping the roads. It is generally much safer using DUROMAC road sweepers as the road sweepers usually operate in the middle of the night where there are fewer vehicles on the road.

But not all surfaces are created equal when it comes to cleaning them. One cannot simply use one type of sweeper for all road conditions. As Das explains, there are special applications for countries that have seasons. In autumn, clearing streets from leaves requires a different type of sweeper. "I call them Autumn-Sweeper" Das says with a smile. This specific sweeper will have a fan that chops the leaves into tiny pieces. Naturally, if you would use the sweeper for other purposes, the dirt sucked in may destroy the fan, rendering the sweeper ineffective. And then there are the sweepers for airport runways: capable of sucking up dirt while going down the runway at 40 Km/h. Making sure no debris is left on the runway requires high-tech. Imagine you only have a few minutes between planes starting or landing!

The key to success in this industry according to Das is not a surprise as it is the same as with any other truck. The truck needs to be on the road, it needs to be operational. Not only does one need to have access to spare parts and breakdown service for the truck, but having fresh brushes available is crucial. The brushes on the sweeper Das is showing during the interview can be used for 1800 hours before they need to be change.



Cost-effectiveness is secured as Duromac provides guaranteed life-cycle support. Duromac sets high standards for the quality and durability of its sweepers. These same high standards are applied to driving comfort. Ergonomically designed control elements, easy handling and accessibility of all units for maintenance purpose help to ensure focused work, even during long hours of operations. As a standard, the sweepers are equipped with a stainless steel water tank with a capacity of 800 litres. Long operation hours on extremely dirty roads are therefore managed without difficulty. The engine unit drives the high performance exhauster fan, brush system and water pump via centrifugal clutch.

"We have also added new product lines and services to meet growing market demands. All products marketed by DUROMAC are manufactured by world-reputed companies and are sold with related operator training, Warranties and comprehensive Life-Cycle Support packages" Das said further.



Challenges faced

“Competitors nowadays seem to be able to sell road sweepers without any survey or research on the market needs. Now, selling a road sweeper is one thing. Selling the right application that will be suitable for the task is another. And then you have the issue of service. There are several instances where we lost against competitors just to find that the clients came back to us once their other vehicles got stranded as a result from missing after sales. For me, I see these as the market is being disturbed by people that not really care about cleaning,” said Das.

“Basically we sent our sales and service team to basic maintenance training so that our customer service organization is able to provide the customers with comprehensive advice and training; a full service package with service points and of course, fast supply of genuine spare parts,” he added.

Duromac is very precise about the market demand and need, they conduct site surveys every year to give solid recommendations for their products for any specific field. Several companies such as LITRAK Sdn Bhd, KESAS, SPRINT Highway, Alam Flora Sdn Bhd, PROPEL Berhad and many more have a solid faith in their product and have repeatedly ordered.

The launching of 100th unit DUROMAC Cityfant 60

With the growing demand today, Duromac expects 10-15% yearly growth over the next five years. Duromac proudly launched the 100th unit Bucher Schoerling road sweeper for Malaysia in Kuala Lumpur on April 10 2014. The launching ceremony of the 100th Duromac Cityfant 60 road sweeper was also attended by the Swiss ambassador to Malaysia, H.E Dr. Rolf Lenz, together with Mr. Thomas Dubach, Managing Director, Bucher Schoerling AG.

Holding 80% of the market share in Malaysia is enough to prove how strong they are in this industry segment and the management is confident of maintaining its pole position with the introduction of new innovative products, equipment and services in the near future.

Future Steps

“Being in a highly niche industry, this new milestone marks yet another historic moment for us. We take even greater pride today for the recognition of our capabilities by Bucher Schoerling. Not only for conforming to the stringent global quality standards, but also for our commitment in offering cost-efficient products and services to both our existing and future customers,” said Das at the launching event.



Arul Das P.L. Suppiah


Arul Das is the Managing Director of the company since its inception in 1996. He has served the Royal Malaysian Air Force (RMAF) for 13 years prior to joining the commercial sector in 1986. He started as a Sales Manager in the East Asiatic Company (EAC) until he left in 1996 to start DUROMAC (M) Sdn Bhd.

He is responsible for the overall management and profitability of the company. This includes sales and marketing and business development.

Malaysia Market

Duromac found Malaysia's market to be an advanced market which is suitable for their expanding business. The business is expanding from here to cater to the regional market. The trucks used as a basis for the road sweepers are mainly UD trucks, which are distributed here by TCIE. According to Mr Arul Das, UD trucks have been supporting the company since the day one.

Duromac has been a partner of Bucher Schoerling since 1996, which is a division of Switzerland's Bucher Group. Bucher Schoerling is the world's leading manufacturer of municipal vehicles for efficient surface cleaning in public and private areas. The company is also exploring with Bucher Schoerling the possibility of introducing vehicles that operate on compressed natural gas (CNG) for a greener environment.

"As an international company, we will try to work together as partners because we have the passion to drive this field forward," concluded Das. 



Scania's CEO and President Martin Lundstedt: Efficiency is the Key to Growth in Asia



On a recent trip to Malaysia, Scania CEO Martin Lundstedt took time from his busy schedule to sit down with Asian Trucker's Stefan Pertz to give him some insight into what he sees will be the growth markets for the company.

AT: What is the purpose of your visit to South East Asia?

ML: Both, as a global and local business, we want to, have to be, close to the customers. Senior management is visiting regularly as this is an important market. This time around, we are also visiting China. These are markets in which we have been able to grow in several segments and we are meeting in order to discuss the next steps. In Thailand and Malaysia, for example, we are very strong in the bus and coach segment and obviously want to expand the truck sales as both countries have huge potential.

There are always possibilities to improve; however, we have the figures to prove that we are moving in the right direction.

AT: You are now part of the Volkswagen Group. Is Scania going to lose its "Swedishness"?

ML: Volkswagen has been the main owner of Scania since the year 2000, but we are also still listed on the stock exchange. Therefore we have a large owner base if you wish. For the past 14 years, Volkswagen has been a very responsible brand owner in keeping the brand culture and essence. They are very keen on maintaining the brand culture. At the same time, we have never invested more into R&D and expansion. On the contrary, I personally see big opportunities as being part of a large group offers the possibilities of shared research, platform based approach and sharing of knowledge.

AT: What are the positive effects this has on your business?

ML: As mentioned, sharing resources is a major advantage. Tapping into shared sourcing for specific areas is another one. Most of the positive effects would be affecting the backend, not the frontend where you are customer facing. The sales aspect is still part of the brand and there you have to rely on your own resources.

As a B2B company, the relationship building aspect is crucial. When we are meeting with customers, we are gathering important feedback. Such feedback can also be channelled back to the group and benefit all other brands in the group. There we contribute and it is a flow in both directions.

AT: Will we see increased competition between Scania and other VW truck brands?

ML: There is strong competition anyway. In that respect it doesn't matter who you compete with. For instance we have a great relationship with other German truck brands in the group, but we compete with them at the same time.

We also compete with Japanese and Korean truck brands. Customers have a lot of options to choose from and it isn't going to get easier. Therefore, it doesn't matter whom the brands you compete with belong to.

AT: In the Autostadt, there is only one pavilion showing all of Volkswagen's commercial vehicles. Given the importance of trucks to the group and to the global economy, do you think trucks, drivers and the industry as a whole are given the recognition they deserve?

ML: The Autostadt is only one way to judge this. As Volkswagen is traditionally a passenger car maker, the "late" addition of the commercial vehicle pavilion can be seen as a great step in the right direction.

If you are a commercial vehicle customer coming to our headquarters or visiting the Autostadt, you can see the heritage and history, which is great.

In many cases, the general situation is that truckers need to have better welfare. And it is here where we all, journalists, transporters and makers of trucks, need to highlight the good examples of trucking. Why not change the direction? Instead of talking about the negative effects of mobility and transportation, why not showcase the good aspects and the successes? Naturally, there is a connection between man and machine and it is that relationship that we need to work on and highlight how the drivers can make a difference in the daily lives of all stakeholders.

In our view, it is the truck driver that is the key element in transportation. They are not just drivers, but also brand ambassadors for their employers. Safety on the road is another aspect and we need to work with drivers on this in order to change public perceptions. Yes, agreed, we can always do more, but we have to take it one step at a time.

AT: Mercedes is investing some 300 Million Euro in SEA, UD launched the Quester which is specifically designed for emerging markets and Volvo Group is about to form a JV with DongFeng. What are Scania's plans for South East Asia?

ML: South Asia will continue to be an important market. These markets are now coming into the phase where you need to focus on efficiency. All these markets, including China, have gone through a phase where they simply grow. No matter what you do, the markets grow. What we then see is that you need to compete on the efficiency aspect of transportation. We are working on this with our customers. At Scania, we see that our customers are now asking for support to optimise their fleets and operations in terms of efficiency. We have been very strong in buses and special applications and we are now working actively on streamlining these operations. Interestingly enough, the market compositions vary very little for us from market to market.

Uptime, durability and profitability are key. We are now investing heavily into the service network as this is key to success. Also, we need to invest into having the right product portfolio to be able to meet the requirements of the customers. In addition, we are expanding our production facilities in order to be able to respond quickly to customer requests. Having the right product range with the right lead time is our top priority.

AT: How much longer will companies like Scania be able to supply Euro 1 and 2 engines to support niche markets like Malaysia where these standards are still the norm?

ML: As you know, Scania doesn't produce Euro 1 and 2 engines anymore. From a technology point of view, it wouldn't be difficult to do so however. Scania has decided to use only Euro 3 and upwards as with these you can provide engines that can cope with almost any fuel quality that there is. With our range, we can deliver robust trucks to any market.

When I started with Scania in 1992, there were fewer considerations. For instance, we looked at power ratios and emission norms. As we moved on, we added dimensions to that. For example, platform based production, alternative fuels and different technologies for various markets. If you have such a matrix, you cannot use such a low emission standard engines anymore. What you need though is to have a robust engine that can cope with lower fuel grades.





AT: Every truck maker is talking about fuel efficiency. Aren't there other ways to promote your vehicles?

ML: Yes, we are promoting our vehicles with the notion of "total operating cost". Naturally, fuel efficiency is part of that. If you are fuel efficient, then you are also talking about CO2 and with that comes sustainable development. Scania is also talking about uptime and reliability. Indirectly, you are talking about cost for the customer here. As an example, if you are a transporter and you have 220 working days, a difference of 2% is a huge one! If you can offer longer service intervals and faster turnaround, it can make a difference of up to 20% in profit.

It is therefore that we need to focus on the drivers. Drivers have a huge impact on the fuel efficiency and the state of repair of their vehicles. The human resource aspect should never be underestimated. Yes, you can have the latest technology and newest vehicles, but if the driver isn't able to use the full potential, then you are losing out.

AT: Trucks have become much safer. Are governments doing enough to push this agenda?

ML: It depends on the country. Generally speaking, without looking at politics, what could and maybe should be done is to promote an earlier replacement of vehicles or entire fleets. So the question is: how to create a culture whereby fleet owners are enticed to upgrade their fleets more frequently?

We now have active and pro-active safety systems which obviously help to improve safety. Now the issue is to get these new trucks on the roads.

AT: What will be some of the difficulties facing the industry in the next few years?

ML: As with almost everything, a challenge can also be an opportunity. What we see is that the world has become truly global and interconnected. Earlier, you could possibly be compensating some bad results in one region with good achievements in another. Today however, as we are highly interdependent and connected, everything has become more volatile and fluid. This means we need to be more flexible on parts and production.

Now it is also an issue of getting out all the leverage from the investments we have done. For example, we have invested heavily in fuel efficient vehicles and engines that comply with the latest emission norms. This now has to be, somehow, compensated by the market.

Further, we need to find a good way to foster the relationship between trucking and other modes of transportation. We are (as truck providers) an integral part of supply chain and transport solutions. What this requires is an open dialogue with our customers' customers in order to understand their needs better and to address them with an appropriate solution. Look at the big retailers for example. Most times they don't have their own fleets, but a huge demand for transportation. If we can team up with our customers to discuss how to find the best possible way to provide transport solutions, we are going to quantum leap in the development of our products. **T**



ITG Oil and Gas Services (S.E.A.) Sdn. Bhd.



R. Goh Thiam Kan, Managing Director of ITG Oil and Gas Services (S.E.A) Sdn Bhd, is the founder of ITG Oil and Gas Services (S.E.A) Sdn Bhd. We met him during last year's Trucker Networking Night and we explored the offerings of his company. Meeting with him, we get a detailed briefing on his factory for special vehicle body in Sri Kembangan.

ITG was established and incorporated in Malaysia on 31 December 1999 by Mr Goh Thiam Kan. Some of the products they manufacture include aluminium petroleum fuel tankers, cryogenic tankers, various multi-purpose trailers and semi-trailers. The company has an cooperation agreement with Yang Zhou CIMC Tonghua Special Vehicle Co. Ltd, representing CIMC as the exclusive distributor in Malaysia. In addition, ITG offers aftersales services.

"For me the challenge to maintain the business growth was the technologies itself. Technology changes constantly and becomes more sophisticated nowadays. We do not want to be left out and using the old technologies. Such approach will slow down the business growth to the point where you are no longer competitive. Thus, to solve this matter, I always upgrade my technology to increase the safety and the quality of the

product. Before the changes take place, I will ensure myself and company's management to understand the new changes and to acknowledge the benefits gained by the company," IR. Goh Thiam Kan is the founder of ITG Oil and Gas Services (S.E.A) Sdn Bhd. According to him, this process also involves consulting with overseas experts to ensure that ITG's products are at the forefront of development.

On average, the company builds 120 tanker-trailers per year on average. Current estimations and business plans foresee an increase to 130 tankers this year (2014). The clientele includes top brand names such as Petronas, Shell, Petron and Caltex. Business expansion is also seeing the trailers to be available in Cambodia.

In this market segment, one needs to be aware of the risks associated with transporting flammable or dangerous goods. Therefore, safety is his priority and every design has to follow highest standards without compromise. ITG tankers are designed based on the European Agreement concerning the International Carriage of Dangerous Goods by Road (ADR). Examining a ITG trailer one will find all top brands from SAF-Holland to Philips and from top tyre makers to BOSCH and BPW.

Actively involved in design, engineering, fabrication and commissioning of special transportation vehicles, ITG produces trailers using top-notch components.



Some criteria applied for the production of ITG tanker-trailers:

Light & Safe Tank Material

Latest generation aluminium alloy plates enable the realisation of a competitive payload and a safety increase of more than 30% according to tested criteria.

Low Centre of Gravity

Gooseneck design to achieve low centre of gravity & better stability during transportation.

Tyres & Inflation System

Super wide single tyre increase stability of road tankers during transportation. ITG's tanker-trailers can be fitted with any commercially available tyre with inflation system to increase the life span of the tyre.

Braking System

ITG's tanker can be fitted with any of the commercially available EBS. These systems are fully commissioned and tested before the tankers leave the workshop.

Axle Auto Lifting System

Also, ITG's tanker can be fitted with systems that lift up and lower down the axle (lazy axles) automatically at the pre-set load.

LED Lighting System

ITG's tanker are installed with LED lighting which is brighter than a normal light bulb, thus offering better visibility and enhanced safety on the road.

"We need to ensure, in the unlikely event any accident occurs, the leakage from the tanker is as small as possible. Thus all the design details need proper manpower and equipment. Training plays an important role" added Mr. IR. Goh Thiam Kan.

With over 22 years experience in engineering the company is positioned as a one stop shop for all tanker services and repair work too. The service will be provided for all types of tanker vehicles: from fuel, chemical, hopper truck, dry bulk, aluminium and stainless steel. "Virtually any tanker that is used to transport product can be maintained, repaired, or modified by ITG Tankers" adds Mr. IR. Goh Thiam Kan. **F**

Fibre-reinforced composites are setting trends in materials of the future

Sturdy, light and very robust material from LAMILUX gives your trailer an advantage



Fibre-reinforced composites are currently conquering many sectors of industry. Very few international construction material markets have such great potential for growth as composites do, since many fields of industry require new materials which enable them to manufacture products which are much lighter, yet much more durable at the same time. Manufacturers of utility vehicles, refrigerated lorries, cargo containers or caravans and motor homes all need materials which combine lightweight construction with extreme sturdiness at the same time. And this is precisely where fibre-reinforced composites are setting trends for the future.

The spectrum of high-performance composite composites is growing at LAMILUX, Europe's leading producer of fibre-reinforced composites, thanks to intensive research and development work. The high-grade fibre-reinforced plates and

sheets which the German company offers its customers all over the world constitute a top-quality construction material with properties perfectly tailored to the application at hand. Exclusively made in Germany, the composites are used to build vehicles, mobile homes and caravans, cold storage houses and refrigeration cells, as well as in the construction industry in general.

A highly-durable, permanently bonded composite

The fibre-reinforced composites are produced on our four flat sheet production lines, each roughly one hundred metres long. They are considered to represent the cutting edge of technology – the most sophisticated of their kind in Europe. During the continuous production process, fibre mats are saturated in resins and additives. The manufacturing process carries the plastic sheets through many different stations, where they are given properties in accordance with pre-defined parameters as required for the desired application which they will be used for. The result: a high-strength, permanently bonded composite material.

The highly automated, computer-controlled production technology allows us to manufacture fibre-reinforced composites in consistently optimum quality which can be reproduced at any time. An extensive quality management programme ensures that our stringent production standards are met. In addition to in-process production monitoring, this also includes final, exhaustive laboratory inspections.

Quality assurance certified by TÜV Süd

As the world's first manufacturer of fibre-reinforced composites, LAMILUX has recently been awarded the internationally recognised Oktagon seal of approval by the renowned German technical inspection agency TÜV SÜD. It certifies that LAMILUX meets the highest quality control and quality assurance standards. To obtain it, LAMILUX volunteered to have its laboratory and testing facilities appraised and inspected by the renowned testing institute, thus imposing the highest quality standards upon itself. At the end of the detailed certification process, the TÜV specialists had assessed just under 20 analysis, measurement and testing methods with regard to their usefulness and significance in quality assurance.

Perfectly adapted material properties

LAMILUX attaches great importance to offering composites with properties which are ideally adapted to the individual applications they will be used for. "Whenever customers are working on new product solutions and innovations, their demands and requirements set the benchmark for developing and manufacturing the composites," emphasises qualified engineer Stefan Bachstein, Technical Manager at LAMILUX. For instance, the fibre-reinforced composites would have to be adaptable to the customers' highly specific intended purposes.



LAMILUX Composites Production



LAMILUX fibre-reinforced composites can be produced to feature high-gloss, sealed surfaces and feature optimum resistance to UV radiation, weathering and corrosion.



Low weight, yet unparalleled sturdiness LAMILUX carbon- and glass-fibre-reinforced composites can be found in all sections of a lorry's body - from the roofing and side walls



Fibre-reinforced composites are particularly impressive when used in the side walls and roofs of refrigeration units, thanks to their outstanding insulating effect in sandwich

This might involve such properties as the glossiness of the surface, thermal insulation values, strength and stability, resistance to chemicals, resistance to the effects of weather and UV radiation, or thermal expansion coefficients. "Intensive research and development," Stefan Bachstein continues, "has enabled us to imbue fibre-reinforced composites with many different physical, chemical and thermal properties. This makes them a customizable material suitable for a large range of industrial applications."

A quality material offering many benefits

In addition to the material's low weight, Stefan Bachstein cites strength and durability as major product advantage over conventional materials such as aluminium and sheet steel. "The material is very robust and can withstand tremendous mechanical force. And should it be damaged in spite of that, even on a large scale, the material is easy to repair." Moreover, fibre-reinforced composites with sealed surfaces are exceptionally resistant to corrosion, weathering and UV radiation, all of which result in a long-lasting pleasing appearance and equally attractive value retention.

Low weight, high durability

Fibre-reinforced composites demonstrate major advantages when used in lorry bodies, trailers and refrigerated lorries, as well as caravans, mobile homes and buses. The ultra-light, extremely sturdy material serves as interior and exterior face sheeting in sandwich elements which are used to build roofing and side walls. According to Stefan Bachstein, it is possible to dramatically reduce a vehicle's weight by using these materials. "Our fibre-reinforced composites can reduce weight by about 40 percent in comparison with steel and roughly 15 percent when compared to aluminium," Bachstein says.

What's more, the strong reinforcing effect which fibre-reinforced composites offer means that structural elements for roofs and side walls can be made to be much thinner. "The reduction in weight produces a direct benefit for lorry operators as a result of a higher load capacity, i.e. a greater payload and thus lower transport costs and fuel consumption."

Non-porous, easy-to-clean surfaces

In addition to all of this, it is possible to produce many different varieties of fibre-reinforced composite sheets with an extremely smooth and non-porous surface. These are frequently used in the walls of cold storage facilities, cargo-space refrigeration units of lorries and cooling cells. The major benefit: They are very easy to clean and leave no residues behind. For one thing, this means they meet the highest hygiene standards. For another,

the materials are considered to be food safe. This quality has been substantiated by test certifications.

Excellent insulating properties

Furthermore, sandwich elements feature exceptional insulation characteristics when a fibre-reinforced composite is combined with PU or XPS foam. The decisive factor in this respect is the material's low thermal conductivity. To compare: A sandwich wall element made up of 2.0mm-thick layers of fibre-reinforced composite on the inside and outside and 50mm of PUR foam has the same insulating effect as a 400mm-thick modern brick wall. This makes it possible to build refrigerated vehicle bodies with highly effective insulation. What this means for temperature-controlled food transport is that less energy has to be used to continuously maintain the desired low temperatures. This makes the transports more energy-efficient and environmentally friendly – and safer for the food products, too.

The most important advantages of fibre-reinforced composites

- Surfaces smooth as glass with variable levels of glossiness
- Low specific weight
- High strength value
- High resistance to weathering and hail
- Good thermal insulation values
- Highly resistant to creepage current, excellent dielectric strength
- Low thermal expansion coefficient and high elasticity
- Can be combined with heat-proofing and insulating materials and is well-suited for use in the entire range of sandwich laminates
- Available in a wide range of colours (RAL, NCS, as well as metallic and customised colours)
- Environmentally friendly
- Does not require paint

About LAMILUX Composites GmbH

LAMILUX Composites GmbH has been producing fibre-reinforced composites for almost 60 years. This medium-sized company is the market leader in Europe, thanks to its large production capacity, wide product range and technologically outstanding continuous manufacturing process. LAMILUX supplies customers around the globe in a wide range of sectors, such as the construction industry, the automotive and recreational vehicle industries, refrigerated store room and cell construction and many other industrial sectors. In 2013, LAMILUX and its 630 employees achieved a turnover of 175 million euros. The family-managed company is based in Rehau, Bavaria. www.lamilux.com



Volvo Trucks Malaysia launches DDP, Driver Development Program

Helping drivers to be more efficient and safer on the roads, this program is open to drivers of any commercial vehicles.

Ian Sinclair, Product Director of Vehicle Sales and Marketing, Volvo Asia Oceania Sales who launched the initiative during the opening event of the 2014 instalment of Fuelwatch explained that the Volvo Driver Development Programme is a two-module programme to equip both drivers and truck owners with specific skills on achieving higher uptime and fuel efficiency when operating their trucks.

"The first module, the Driver Training Program (DTP) combines theory and practical training that familiarises the driver with the features of the truck and how to utilize them in order to ensure the truck is operated in a most safe and fuel efficient way. The second module of the programme, Train the Trainer (TTT), is designed for fleet operators that have their own trainers or master drivers to conduct internal training for their other drivers," said Sinclair.

What you need to know

The Driver Development program is a service offered free of charge to all Volvo customers. Volvo is rolling it out across the region, starting with Malaysia. According to Sinclair, all markets will have a Driver Development program each on tailored to the needs of that market. On the example of Malaysia, this tailoring can be easily explained. "As the roads in Malaysia are quite good compared to some parts of our region, it is important that the drivers take advantage of this by ensuring that they are operating in the green band of the engine. This is the rev range at which the engine runs at its most efficient and uses the least amount of fuel" elaborates Sinclair.

However, the most important point of the DDP is to educate the driver to drive in a safer manner, enhance skills to save fuel & to ensure low cost of maintenance. There is a high majority of Malaysian drivers who use outdated skills such as free gear during descending and not using VEB efficiently because they think it can damage the engine. The current Volvo trucks have

vast technology compared to the older models thus the skills of the driver also has to evolve.

Besides the current differentiation between small and larger fleets, there will be other modules / segments / adaptations offered to cater to the varying levels of experience and the industry can look forward to these being implemented. This is the beginning of what will be a comprehensive training program for Malaysian drivers. In the future we will offer specific courses in Fuel Economy, Safety and for Construction and Mining applications. Currently, there is one driver trainer and the campaign is fully funded by Volvo itself.

Impressive results

In last year's Fuelwatch APAC Finals in Australia the maximum difference between the best result and the worst result was 34%. Here we have 10 skilled drivers but still there is a huge difference from top to bottom. Sinclair sums up by saying "It is the same in most transport companies, we aim to lift the performance of every driver. Also in last year's Fuelwatch APAC Finals, the average improvement among the drivers over the two days with instruction from our trainers was 10%. Imagine if we could improve a company's fuel expenditure by 10%, which means a similar increase in net profit and also giving them a smaller environmental footprint. Everybody wins!"



Lift your business with Hyva Tipping Cylinders!

Hyva, which was founded in the Netherlands in 1979, has over the years become a specialist in the design and supply of hydraulic front end cylinders and ancillary hydraulic wet kit components.

Hyva is the world's largest producer of hydraulic tipping cylinders for the commercial vehicle industry. Hyva designs and manufactures a complete range of telescopic tipping cylinders, both for front-end and underbody applications. We can assist in assessing the customer requirements as well as individual transport applications, providing excellent product integrity and individual driver familiarization, where required.

Hyva can ensure a professional service from start to finish.

"Strength, Quality, Innovation, Reliability and Availability Get in touch and see why everyone is using Hyva Telescopic Tipping Cylinders"

Please contact Hyva Malaysia for further information or send your inquiry through our email:
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Track guidelines on prevention of hijacking

In this two-part feature we are looking at how hijackers work and how to prevent hijacking of your trucks.

It has become increasingly difficult to steal motor vehicles, with all the anti-theft devices, such as immobilisers, gear-locks, etc. These steps have resulted in a dramatic increase in vehicle hijackings. The hijacker has the element of surprise and this is a concern. This is easy earned money and the already well-established syndicates will buy these vehicles from the hijacker. Vehicle hijacking is an organised business, run according to business principles and based on thorough planning. Specific vehicles or specific goods may be ordered beforehand and efforts have to be made to meet the requirements of such orders. These vehicles will then be resold to the already predetermined buyer.

It is obvious that vehicle hijackers are motivated by greed and an insatiable need for more and more comfort, rather than need. An insatiable hunger for power is another theme emerging in robbers.

Definition:

Vehicle hijacking forms one of the sub-categories of armed robbery and does not constitute a different crime from armed robbery. Perpetrators would consequently be charged with "robbery with aggravating circumstances" in court, and not with "vehicle hijacking". Robbery with aggravating circumstances can be defined as the unlawful, intentional and violent removal and appropriation of movable corporeal property belonging to another. The victim's resistance has to be overcome and the property obtained by the use of violence against the victim's person.

If the victim is first injured by the perpetrator and then dispossessed of property while being physically incapacitated, armed robbery is likewise committed. However, the victim needs not necessarily be physically incapacitated. In the absence of actual physical violence, a threat to commit violence against the victim is sufficient. The threat of violence may be of an express or implied nature. Vehicle hijacking neatly fits the above definition, with the property involved being specifically a



motor vehicle of some kind.



Types of hijackings:

Freight Hijacking – A commercial vehicle is hijacked not only to secure the vehicle but also its cargo, which can be of substantial value. Frequently, the cargo is of more interest to the hijacker than the truck.

Transport Hijacking – The vehicle is taken for the express purpose of using it as transport during other crimes such as drug dealing, burglaries, bank robberies and gun running. The vehicles are probably later cannibalised for spare parts or simply dumped.

Showmanship Hijacking – A gang operates out of egotistical bravado, acting on the “this is a cool thing to be doing” rationale. Peer group pressure is very high and individuals may be coerced into more dangerous and daredevil approaches; being labeled a “sissy” if they don’t. Thus intimidation, violence and vandalism are associated with the crime. Drugs and alcohol may also be a motive as theft of the victim’s personal belongings is commonplace.

Operational Hijacking – A group formally work together in a more structured way. They usually have experience in vehicle theft and have established contacts within the motorcar underworld that will receive and pay cash for stolen vehicles or spare parts.

Syndicate Hijacking – The most organised of all and often has international connections. A network of hijacking groups is established with the overall coordinator, syndicating out work so that he remains out of view in exactly the same way as the drug baron uses pushers. This makes identifying and arresting the ultimate boss very difficult. Additionally, a syndicate is often backed by a lot of money, especially if there are international links and makes full use of any potential to bribe the authorities in order to protect their operations.

Modus Operandi used by the hijackers:

- Most hijackings take place in the driveways of residential areas. These hijackers prefer areas with accessible escape routes.
- Hijackings take place while stationed at any traffic sign or intersection.
- Hijackings take place while stationary next to the road, e.g. to answer your cell phone.
- Hijackings also occur at post offices and parking areas or you may be followed leaving the filling station with the objective to hijack your vehicle where it is quiet.
- The hijackers sometimes use a vehicle to force the victim off the road.

- Hijackings take place while the vehicle is idling when off-loading / loading goods.
- Hijackings take place when advertising your vehicle for sale (Test drive method).
- Bogus Police or Traffic Officers also conduct hijackings (Blue light scenario)

Systems that help you to deal with hijacking

Ctrack’s Fleet Management and Tracking packages have been designed for a variety of fleet sizes offering differing levels of functionality and protection. Utilising GPS satellite positioning and GSM cellular communication, Ctrack Lite for instance offers advanced telematic information and fleet management services. Ctrack products address the challenges associated with optimising the reliability and efficiency of the modern fleet, and are based on more than 30 years of global fleet management expertise.

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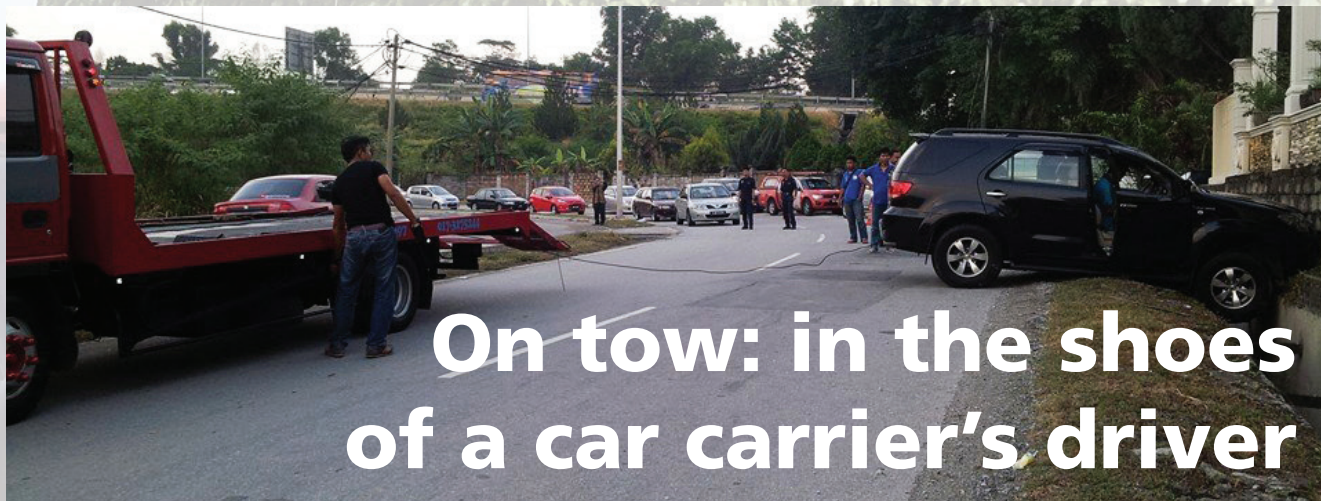
See more at: <http://www.arrivealive.co.za/Hijacking-Guidelines#sthash.BVvwj6FG.dpuf>

In our next issue of Asian Trucker we will discuss methods to detect intentions to hijack your truck, how to deal with potential hijacking situations and managing actual hijacking. **➔**



www.ctrackinasia.com





On tow: in the shoes of a car carrier's driver

Fajar spends a whole day sitting in the passenger seat of a car carrier to experience herself what the life on the road is like for these professionals.

The appointment is set to meet Encik Irwan at the Kajang toll at 9.30am. Encik Irwan is a member of the Asian Trucker Drivers Club. His truck arrives and what makes his truck easy to recognise is the Asian Trucker sticker and a Transformers sticker. Once I get into the truck Encik Irwan welcomes me with a big smile and straight away he says "I received an order at 7am in the morning. We need to send these two new engines to UNIKL Malaysia France Institute for student research. We go to Bangi now!"

On our way to Bangi we do a little bit of "ice breaking". He starts to tell a small stories about himself. He is a 34 year old married man with three kids. He grew up in Dengkil and lived there until now. He has been almost ten years in this field and owns two trucks: one is a tow truck, the other a car carrier truck. "My job has erratic working hours; sometimes I receive orders at 2 to 3 am in the morning. For any long distance order such as going to Kedah or Perlis requires me to be away from home for a long time," says Encik Irwan. He adds "If the orders are only around Kuala Lumpur or Selangor, I can manage to handle around six orders or trips in one day".

10:30 am

We reach our destination at UNIKL Bangi. I alight from the truck to see how he performs his job. First he needs to untie the safety rope that secures the engines. Next he needs to lower the truck body (flat bed) to facilitate the process of lifting the engine from the truck. This is done with the help of few people. Lifting anything off or onto the truck should be done carefully to ensure the safety of everyone involved and to prevent any damage to the load.

The unloading is completed within 30 minutes and we continue to our next destination. Encik Irwan tells me that he only received one order for now. We are heading to one of the "mamak" restaurants for lunch. During the lunch break, he gathers a few of his friends to be interviewed as well. Here I meet Encik Yus, who is a "runner". He is to act as the eyes for the car carrier truck and a tow truck drivers. It will be his job to inform those tow truck or car carrier drivers of any accident or broken down cars on the road.



Challenges

- Sometimes it is difficult to please customers. When accidents happen or a car breaks down, they may be the first person to be at the place before the ambulance or firemen. Obviously, when people need to have their cars towed, this is not a happy situation. Sometimes tow truck drivers have to make the calls to summon help for those people who are involved in an accident. They also have to ensure that the traffic runs as smooth as possible while recovering any vehicle. Sometimes, instead of a "nice work", what they get in return is cursing, insults and in cases they get to hear some offensive words.
- Negative perception of the society: Tow truck drivers are the ones that also have to face the accusation of actually causing accidents for their own benefit. Some people assume accident that have happened have been planned by tow truck drivers. For instance, some may say that they purposely spill oil onto the road to make the road slippery. Because they are always the first person to be at the incident place, the rationale is that they had been waiting in hiding to see their trap working. However, if you want to be in this field, you need to master the road. It means that these drivers already know which roads are prone to accidents and they have their runners to inform them where and what happened.
- Prank calls: They receive calls mentioning accidents and when they rush to the place, nothing has happened.



2:30pm

Encik Irwan accepts another call to transport a used car from Kg.Subang and to send it back to a workshop near Dengkil. On our way there, Encik Irwan shares his experiences with me. What I wanted to know is how he gets paid. Sometimes it is a cash on delivery, or he takes a deposit if it's required for a long distance trip. I was curious about the difference between tow truck and a car carrier. He explained "Essentially, a car carrier truck is to transport a car with in un-driveable condition or an expensive car. The use of a car carrier truck is quite limited as for example a these cannot lift a car that fell into gutter or ditch (whole car). A tow truck is to move a car/truck where the tires can still work.

4:15pm

We have a bit of drizzle when we reach the workshop in Dengkil. The job need to be done and in the unloading process we get wet. Part of his equipment on board his truck are safety vests, raincoat, slippers, umbrella, and caps in case of heavy rain.


5:15pm

Another order comes in from Balakong where we have to haul two broken cars. A Perodua and a Mercedes. Half way to Balakong, he receives another call from his runner reporting an accident has happened near Cyberjaya. He asks me, if accidents are a good thing to be in the magazine. In this case, as we want to show all aspects of his work, I said yes. Naturally, we hope you are all safe and sound on the road and nothing will happen to you. He is turning his truck around to take the road heading to Cyberjaya to help me making the material in the magazine more interesting.

6:30pm

Once we arrive at the incident place, the first thing we see is a police car and plastic cones; The accident site had already been secured. The next thing we see is a black car with the front end stuck in the drain. It was at the corner of the road, therefore I assume the car was going too fast and the driver lost control. Luckily, no one was injured. First, Encik Irwan has to pull the car out from the drain then it will lifted onto the truck. We are told to bring the car to a panel workshop near Puchong.

7:00pm

My last trip is to the workshop near Puchong. By now it is getting dark and I am pretty tired. Encik Irwan decides to send me back to Dengkil where I parked my car. He still has three more orders to fulfil as I thank him and wave good-bye. I remember that he mentioned that raining season is the time where the possibility for an accident is higher do to aquaplaning and dirt that becomes very slick when it rains. So I will definitely be extra careful when it is raining. Hopefully, neither you or me will ever need the help of tow truck drivers. Stay safe! 



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UPDATE



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Asian Trucker berjumpa Pemandu-Pemandu Trak



Persinggahan pertama kami untuk mempromosikan Kelab Pemandu Asian Trucker dan untuk berjumpa pemandu trak secara tidak langsung kerana kami tidak mahu mengganggu jadual mereka yang padat. Kawasan rehat Dengkil adalah sasaran kami, pasukan Asian Trucker telah bersedia dengan sepanduk seawal jam 7.00 pagi. Barangan saguhati seperti kemeja-T, topi, pelekat kereta dan majalah telah diberikan kepada pemandu yang telah mendaftar menjadi ahli kelab kami pada hari tersebut. Pemandu yang berehat di kawasan rehat itu, mendekati kumpulan kami dan berminat untuk mengetahui mengenai Kelab Pemandu Asian Trucker. Berikut adalah beberapa maklumbalas daripada pemandu kenderaan berat yang kami temui.

Mohd Muzafar, 43 (Shacman, Trak Simen)

"Saya amat berminat untuk menyertai kelab ini kerana bagi saya tiada apa yang merugikan, malah ia akan memberikan saya banyak manfaat. Saya berharap kelab yang baru ditubuhkan ini akan sentiasa aktif".

Abu Hasan, 48 (Trak Scania)

"Saya tidak pernah mendengar tentang Kelab Pemandu Asian Trucker dan kini baru saya mendapat penerangan yang jelas tentang kelab tersebut. Bagi saya kelab seperti ini adalah penting kerana kita sebagai pemandu perlu mempunyai platform yang membolehkan semua pemandu trak berkumpul dan berinteraksi".

Suresh, 30 (Trak Simen)

"Perkara yang menarik minat saya

tentang kelab ini adalah latihan yang disediakan. Bagi saya, sama ada pemandu berpengalaman atau pemandu yang baru, mereka perlu menjalani latihan pemanduan dan ia perlu disediakan untuk keselamatan semua pihak".

Jamil, 47 (Scania)

"Kita sebagai pemandu mempunyai waktu kerja yang tidak menentu. Saya juga pernah berdepan dengan beberapa pemandu trak yang tidak berdisiplin dan memandu di dalam keadaan yang merbahaya. Oleh itu, keperluan untuk memujuk pemandu berhema adalah sangat penting. Saya mencadangkan kelab ini untuk syarikat saya dan menggalakkan semua orang untuk menyertai latihan yang diberikan".

Irwan, 34 (Trak Pengangkut kereta)

"Saya mengetahui daripada rakan-rakan saya bahawa Asian Trucker akan berada di kawasan rehat Dengkil pagi ini di laman sosial. Oleh itu, saya datang ke sini untuk mendapatkan maklumat dengan lebih lanjut mengenai kelab yang ditubuhkan. Pada pandangan saya, dengan menyertai kelab seperti ini, peluang untuk memajukan perniagaan saya adalah lebih besar. Ini kerana ia boleh menjadi satu saluran yang baik untuk saya membuat lebih banyak kenalan bagi mengembangkan perniagaan saya,".

Kelab Pemandu Asian Trucker akan dipenuhi dengan pelbagai aktiviti dan acara untuk ahli selepas pelancaran rasmi. Kami akan terus mempromosikan dan memperkenalkan kelab ini kepada syarikat-syarikat trak dan logistik untuk memperolehi lebih banyak ahli. **T**

Apa yang anda perlu tahu tentang pengurusan dan keselamatan tayar

Bengkel Kit Loong khas bagi ahli-ahli Kelab Pemandu Asian Trucker.

Sertai kami untuk bengkel ini bagi mempelajari tentang keselamatan dan pengurusan tayar. Bengkel ini dianjurkan secara eksklusif untuk ahli-ahli Kelab Pemandu Asian Trucker sebagai sebahagian daripada program latihan pemanduan yang dijalankan oleh kami. Tiada bayaran tambahan yang terlibat, tetapi anda mungkin mahu menempah tempat duduk anda kerana penyertaan adalah terhad.

Jika anda masih belum menjadi ahli, anda boleh mendaftar di sini: <http://www.asiantruckerclub.com.my/join.html>

Anda juga boleh menghubungi kami bagi mendapatkan salinan borang keahlian bercetak.

Tarikh : 14 June, 9:30 - 16:00

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Kehidupan Sebagai Pemandu Trak yang Sihat

Tiada alasan untuk menjalani gaya hidup yang sihat jika itu adalah matlamat anda. Pemandu trak adalah profesion yang mudah untuk mengamalkan tabiat dan rutin harian yang tidak sihat seperti memandu sepanjang hari, tidur di dalam trak dan makan di perhentian trak. Marilah kita bertindak untuk mengelakkan dari penyakit yang tidak diingini dan anda boleh menjadi seorang pemandu yang lebih baik di jalan raya.

Memilih Makanan Seimbang

Pemilihan makanan adalah sesuatu yang penting kerana anda memerlukan makanan yang boleh membekalkan anda protein yang mencukupi, vitamin dan tenaga badan untuk menjalani rutin harian anda. Pastikan anda mempunyai air mineral di dalam trak untuk memastikan badan anda kekal terhidrat untuk perjalanan yang panjang. Anda boleh membawa makanan ringan yang sihat seperti buah-buahan, bar protein kacang dan lain-lain. Pengambilan vitamin juga boleh membantu anda untuk penambahan nutrien tambahan kepada badan anda.

Memastikan Fikiran dan Badan sentiasa Segar

Sebagai pemandu trak, anda akan

melalui jadual kerja yang tidak menentu, sekaligus akan mengganggu masa rehat anda. Anda haruslah bijak merancang untuk mencari masa rehat yang sesuai dan mencukupi dan jika anda perlu tidur di dalam trak anda, pastikan anda tidur di dalam keadaan yang selesa. Ini adalah baik untuk mengaktifkan semula otot dan sendi anda setiap hari.

Senaman

Sukar untuk melakukan senaman harian kerana anda sentiasa berada di jalan raya? Anda boleh menyediakan peralatan senaman di dalam trak anda seperti "dumbbell", "jumping rode", basikal dan banyak lagi. Anda boleh lakukan senaman sekurang-kurangnya 15 minit di perhentian trak. Di hari cuti pula, anda juga boleh melakukan aktiviti seperti berenang bersama keluarga anda, menghabiskan masa yang berkualiti dan memupuk gaya hidup sihat. Mungkin syarikat-syarikat trak juga perlu meluangkan masa selama 15 minit untuk melakukan senaman ringkas di kalangan pemandu mereka pada setiap pagi sebelum mereka memulakan jadual kerja. Tahukah anda terdapat Mercedes trak yang direka khas untuk melakukan senaman di dalam trak tersebut. Jika "Stallone" boleh melakukannya dalam "Over The Top", anda jugak boleh!

Kajian Penyelidikan

Kajian membuktikan bahawa duduk untuk jangka masa yang lama akan membawa kepada beberapa masalah kesihatan, termasuk obesiti dan sindrom metabolik - kelompok syarat yang termasuk tekanan peningkatan darah, gula darah tinggi, lemak badan yang berlebihan di sekeliling pinggang dan paras kolesterol yang tidak normal. Terlalu banyak duduk juga seolah-olah meningkatkan risiko kematian akibat serangan jantung dan kanser. (James A. Levine, MD, Ph.D. Mayo Clinic endocrinologist)

Tip ringkas ini adalah sesuatu yang telah biasa kita dengar tetapi gagal untuk dipraktikkan. Rumusnya, anda hanya perlu memastikan badan anda di dalam keadaan yang baik dan sihat. Nutrien dalam badan, air yang banyak, tidur yang cukup dan senaman ringkas. Semua tabiat buruk anda (jika ada) cuba dibuang, contohnya seperti merokok. Sebaik sahaja anda berjaya berbuat demikian, anda berada di landasan yang betul untuk menjadi seorang pemandu yang sihat, cergas dan cerdas. **🔥**

Kenali Asian Trucker Anda: Setiausaha Kelab Pemandu Asian Trucker



Setiausaha Kelab Pemandu Asian Trucker, kenali siapa yang berurusan dengan anda.

Siti Aisyah binti Abdul Rashid atau lebih dikenali sebagai "Scha" adalah ahli baru di dalam Asian Trucker Media Sdn Bhd dan merangkap kepada setiausaha Kelab Pemandu Asian Trucker. Beliau bertanggungjawab untuk mengendalikan penubuhan kelab yang baru ini.

"Kelab Pemandu Asian Trucker semakin berkembang dan mula dikenali di dalam industri ini. Kami telah mempunyai ahli lebih 200 orang setakat ini. Kelab kami juga telah disusun dengan pelbagai aktiviti dan akan menjadi lebih aktif tidak lama lagi" kata Scha.

Tanggungjawab

Ahli-ahli kami termasuklah pemandu, pengurusan OEM trak dan syarikat-syarikat logistik. Scha akan mengendalikan:

- Memastikan sistem kelab lebih terurus dan terjamin. Dengan penambahan ahli, kami akan menguruskan kelab ini dengan lebih lancar dan aktif bagi menggalakkan lebih ramai penyertaan.
- Sentiasa berhubung dengan ahli-ahli semasa dan ahli baru. Ini adalah penting kerana setiap ahli perlu dikemaskinikan dengan perihal dan aktiviti kelab.
- Menganjurkan aktiviti-aktiviti yang akan datang dan turut membantu pada hari aktiviti/acara berlangsung.
- Beliau juga merupakan salah seorang pengurus laman sosial (Facebook) Kelab Pemandu Asian Trucker. Kami menerima maklum balas atau soalan dari laman Facebook kami, oleh itu Scha akan menjadi salah seorang yang bertanggungjawab untuk memberikan maklum balas terhadap sebarang pertanyaan.
- Mengendalikan urusan penajaan. Pada masa ini kami mempunyai beberapa penaja untuk kelab seperti Shell Rimula, Kit Loong, GIB, dan Nittsu.

Beberapa acara kelab yang akan datang bakal dimaklumkan kepada ahli-ahli secepat mungkin. Jika anda masih belum menjadi ahli, sila pergi ke laman web kami dan ikut prosedur untuk menjadi ahli.

Sebarang pertanyaan berkenaan dengan Kelab Pemandu Asian Trucker, sila hubungi:

- info@asiantruckerclub.com.my
- 012 – 3644351.
- www.asiantrucker.com



Perkahwinan dengan Seorang Pemandu Trak

Kita mendapat persepsi baru tentang perkahwinan dengan seorang pemandu trak selepas menemubual dengan pasangan ini.

Tiada apa yang perlu dibimbangkan jika anda berkahwin dengan seorang pemandu trak sekiranya anda dan pasangan anda tahu bagaimana untuk memainkan peranan masing-masing. Salmah bt Johari 39, telah berkahwin dengan Jamil b Shahudin 47, selama hampir 19 tahun dan mereka mempunyai tiga orang anak lelaki. Kini Puan Salmah disahkan mengandung anak keempat mereka. Tetapi bagaimana hubungan ini dapat dikekalkan apabila satu pasangan sentiasa di jalan raya?

Semasa menemubual pasangan ini, Puan Salmah memberitahu kami bahawa dia sememangnya mengetahui tanggungjawab Encik Jamil dan kesan terhadap kerjayanya. "Beliau bekerja sebagai pemandu trak ketika beliau masih lagi bujang. Kami jarang bertemu, hanya menggunakan teknologi yang ada ketika itu untuk berkomunikasi, tetapi saya selesa dengan keadaan itu," kata Puan Salmah. Beliau juga menambah bahawa beliau bukanlah seorang yang suka keluar tanpa hala tuju begitu juga dengan Encik Jamil.

Puan Salmah bukan sahaja menjaga kelengkapan rumah, dia juga mempunyai

tanggungjawab di luar, beliau bekerja sebagai pengurus operasi di sebuah syarikat logistik. Pasangan ini mempunyai kerjaya tersendiri, kita mesti tertanya-tanya bagaimana mereka menguruskan masa bersama seisi keluarga.

Pada pandangan saya, sebagai seorang isteri, seorang ibu dan wanita yang berkerjaya, saya tidak boleh menafikan bahawa saya perlu membuat lebih pengorbanan di dalam perkahwinan saya. Saya perlu mengendalikannya dari segi kelengkapan di dalam dan di luar rumah yang merupakan anak-anak saya dan ibu saya (ibu Puan Salmah tinggal bersama beliau). Tetapi perkara yang memudahkan saya adalah apabila suami saya tahu apakah tanggungjawab dan peranannya, dengan pertolongan dari beliau, saya tidak merasakan apa yang saya pikul ini sebagai satu beban," kata Puan Salmah.

Puan Salmah akan memastikan bahawa hari Ahad adalah hari bersama keluarga. Biasanya Encik Jamil tidak bekerja pada hari Ahad dan semua adik-beradiknya akan berkumpul di rumahnya. Encik Jamil memilih untuk terus pulang ke rumah selepas selesai kerja, beliau tidak gemar membuang masa diluar atau melepak dengan rakan-rakannya.

"Setiap perkahwinan akan melalui waktu-waktu yang mencabar. "Masa

paling sukar bagi kami ialah apabila trak Jamil perlu berada di dalam bengkel selama tiga bulan. Oleh itu, beliau tidak mempunyai gaji selama tiga bulan. Itulah waktu di mana kami hanya bergantung kepada pendapatan saya. Walau bagaimanapun, kami berjaya mengatasinya," kata Puan Salmah.

Puan Salmah dan anak-anaknya pernah mengikuti Encik Jamil pada salah satu penghantaran jarak jauh beliau iaitu ke Pulau Pinang semata-mata untuk menunjukkan kepada anak-anaknya tentang bagaimana bapa mereka berkerja. Satu perkara yang mereka masih mengamalkan selama 19 tahun berkahwin adalah komunikasi. "Komunikasi adalah penting dalam setiap hubungan. Suami saya menelefon saya setiap dua jam walaupun hanya untuk bertanya tentang perkara harian dan kami akan menghabiskan beberapa minit bercakap mengenai apa-apa perkara sebelum kami tidur," kata Puan Salmah.

Pada akhir wawancara, Puan Salmah menegaskan bahawa tidak kira sesiapa sahaja yang anda pilih untuk menjadi pasangan anda selagi anda dan pasangan cuba untuk memahami antara satu sama lain, sentiasa bertolak ansur, menghormati dan mempercayai pasangan anda semuanya akan berjalan dengan lancar. **F**

Win your VIP ticket to London with Shell's Rimula Heavyweight Driving Challenge

Shell Lubricants has launched the 2014 Edition of its hugely popular Shell Rimula Global Promotion, which offers customers from around the world the opportunity to come together to compete in the 2014 Shell Rimula Heavyweight Driving Challenge as part of an exclusive VIP trip to London, England.

Come September, six Grand Prize winners from Malaysia will be among global finalists from 12 countries who will put their heavy-duty driving skills to the test by driving a range of heavy vehicles through a series of obstacles. The bespoke challenges will test participants' driving accuracy, vehicle control and teamwork in a bid to be crowned the Shell Rimula Heavyweight Driving Champion. The contest from April 1 till June 30, 2014, is open to all customers who purchase a

drum or pail of Shell Rimula R4, R5 or R6 heavy-duty diesel engine oil.

"At Shell, we also stand apart from the competition as a total lubricants solutions provider to fleet operators. We have a specially designed product and business solutions offering called "Driveline" that comprises a complete portfolio of technologically superior products to protect every driveline component against wear, acids and deposits: Shell Rimula heavy-duty diesel engine oils; Shell Spirax transmission, axle and gear oils; and Shell Gadus greases," she said.

Shell Rimula is committed to research and development, investing heavily to ensure its heavy-duty engine oils are tested in the world's hardest working vehicles and driving conditions. It is these



learnings that are then applied to benefit Shell Rimula customers and offer them the most advanced lubricant products available in the world for all heavy-duty vehicles.

For more information on the latest Shell Rimula products and global promotion, please go to www.shell.com.my/rimula-heavyweight-challenge. **F**

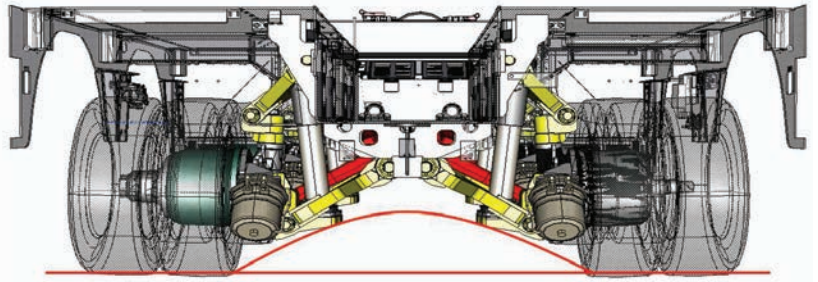
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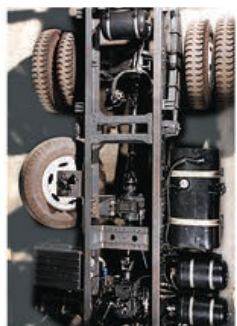
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DAIHATSU LUTON BOX 1996, careful owner, acc.free, well maintain, new paint, new tire, well maintain, tiptop condition,, **RM1X,XXX** Call **019-2421422, (Loc. Cheras)**

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DAIHATSU V116-HA (UBS) BDM 5000KG 2010, Must view, kargo AM 17 Feet, low down payment, worth to buy,, **RM6X,000 NEG** Call **012-2224490, 016-3235698, (Loc. Klang)**

00498187



DAIHATSU HIJET '0' DOWN PAYMENT

-, new body import from japan, rebuilt in Malaysia, new tyre, new seat, new aircond, new cd player, automatic & manual gear, **RM2X,XXX** Call **019-3829102, 019-2303299, (Loc. OKR)**

00497473



DAIHATSU V58 (4500KG) 09, Original condition, smooth engine, new paints, 100% acc-free,, - Call **012-8881795, 019-3333155, (Loc. K.Lumpur)**

00498144



DAIHATSU V58 CARGO 2004, 1-owner, acc.free, new paint, new tire, smooth engine, well maintain, low mile, loan available, call, **RM29,800** Call **019-2421422, (Loc. Cheras)**

00498038



EXCAVATOR FOR SALE

100% From Japan Model-S265-fa-f2,ms 120-8,pc 200-5,ex 200-1.s2800-fa long am,roller sd 100, **CALL FOR BEST PRICE** Call **019-265 0984, 016-229 0984, (Loc. B.Caves)**

00497856



ERA JINBEI WINDOW VAN 2.2L (M) PETROL 2014, d/blower, from 2-14 seater, abs+ebd brake, dvd, cd player, **FROM RM68,800** Call **018-2734772, 012-6511283, 016-6222163, (Loc. SETAPAK)**

00498961



ERA KOMUTER BAS SEKOLAH 2.8 TURBO 2014, 23 murid-murid, abs+ebd, aircond, 16" alloy rim, bsn rebate rm10,000, **FROM RM106,888** Call **012-2308686, 012-6511283, 018-2734772, (Loc. SETAPAK)**

00496884



HOOKLIFT HOOKLIFT

7 tonnes lifting,Europe high flow 65cc piston pump,Europe hydraulic valves,stablizer,heavy duty construction for high lifting capacity,best warranty(one to one exchange on parts),best price,ready stock & fastest delivery,dealers/resellers wanted, **RM-** Call **019-318 1188 Alex, 019-236 4236 Chew, (Loc. S.Alam)**

00496665



ERA KOMUTER 2.5D.TURBO(M) WINDOW VAN 2011, 1-Careful owner, DVD/TV, Tiptop, Well maintained, 15 Seater, reverse Camera, ABS+EBD brake,, **RM78,800** Call **012-3991819, 019-3333262, (Loc. Segambut)**

00498430



ERA KOMUTER 2200CC PETROL 5SPEED 2014, cbu, 12 seater, standard roof window van,full a/ cond,, **FROM RM85,000** Call **012-6511283, 016-6222163, 018-2734772, (Loc. SETAPAK)**

00496965



MITSUBISHI CANTER (1 TAN) 1995, Original & good running cond. Acc-free, smooth engine, value buy, **RM13,800** Call **012-8881795, 019-3333155, (Loc. K.Lumpur)**

00498122



MITSUBISHI CANTER FB300 2.7 DIESEL 1996, Clean Interior, Excellent condition, Well maintained, Accept trade-in, **RM18,800** Call **017-3866643, 016-3368023, (Loc. Serdang)**

00497464



ERA KOMUTER WINDOW VAN 2.5 D/TURBO 2014, from 2-14 seater, abs+ebd braked, dvd player, rev camera, , **FROM RM105,000** Call **012-6511283, 012-2308686, 016-6222163, (Loc. SETAPAK)**

00496891



HICOM 145 2004, 1-owner, acc.free, power steering, aircond, well maintain, smooth engine, loan available, **RM31,800** Call **019-2421422, (Loc. Cheras)**

00498040



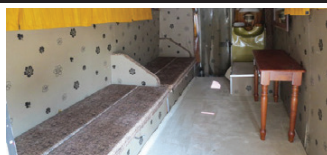
HINO TRUCK CRANE
-, Local, Hino Profia 8x4, Copma 5630, 5boom, **CALL FOR BEST PRICE** Call 0111-5133333, (Loc. Seremban)

00496738



HINO XZU 5000 KG
2009, green engine, steel box., 1 owner, **RM5X,XXX** Call 019-3829102, 019-2303299, (Loc. OKR)

00497471



ISUZU NPR MOTORHOME

1997, Acc. Free, Clean Interior, Excellent condition, Well maintained, comes with freezer, home theater, toilet, new gen set, lightings, for sale/rental, call for best price, loan arrangeable., **RM-** Call 012-3991819, 019-3333262, (Loc. Segambut)

00498468



ISUZU LORRY NPR66
07, Excellent condition, wooden body with canvas frame, **RM47,000** Call 017-3617127, 016-3329112, (Loc. OKR)

00497008



ISUZU NEW CAR CARRIER
-, Unregistered, lorry crane, Arm roll, tow truck, Ice box, bonded truck, **RM127,690** Call 019-2702957 David, (Loc. OKR)

00498047



ISUZU NPR
97/96, 31 seaters, fully refurbish, call for best price, loan arrangeable., **RM58,000** Call 019-3333262, 012-3991819, (Loc. Segambut)

00498456



ISUZU NPR ARM ROLL 13" FEET

-, Unregistered, Full Loan, Low Interest, made in Japan, rebuild in Malaysia, **RM8X,XXX** Call 019-3829102, 019-2303299, (Loc. OKR)

00497475



ISUZU NPR CAR CARRIER 18 FEET

-, Unregistered, high Loan, low Interest, full loader with remote control, made in Japan, rebuild in Malaysia, fully refurbished, **RM-** Call 019-3829102, 019-2303299, (Loc. OKR)

00496832



ISUZU NPR WOODEN IPPER

-, Unregistered, high Loan, low D/Payment, import from Japan, rebuild in Malaysia, **RM72,800** Call 019-3829102, 019-2303299, (Loc. OKR)

00496835



ISUZU FVR13N 1997, Must view, kargo 24" 6 FT with steel chequered plate and steel rolling, **RM46,000** **NEG** Call 012-2224490, 016-3235698, (Loc. Klang)

00498172



KOMATSU PC200-5 EXCAVATOR -, **RM-** Call 019-236 8103, (Loc. Rawang)

00495643



HICOM MTB 140 (BOX) 02/03, Original Paint, good running condition, acc-free, smooth engine, value buy, must view, **RM27,500** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00498132



HICOM MTB 145 2010, 1-Careful owner, Must view, Tiptop, very low mileage115,500 km, green engine, excellent condition, well maintained, **RM52500** Call 019-2117375, 012-2827375, (Loc. K.Lumpur)

00497909



HICOM MTB 145 (4500KG) 99/08, 1 owner, new paint, smooth engine, acc free, nice interior, t/tp cond, must view, **RM2X,XXX** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00498114



HICOM MTB 150DX (500KG) 05/08, 14" x 17" feet, 6 new tyres, 55,xxx km only, original paint, - Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00498114



HICOM MTB 150DXL(5000KG) 2011, 20" feet long box, ori, tip-top, 100% acc free, **RM-** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00498111



HINO FD3H BDM 14,200KG 2002, Must view, Kargo AM (24 1/2 FT) With steel railing, Nice condition, worth buying, **RM5X,000** Call 012-2224490, 016-3235698, (Loc. Klang)

00498205



HINO RK1J 2008, Clean Interior, DVD/TV, Well maintained, Accept trade-in, 40 Seater, Bas Persiaran, Loan Arrangeable, Air conditioned, **RM-(NEGO)** Call 019-3333626, 012-3991819, (Loc. Segambut)

00498444



ISUZU F SRIIH (11000KG) 95, 20 feet, A permit Rental RM300/month, tail lift box,engine blok to change,engine just overhaul, **RM17,900** Call 019-7247470, 019-8187470, (Loc. Ampang)

00496765

NISSAN C22 VANETTE



91/10, largest & specialist in vans, all new paint, full spec, fully refurbished, opposite sek, teknik with blue signboard, **RM1X,XXX Call 012-2867842**, (Loc. Sg Buluh)

00497107

NISSAN CG450



REBUILT, 6 cylinder, 12,503 cc320ps, **RM148,000 Call 012-2583660**, (Loc. Sunway)

00497186



MITSUBISHI EURO 2 ENGINE FE TRUCK

NEW, high trade in, low interest rate 3.XX% & low down payment, promotion discount more than RM4,000, **RM- Call 012-6493126**, (Loc. Cheras)

00498425



MITSUBISHI FB511 CARGO 2002, 1 owner, acc-free, new paint, smooth engine. low mile, loan available, trade in welcome, **RM24,800 Call 019-2421422**, (Loc. Cheras)

00498043



NISSAN C22 1.5(M) SEMI PANEL 2007, 1-Careful owner, Acc. Free, Low mileage, Must view, Tiptop, new paint, **RM25,800 Call 019-3911333**, 016-3363126, (Loc. Kajang)

00498497



NISSAN C22 SEMI PANEL 2009, White, Acc. Free, Excellent condition. Like new, Low mileage, Well maintained, **RM30,000 Call 019-282 3023**, (Loc. Selangor)

00496677



NISSAN C22 SEMI PANEL VAN 2003, 1-careful owner, acc-free, double blowers, excellent condition, low mileage, **RM18,000 Call 019-2162686**, 03-91322681, (Loc. Cheras)

00497134



NISSAN CABSTAR TIPPER 2000, petrol engine 2.0cc, 1-owner, superlow mileage, 100%acc. free, internal use only, aircond, very smooth engine, **RM21,800 Call 019-2421422**, (Loc. Cheras)

00498035



NISSAN JA 452S 2010, Acc. Free, Clean Interior, Excellent condition, Tiptop, Well maintained, Call for best price, SCOMI-body, **RM NEGO Call 012-3991819**, 019-3333262, (Loc. Segambut)

00498450



NISSAN JA 2002, Must view, Accept trade-in, aircond bus, 44-seater, bus persiaran, engine converted to Nissan V8, loan arrangeable, **RM-NEGO Call 012-3991819**, 019-3333262, (Loc. Segambut)

00498427



NISSAN LKA211N BDM 14,000KG 2008, Wooden cargo 25'3 feet with steel plate and steel railing, worth to buy, **RM 9X,000 Call 012-2224490**, 016-3235698, (Loc. Klang)

00498198



NISSAN CMF (31 SEATERS)

1995/96, window bus, fully refurbish, loan arrangeable, **RM7X,XXX Call 012-3991819**, 019-3333262, (Loc. SEGAMBU)

00498465

TOYOTA HIACE



92/06, Clean Interior, Tiptop, Well maintained, Accept trade-in, Call for best price, Ready Stock, largest & specialist in vans, all new paint, full spec, full refurbished, Sri Gombak 96 Auto City, **RM2X,XXX Call 012-3725615**, (Loc. Sri Gombak)

00497104

REBUILT SCANIA VOLVO ERF



P94, 114, 124, 144, 164, FM12 Version 2, FM10 ECT 11, Must View, **RM1XX,XXX NEGO Call 010-700 1000 Mr.Marco**, (Loc. Klang)

00497845



NISSAN JP
2008, aircond, 44 seaters, new paint, loan arrangeable, acc.free, accept trade in, **RM NEGO** Call **019-3333262**, 012-3991819, (Loc. Segambut)

00498461



NISSAN UD PKD 211N UBS 2002, Excellent condition, green engine, hydraulic tipper, 1 owner, air cond, loan arrangeable., **RM79,800** Call **012-3991819**, 019-3333262, (Loc. Segambut)

00498440



NISSAN URVAN (D) 2007, Clean Interior, Excellent condition, Well maintained, aircond, loan arrangeable, call for best price, loan arrangeable., **RM6X,XXX** Call **019-3333262**, 012-3991819, (Loc. SEGAMBU)

00498417



NISSAN VANATTE SEMI PANEL 2003, clean interior, must view, well maintained, aircond, **RM13,800** Call **012-9091201**, 012-2623336, (Loc. Kajang)

00498495



NISSAN VANETTE 1.5(M) 99, Acc. Free, Well maintained, double blower aircond, full seater, price nego, **RM18,300** Call **013-6347471**, 03-20219199, (Loc. K.Lumpur)

00497864



NISSAN VANETTE C22 PANEL VAN 04/09, specialist in window van, **FROM RM18,XXX** Call **016-3333198**, 016-3368023, 017-3866643, (Loc. Serdang)

00497457



NISSAN VANETTE C22 WINDOW VAN 02/05, specialist in window van, **RM20,XXX** Call **016-3333198**, 016-3368023, 017-3866643, (Loc. Serdang)

00497460



NISSAN YN4IH5 2005, Must view, New tipper body 14 feet, Low deposit high financing, worth to buy, **RM5X,000** Call **012-2224490**, 016-3235698, (Loc. Klang)

00498194



RENAULT KANGOO 1.4L SEMI PANEL 05, Emas, 1-Careful owner, Acc. Free, Low mileage, Original paint, immaculate condition, **RM12,800** Call **019-3911333**, 016-3363126, (Loc. Kajang)

00498494



TOYOTA BU 140 CARGO 2014, Acc. Free, Excellent condition, Well maint., BDM 5000, Body 14 1/2 feet, A/c 16 1/2 feet, Unreg, Rebuild Truck, **RM50-60K** Call **017-3996520**, (Loc. JB)

00497341



TOYOTA BU140 TIPPEL 3.5 2014, Acc. Free, Excellent condition, Well maintained, BDM 5000, New Aircond 13feet, New Paint, Reband Truck, **RM63,000** Call **017-3996520**, (Loc. JB)

00497291



TOYOTA LY DOUBLE CABIN LUTON

-, Unregistered, high Loan, low Interest, make in Japan, rebuild in Malaysia, **RM4X,XXX** Call **019-3829102**, 019-2303299, (Loc. OKR)

00498339



TOYOTA HIACE 2.5 DIESEL VAN PEJAJAR 02, Clean Interior, Excellent condition, Well maintained, Accept trade-in, **RM26,800** Call **016-3368023**, 017-3866643, (Loc. Serdang)

00497465



TOYOTA HIACE 2.5 DIESEL WINDOW VAN 2007, Clean Interior, Excellent condition, Well maintained, Accept trade-in, **RM71,800** Call **016-3368023**, 017-3866643, (Loc. Serdang)

00497463



TOYOTA HIACE 2.5 DIESEL WINDOW VAN 2002, Clean Interior, Well maintained, Accept trade-in, Ready Stock, **RM43,800** Call **017-3866643**, 016-3368023, (Loc. Serdang)

00497470



TOYOTA HIACE 2.5(M) D 2000, Acc. Free, Tiptop, Well maintained, Accept trade-in, semi panel, credit card accepted, **RM25,800** Call **012-3211616**, 03-61383849, (Loc. Selayang)

00498377



TOYOTA HIACE 2.5(M) TURBO DIESEL 2007, White, ABS, Acc. Free, Clean Interior, Airbags, Seater, CD player, Loan Arrangeable, **RM 6X,XXX** Call **019-3333262**, 012-3991819, (Loc. Segambut)

00498434



TOYOTA HIACE 2.5(M) WINDOW VAN 2007, 1-Careful owner, Acc. Free, Clean Interior, Excellent condition, Well maintained, loan arrangeable., **RM69,800** Call **012-3991819**, 019-3333262, (Loc. Segambut)

00498438



TOYOTA HIACE PANEL VAN 2.5(M) 2007, White, 1-Careful owner, Acc. Free, Clean Interior, Excellent condition, Tiptop, Well maintained, **RM56,800** Call **019-779888**, 017-5258628, (Loc. Ampang)

00497160



VIEW VAN 2.8 DIESEL -, Unregistered, 14 Seater, Cummins engine, high roof, luxury van, view to believe, **RM104,000** Call **017-3617127** Desmond, (Loc. OKR)

00497004



On April 24th, ISUZU launched the 6th generation ELF in MIECC, The Mines. A truck developed with the help of computers and perfected by humans.







Customers having a day out with PTM

"We are giving back to our clients and showing them our appreciation. At the same time, we are all having a good time" said Mr. Soo, MD of PTM when we met him at his outlet near the Selangor Wet Market on the morning of the 7th May. To excite customers and to further bond with them, PTM organised this event on 7th and 8th May 2014. Customers would not only enjoy discounts on parts, but could also try their luck with mini Golf, at the soccer table or just having a snack. Drivers waiting for their vehicle to be serviced could put their feet up and enjoy a foot massage.

PTM has been a Inokom dealer for the past 12 years and the outlet in Kuala Lumpur is a 3S Dealership with several service bays, able to service some 20 plus vehicles each day. As part of the service offered, PTM also has their own rescue vehicle. Customers clearly enjoyed the hospitality and gesture.





TECHNICAL SPECIFICATION

CHASSIS

Model	: T-LIFT 375.CM
Overall Dimension (LxWxH mm)	: 8,460 x 2,500 x 3,030
Wheelbase (mm)	: 3,850 / 1,350
Front / Rear Over Hang (mm)	: 1,480 / 1,780
Min. Ground Clearance (mm)	: 300 (Fully Laden)
Min. Turning Radius (m)	: 9.0
Curb Chassis Weight ~ CCW	: 7,085 Kg
Gross Vehicle Weight ~ GVW	: 34,000 Kg

ENGINE

Model	: Dongfeng Cummins L375-20 ~ Euro2 Diesel Engine
Type	: In-line 6 Cylinder- 4 Cycle, Water Cooled, Turbocharged with Intercooler, Direct Injection.
Piston Displacement (L)	: 8.9
Max. Output (Hp/Rpm)	: 276kW (375Hp) at 2,200 rpm
Max. Torque (Nm/Rpm)	: 1,480N.m (151kgm) at 1,400 rpm
Bore x Stroke (mm)	: 114 x 145

CLUTCH

Type	: Spiral Spring Dry Single Plate
Diameter (mm)	: SACHS ~ 430
Operation Type	: Hydraulic control with Air Booster- Pulling type

STEERING

Type	: Recirculated Ball with Integral Power Assistance
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TRANSMISSION

Model	: ZF9S1820
Type	: 9 Speed Forward & 1 Speed Reverse Double Countershaft Synchronizer Gear
Operation Type	: Electro-pneumatic shifting gear
Gear Ratio	* Forward Gear
	1st : 15.16
	2nd : 11.26
	3rd : 7.90
	4th : 5.67
	5th : 4.07
	6th : 2.76
	7th : 1.94
	8th : 1.39
	9th : 1.00
	* Reverse Gear : 12.26
	PTO Type : Gear Pump @ Max.Output Torque: 850Nm

FRONT AXLE

Type	: Elliot "I" Beam Section
Capacity	: 8,000 Kg

REAR AXLE

Type	: Double Rear Tandem Axles; Full Floating; Differential lock @ Double Hub reduction
Capacity	: 13,000 Kg + 13,000 Kg
Final Gear Ratio	: 5.260 : 1



SUSPENSION

Front Type : Multiple Leaf Spring with Double Acting Telescopic Shock Absorbers ; Size: 1680x90x11mm @ 9pcs
 Rear Type : Multiple Leaf Spring ; Size: 1590x90x24mm @ 13pcs

SERVICE BRAKE

Type : Pneumatic System on all wheels drum with dual Internal Expanding Leading Shoe
 Control : Fully Air with Spilt Pneumatic Circuit Control & ABS

AUXILIARY BRAKE

Parking Brake Type : Spring brake acting on rear axle
 Exhaust Brake Type : Electro-pneumatic control

TYRE & WHEEL

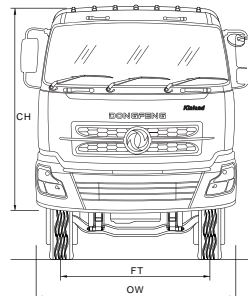
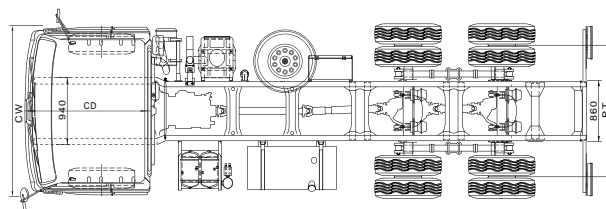
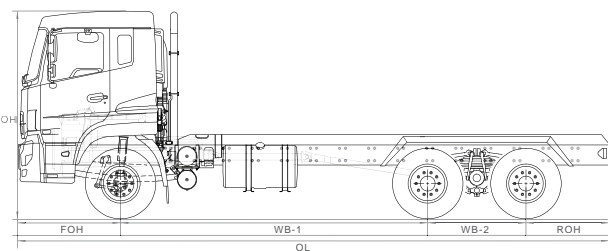
Tyre Size : 315/80 R22.5 (Tubeless)
 Wheel Rim Size : 9.00 x 22.5 - ISO 10 Studs @ Steel rim
 Max. Speed (Km/h) : 80

FUEL TANK

Capacity (Liters) : 400

ELECTRICAL EQUIPMENT

Type : 24 Volts, Negative Earth
 Batteries : 12V x 2, Series Connection @ 165 Ah
 Alternator : 28V @ 80 Amps



Chassis Dimension (mm)

Overall Length (OL) 8,460
 Overall Width (OW) 2,500
 Overall Height (OH) 3,030

Wheelbase 1 (WB1) 3,850
 Front Over Hang (FOH) 1,480
 Rear Over Hang (ROH) 1,780

Wheelbase 2 (WB2) 1,350
 Front Tread (FT) 2,040
 Rear Tread (RT) 1,860

Cabin Dimension (mm)

Cabin Width (CW) 2,464
 Cabin Height (CH) 1,995
 Cabin Deep (CD) 2,030

Continental announces Launch of Radial Truck Tires in Indian Market

The international tire manufacturer and automotive supplier Continental has started production and distribution of radial truck tires in the Indian market. With an initial annual production capacity of 220,000 radial truck tires, a dealer network of more than 1,400 outlets and sales & customer service teams in more than 70 cities across India, Continental takes the next step in expanding its reach in India after acquiring Indian tire manufacturer Modi in 2011. The official launch event for Continental radial truck tires will be held on April 1, 2014, in New Delhi.

"Introducing Continental radial truck tires into the Indian market is a momentous occasion for us. India is the second largest market for truck tires in the Asia-Pacific region (APAC) and we strongly believe that our premium technology products, manufactured locally and distributed through our Indian market organization, will make Continental a preferred partner in the tire replacement and original equipment business," states Dr. Andreas Esser, Head of the Commercial Vehicle Tires business at Continental. Investing in local production capacities is part of Continental's strategy to diversify its global manufacturing footprint and expand business in growing markets, such as India.

Continental has invested heavily into the construction of a new production building alongside with machinery for making radial tires. Furthermore, Continental brought experienced staff from some of its other international production sites to India in order to train local staff on the new machinery and production techniques. Also, more than 100 local employees were sent abroad to the international production sites in Germany, Romania, China and Malaysia for comprehensive training in radial tire production and technology. "We firmly believe that the personal training of our local staff through experienced experts from other production sites is a key factor for the successful ramp-up of a new tire plant. The strong Manufacturing network supports excellence in operation, especially the case for the switch from producing bias tires to radial tires, where the technology involved is more complex and requires additional know-how," remarks Thierry Wipff, Head of Manufacturing Commercial Vehicle Tires at Continental.

Continental's initial radial tire product portfolio for India covers the Goods, People, and Construction segments. In the Goods segment, the HSR2 steer tire and the HDR2 drive tire offer strong

reliability and high mileage. For the People segment, Continental launches a dedicated coach tire, which stands out through its smooth ride, excellent mileage and directional stability. The high-tech construction tires HSX2 and HDX2 round off the product portfolio with their excellent durability and strong off-road performance.

The Indian truck tire replacement market has a volume of approximately 14 million units per year, out of which almost 4 million units are radial tires, whereas the other 10 million are bias tires. Over the last five years, the market has not only grown by approximately 24%, but has also seen a strong shift towards radial tires. It is expected that radialization will gain further momentum in the next years.

The Commercial Vehicle Tire business is one of the largest manufacturers of truck, bus and commercial specialty tires worldwide.

Continental's Tire Division is an Official Sponsor of the German DFB Cup, 2014 FIFA World Cup™ in Brazil and the UEFA EURO 2016™ in France.

Yusen Logistics Launches South East Asia Link "SEAL" Trucking Service-Connecting

Indochina Yusen Logistics announces the launch of the South East Asia Link service (SEAL) - a cross border trucking service for Indochina. By offering a road solution which is more economical than air freight forwarding and quicker ocean freight forwarding, Yusen is offering a new alternative in response to the increasingly varied logistics requirements of customers in the region.

"SEAL" is a cross border trucking service which connects Singapore, Malaysia, Thailand, Cambodia and Vietnam, providing Full Truck Load service (FTL)

as well as Less than Truck Load (LTL) solutions. The service operates five times a week between Singapore and Malaysia, and runs two-three times a week connecting Malaysia with its northern neighbors Thailand (Bangkok) and Vietnam (Hanoi).

The "SEAL" solution helps to cut both cost and lead times, in comparison with other logistics modes. For example, in the high-demand corridor between the Thai and Vietnamese capitals, the price is approximately half that of air freight forwarding, whilst 10 days quicker

than for ocean freight movement. All vehicles in the fleet are equipped with GPS, helping to ensure a well-equipped system for confirming freight status and for quality assurance.

Yusen is responding to growing demand with innovative services, increased capacity on existing routes, an expanded network to Myanmar and by offering integrated multi-modal transportation solutions with air and ocean freight forwarding

Continental named Tire Manufacturer of the Year and honored for ContiLifeCycle plant in Hanover

tire
TECHNOLOGY
INTERNATIONAL 2014
AWARDS
FOR INNOVATION AND EXCELLENCE
TIRE MANUFACTURING INNOVATION OF THE YEAR

On February 12, 2014 Continental received not just one but two awards from trade journal "Tire Technology International". The international expert jury not only named Continental Tire Manufacturer of the Year but also had special praise for the recycling of rubber from end-of-life tires in conjunction with the retreading of truck tires at the ContiLifeCycle plant in Hanover. Both awards were presented at a ceremony held at the Tire Technology Expo fair in Cologne, Germany.

Jury member David Shaw, Head of Research at Tire Industry Research, had this to say: "To my mind, Continental has combined the global strategic view with great products and a vision of a more sustainable future. The new plant in Sumter, USA, shows commitment to a global future, while the Hurricane machine demonstrates a desire to reduce, reuse and recycle. Meanwhile, their car and truck tire products continue to win praise from independent testers and fleets."

"We are delighted to be named Tire Manufacturer of the Year 2014," said Nikolai Setzer, Continental Executive Board Member responsible for the Tire Division. "As our Tire Division is currently midway through realizing its Vision 2025, the timing couldn't be better. This is great appreciation for our global tire team for the successful execution of our

long-term growth plan, which is based on substantial investments in expanding our existing tire plants and building several new ones. We are also extending the high-tech testing capabilities of our proving grounds as well as investing in new premium products, processes and technologies at the highest level.

Praising the ContiLifeCycle plant, jury member Joe Walter, an adjunct professor at The University of Akron said: "Utilizing end-of life rubber products should lead to a significant reduction in Continental's corporate carbon footprint while producing retreaded tires in an environmentally friendly fashion. This recycle-retread initiative seems to be win-win for the consumer and the environment."

"We are delighted that our ContiLifeCycle plant has been named Tire Manufacturing Innovation of the Year," said Christian Sass, who heads up the Truck and Bus Tire Retreading segment at Continental. "We see this as confirmation that, with our globally unique combination of rubber recycling and truck tire retreading, we have come up with a sustainable solution. In the space of 18 months our team transformed the vision of an innovative retreading and recycling solution into a reality. The outcome is a retread solution that is even more sustainable and has reached a new level in terms of product performance and characteristics."

The Tire Technology International Awards for Innovation and Excellence are a celebration of far-sighted endeavor in the field of tire development and manufacturing. A shortlist of contenders is drawn up based on nominations from readers and the editorial team at Tire Technology International. The shortlist is then passed on to an independent jury of international tire experts who evaluate the nominees and select the winners. The awards are presented each year in February at a ceremony staged at the Tire Technology Expo fair in Cologne, Germany. For further details visit www.tiretechnology-expo.com.

Gilles Leroche joins Volvo Trucks Malaysia



In a one-one-one interview we learn why trucking isn't about numbers but a personal matter.

Volvo owners in Malaysia can look forward to an even more innovative service offer coming their way as Gilles Leroche has joined the Shah Alam based business as Vice President, Aftermarket. Asian Trucker welcomed him as he barely stepped out of KLIA, where he is now looking forward to his new environment. It is his first assignment in Asia, but with 34 years experience in trucking, there isn't much that he hasn't seen in and around a truck.

"I was born in Leon and by trade I am an engineer. My career started in 1980 with Renault and over the years I have been working in the technical development, After Sales, Driveline Development and Commercial Aftersales. My biggest achievement could be the creation and development of the very first diagnostics system for Renault" he said during the Prai instalment of the Fuelwatch, which was his third day in Malaysia.

He said further that "The greatest moments in my job are when customers stay with the brand despite the price being higher. It means that the service and aftersales is important and that these are done right." According to him, the standard of the aftersales of Volvo in South East Asia is very much on par with the European systems. Although the systems are to be identical throughout the world, Leroche acknowledges that the implementation of aftersales cannot be a copy and paste job. It requires a certain degree of adaptation to the local conditions.

He departs with the words "Trucking is a personal business relationship. Numbers don't make a difference as a result. It is a one on one relationship". His immediate task is to find a home in Kuala Lumpur for himself and his wife.

Daimler Trucks marks production milestone in China



Beijing Foton Daimler Automotive Co., Ltd. (BFDA), a 50-50 joint venture between Daimler and Chinese manufacturer Foton Motor, recently celebrated the 150,000th production unit of the companies' jointly produced Auman branded trucks. This production milestone shows that BFDA is an important pillar within Daimler Trucks' global product and production strategy, with China being an integral element of this.

"As the leading manufacturer of commercial vehicles, being right at home in the world's largest truck market is extremely important for us," said Dr. Wolfgang Bernhard, Member of the Board of Management of Daimler AG responsible for Daimler Trucks & Buses. "The production anniversary underlines that Daimler Trucks is successfully under way in China. Together with our local partner Foton, we are going to focus on offering the Chinese customers the best trucks possible for their purposes."

Since the first Auman branded truck produced by the joint venture rolled off the production line at its production facility in a suburb of Beijing in July 2012, the company has further improved its market position in the world's largest truck market. In 2013, BFDA sold about 103,300 units, equalling a 34% year-over-year growth rate, the highest growth among China's top five medium- and heavy-duty-truck manufacturers.

"In a highly regional diversified industry, BFDA's strong figures and market position prove that we are on the right track," noted Hubertus Troska, Member of the Board of Management of Daimler AG responsible for China, and Chairman and CEO of Daimler Greater China. "Backed up by Daimler's full commitment and the trust that our Chinese customers have in our products and services, we will continue to drive BFDA's business into new heights."

Going forward, BFDA plans to expand its production footprint in China. A Mercedes-Benz heavy-duty engine plant targets to cornerstone later this year at BFDA. The engine plant will produce Mercedes-Benz OM457 engines, which will be installed into Auman products to further diversify and upgrade BFDA's product portfolio. The company expects additional momentum by a further expansion of the dealer network that consisted of about 450 outlets by the end of 2013.

Asian Trucker online survey results



Here are the results of recent quick polls we have run on our website. Please visit www.asiantrucker.com to cast your vote for the latest poll.

Optional Feature for Meritor Tire Inflation System (MTIS) by P.S.I. Now Available Industry-Wide for Trailers

Meritor, Inc. (NYSE: MTOR) and Pressure Systems International (P.S.I.) are making it easier for fleets to check wheel-end pressure output by expanding availability of an optional feature on their automatic tire inflation system.

The control box check point option was previously available on a limited basis with the Meritor® Tire Inflation System (MTIS™) by P.S.I.™. Now, it can be included with any MTIS by P.S.I. system purchased for new trailer installations or retrofits. With the new feature, maintenance personnel and drivers can check the regulated air pressure at the control box without shutting off the system and disconnecting the supply line from the control box.

The control box air pressure is set slightly higher than customers' specified tire pressure. This is done by design so the system delivers the desired pressure to the tires after passing the check valves.

"Fleets want a simpler way to change their desired system pressure or validate their current setting," said Charlie LaFuente, P.S.I.'s engineer and quality control manager.

By keeping tires properly inflated, MTIS by P.S.I. improves tire maintenance management, trailer uptime and bottom-line ROI and reduces CSA (compliance, safety, accountability) violations. The simple and reliable design can be installed as new or as a field retrofit on any type of trailer, including van, liquid tank, logger, flat bed, chassis, livestock, platform, drop frame, dump, deep drop, doubles, dry bulk, reefer, auto transporter and military. Proper inflation boosts tire life, increases fuel efficiency and safety, maximizes recap potential and keeps trailers on the road. The patented ThermALERT™ option warns drivers of excessive wheel-end heat, which helps avoid trailer fires and damage to the undercarriage.

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Volvo Trucks in Asia Oceania: Strategy driven by customers' needs



In an exclusive media briefing, Mr. Christophe Martin, President of Volvo Group Trucks Asia Oceania Sales, shares with us the insights gathered from surveys and plans for the near future. Customers can look forward to an even closer relationship with the Volvo Group and improved services are the cornerstones for the projected growth. To begin the update, Martin welcomes guests to the new Volvo Asia Oceania office in The Metropolis, Tower 2, Singapore. During the session we also met with Mr Ian Sinclair, who had some stories to tell about the driving skills of a certain Mr Floyd Cowan.

Strategic location

Martin opened with an explanation as to why the Volvo Asia Oceania office has been set up in Singapore. He said that "Beijing was far from certain key markets such as Australia, which became part of the organization in 2013. From here, we can easily cover the entire region and the country is a great hub to reach the neighboring countries. Also, Singapore is a service oriented society. As a headquarters, this is good for us. In addition, Singapore also offers top talent that is readily available. For example, we are now getting hundreds of applications for jobs we post whereas in Beijing it was more complex." From Singapore, Volvo manages some 24 countries with seven hubs. The service network in Thailand is a special one as it is owned 90% by Volvo. The group is planning to open rep offices in several countries, such as Myanmar and Mongolia. Without naming them, Martin also said that there are other locations that the company is considering for a bigger stake in the market.

Multibrand and same experience

Asked what is the reason behind the multi-brand workshops and dealerships, Martin explains that "What is important is to be in control of the brand experience. Surely, multi-brand dealerships and workshops are a compromise. However, at the end of the day, it is about profitability. And let's face it, if we were to have separate

workshops, our clients would have to bear the additional cost for maintaining these." As each brand addresses needs catering to very specific target groups, there is hardly any overlap in the product portfolios.

Ambitious goals in Asia Oceania

Martin is confident that the market(s) in Asia will grow. "Not in double-digit rates, maybe with limited percentage, but they will grow. And we will be ready for this growth," he opens this segment of the session. Volvo Trucks' strategies clearly pay out as the company is ranked number one in almost all countries. The segment that Volvo is monitoring is the European brands and here the aim is to become and maintain the number one position in sales of European trucks. Currently, Volvo Trucks holds a market share of 31.0% or 6500 units (2013) which is up from 24.0 %, 5000 units (2011). Volvo takes a very clear position, wanting to be the price leader. Satisfaction surveys also rank Volvo very high.

Helping clients with their business

When assessing the needs of the markets, Volvo puts the client / user at the centre. Martin explains the way forward by bringing up a slide that depicts the six key areas the company will focus on in the short term. He describes this in detail, "These focus areas are the ones that are overall the most important. Naturally, some are less vital in some markets or segments than others, but these are the things we need to look into." While "Safety", "Uptime", "Fuel Efficiency" and "Productivity" seem to be obvious, the others are probably a little surprising. The second set of focus areas includes "Security" and "Driver Appeal".

About Christophe Martin

He started with Volvo in 1993. The time he has been with the company coincides with the number of years he has been married. Three kids call him Dad and he has lived and worked in Europe, Africa and Asia. He held various management positions such as Sales & Marketing Deputy Director, Director and Vice-President. His academic profile is rounded up by a degree from Lycee Ampere and an MBA from Ecole de Management de Lyon. He admits that he likes Renault trucks, which is not surprising, since he is a Frenchman.

UAE construction specialist Saif Bin Darwish takes 150 heavy TGS WW trucks

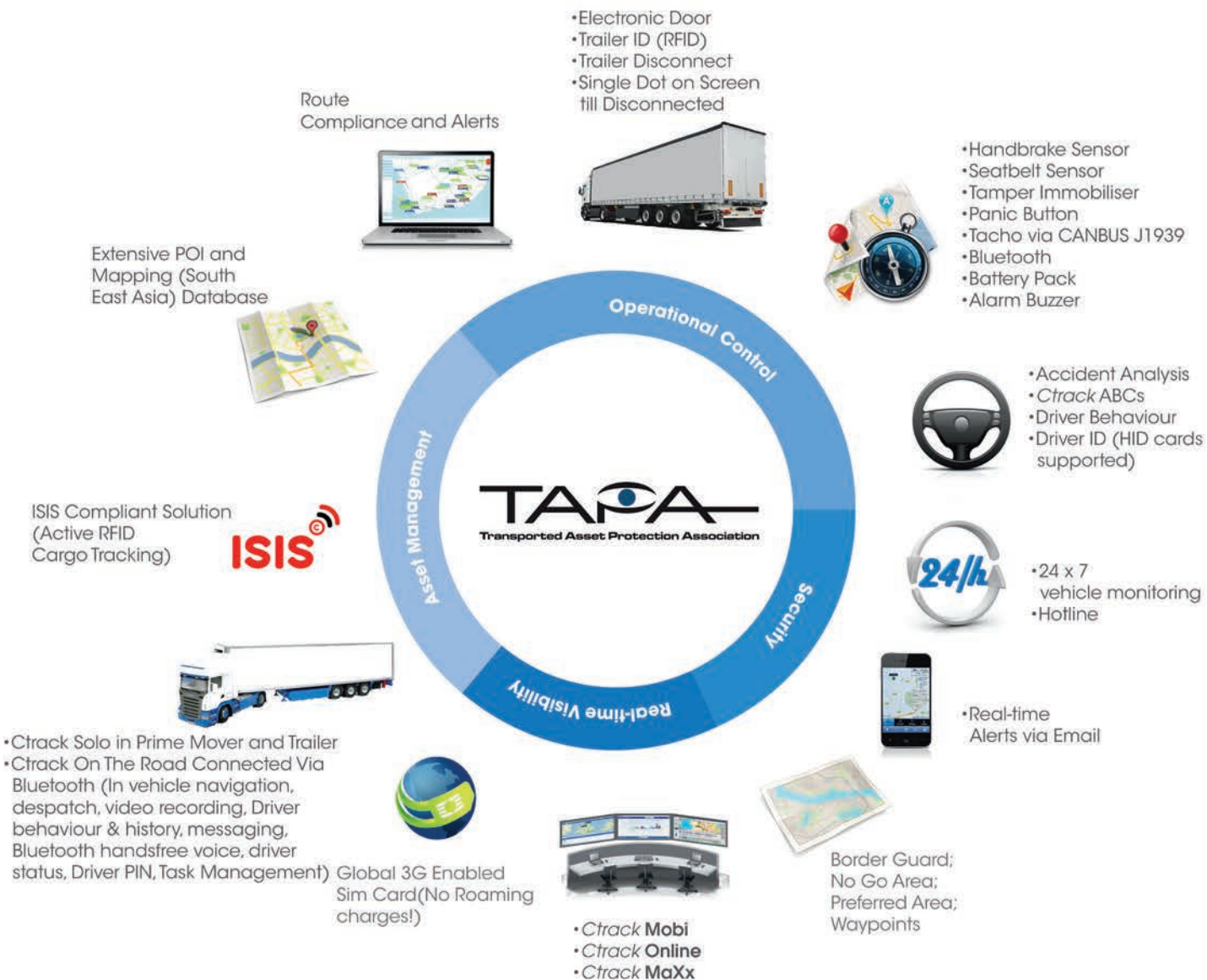


The UAE-based construction company Saif Bin Darwish took delivery of 150 heavy MAN TGS 40.440 WW 6x4 tractor heads in March 2014. The order represents a volume of more than 10 million euros.

A couple of trucks in the 690 MAN fleet clock-up over one million kilometers.

Saif Bin Darwish is one of the major civil & infrastructure engineering companies in UAE. It has a long relationship in working with MAN, as Andrew Carter, Manager Plant and Rental Division of the company states: "We have trusted MAN for 35 years now and operate a fleet of 690 trucks. With the newly launched TGS WW 6x4 with Aero Package and TipMatic, we have rejuvenated our fleet to the latest standard. Our vehicles have to cope with very rough conditions and operate on and off road, which is why the requirement is for the truck to be robust on the one side but fuel-efficient on the other to achieve optimal performance. Just last year we had three trucks crossing the one million kilometers mark with no major repairs over the last five years. Because of this durability and reliability we decided once again to invest in MAN trucks."

Saif Bin Darwish's Operations Division is primarily responsible for equipment rental and transport. Its main focus is to support the company's projects and to provide material haulage services from the company-owned crusher in Fujairah to customers all over United Arab Emirates.



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