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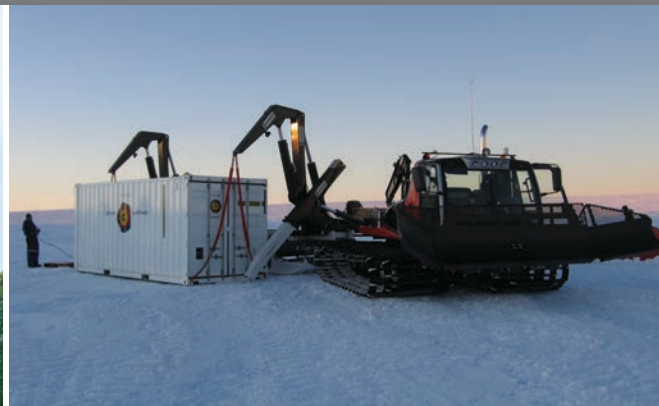
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**Transmission**  
ZF Friedrichshafen  
AG. 9/16 speed

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

6x4  
8x4

## MIXER TRUCK



**Engine**  
Hino P11C- 350Hp  
Hino P11C- 380Hp

**Transmission**  
ZF Friedrichshafen  
AG.

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

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### Chassis

- Double Layer 8mm + 8mm
- 320mm \* 90mm

### Rear Axle

- 16 tons + 16 tons
- Hub Reduction

## MIXER TRUCK

6x4  
8x4



### Engine

- FAW -CA6DM2 - 39  
390Hp ; 11045 cc

### Transmission

- American Eaton
- ET - 20109A

### Chassis

- 320mm \* 90mm  
(8mm + 8mm)

### Rear Axle

- 16 tons + 16 tons
- Hub Reduction

## RIGID TRUCK

4x2  
6x4  
8x4



### Engine

- FAW -CA6DM2 - 39  
390Hp ; 11045 cc
- FAW -CA6DM2 - 42  
420Hp ; 11045 cc

### Transmission

- American Eaton
- ET - 20109A

### Chassis

- Double layer  
320mm \* 90mm  
(8mm + 8mm)

### Rear Axle

- 16 tons + 16 tons
- Hub Reduction

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# Opportunities and headwinds

I have just returned from visits to Penang, Johor Bahru, Singapore and Thailand where I met with a lot of truckers. What I can see is that the industry is on the move. The hand-overs, openings, signing ceremonies and discussions were all very cheerful and there is a lot of confidence that major players have regained. Mr. Gwee of Sendok Group put it simple by linking their expansions to the projected growth in the southern parts of Malaysia. Also, Scania is very positive about the developments in their overseas markets. On that note, I can only recommend the chicken chop in the Scania Bistro in Bukit Jelutong (Open to public). Certainly, Mercedes is stepping it up as the opening of the regional centre heralds a new era.

One thing that seems to still irk the industry is road safety. We ran a survey recently and the comment we got is that Asian Trucker should play a more active role in this area. Unfortunately, we can only do a small part. But to do that, I can promise. I actually comment on photos on Facebook where I see truckers not using a seat belt. Sometimes I get snappy comments back. No, truckers are not legally required to use it. But why wouldn't you? When you handle your hot pots and pans, there is no legal requirement to use oven mitts. But you do, don't you? I would also ask you to support the "Safe Steps" initiative, which sees our very own Michelle Yeoh as the Ambassador.

One of the things that interests me, and we are lucky to have access, is what happens in the workshops. I would think of the workshop as the equivalent to the Formula 1 pit. It is here where the vehicle is being readied for top performance. Without regular maintenance and repair, our trucks wouldn't be performing at their peak. This month we have been privileged to be interviewing the management team behind Soon Lee Welder & Spraying. Besides an exciting story, there was also some very good food that came along with the visit. Also, we see how the work of mechanics can be made easier by using intelligently designed parts. Which to me is yet another indication as to how hi-tech our industry really is. Long gone are the times of the grease monkey.

The AEC continues to be a focal point of discussions at mamak stores and in boardrooms alike. For me, this is a Deja-vu, having had to draw the new currency of the European Union in a contest when I was in school some 25 years back. What I see is the same opportunities and issues. There are already some companies that make full use of the new structure within the ASEAN while others are still at a loss as to how their business is going to be impacted. I keep telling people that the AEC will be a good thing, but there are just a lot of steps still to be taken. Here I am happy to report that NSLOA is in active discussions with the government to table the woes of the industry and I encourage everyone to get active with an association near you. Asian Trucker is a member of NSLOA and I would be happy to take on anyone for a game of table-soccer in Wisma NSLOA.

Stay safe, stay ahead and be innovative!

**Stefan Pertz**

*Editor, Asian Trucker Malaysia*

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# Asian Trucker hosts largest CV expo

*Run under a new name to be more inclusive, the third instalment of the exhibition will again be the largest in South East Asia.*

Organisers of next year’s Malaysia Commercial Vehicle Expo, Asian Trucker, have announced the dates for the third instalment of the event to be 18 – 20 May 2017. This follows the usual rhythm of the exhibition to be a bi-annual event. The venue will be the same as the previous times, The Mines International Exhibition and Convention Centre just outside Kuala Lumpur.

In 2015, the event was a sell-out with all the major players participating, showcasing their latest products and services. A truck convoy ferried the VIP into the venue to open the show while delegates could make use of a varied and thought through fringe program. With regards to the change in name, the organisers said “Following the success of the past event, we are returning with the show in May 2017. Having gathered feedback from the market, we have decided to rename the event to “Malaysia Commercial Vehicle Expo”, or in short “MCVE”. The new name is to reflect a more inclusive approach and orientation of the exhibition. The logo has been amended accordingly and now sports the Asian Trucker colours.”

The event, which at the time of writing has already seen a large amount of space being booked by exhibitors is currently the largest commercial vehicle exhibition in South East Asia. As it is aimed at a very specific audience, exhibitors can expect to make new contracts, foster existing relationships and grow awareness for their brands. In 2015, several brands used the exhibition as a platform to launch their products. Asian Trucker is hoping that this time around there will be more such activities taking place. In addition to these, Asian Trucker is planning to extend certain activities to be held on the Sunday following the expo.

## Organiser of MCVE:



“The ASEAN Economic Community is now a part of our daily life and transporters need to address the issues around that. We are hoping that MCVE will become a meeting point for the industry to exchange thoughts, discuss issues and to push forward the idea of a borderless ASEAN” said Stefan Pertz on behalf of the organising team. He also say an opportunity for customer events as businesses from neighbouring countries could send their clients to the event. “There is a golf course next door and a game could be combined with a visit to the expo” he remarked. **T**







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## MANN+HUMMEL Completes Reorganization Of Management Board

*With Manfred Wolf moving from MANN+HUMMEL's Management Board several new people have moved into vacated positions and joined the new management team.*

The MANN+HUMMEL Group has completed the reorganization of its Management Board which began with a new CFO in the summer 2015, and as of January 1, 2016, Filiz Albrecht became Human Resources Director and Hansjörg Herrmann Production Director. As of March 1, 2016 three new General Managers joined the board.

### **CFO Weissenbacher**

Emese Weissenbacher assumed the role of Chief Financial Officer (CFO) with effect of July 1, 2015. After graduation, Emese Weissenbacher started her professional career at the filtration specialists in 1994 as an intern in the Human Resources department. Her career trajectory continued with positions in controlling and marketing, after which she made the leap to production management and from there to the extended management board.

As of March 1, 2016 Kai Knickmann assumed responsibility as General Manager of the Automotive OEM business unit. Josef Parzhuber is General Manager of the Automotive Aftermarket business unit and Steffen Schneider is the new General Manager of the Industrial Filtration business unit.

Before joining the management board, Emese Weissenbacher, a technically oriented business graduate, headed up the large filter plant in the Czech Republic and was responsible for seven plants and around 3,000 employees in Europe as Group Vice President Europe. Born in Hungary, she grew up in Romania and speaks four languages. She is one of 107 women in the top management at companies in Baden-Württemberg. Actively involved in mentoring women, she is a regular speaker on panels on economic issues and questions relating to career and family.

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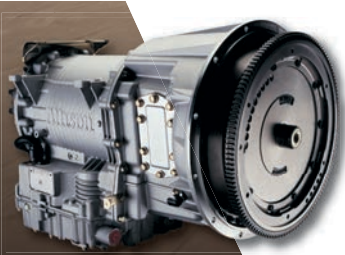
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As CFO, the 51-year old mother of two joined Alfred Weber (President and CEO), Frank Jehle (Deputy CEO), and Manfred Wolf (President & General Manager Automotive + Industrial Business) who is now moving to a new position.

**Wolf Moves Up**

Manfred Wolf, handed over his areas of responsibility on March 1, 2016. Once the planned acquisition of the filtration business of the Affinia Group has been concluded Wolf will assume a senior function there as Executive Chairman.

Manfred Wolf has been on the MANN+HUMMEL Management Board since 1998. The qualified industrial manager studied Business Management at the University of Applied Sciences at Pforzheim. He began his professional career as an executive for Bosch where he worked in various management positions in the aftermarket business. In 1995, Wolf moved to MANN+HUMMEL where he managed the "Service" business unit for three years. Wolf formally remains on the Management Board until June 30.

**Glory Restored**

Thomas Fischer, Chairman of the Supervisory Board, thanked Manfred Wolf, long-time member of the Management Board, on behalf of the entire company for his outstanding service. "In his 18 years as a Managing Director, Manfred Wolf has decisively influenced the fortunes of our company. Under his direction, the MANN-FILTER brand was fully restored to its former glory and gained a contemporary and sustainable position in the international automotive aftermarket business. Manfred Wolf is regarded with the highest esteem among employees, customers, and shareholders."

As Group Vice President, Kai Knickmann has been managing the Automotive OEM business unit since 2010. The Industrial Filtration business unit also remains in capable hands. Steffen Schneider has been managing it as Group Vice President since 2013. Josef Parzhuber takes on a new role as head of



Automotive Aftermarket. As Group Vice President, he has been responsible for MANN+HUMMEL's business in the Asia-Pacific region for the past four years.


**Reorganization Complete**

"By appointing Kai Knickmann, Josef Parzhuber and Steffen Schneider, we complete the reorganization of our Management Board. With the appointment of proven leaders, our shareholders and Supervisory Board have once again demonstrated that they rely on the qualifications and motivation of their own employees," said CEO Weber.

Kai Knickmann has a degree in mechanical engineering, specializing in combustion engines and automotive technology, from Braunschweig University of Technology. From 1990 to 1999, Knickmann worked at Hengst Filters in Münster in a variety of management functions. He joined MANN+HUMMEL in 1999, initially holding key positions in the Development department. From 2007 until 2010, Kai Knickmann was Managing Director for MANN+HUMMEL in Great Britain.

**Senior Experience**

Josef Parzhuber graduated from Passau University with a degree in business studies and learned business Chinese in Beijing. He began his profession career with Bosch in 1992. From 1995 until 2000, he built up the Automotive Aftermarket business for Bosch in China. This was followed by further senior Sales and Marketing positions, as well as global responsibility for the filtration product range. In 2011, Parzhuber took over as MANN+HUMMEL's Group Vice President of the water filtration business unit.

Steffen Schneider completed his mechanical engineering degree from Stuttgart University as a Graduate Engineer in 1990. The first three years of his professional career were spent in the development department at Porsche AG. He then moved to MANN+HUMMEL where, among other activities, he was Head of Sales for commercial vehicles. Schneider gained international experience as Managing Director between 2001 and 2006 in Mexico and between 2009 and 2012 in Spain. From 2006 to 2009, he was in charge of Purchasing for Automotive Original Equipment in Ludwigsburg. 



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## SHACMAN strides into 2016



**O**n Friday, 19 February 2016, Yonming organized a handover ceremony of six Shacman trucks in Malacca. The handover of the mock-key was personally done by the Group Managing Director of Yonming Group, Mr. Alex Kau to Mr. Toh Lian Kiat from Tekad Harmoni Sdn Bhd.

Tekad Harmoni Sdn Bhd bought a total of six Shacman model X3000 to boost their development of business for the new year. The handover ceremony was held in conjunction with the Chinese New Year celebration, therefore a lion dance and fireworks added excitement to the ceremony. This brings the total number of Shacman trucks to 11 after the company purchased five units of F3000 four years ago. At that time, Tekad Harmoni was the first Shacman customer in the Muar area.

Tekad Harmoni is a company that is based in Johor and offers logistic services. Currently, the business is owns a total of 30 trucks with almost 40 drivers.




***This homegrown company focusing on China-manufactured top brand commercial vehicles is set to fulfill Malaysia's commercial vehicle needs and starts the new year with a giant leap forward in terms of vehicle deliveries.***

#### **Why Shacman Truck?**

"We have trusted Shacman trucks for almost four years now, and with Yonming as the distributor, they maintain the relationship with good support and reliable aftersales service with us. A reasonable price for a truck that is more durable in carrying higher payloads coupled with efficient problem solving abilities, in case needed, are the main factors as to why we decided to buy more Shacman trucks," said Mr Toh.

"In the state where the economy is quite challenging, it is very important to maintain the relationship with the customers because we want them to be loyal to us. These close cooperations between Yonming Group and our clients is one of the key factors for us to keep our business growing," he added.

The celebration ended with a scrumptious dinner and an open karaoke session. Both parties hope that this year would be a splendid year for everyone in the trucking industry. 



# Steelbro is the first choice for Antamegah



**A**ntamegah have 18 Steelbro sidelifters in their fleet as they are “...convenient, efficient and versatile.”

At Antamegah everything is about providing fast, efficient and reliable service. So choosing the right equipment is absolutely essential for this well established business.

According to the owner, Lim Poi Chai at Antamegah Sdn Bhd, Steelbro is their first choice. “The Steelbro sidelifter is a good solid unit, with a structural integrity that beats the competition hands down. We have chosen Steelbro again and again because units are durable, reliable and affordable,” said Mr Lim.

Transport and Logistics Company Antamegah has supported Steelbro throughout the years. “Our partnership with Steelbro goes back almost ten years when we first ventured into the container haulage business,” he added.

Based in Klang, Antamegah has been in operation since 1994 as a successful container haulage and logistics company. Initially some of the key services were dry bulk and general cargo handling, packing and repacking, storage, inventory monitoring and control and value-add services including delivery to door.

In 2007 Antamegah set out to offer a dedicated one stop solution. Customers would benefit from dealing with just one party for all their cargo needs. The company decided to venture into the container haulage business and invested in two new Steelbro SE402 sidelifters – a robust model capable of lifting 40 tonnes. At the time organisations were beginning to realise the benefits of being able to ‘stuff’ and ‘de-stuff’ their containers on the ground, rather than on the back of a trailer. Antamegah

saw improved efficiencies and productivity as a result. What followed next was another purchase - This time for four more SE402 sidelifters in 2008.

“Today Antamegah has 18 sidelifters in operation which complement our large fleet of 30 prime movers, 35 tipper trailers and 50 x 40’ trailers,” says Vivian Lim, Development Manager at the company. “We use the sidelifters to handle both 20’ and 40’ containers, and mainly for short journeys,” said Ms. Lim “and the latest model shows how Steelbro is improving all the time.”

In recent years, Antamegah invested in the revolutionary new SB450 sidelifter. Designed for heavy-duty use and demanding work environments, the 45 tonne unit has been optimised to suit the Malaysian market and has revolutionised the local wharf sector. In earlier times, the highest lift capacity Steelbro could safely offer was 40 tonnes. The SB450 has a massive 45 tonne safe working load rating, enabling it to safely transport very heavy containers.

Another 15 prime movers will be added to the fleet within the next few years. “We wish to position ourselves as a total integrated logistics provider and are currently in the process of both vertical and horizontal integration of the Group’s services.” When asked about the partnership with Steelbro, Mr Lim says “We are pleased to be growing together.”

### Working hard to improve servicing capability

“We pursue a ‘customer first’ service strategy,” said Andy Ersalle, Steelbro’s Regional Manager South East Asia. “It’s Steelbro’s aim to enhance the customers experience long after





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the sidelifter is sold and to maintain a consistent level of service for all our customers across the globe. In order to achieve this, we have a series of initiatives that provide full support to all our customers.”

Steelbro offers a 24 hour/7 day service and support operating out of their Port Klang service facility. Among the improved resource and capabilities being introduced are fully equipped service support vehicles which are operating 24/7, and an expanding regional support network. The company has a team of factory trained technicians on hand and more are to be recruited and trained. Diagnostic testing is available.

To put customers at ease, improved one and two year service and maintenance packages are available. These have been introduced to help optimise efficiency, reliability and sidelifter resale value. According to the Steelbro’s local representatives, packages can be tailored to each customer.

Steelbro is also proud to be associated with internationally recognised manufacturers, and Steelbro approved parts are available from the Malaysia operation at stable prices.

**New Manager to focus on Customer relationships**

In a move to expand the Malaysian operations, Steelbro has recently appointed Paul Ravindar as its Business Development Manager for the Country.



Paul comes to Steelbro with a wealth of experience in the transport industry working for a range of global organisations. He has an ability to create strong partnerships and help generate real value for the customers he works with. Paul is excited about contributing to the continued growth of Steelbro Malaysia.

According to Steelbro’s Andy Ersalle, “Paul is an asset to the team bringing a wealth of experience to help enhance business relationships and grow the strong Malaysia customer base.”

Paul will be contacting all customers within the coming months to introduce himself and give customers an opportunity to discuss how Steelbro can support their business needs. **➤**



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# Association of Malaysian Hauliers up North

*Not far from the border to Thailand, members of the Association of Malaysian Hauliers are also working on the implementation of the plans hatched in January to improve the industry.*

It appears that Nazari, newly elected President of the Association of Malaysian Hauliers (AMH) has hit the right chords when he spoke to his committee members about the action plan he relayed to us. Meeting up with Log. R. Amaippan, Chairman – Northern Region of AMH, we learn what is happening in and around Penang when it comes to haulage.

“We have some 35 members up here, six of which have their office in Kuala Lumpur. These are all local players that we have gathered under our wings,” he stated. Having been the Chairman of this chapter for some 14 years now, he can see some significant changes taking place. Mainly, he can see that the relationship between the port operators and hauliers is much better than that in Klang. “This wasn’t always like that. The association has worked very hard with all parties involved to improve things.” According to him, most of the issues facing hauliers have been resolved. One of the key issues was the waiting times in ports. Up to 35% of operating times was contributed to idling in ports. “Obviously, that is a cost, but it is also stress for the drivers,” Amaippan states. According to him, the waiting times have been drastically reduced and drivers are happier with fleet owners have reduced cost. There are still some issues pending with depots, but AMH is confident to have those addressed and solved soon too.

Touching upon the subject of availability of drivers, he surprisingly states that it is now easy to attract drivers. “People have understood the need for new trucks,” he explains. If



drivers are paid per trip, then the last thing the drivers need is a truck that breaks down. Old trucks may be written off, but the drivers cannot make enough trips to earn money, which makes them switch to fleets that have newer trucks. “It is that simple!” Several members of the association have recently upgraded their fleets with premium trucks and seem to have made the right move with that in order to counter the lack of good drivers.

Being close to the Thai border, the association is actually worried about the effect the ASEAN Economic Community will have. For one, Malaysian operators don’t seem to be prepared for the changed business conditions. However, there are more issues that still need addressing: Language problems are a major setback for the AEC. This affects maintenance, insurance, safety and also security. Currently, the AEC allows for 500 trucks to traverse the border daily, but soon that number will increase.

For the coming year ahead, Amaippan sees a tough time ahead. His recommendation is to “Manage the business and focus on your core competencies as a transporter.” In his view, the use of new vehicles also means that one doesn’t have to spend that much effort and money on maintenance. “We should really see ourselves as transporters and repairs have nothing to do with that business. Let the experts handle it. Your drivers should take care of the customers and not worry about maintenance.” In closing he also cautioned people using sub-contractors with re-build trucks as the drivers may be capable, but the vehicles could be an unknown factor. **F**



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# ISUZU posts record results

*Customer centric programmes show results as the Japanese truck maker tops their sales record from the previous year.*

Isuzu Malaysia achieved another record year when Malaysians purchased 6,387 Isuzu trucks last year compared to 6,321 in 2014. Buoyed by a significant growth in demand of close to 100% for its Forward medium-duty and Giga heavy-duty and prime mover trucks, Isuzu continued to have a strong footprint in the Malaysian truck market, taking a commanding 36.2% share of the market.

Speaking upon release of the 2015 market report by the Malaysian Automotive Association (MAA), CEO of Isuzu Malaysia Kenji Matsuoka said that the weaker economic sentiment and the

heightened customer-centric efforts by the company contributed towards Isuzu's success in becoming a brand of choice.

"As truck operators continue to find ways of controlling rising costs, they are discovering that Isuzu trucks provide the ideal solution by significantly increasing fuel and delivery efficiencies. The rapid rise in demand for our medium and heavy-duty trucks also suggests that long-haul customers realize that by replacing their fleet with technologically-advanced Isuzu trucks. They are clearly seeing a difference to their operational bottom lines," said Matsuoka. He added that

the company's initiatives that focused on establishing a strong customer-centric foundation had further led to heightened customers confidence.

"In recent years, we embarked on various customer-centric programmes that focused on issues beyond the present-day requirements of customers. Whether it is to enhance the dealership network or to improve on our parts availability, every effort has been made to ensure our customers are well looked after today and in the future," added Matsuoka.



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# Celebrating with Giti

*Giti celebrates customers with lucky draw during auspicious time of Chinese New Year.*



In the celebration of Chinese New Year and the appreciation of dealer support, Giti Tire gave out 13 'Ang Pao' red envelopes. These were drawn randomly picked Malaysian truck & bus customers who purchased 28 or more tyres during the month of January. As part of the promotion, entrants were invited to a prize giving ceremony lunch on February 3rd, where the winners were drawn and announced. One grand prize winner received RM8,888, while other entrants were awarded 'Ang Pao' worth RM3,888, RM1,888, or RM888 respectively.

"Giti would like to thank our customers for their continued support and the confidence they have in our brand," a Giti spokesperson said.

The lucky first three were:

1. Usmeta Manufacturing Sdn Bhd – Grand Prize (RM8,888)
2. Teik Chee (Goh Khoay) Sdn Bhd – 1st Prize (RM3,888)
3. Century Total Logistics Sdn Bhd – 2nd Prize (RM1,888)

Meanwhile, by winning the 12 Hours endurance race at the Sepang International Circuit in Malaysia in Dec, 2015, Giti tyres emphasized on how their technology can help improve performance. Key elements of their research are into fuel savings, improved safety, better performance, and stronger traction, all of which is crucial not only in racing, but also for commercial vehicles. Giti is using these races as a platform for research and development. Drivers of commercial vehicles are encouraged to try using high-quality tyres. According to Giti, after tyres are replaced, drivers will have a better driving experience, with less stress, and the ability to focus on other areas of their work.

Giti Tire is a high-quality, fast-growing, major global tyre brand being sold through an extensive sales and marketing network in more than 130 countries worldwide. With more than 60 years of heritage, Giti Tire is supported by cutting-edge research and development capabilities, and modern manufacturing facilities which consistently produce the high quality products that consumers expect. Recently, a dedicated Malaysian office was opened to be closer to the market and to react to customer's needs in a more efficient way.

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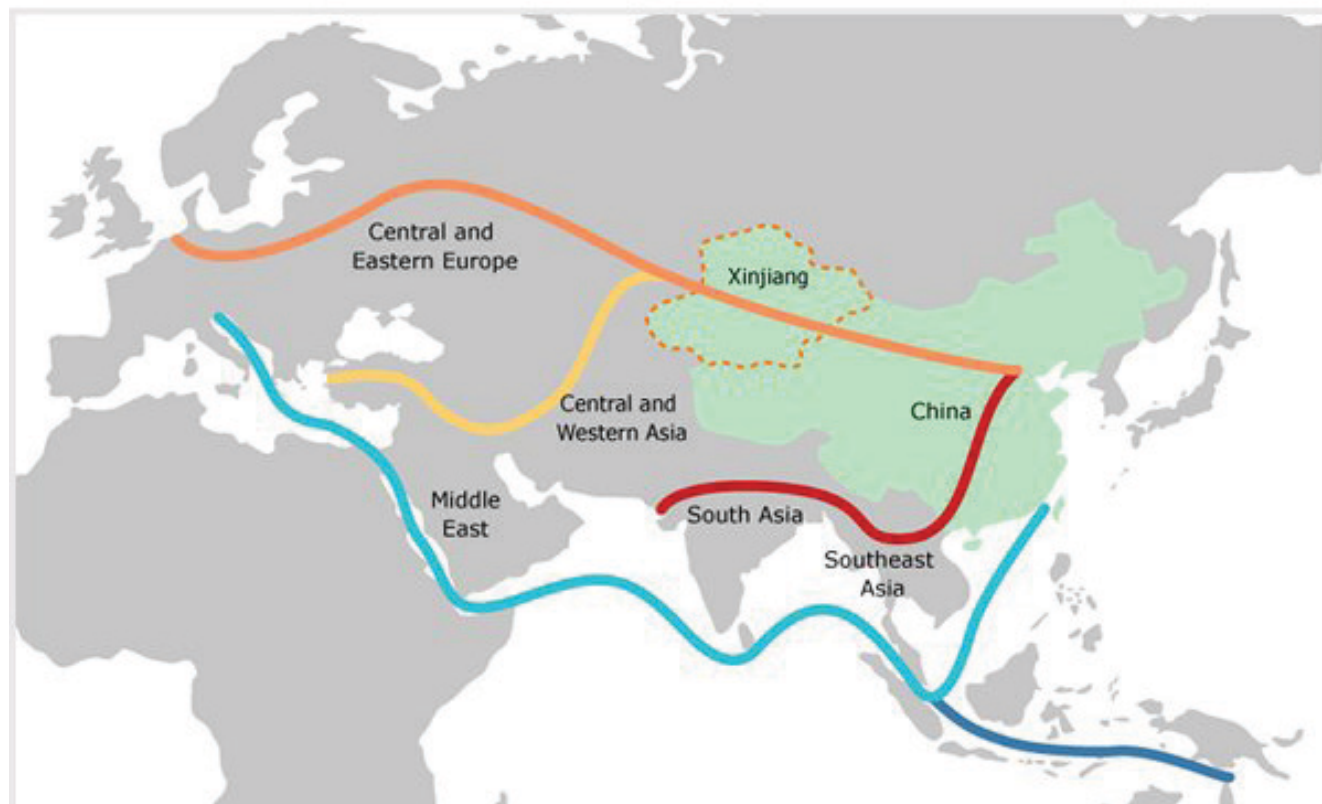
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# Xinjiang: A Core Component of Belt and Road

## Xinjiang's Position on the Silk Road Economic Belt



The Belt and Road Initiative is China's development strategy for promoting coordination of economic policies, efficient allocation of resources and deep integration of markets among all countries involved. Besides the 60-plus countries along the Belt and Road routes, many Chinese provinces and cities are also actively involved in supporting this initiative. The Vision and Actions on Jointly Building the Silk Road Economic Belt and the 21st-Century Maritime Silk Road (hereafter referred to as Vision and Actions) published by the National Development and Reform Commission in March 2015 also points out that, in advancing the initiative, China will fully leverage the advantages of its various regions. That includes making "good use of Xinjiang's geographical advantages and its role as an important window of westward opening up, making it a key transportation, trade, logistics, culture, science and education centre and a core area on the Silk Road Economic Belt".

### Xinjiang's Crucial Geographical Position

The Silk Road Economic Belt described in Vision and Actions mainly focuses on ways of bringing together China, Central Asia, Russia and the Baltic region of Europe – or, to frame it differently, of linking China with the Persian Gulf and the Mediterranean Sea through Central Asia and West Asia. Either description indicates the importance of Central Asia in the development of the Silk Road Economic Belt, with Xinjiang occupying a crucial geographical position as a land transport link to Central Asia.

Xinjiang is bounded by a number of countries, including Russia, Kazakhstan, Kyrgyzstan, Tajikistan and Mongolia. With its total land frontiers extending 5,600 km in length, its boundaries

with neighbouring countries are the longest of any Chinese province. In geographical and transport terms, Xinjiang offers a corridor to many countries along the Belt and Road. It has direct connectivity with neighbouring countries and is the gateway for the exchange of resources, services and more.

### Xinjiang Supports the Belt and Road Development Plan

An official from the Xinjiang Development and Reform Commission told HKTDC Research that Xinjiang had started making far-reaching plans in accordance with the Belt and Road Initiative. Although concrete implementation details are still being worked out and examined, a general strategy of developing five centres and three corridors has been adopted.

The five centres refer to a transportation hub, a trade and logistics centre, a financial centre, a culture, science and education centre, and a medical services centre. The last of these will provide medical services to Central Asian countries. According to a Xinjiang official, medical standards in Xinjiang are higher than in Central Asia and over 1,500 people from neighbouring countries received medical treatment in Xinjiang in 2015. As well as Urumqi, hospitals in the border regions also received patients from these countries. The combination of medical services and a tourism offering is a possible area for future development.

The transportation hub and trade and logistics centre are actually interrelated developments. Xinjiang mainly trades with Central Asia. Xinjiang's total import and export value dropped to US\$19.68 billion in 2015 due to falling demand in that region. The fact that import / export trade with Kazakhstan and



Kyrgyzstan accounted for 46% of Xinjiang's total trade value and Xinjiang's trade with the Central Asian countries made up a big share of China's trade with these countries indicates that China's trade with Central Asia is mainly conducted through Xinjiang, although many of the export goods originate from coastal and inland provinces.

Aside from trading, Xinjiang also functions as a transportation corridor. Some of the goods imported or exported are not handled by local trading companies but shipped to Central Asia or imported from Central Asia through Xinjiang. According to Xinjiang's customs statistics, the volume of cargoes handled by Xinjiang's ports in recent years increased from 20.93 million tonnes in 2009 to 46.65 million tonnes in 2014, while the total value of imports and exports increased from US\$22.29 billion to US\$46.14 billion in the same period, exceeding the import and export figures of local trading firms.

### Xinjiang to Become A Regional Transportation Hub

Although Xinjiang faces challenges from weakening demand in its foreign trade in recent years, it still has the geographical advantage of being the corridor for transportation and logistics between the Chinese mainland and Central Asia. For this reason, Xinjiang aspires to become a regional transportation hub under the Belt and Road Initiative. The main priority is to develop three transportation routes across Xinjiang to cities in Central Asia, West Asia, South Asia, Russia and other countries.

The northern route originates from the Bohai Rim. Starting from Beijing-Tianjin-Tanggu, it runs across Shanxi province and Inner Mongolia before reaching Xinjiang, where it runs westwards to Kazakhstan and Russia via Yiwu, Burqin and other counties. The middle route starts from the Yangtze River Delta region and runs across the Central Plain via the second Eurasian land bridge before entering Hami, Turpan and Urumqi in Xinjiang, from where it proceeds to Central Asia and Europe via Alataw Pass and Khorgas respectively. The southern route starts from the Pearl River Delta region and runs across Hunan, Chongqing, Sichuan and Qinghai before entering Xinjiang, where it leads to Tajikistan via Ruoqiang, Hotan and Kashgar and extends southwards to the Indian Ocean coast. According to the Xinjiang Development and Reform Commission, the middle route is already open to traffic and is undergoing further upgrades. As for the other routes, the portions in Xinjiang are expected to be opened to traffic during the 13th Five-Year Plan period (2016-2020).

### An Entrepôt and Distribution Centre

Relying on its transportation links, Xinjiang aspires to become an entrepôt and distribution centre for goods flowing between Central Asia and the Chinese mainland. In particular, smaller cargoes can be consolidated here and loaded on containers. The railway container centre now under construction in Urumqi is a major project and it is hoped it will speed up the integration of China-Europe train services, build the city into a westbound container shipping centre and spur the building of logistics parks in neighbouring areas. Xinjiang is striving to open more freight train services and reshuffle train schedules in order to enhance its function as a distribution centre. It will also build national highway transport hubs and more than 30 logistics parks in Urumqi, Yining and other cities in the next five years.

Yining also plans to renovate and expand the existing terminal at its airport during the 13th Five-Year Plan period. It will open an international immigration checkpoint at the airport, establish international air routes to Kazakhstan and other Central Asian cities, begin freight transport targeting Central Asia and build an international logistics centre. At this stage, whether the entrepôt and distribution centre project will materialise depends on whether there is a steady supply of cargoes. According to the Xinjiang Development and Reform Commission, Xinjiang will have to rely on its integrated bonded areas, free trade areas, railways and air transport and also strengthen its function as a distribution centre to attract high cargo volumes.

### International Logistics Potential Merits Attention

Xinjiang's development as a transport logistics and distribution centre linking the Chinese mainland and Central Asia, even Europe, is worthy of note. From the perspective of international logistics, infrastructure developments will likely change the present reliance on maritime transport for shipments to Europe. Xinjiang's unique geographical advantage as a buffer between China and Central Asia/Europe and the fact that its ethnic minorities have close cultural ties with people in Central Asia will only enhance its prospects in this area.

Overland transport between Central Asia and Europe has started to develop in the last two years. When cargo volumes increase, demand for transshipment, consolidation and distribution will also increase, thus allowing Xinjiang to further strengthen its hand by providing such services. Providing a gateway for the export of goods to Central Asia and Europe will increase the

## Xinjiang's Major Import and Export Trading Partners in 2015

	Total Import/Export of Xinjiang (US\$ Billion)	Share of Xinjiang's Total Imports & Exports (%)	Share of Xinjiang's Trade in China's Trade with the Country (%)
Kazakhstan	5.748	29.2	40.2
Kyrgyzstan	3.237	16.5	74.6
Russia	0.938	4.8	1.4
Tajikistan	1.393	7.1	75.4
US	2.072	10.5	0.4
Uzbekistan	0.527	2.7	15.1

Source: Customs statistics of Xinjiang; China Customs Statistics

demand for relevant logistics services, while enhancing its function as a consolidation and distribution centre will also stimulate demand for service management systems in Xinjiang. Moreover, with the development of cross-border ecommerce, it will also have a chance to become a warehousing and distribution centre for coastal manufacturers supplying goods for Central Asia's e-commerce markets.

Three Trans-Xinjiang Transportation Routes



**Local Processing Industry To Serve Central Asian Markets**

In addition to handling goods manufactured in the coastal and inland provinces, Xinjiang also plans to encourage the development of local processing. Besides serving as a base for the production, processing and storage of oil and gas, as a base for the coal power and coal chemistry industry, and as a base for wind power, Xinjiang plans to develop processing industries, with local resources or semi-finished materials made elsewhere being used to produce goods for markets in Central Asia. Resources such as timber, cotton and corn from Central Asia might also be used to produce timber, furniture and other products for re-export to Central Asia or other parts of China. According to the authorities concerned, the automobile equipment industry is a key one for the Urumqi Economic and Technological Development Zone. Mainland manufacturers have set up business there mainly due to its proximity to Central Asian markets. Export convenience was cited as a key consideration in deciding to set up in Xinjiang by one Guangdong motorcycle plant. Increased transport links between Xinjiang and the central and coastal cities have greatly improved its logistics and connectedness with other regions, making it possible for processing industry manufacturers in Xinjiang to obtain materials and other support from other regions at a lower cost.

To encourage the use of local cotton resources, Xinjiang has introduced policies to support the development of textile and garment industries in recent years. Besides building textile and garment bases in Aksu and Korla in southern Xinjiang and Shihezi in northern Xinjiang, it has also supported the development of printing and dyeing. A special fund for the development of textile and garment industries has been set up to subsidise transportation expenses, staff training, social insurance payments and sewage treatment. In view of the relative weakness of the local supporting industries, Xinjiang plans to develop textile sectors with a short industry chain, such as knitting, carpetmaking and home textiles.

Food processing company Tsinfood chose to set up a factory in the Urumqi Export Processing Zone to produce tomato sauce, fruit jam, canned vegetables, seasoning and other products. Locally grown fresh tomatoes are used to produce tomato sauce. Besides having its own plantations, Tsinfood also outsources to local farmers to produce the ingredients needed.

Tsinfood mainly exports its products to Kazakhstan. It has established an R&D base to develop products catering to people in Central Asia. For example, Kazakh consumers have a sweet tooth. Because of the relatively backward manufacturing techniques in Kazakhstan, Tsinfood's recyclable jam bottles are welcomed by local consumers. Today Tsinfood products have a market share of 25-30% in Kazakhstan. The company has even found its way to Uzbekistan and Russia through Kazakh agents.

According to local authorities, land costs and electricity tariffs are relatively low in Xinjiang. Despite the availability of workers locally, training is needed, while wage levels are not significantly lower than in other mainland cities. The Urumqi Economic Development Zone admitted there is a shortage of skilled labour but said it was cooperating with local vocational and technical colleges to train the necessary personnel. It is understood that ordinary workers are paid about RMB3,000 a month. Some development zones are offering preferential policies. For example, the Yining Industrial Park of the Khorgas Economic Development Zone, kick-started in 2013, is currently focusing on infrastructure construction. It aims to become a regional commercial logistics centre, develop processing industries and export the products to Central Asia. According to the authorities, if enterprises setting up business in the park are engaged in industries prioritised by the state, they are eligible for exemption on enterprise income tax in their first five years and for exemption on the local retention portion of it for a further five years. Tariffs are waived for the import of equipment that is not produced in China. Discount interest loans are available for fixed assets/working capital and subsidies are offered for staff training (especially for the labour-intensive textile and garment industries). The approved land price is RMB150,000/mu. The State Council issued its Opinions on Several Policy Measures in Support of the Development and Opening-up of Key Border Regions in January 2016. The document called for efforts to promote dominant industries with regional characteristics in the border areas. It also supported giving priority to projects for the processing, transformation and utilisation of imported energy resources and resources in key border areas in an effort to develop outward-oriented industry clusters in these areas. Moreover, the document proposed setting up a special fund for the development of industries in key border areas. These policies show the importance given by the central and local governments to the promotion of industrial development in the border areas. Xinjiang may not be the most suitable destination for the relocation of most processing industries because of its geographical location and other factors. However, for processing industries that make use of local resources and ones imported from Central Asia, and enterprises targeting the Central Asian and South Asian markets, Xinjiang merits consideration, particularly in light of Belt and Road Initiative developments. **F**

Find this page at : <http://economists-pick-research.hktdc.com/business-news/article/Research-Articles/Xinjiang-a-Core-Component-of-Belt-and-Road/rp/en/111X0000001X0A5D5S.htm>

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# Hino Motors Finalizes its 2020 Environment Initiative Plan

**H**ino Motors, Ltd has finalized its 2020 Environment Initiative Plan, an action plan for environmental measures spanning from fiscal 2016 to 2020. Under the plan, Hino will continue focusing on the main areas designated in its 2015 Environment Initiative Plan, which was in effect until March 31, 2016. In addition, as a manufacturer of commercial vehicles, Hino will step up its efforts to make trucks and buses more environmentally friendly over their entire product lifecycles. Specifically, the Company has set targets for 19 items under four main areas, and it will carry out related initiatives under the new plan.

## 1) Building a Low-carbon Society

Hino will work to help realize low-carbon societies by improving the fuel efficiency of its trucks and buses while developing and promoting next-generation vehicles. Amid steady progress in international negotiations on climate change by the Conference of Parties and other organizations, Hino also intends to reduce its CO<sub>2</sub> emissions at the production and logistics stages by making its manufacturing more environmentally friendly and its transport operations more efficient. At the vehicle usage stage, the Company will promote “Eco-driving” to customers with the goal of enabling them to use Hino vehicles in ways that are easier on the environment.

## 2) Creation of Closed Loop Economy

At the product development and design stages, Hino will consider how to more effectively utilize resources and incorporate recycling into its vehicle designs. The Company also intends to reduce waste matter and reuse resources across all stages of the vehicle lifecycle, from production through to disposal. Moreover, it will work to ensure proper compliance with automobile recycling-related laws and regulations in every country.

## 3) Environmental Conservation & Creation of Society Coexisting in Harmony with Nature

Hino will actively work to release low-emission vehicles to the market in order to help improve air quality in each of the countries and regions where they are sold. At all of its factories,

the Company will promote measures that consider biodiversity, with the goal of operating them in a sustainable manner, in harmony with local ecosystems. Moreover, Hino plans to organize environmental activities together with the residents of areas surrounding its worksites for the purpose of helping those communities thrive in harmony with nature.

## 4) Environmental Management

Hino is putting environmental management into practice not only in its own operations, but also in collaboration with Hino Motors Group companies around the world, with a view to extend the initiatives described above globally and to effectively see them through. Accordingly, each member company of the Group worldwide is putting action plans in place and carrying out activities intended for meeting specified targets. In addition, Hino intends to help raise awareness of the environment through related training programs for its employees, along with educational seminars and other environmental events, and it will proactively disclose information about its activities via its websites, CSR reports, and other publications. **F**



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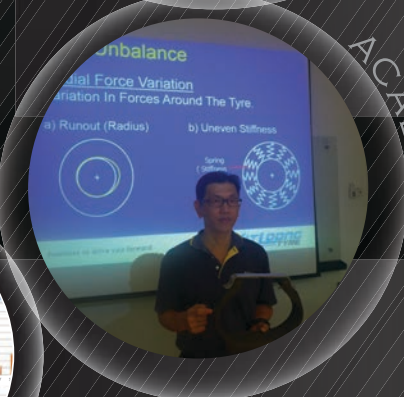
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# Quick, easy and cost effective – with FAG Repair Insert Unit

*Wheel bearings have undergone constant development in recent years. Why? Increasing transport volumes, higher performance and modified driving behavior lead to higher requirements placed on a wheel bearing. Long life, high reliability and maintenance-free use are essential in this, because not only is it used as a link between the wheel and chassis*

**2**4 hours a day, seven days a week – commercial vehicles today have to be designed for a high mileage and a long service life, but cost pressure on vehicle owners is also increasing all the time. Fleet operators and transport companies are also having to focus more and more on their operating costs (total cost of ownership). When it comes to the question of whether fleet operators can offer attractive services and thus operate a successful business, the “per unit” costs (per kilometer, hour, or ton) and correspondingly low charge rates are a decisive factor. Particular importance is placed here on extending service intervals, repair work that corresponds to the current age of the vehicle, and direct, global availability of repair and service networks. These are exactly the conditions that the commercial vehicle experts at Schaeffler Automotive Aftermarket aim to fulfill with their products, repair solutions, and services. After all, first-class product quality and repair solutions that are designed to suit garages’ requirements translate into extended service intervals and shorter downtimes.

## Patented design, garage-oriented repairs, OE quality

The FAG Repair Insert Unit (RIU) has a unique design that has been patented in many countries. The FAG RIU is a sealed wheel bearing unit for commercial vehicles that is pre-assembled and lubricated for life at the factory and that allows mileages of up to one million kilometers to be achieved. Pre-assembled and lubricated with high-performance grease, the FAG RIU is supplied with a special tool that both reduces mounting errors and saves repair costs. In other words, it’s a garage-oriented repair solution in OE quality. What is more, garages can now repair a wide range of different wheel hub types with a single RIU, which simplifies parts handling and reduces both inventory volumes and ordering outlay – a further advantage when it comes to total cost of ownership.


It consists of two tapered roller bearings, which are connected after installation by means of a snap ring. The snap ring ensures that the bearings are not damaged and are held in position during installation on the axle shaft. In addition, the repair insert unit is supplied with a special tool for easy and convenient installation. Function: The repair insert unit is a further technical development of the insert unit. The aforementioned properties ensure reduced installation costs for the workshop. The use of incorrect or contaminated grease can also be ruled out. Three FAG repair insert units enable around 43 hubs for over 2100 different vehicle types to be repaired. This multiple application also enables significant reduction of effort in the ordering process and in storage space.



FAG Repair Insert Unit (RIU).

## A century of experience

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MCVE, organised by Asian Trucker, will be held in the Mines International Convention and Exhibition Centre from 18th to 20 May 2017. Fringe programs, including the Asian Trucker Networking Night, will run concurrent. Please visit [www.mcve.com.my](http://www.mcve.com.my) for details and updates. Access is free of charge for delegates.

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# Daimler Opens Regional Centre In Singapore

*Daimler is making big strides in Singapore with the opening of a new Regional Centre and the celebration of milestone sales of its Citaro bus, writes Floyd Cowan.*



From left: Mr. Haslam Preston, Mr. Eric Chan, Mr. Boon Yoon Chiang, Mr. Andrew Bujtor, Mr. Nigal Wood, Dr. Wolfgang Bernhard, Mr. Benny Lim, Mr. Woon Chio Chong, Mr. Yeo Teck Guan, and Mr. Kay-Wolf Ahlden

**A**s a part of a strategic growth initiative of “Customer Dedication”, Daimler is in the process of separating its global sales organizations of its passenger cars and its commercial vehicles division to better focus on the respective customers needs.

## Closer to the Customer

“The RCs are designed to bring the company closer to customers,” stated Dr Wolfgang Bernhard, Member of the Board of Management of Daimler AG, with responsibility for Daimler Trucks & Buses. Previously many of the operations were handled from Stuttgart Germany and Fuso headquarters in Japan. “With a nine hour time difference that gives the

staff in Stuttgart one to three hours to make personal contact with our customers in Asia. In a business where the personal relationship is very important, that wasn’t good enough. Now there will be more people on the ground here. They will be able to react much faster to any situation, any need of the customer. Our people will live and work in the same environment as our customers. This will allow us to have a clear focus on the commercial vehicle business.”

Daimler is the world’s biggest manufacturer of commercial vehicles. As a pioneer of automotive engineering, Daimler continues to shape the future of mobility today. The Group’s focus is on innovative and green technologies as well as on safe and superior automobiles that appeal to and fascinate. Daimler invests in the development of alternative drive trains with the long-term goal of emission-free driving: from hybrid vehicles to electric vehicles powered by battery or fuel cell. The company is following a consistent path towards accident-free driving and intelligent connectivity all the way to autonomous driving.

## Importance of SE Asia

“In Southeast Asia we sold more than 40,000 commercial vehicles in the past year. That illustrates how important this region is for us,” Dr Bernhard stated. “That importance will increase within the coming years. In the emerging countries of Southeast Asia the demand for trucks, buses and vans will rise







continuously – and we are determined to participate heavily in this growth. That is the clear objective of our new regional centre.”

Why was Singapore chosen over at least 17 possible locations for the new headquarters? Dr Bernhard replied: “Singapore is the perfect place for the RC. It is the heart and hub of SE Asia. It has the second biggest port in the world and a highly efficient airport. DSEA benefits from Singapore’s excellent location and developed infrastructure, highly educated population, as well as stable political environment and business climate. You can rely on the word of the government.”

#### Long Presence in Region

Daimler has been in SE Asia for over 60 years and sold trucks here before they sold cars. Daimler sells its vehicles and services in nearly all the countries of the world and has production facilities in Europe, North and South America, Asia, and Africa. Its current brand portfolio includes, in addition to the world’s most valuable premium automotive brand, Mercedes-Benz, as well as Mercedes-AMG and Mercedes-Maybach, the brands Freightliner, smart, Western Star, BharatBenz, FUSO, Setra and Thomas Built Buses, and Daimler Financial Services’ brands: Mercedes-Benz Bank, Mercedes-Benz Financial, Daimler Truck Financial, moovel and car2go. In 2014, the Group sold more than 2.5 million vehicles and employed a workforce of 279,972 people while its revenue totalled €129.9 billion.

Dr. Bernhard turned the floor over to Kay-Wolf Ahlden, Head of DCV SEA. “Daimler has been serving the SE Asian markets since the 1950s and we have established a strong base of operations in Singapore,” he stated. “Our new office in Westgate is ideally located closer to our customers as well as general distributors and partners, allowing us to efficiently maximize resources. Singapore is the perfect point of entry to tap into the region’s key growth sectors such as goods delivery from trade and e-commerce, developing urban infrastructure and mining and construction.”

#### Growth in Staff

Mr Ahlden also made it clear that the new RC is a headquarters and will not have to check with Stuttgart whenever it makes a decision. Prior to the establishment of the new Centre there were 12 people working on commercial vehicles for Daimler in Singapore. When the new office is fully staffed there will be 52 people. “The staff will be made up from people from around the world,” Mr Ahlden continued. “There will be Brazilians, Japanese, Indians, Europeans, Malaysians, Indonesians and Singaporeans. Five versions of Chinese is spoken by the team that represents nine nationalities. Most of them have prior experience of living and working in countries other than their home.”

Taking questions from the press Dr Bernhard said Daimler was setting the cornerstone for the future. “We have competition from several directions, but our strength is that we have a product for every transport need, from vans to super heavy duty trucks to buses. We have something for everybody. No one else can do this.”





# Mercedes-Benz

## Growth Anticipated

In an exclusive interview with Asian Trucker Dr Bernhard said that though he anticipates strong growth in the SE Asia region he would find it very difficult to anticipate which country would provide the most growth. We anticipate 5 - 10% growth in the region and we believe in the long term potential of SE Asia where 50% of the people are under 30 years of age. Some countries will hit potholes every once-in-awhile, but eventually they will come back."

Asked if he saw opportunities or challenges with the new ASEAN Economic Community that will make trade easier between the 10 participating countries Dr Bernhard shook his head. "I don't see it happening," he stated. "I've seen these things come and go over the years. It won't happen."

## SE Asia Growth Region

The business of Daimler's commercial vehicle division in the SE Asia region covers 18 markets, including Indonesia, Thailand,

Malaysia, Singapore, the Philippines and Vietnam. With 622 million inhabitants, the region is more populous than the USA (> 300 million) or Europe (> 500 million) and, with over 50% of the population under the age of 30, it offers dynamic prospects for the long-term future.

In 2015 ten Southeast Asian countries (Indonesia, Thailand, Malaysia, Vietnam, Singapore, the Philippines, Myanmar, Laos, Brunei and Cambodia) formed the ASEAN Economic Community in order to strengthen cross-border trade. Foreign direct investments (FDIs) in the ASEAN region rose from USD 85 billion in 2007 to USD 136 billion in 2014.

Emerging economies with growing transport needs offer market opportunities both for Mercedes-Benz and FUSO commercial vehicles – in 2015 the truck market in Vietnam, for example, grew by 92%, and the truck market in the Philippines grew by 27%. The overall market volume in Southeast Asia totalled around 225,000 vehicles in 2015.

# Citaro Celebr





**1000th Mercedes-Benz Citaro Bus for Singapore**

Singapore is also an important market for Daimler’s bus and coach business. Illustrating this, at the opening of the regional centre for Southeast Asia, attended by business partners, customers and the press, the 1000th Mercedes-Benz Citaro urban bus was handed over to the long-running customer SBS Transit in Singapore.

SBS Transit operates approximately 3,000 buses on more than 250 bus routes, representing 75% of the public transport in the city with more than 5 million inhabitants. The island state is home to the biggest single fleet of Mercedes-Benz Citaro urban buses in operation worldwide. Mercedes-Benz buses have been travelling Singapore’s roads for over 15 years now.



Speaking to a large crowd at the Mercedes-Benz Center, in Singapore Dr Bernhard welcomed guests from the Land Transport Authority, as well as the bus fleet operators SBS, SMRT, Tower-Transit and Go-Ahead. “Today we celebrate the delivery of the 1,000th Citaro for the city of Singapore. It is a really special occasion for us. With now 1,000 Citaro buses travelling the streets of Singapore, this city is home to the largest fleet of Citaro buses in the world! We want to thank you for your trust and cooperation. We look forward to serving you with more buses in future.

**Shaping Tomorrow**

“Delivering the 1000th Mercedes-Benz Citaro bus to Singapore today is impressive proof for the potential of the partnership between Singapore and Daimler. Singapore is shaping the city of tomorrow – Daimler is shaping the mobility of tomorrow. Together we’ll define standards with highly innovative transport systems worldwide,” said Dr. Bernhard.

Dr Bernhard, as he did in our interview, emphasized the point that he expected there to be more cooperation between Singapore and Daimler. “I am happy to know there may be future potential with the Land Transport Authority, on “Citaro made for Singapore”. Singapore is a pioneer in urban innovation. Daimler is a pioneer in mobility.

**Mobility Concepts**

Daimler is not only leading when it comes to products – it is also leading when it comes to solutions. “We don’t “just” sell



vehicles,” he added. “We develop comprehensive mobility concepts for buses in megacities. One highly useful concept, Bus Rapid Transit (BRT), has big advantages. Regarding cost, in Bangkok 426km of BRT cost same as 7km of subway. In terms of time it takes just three years to implement BRT while it is 10 years for a new subway.”

In terms of autonomous driving Daimler is leading the way. “Daimler is also the undisputed industry leader in autonomous driving. We presented the world’s first officially licensed autonomous truck in the USA and we launched Europe’s first serial truck licensed for autonomous test driving.

#### Autonomous Buses

In the interview I expressed the view that buses would never become autonomous. “Why not?” Dr Bernhard replied. “When elevators were developed people thought they would always

need a human operator. They wouldn’t get in an elevator that didn’t have a person operating it. We see great opportunities to cooperate with Singapore. We have been successful in Bangkok and Istanbul and we can offer a lot in terms of technology for Singapore.

“Together we can pave the way for completely new ideas and new developments for urban mobility. I can not tell you specifics of what we are planning, but we are on the cutting edge with Singapore. We are a great match. In five years from now people will be coming from around the world to check out what Singapore is doing in terms of urban transportation. So I’m looking forward to future joint achievements, but for now, we’re happy to celebrate a fleet of 1,000 Citaro buses on Singapore’s roads.”





## Scania's way of helping customers

*Last year's market conditions can be described as riddled by uncertainties. Scania continues to be helping customers to even out these bumps that continue into 2016.*

**W**e met with Marie Sjödin Enström, Managing Director of Scania Southeast Asia, Scania Malaysia and Scania Singapore, to find out what the Swedish brand is

planning for 2016 and how they see the market to develop this year. One of the most interesting news is perhaps the fact that oil prices are on all time low, which is good news for everyone being impacted by this fact. Scania is focused on lowering fuel consumption by means of deploying hi-tech engines and aerodynamics packages among others. However, the lower oil price doesn't mean that these efforts are no longer important. According to Sjödin Enström, this may just be short term gain whereby transporters can use this break to innovate and use the extra profits to improve their business or be more aggressive. In general, operators will always be concerned about lowering fuel costs. Diesel prices will fluctuate and transporters need to work with this. "Scania will not stop to work on improving fuel efficiency," she stated.

Part of this commitment is also the provision of aerodynamically improved vehicles, such as the "Streamline" which was launched in Malaysia in 2013. This model has seen a good uptake making up some 10% of overall sales of Scania Malaysia's sales at the moment. "Besides the trucks, we are also offering a



comprehensive range of services. Our service network is just one important one to mention," Sjödin Enström stresses. Customers will be pleased to hear that the workshop in Klang will be seeing an overhaul this year with facilities being upgraded and bays added to cope with the increased work-load. A new workshop will be opening in Kuching while Singaporean clients enjoy the easy access to the Benoi workshop. She is very happy to report that the proximity to the port has been positively received by customers.

It will be a challenging year, but clients can rely on the support of the Swedes. "What transporters need to know is WHAT exactly makes them profitable," Sjödin Enström stated. To stay ahead, to remain profitable is most important and therefore, Scania is going to continue to ensure that customers are profitable. This covers the trucks as well as the service offers. She is saying that some can become even more profitable with the help of Scania. Another trend that has been identified is the effort to be safer on the roads. Both of which are issues that have been part of the strategy and will continue to be on the agenda, independent of the markets.

Some transporters may already make use of opportunities arising from the AEC (ASEAN Economic Community). Here Scania assures them that their truck will be well looked after. Although there are no additional service packages that cover different countries, Sjödin Enström is confident that this isn't going to be an issue as "The service will be carried out in the same professional manner and way in any place you go. This is the Scania franchise so to say." Customers will be receiving a top notch treatment in order to keep their trucks rolling and uptime high.

Following the launch of the Scania Fleet Management, the organisation reports a 85% uptake of this option for their vehicles. As users can choose between various packages, they can make best use of this on-board option. Besides the standard versions, there are add-ons that can be chosen. This is being taken on by some 30% of customers as they require more than just the basic version. What is interesting to note is that the system is more popular in Malaysia and Singapore as other markets are not yet fully equipped for this tool. "There needs to



be an infrastructure in place to support this function, which in some countries will catch up soon," is her comment. What the system allows Scania to do is to analyse the data and work with customers to further improve their business.

Sjödin Enström also noted good developments in Philippines where in 2015 a new showroom was opened to cater to the increased demand. Already active in Myanmar for some years, there had also been a good progression. For a number of years, a small dealer in Brunei has been supporting the local community, which is also a sign of the commitment of the brand to ensure that vehicles are running at maximum uptime. **T**



**Advantage Flexi**

- No additional wire guide or rail guide between racking aisle required
- No expensive super flat flooring required
- Shorten extra space required to transfer truck between aisle, transfer aisle reduced from 4500mm to 2700mm
- Flexi truck can be operating in in- and outdoor areas to manage more pallet handling activities, not restricted in racking area
- Faster travelling and lifting speed, increase productivity
- Can replace most of traditional VNA truck without change of existing VNA racking design
- Flexi truck can easily convert to double deep VNA truck, double up warehouse storage capacity, increase warehouse value
- Similar to conventional counter balance forklift design, no special trained operator required to work with Flexi
- 30% lower investment, 50% higher storage capacity and 30% increase in productivity compare to traditional VNA truck

# Flexi saves space when connecting warehouse and truck

*Asian Trucker takes a look at a different type of truck and discovers there are a lot of similarities between the ones needed to handle goods in a warehouse and those on the road.*

**B**efore you load up a truck to get goods from one place to another, merchandise may be stored in warehouses. Here, a different type of trucks, forklift trucks, play a vital role when it comes to running an efficient and successful operation. The Flexi truck is a modern forklift that has a space saving trick up it's mast. CCN in Puchong is one client that has given the Flexi the nod of approval and is harvesting the results of that decision.

Here in Malaysia, the Flexi is distributed by Prestar Marketing Sdn Bhd, a subsidiary of Prestart Resources Berhad. When CCN approached the company, it became clear to Sunny Toh, Director of Prestar Marketing that the company needed more than a forklift. Instead of conventional trucks, the Flexi, a unit from the UK akin to actuated trucks was the right solution. The Flexi has, according to Toh, many advantages "Look at the reach of the Flexi. It is 14 meters. Plus, as you rotate the forks, you need much less space to manoeuvre in the aisles. Besides, you don't need to have another truck around like you do when you use automated systems that can only park and retrieve palletes". The Flexi boasts a number of interesting technical features. It has an excellent design gives full strength combined with exceptional visibility. There is also the electronic on demand power steering which actuates an independent electro/hydraulic steering system. Meanwhile, the rear wheels have hydraulic braking and tyres are 457 mm x 180 mm cushion rubber compound. Front wheels use electronic braking and tyres are 412 mm x 178 mm cushion rubber compound. This machinery is available in three Axle widths available for optimum aisle performance.

Currently, there are some eight units at work in CCN and the client is happy with the performance as well as the space saving. Toh said that the use of the Flexi can reduce the space required for movements between aisles by some 30 percent. That in turn results in a massive improvement of the bottom line as warehouse operations would need less space, air-conditioning or as in the case of CCN heavy cooling. If these arguments weren't enough, Prestar Marketing also prides itself in offering a service that goes beyond the sales of a forklift. If you are planning a new warehouse, the team can design it from scratch. The Flexi comes with a five year warranty and training is provided for the operators as the unit is slightly different in terms of handling.







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*Sunny Toh, Director of Prestar Marketing*

Similar to trucks on the road, forklift trucks need after sales service. Regular maintenance is important and Patrick Wong Wei Keong, General Manager, Prestar Marketing explains. "Firstly, you need to provide the right truck for the application. Then you have to have the spare parts on hand. We pride ourselves not only in a complete range of products, which we have ready stock of, but also in the fact that we have a comprehensive inventory of spare parts." Prestar Marketing stocks commercial and wear and tear parts with 100 % availability while slow moving parts have 30 % and very slow moving parts 5 % availability. "Uptime is important for our customers. Imagine you are running a 24/7 operation and you can't move goods because your forklift isn't working!" To close the service cycle, a fully equipped workshop stands ready to fix any problem that may arise. Technicians are plying the country with vans fully loaded with spare parts, ready to carry out regular or emergency services.

The service offering of Prestar Marketing includes locations outside Kuala Lumpur, namely Penang and Johor Bahru. The latter will now see an increase in spare parts available as the company recognises the importance of this station. If required, clients may also rent forklift trucks from Prestar Marketing. After these contracts end, the forklift trucks are being overhauled and sold as second hand units. Wong, who has previously worked with a European MNC said that he joined Prestar Marketing as the company is now aiming for accelerated growth. "And when you do that, you need to work systematic and in a very organised manner, otherwise you will not be able to look after your clients," he said. With the combination of their full range and the spare parts, Prestar Marketing claims the number one spot in Malaysia.

Both Toh and Wong stressed the importance of choosing the right solution for the customer. Their advantage is that they can draw on the expertise of other divisions within the organisation that manufacture racking systems. That way, the most efficient, economical and safe solution is being provided. Said Wong "We call it solution, because you need to provide the right application at the right price. There is no point to offer great discounts on a truck that isn't fit for the job." Clients, which are mainly 3PL service providers will surely echo this as they need the right equipment in order to operate at maximum capacity and efficiency. **F**



# ASIAN TRUCKER



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# Creating a better tomorrow involving the young generation

*Shell Eco-marathon is a competition that challenges university students to develop their creative thinking in building the most aerodynamic and fuel-efficient vehicle possible. Fajar went to get the inside scoop.*

The year 2016 was the seventh year of the Shell Eco-marathon Asia and it happened again for the third time in the city of dreams, Manila, Philippines. Being the first time experiencing the competition and present in Manila, I was curious, and at the same time excited to witness the event for myself. Although, I have been briefed by my Editor on what the competition was all about, I was still excited to go through the agenda and see the environment and setting of the competition itself.

## Arrival and Orientation

As the media team covering the commercial fleet sector, we had a different program than our colleagues from passenger car titles. A well-planned program awaited us. On the first day of the event we had a brief introduction about the Shell Eco-marathon, whereby, Ms. Ornuthai, General Manager Commercial Fleet Asia highlighted a few points about the Shell commercial fleet business in Asia and key trends within the industry.

"Why a Shell Eco-marathon challenge?" she questioned. "To fuel the future of the fleet," she answered. We still had a big question mark that served as an expression on our faces. What does the Shell Eco-marathon have to do with fuelling the future? "It is a competition to discover new inventions for cleaner energy to help meet the world's demand for energy, which continues to increase and will spill over into the future," she explained.

"We challenge the younger generation of students, aged 16 to 25 years, that may potentially be the world's future scientists, engineers and designers to bring out their fresh ideas and the new solutions in constructing the most fuel-efficient vehicles," she added.

Why do we aim for a clean fuel?

As time goes by, every country experiences population growth, therefore, the need for transportation will multiply as well. Hence, it is important for every movement in the world to flow



smoothly without leaving any damage to the environment. The focus for this Shell event series is to have vehicles that generate less emission into the air by using clean energy.

**The importance of Fuel Management**

Moving on to the next topic was Mr. Varun Rai, Regional Marketing Manager, Shell Commercial Fleet. He talked in depth about the 1) importance of fuel management, 2) research-based insights into fleet managers and driver practices and beliefs on fuel consumption, 3) key barriers to reducing fuel consumption and how to overcome them and 4) how Shell is acting now to help businesses to better manage fuel consumption.

According to Mr. Varun, 75% of fleet managers think tackling the issue could cut fuel costs by five percent or more. Despite that, half or fewer feel that the products help them save on fuel consumption. Apart from that, 69% of the managers globally think that the way they drive their vehicles is key to fuel consumption while other factors include:-

- 1) the load carried by vehicles,
- 2) the way routes are planned,
- 3) regular vehicle maintenance and
- 4) regular tyre maintenance

Mr. Varun stressed on the third point in his speech, which is the biggest barrier to reduce fuel consumption: It is getting the driver to buy into this idea. To support this, the Shell team even conducted a survey to prove the fact. (Buy- in by drivers: Global 59%, Asia 55% and Europe 64%). After conducting the survey, Shell has come out with a few solutions for the fleet managers to adopt fuel-saving habits:-

- A small financial bonus
- More education programs
- A competition with prizes
- Extra holiday days
- Respect and recognition of challenges drivers face
- Showing drivers on how their driving behaviors impact the business
- Driving tips

Shell is also currently championing fuel management and safety across Asia via these activities:-

- Malaysia: defensive driving school
- Hong Kong: fuel save challenge
- Thailand: HSSE challenge





### Shell Fuelsave Diesel Virtue Reality Experience

For the first time during any SEM competition, the media got to experience the Shell Fuelsave Diesel which was conducted by the Senior Fuel Scientist, Shell, Ms. Mae Ascan. We were given two different types of chocolates. One of the chocolates was round and had a green dot on top, representing Shell fuel, while the second chocolate had a rough surface, representing a competitor's fuel. We tasted the rough-surfaced chocolate, and everyone showed an awful expression while tasting the chocolate. One of the probants said "It tastes dirty". That explained enough and looked like it too.

After drinking some water, we tried the one with the green dot that represented Shell fuel: it tasted smooth, easy to chew and delicious! Now we all get a clearer picture of how the Shell products perform in the engine compared to others.

### SEM Experience

We then spent our evening at the SEM site to feel the competition's excitement on our own. The street circuit provides the teams with an urban setting to stretch the boundaries of fuel efficiency. As I walked into the big indoor hall, I could feel a bustling environment in the pits. There were different kinds of expression on the faces of everyone in the hall; every team

looked very stressed. Although many were tired, they managed to muster focus on completing their masterpiece before the competition day. Visitors occupying the space looked very interested at whatever was happening in the hall.

More than 100 student teams from 17 countries across Asia, Australia and the Middle East registered in two different vehicle categories – Prototype (aiming to build the most aerodynamic and fuel-efficient vehicle possible) and UrbanConcept (aiming to build fuel-economy vehicles that resemble vehicles on the road)

During the walk-about, Mr. Norman Koch, Technical Director for SEM, explained to all of us the technical inspection, rules and the regulations of the competition.

Here are the results of a few countries that we emphasize from the competition:-

#### Malaysia

Team UiTM Eco-Sprint from Universiti Teknologi Mara (UiTM) Shah Alam, Malaysia bettered their own winning result from last year to champion the Prototype Hydrogen Fuel Cell category again with a record mileage of 476km/m.

#### Singapore

Team NTU 3D-Printed Car from Nanyang Technological University in Singapore had been invited to compete at the event as a wildcard entrant. The NTU Prototype team impressed the judges with a self-made fire suppression system.

Team Nanyang E-Drive impressed with the application of a unique battery fire suppression system, which utilizes CO2 to prevent the battery from igniting as a result of overheating. This self-created technology – which was partly devised using a guitar string – was simple, effective and robust in ensuring that both the driver and the vehicle remained safe while it was on the track. As more hybrid vehicles are produced for everyday usage, the ability to manage battery safety becomes more of a focus, and this technology could soon be applied to commercially manufactured vehicles.







# Continental Malaysia Introduces C3 – The ContiCasing Warranty

*The warranty backs a truck tyre's life for three lives or up to six years and applies to selected Continental and General Tire truck tyres.*

Continental guarantees its latest products by offering an extended casing warranty in the Malaysian market with "C3 - The ContiCasing Warranty." The C3 warranty provides truck tyre customers with the promise that a Continental tyre will last three lives, first as a new tyre and then subsequently over two retread lives. This means a new truck tyre can last up to 6 years when retreaded by Continental or one of its ContiLifeCycle partners.

"There is no better way to stand by our products than to offer our customers this enhanced C3 warranty as a promise of durability and longevity," said Mr. Cameron Wilson, Managing Director, Continental Tyres Malaysia. He added "Continental is confident that the improved quality and durability of our current products will meet market expectations and hence we foresee minimal returns."

Should the new tyre require an adjustment, Continental will provide a concessional replacement subjected to terms in the agreement. The first retread life of the tyre, which is also the tyre's second life, will be adjusted on 60% of the new tyre price. The second retread life, which is the tyre's third life, will

be adjusted on 15% of the new tyre price. All adjustments will be made by Continental and are subject to the full terms and agreement of the C3 warranty. Continental points out that due to the fact that rubber is a sought after commodity, price fluctuations are unfortunately inevitable.

It is a term in the C3 warranty that all the retreaded tyres must be retreaded with ContiTread or TechnoTread by Continental or by a ContiLifeCycle partner. The C3 warranty currently only applies to qualifying Continental and General Tire branded radial truck tyres that are 19.5" diameter in size or greater. These truck tyres must also be used strictly for commercial purposes only.







# C3 ContiCasing Warranty



The warranty backs a truck tyre for three lives or up to six years



The warranty applies to selected Continental and General Tire truck tyres



The warranty provides a concessional replacement under selected conditions

\*Subject to terms and conditions.  
For more information on this warranty, contact your local Continental dealer today or call 1300-88-263.

The following are articles from Continental and General Tire that apply for the C3 ContiCasing Warranty:

Size	PatternB	rand	Start Prod Date*
11R22.5	HS HybridC	ontinental	DOT0216
	HDR2+	Continental	
	CUA3	Continental	
	CHT3	Continental	
275/70R22.5	CUA3	Continental	To be launched in 2016
295/80R22.5	HD Hybrid	Continental	DOT0216
	RA	General	
	RA	General	
275/70R22.5	HD Hybrid	Continental	To be launched in 2016
	HDR2+	Continental	



"DOT" represents the sidewall marking of the manufacture date by the United States De-partment of Transportation. The DOT will serve as a tracker and no further registration of tyres will be necessary.

touch with the sales team or dealers to find out more. This offer is currently exclusively available to Malaysian customers but Continental is looking to explore expanding this opportunity to other countries within the region. **T**

It is important to note that the C3 warranty does not apply if the casing displays non-adjustable conditions, details of which are with all authorised dealers, or if the casing failure mode is related to the retreading process. For example, non-adjustable conditions refer to non manufacturing related conditions such as cuts, scuffing, impact damage on the sidewall or tread.

Continental is proud to be the first tyre manufacturer in the country to provide this extended warranty to its truck tyre customers. It is a testament to the standard of quality Continental prides itself in. Continental is happy to offer this warranty to all its truck tyre customers; no special booking or prior registration is required. Interested customers can get in



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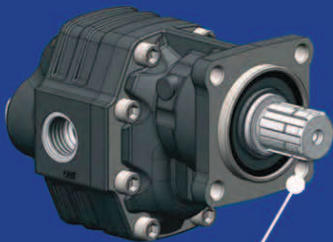


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## Sendok Group strengthens presence in anticipation of positive developments

*Sendok Group has invested millions into a new service centre and the bold move is paying off immediately as the first customers place orders for big numbers of trucks.*

**S**endok Group launched their first 4S centre in Johor on the 19 March 2016 with an impressive line-up of trucks and vans on display. The confidence in the market, shown by the commitment to invest in the southern region of Malaysia is also reflected in the purchase of trucks by customers that received their keys in a hand over ceremony in connection with the launch. Located along the Pasir Gudang Highway, this 4S center is one of eight service points that Sendok Group has throughout Malaysia.

Also present to witness the opening were Yang Berhormat Datuk Tee Siew Kiong, State Exco of Johor, Chairman of Sendok Group – Dato’ Haji Emran Bin Hj Kadir and Dato’ Haji Wazir bin

Muaz, Mr Yuan Zhong Bo – Executive Director of China Sinotruk Import & Export Company Co Ltd, Dato’ Loh Liam Hiang – President of Johor Bahru Chinese Chamber of Commerce and Industry, Dato’ Sri Toh Keng Tiong – Pengerusi Persatuan Kuari Johor and Dato’ Razali – Pengerusi Pengangkutan Negeri Kelantan and Chairman of Sentosa Group.

“This first 4S One Stop Auto Center in Southern Malaysia covers a land area of about two hectares and we have invested some RM 5 million in the facilities. I believe we are one of the largest commercial vehicle showrooms in Malaysia” said Mr Gwee Bok Wee (Group CEO) of Sendok Group. The 4S facilities will offer Sales, Servicing, Spare Parts and Automotive Advisory Services. China Auto Manufacturers (M) Sdn Bhd (CAM) being the sales and marketing arm of the Sendok Group of products has seven CAM branches throughout Malaysia and more will come in future. It is Sendok Group’s commitment to the customers that they not only assemble and sell the commercial vehicles but also support the customers with servicing and spare parts. “In CAM Johor and also at all our dealers throughout Johor, you can confidently select and purchase our vehicles as you can see that we have all the support for you, ranging from sales advisors, workshop mechanics which service your vehicles, supply of spare parts and maintenance. Clients can find all this under one roof in CAM Johor,” Gwee elaborated.

Besides this 4S One Stop Center at CAM Johor, the company has also invested and set up a number of other 4S One Stop Centers throughout East and West Malaysia. These are namely CAM Seremban, CAM Kuantan, CAM Kuching, CAM Sibul and according to him, soon, they will also set up one 4S Center in the Northern region of Peninsular Malaysia.





“Our vision is to position our Commercial Vehicles to be Number One in the South East Asia market with the mission of providing quality products and services couple with quality performance that make our products value for money,” Gwee explained. Praising the cooperation, Gwee thanked Mr Yuan Zhong Bo and Sinotruk China for their strong support all this years.

Looking back 30 years ago since the inception, Sendok Group has grown from strength to strength and today, some may say that they are one of the pioneers when it comes to the assembly and marketing of China-made commercial vehicles and supply of spare parts. Currently, the group has more than 500 employees and carries a number of brands of commercial vehicles in. The southern part of Malaysia makes up some 20% of the business of the company with headquarter in Klang.

One of the vehicles on display during the launch worth mention was the Sinotruk T7H. Sendok Group is the exclusive sole distributor of this model. The T7H 430 HP engine is Euro 3 compliant using a MAN engine and technology and is a high end and high performance vehicle. Apart from the cab, the truck is almost entirely a MAN truck said Gwee. The T7H is expected to sell well with some 100 units planned to be handed over this year. With a lower weight of about 700Kg, the T7H is to be an alternative to the A7, which the group has been selling for a number of years already. Sinotruk China has formed a Joint Venture with MAN with the intention to upgrade the image and status of Sinotruk.

Gwee also took this opportunity to launch the “JOM JADI BOSS” program in Johor in the presence of YB Datuk Tee. He called upon Datuk Tee to support and help to promote this noble

program across the entire Johor state using the multipurpose food trucks on display. This program is aimed to help to develop the youth to be the young entrepreneurs, whereby they can start their own mobile food stall in selling burgers, laksa, ABC, satay and other foods.

Many guests present did spend some time inspecting the CAM caravan, which is the very first such model in Malaysia. It was launched late in the year 2015.

Mr. Yuan Zhong Bo, who represented Sinotruk from China, said in his speech “ Firstly, I wish to congratulate Mr. Gwee, Mr Tan and CAM Johor for the successful opening of their CAM Johor. I must say I am impressed with the infrastructure and its facilities here.”

He stated that the partnership between China Sinotruk and Sendok Group has gone a long way and Sinotruk always values this partnership. “So far, we have been working together





very well and of course, there are still rooms for further improvement," Yuan commented. He promised to do his very best to support Mr. Gwee and Sendok Group so as to jointly capture more of the truck market share in Malaysia. "Setting up this 4S one stop center will of course help our Sinotruk in many ways, whether in terms of wider market share, better service and maintenance as well as supply of spare parts."

Sinotruk China view Malaysia as an important and potential market in this South East Asia region and the principal hopes that Sinotruk and Sendok Group can continue to grow and capture more market share in Malaysia.

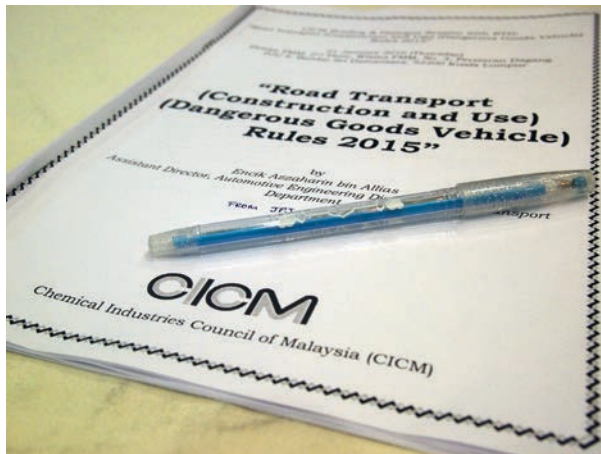
As part of the commitment to the customers and knowing that the market is soft and challenging this year, Sinotruk China vowed to continue to support Sendok Group and continue to introduce more affordable and yet good quality products

to Malaysia. "Myself will be visiting Malaysia more often and colleagues will be based here to provide all the support that we can. So, I must say we are to stay!" he concluded his speech.

Following the launch, two companies signed agreements for the purchase of new Sinotruk vehicles. Leep Thye Trading & Transport Sdn Bhd and Sentosa Group of Companies representatives were present to make the purchases official. Dato' Razali bin Daud, Sentosa Group of Companies, received the mock key for his new trucks, some 20 new T7H. "We move mainly cargo and have a fleet of mixed brands. Among them we have five A7 and one other truck from China. These have proven to be very efficient and we are confident that the new T7Hs will perform," he said. According to him, the main criteria for the purchase was the competitive pricing, which allowed him to buy three trucks for the price of two European trucks. Further, the confidence in the brand has been strengthened over the years and China made trucks now gain a good reputation in the market. **F**



# JKJR makes changes to improve road safety



*With new rules and regulations governing the transportation of dangerous goods, Malaysia takes the next steps in the homologation process needed to ensure smooth connections with other ASEAN countries.*

**C**hemical Industries Council of Malaysia (CICM) recently held a briefing and dialogue session with the Road Transport Department at Wisma FMM. The speaker for the session was Mr. Azzaharin bin Allias, Assistant Director of Automotive Engineering Division, Road Transport Department.

These new rules were introduced under the title "Road Transport (Construction and Use) (Dangerous Goods Vehicle) Rules 2015" as given by the Road Transport Department (JPJ). These rules are applicable to all motor vehicles carrying dangerous goods except for those owned by the army and police.

The purposes of these new rules as mentioned by Mr. Azzaharin, are to 1) synchronize rules on transportation of dangerous goods with other ASEAN countries based on the Protocol 9, ASEAN Framework Agreement on the Facilitation of Goods in Transit (AFAFGIT), 2) ensure that the construction and design of vehicles carrying dangerous goods comply with UN R105: Constructional Features of Dangerous Goods Vehicles 3) improve safety features carrying dangerous goods.

The new rules and regulations can be found on JPJ's website as well as the example of the certificate document based on UN R105.

Applus IDIADA Group and TUV Rheinland Malaysia Sdn Bhd are the technical services providers (TS) designated by JPJ.

## "Road Transport (Construction and Use) (Dangerous Goods Vehicle) Rules 2015"

Main scope:

- Dangerous goods lists based on ADR
- Dangerous goods class based on ADR
- Construction requirement and use of the motor vehicle
- Safety equipment requirement in motor vehicle
- Specification of the Emergency Information Plate
- Pictogram of the Dangerous Goods Class in the Emergency Information Plate
- Special approval for carrying specific dangerous goods

Main requirement:

- Dangerous Goods Vehicle shall be constructed in compliance with UN R105 (Series 05) – Constructional Features of Dangerous Goods Vehicle. Items being regulated is as follows:-
  - a) Electrical equipment
  - b) Prevention of fire risks

- c) Braking equipment (UN R13)
- d) Speed limitation device (UN R89)
- e) Coupling devices for trailers (UN R55)

- Design of the dangerous goods vehicle shall be constructed according to Vehicle Technical Drawing approved by Director General of JPJ.

- a) Information about dangerous goods and plate
- b) List of chassis no. of vehicle
- c) List of safety equipment on vehicle
- d) Attachment: Safety Data Sheet (SDS)

- Dangerous goods vehicle can be used only for the carriage of dangerous goods in accordance with the class approved by the Director General of JPJ in vehicle plan.

- Dangerous goods vehicle shall be constructed in accordance with any requirement specified by the Director General to ensure the safety of the public.

- Each dangerous goods vehicle shall be equipped with general safety equipment as follows:

- a) Wheel chock
- b) Self-standing warning signs
- c) Warning vest
- d) Portable lighting apparatus
- e) Protective glove
- f) Protective goggle
- g) Fire extinguishers

- Construction features of an emergency information plate shall comply with the following:

- a) Each information must be clear at all times
- b) Information regarding the dangerous goods being carried
- c) Placed on the rear, left and right of the body of the vehicle
- d) Made from rigid and weather resistant materials

- If an emergency information plate cannot be permanently affixed to the body of the dangerous goods vehicle, the emergency information plate shall:

- a) Affixed to the body using adhesive
- b) Be displayed by using a frame permanently affixed to the body

To download the list in Bahasa version, you may use this link:  
[http://www.federalgazette.agc.gov.my/output/pub\\_20151106\\_P%20U%20\(A%20\)%20263%20-%20Kaedah%20Kenderaan%20Membawa%20Muatan%20Berbahaya.pdf](http://www.federalgazette.agc.gov.my/output/pub_20151106_P%20U%20(A%20)%20263%20-%20Kaedah%20Kenderaan%20Membawa%20Muatan%20Berbahaya.pdf)



# Soon Lee Welder & Spraying Works seized the opportunity



*Some may not dare to expand their business in challenging times, but Soon Lee has been confident that their new offering will be successful as they have the expertise.*

The location for their workshop could hardly be any better: just off the North South Highway, a few kilometres away from the Yong Peng toll and along a trunk road that many use to bypass the highway on their journeys between Johor and the North. It is here where Soon Lee Welder & Spraying Works Sdn Bhd has decided to set up their truck workshop.

The company was founded in 1984 by Lim Kim Kiong as an automobile repair workshop in Kahang. Since then the company has grown significantly and is currently employing over 40 staff and is a panel workshop for 25 insurance companies. An old, but trusted Mercedes 911 still serves as a tow truck, although most of the vehicle recovery is done by subcontractors. "We are very proud of our achievement," said Ah Hoou, son of Lim Kim Kiong, who is now also actively involved in the business.

Their second workshop is dedicated to commercial vehicles. Departing from their traditional work on passenger cars, the duo saw an opportunity and they seized it. "We saw that there was a need for a repair workshop for trucks in this area. Times are tough for many, but we took the gamble and it has so far been a good journey," he says. According to him, this step meant to be learning new skills. It also meant to gamble on the reputation the company had gained so far. However, before the work started, the team already knew that they wanted Josam equipment to be the key component of their new place. As Ah Hoou said "We want to provide the best service and for that you need the best equipment. We may well be the only ones with this kind of equipment in the southern region of Malaysia." He admitted though that the work on trucks is rather different as the parts are simply heavier and more cumbersome to handle.





While the Josam equipment was being shipped from Sweden, the workshop was being set up with the shop floor being specifically designed to take the frame repair system. Their best and most skilled workers were transferred to the new site to manage the repairs of trucks. These workers were trained by Josam to get the best possible results out of the tools. Currently, there are some six to seven vehicles repaired each month. This number is expected to grow as the workshop has only been in operation for less than half a year. Ah Hoou explained that "Vehicles come from all over Malaysia, but we are yet to get our name out there." Current customers are said to be very satisfied as the Josam equipment offers a real benefit of halving the repair time. This means that the vehicles will be on the road quicker, allowing companies to utilise them faster. Compared to a traditional method of repairing a frame, the Josam equipment may be a bit more costly, but the precision and fastness of work being carried out counters this easily. "What is the point of saving some money on the repair when your vehicle is grounded so much longer and you can't make money?" he asked. To round off their offering, a high-tech spraying cabin is part of their assets. "Yes, you could do with a little less, but we want to offer top notch quality," is the simple reasoning.

With the good response, Soon Lee Welder & Spraying Works' management is confident that their leap of faith to invest in the workshop and Josam equipment has paid off. In the near future, the plan is to add a Josam induction heater and wheel alignment system to be able to offer a more comprehensive service. "Most people don't think about wheel alignment, but that small task can save a lot of money as fuel consumption is reduced. We hope that our customers will appreciate this as we are working with them to stay competitive in these times," Ah Hoou closes before he walks onto into the workshop to assist with the straightening of a truck frame. **F**



## NSLOA holds 81st AGM



Held on a sunny noon, NSLOA hosted their 81st Annual General Meeting in WISMA NSLOA on 28th February. Following the presentation of the financials, the activities of the past months were discussed. The association has been very active in dealing with matters pertaining road safety and new rules and regulations implemented by SPAD. Following the input of the association, certain regulations were not implemented as they were proven impractical and not in line with the needs of the transport industry.

Dato' Tan Kim Chong, President of NSLOA pointed out that "We need younger people to help us with the work in the committees. Especially when it comes to technical issues and the running of our events." He further highlighted the awarding of the Ahli Setia Negeri (ANS) to Deputy President of NSLOA Mr. Cheok Kim Wan and the Pingat Khidmat Cemerlang Masyarakat (PMC) to Mr. Yap Chin Choy, Secretary of NSLOA by the Yang DiPertuan Besar of Negeri Sembilan, Tuanku Muhriz in conjunction with his 67th birthday celebration.

### Snap Poll

**Was the lorry driver in Nibong Tebal right to damage cars that were double parked?**

Yes - 50%

No - 50%

The voting for this poll has ended

## New I-Shift with crawler gears can start off from standstill with 325 tonnes

Volvo Trucks is launching a new member of the I-Shift family: I-Shift with crawler gears. The new gears, which are added to the automated transmission, provide exceptional startability for trucks carrying heavy loads in demanding situations. The system is entirely unique for series-produced heavy trucks.

Volvo Trucks' new version of I-Shift makes it possible to add up to two new crawler gears. This means, among other things, that the truck can move off from standstill and transport a gross combination weight (GCW) of up to 325 tonnes.

"I-Shift with crawler gears offers an entirely new scope for heavy trucks with automated transmission to regulate their speed when crawling slowly and reversing. The driver can haul a heavy load without worrying about getting into situations that may lead to costly standstills," says Peter Hardin, Product Manager FM and FMX, Volvo Trucks.

With the new crawler gears, the truck can drive at speeds as low as 0.5-2 km/h. This helps immensely during precision manoeuvres such as in construction and maintenance tasks.

Depending on application area, I-Shift is available with one or two forward crawler gears, and with or without two reverse crawler gears. Reverse crawler gears make it possible to reverse extremely slowly, which is a major advantage when reversing manoeuvres require immense precision.

### Facts, I-Shift with crawler gears

- I-Shift with crawler gears is a further development of Volvo Trucks' I-Shift automated transmission.

- The new version of I-Shift has been specially developed for excellent startability and for driving at particularly low speeds.

- I-Shift with crawler gears can allow driving as slowly as 0.5-2 km/h and can handle starts from standstill with a gross combination weight of up to 325 tonnes, which is unique for series-produced trucks with automated gearboxes.

- The transmission is available as either a direct-drive or overdrive gearbox with one or two crawler ratios. It is also possible to specify two extra reverse crawler gears.

- The crawler gears are integrated into the I-Shift transmission. In order to handle the high loads involved, several components are made of high-strength materials. The gearbox is 12 cm longer than a conventional I-Shift unit.

- I-Shift with crawler gears is available for Volvo Trucks' 13- and 16-litre engines in the Volvo FM, Volvo FMX, Volvo FH and Volvo FH16.

### Ratios, I-Shift with crawler gears

- In a gearbox with one crawler gear the ratio is 19:1 in a direct-drive gearbox, or 17:1 in an overdrive gearbox. (The ratio of the lowest gear in a regular I-Shift direct-drive gearbox is 15:1.) In a direct-drive or an overdrive gearbox with two crawler gears the lowest ratio is 32:1.

- The ratio of the lowest reverse gear is 37:1 in a direct - drive gearbox.



## First batch of IKBN students complete training at Mercedes-Benz Malaysia's Apprentice Training Centre



**M**ercedes-Benz Malaysia awarded 11 students from the National Youth Skills Training Institute (IKBN) with a certification of completion following a successful training stint at its Apprentice Training Centre in Shah Alam.

The graduates, aged 19 to 25 years, underwent a three-month intensive product and systems training which included both theory and practical aspects. During the training programme, the graduates acquired soft skills through their retail experience in a workshop environment as well as training in maintenance repairs, electrical, troubleshooting and other relevant topics. "Through the Mercedes-Benz Malaysia

Apprentice Training Centre, we are proud to witness the graduation of this first batch of 11 participants from the National Youth Skills Training Institute, and we congratulate them for their successful completion of the training programme. It is fulfilling to see that within just four months of signing the MOU with the Ministry of Youth And Sports, we have our first batch of graduates. Training and development of youth is important to us, and certainly part of the Mercedes-Benz DNA. We hope to continue supporting the advancement of skills of Malaysian youth in whatever way possible," said Mercedes-Benz Malaysia President and CEO, Dr Claus Weidner.

The programme which commenced in October 2015, was the result of a year-long discussion and preparation between Mercedes-Benz Malaysia, the Ministry of Youth and Sports, and IKBN. The programme was formalised under a Memorandum of Understanding, signed in August 2015.

Speaking about his experience from the pilot programme, Dinesh A/L Guna Saigaran, aged 23 shared, "This is a very good programme for our generation and has many benefits. It has taught us how to perform engine maintenance and specification. I highly recommend other IKBN students and our younger generation to participate in this programme." From the same programme, Mohamad Rizal Bin Phaper, aged 22, spoke about learning soft skills, he explained, "The course has given me more confidence, and I am now able to speak and communicate better in English."

Established over 30 years ago, Mercedes-Benz Malaysia's Apprentice Training Centre has to date trained more than 700 apprentices, all of whom have been absorbed into the luxury marque's nationwide dealership network.

## DT - Support for daily workshop operations

**A**ssembly instructions for products of the brand DT Spare Parts help mechanics. With the continuously growing range of freely-accessible assembly instructions, Diesel Technic supports commercial vehicle mechanics during installation of spare parts of the brand DT Spare Parts. Illustrative explanations and useful product information ensure a smooth and trouble-free operation. Assembly instructions are currently available for over 3 000 products from DT Spare Parts. Distribution partners of the Aftermarket premium brand benefit from this service, which is intended to avoid complaints due to installation errors.

The multi-lingual assembly instructions are created by master mechanics specialized in commercial vehicles and with extensive



practical experience, in collaboration with the technical editorial office. The instructions are packed together with the products and are virtually impossible to overlook. If, due to the type of product, the assembly instructions cannot be included (in the case of brake drums, for example), a conspicuous new sticker will indicate that these can be downloaded online by entering the part number.

Assembly instructions are created, above all, for safety-related products which may only be fitted by qualified mechanics. This also applies in the case of specific products, where assembly errors repeatedly occur. Guarantee Management at the corporate headquarters of the Diesel Technic Group in Germany evaluates this information regularly and, where necessary, arranges for the creation of assembly instructions. They are the result of the continuing improvement process at Diesel Technic. The brand DT Spare Parts currently offers more than 30 000 different spare parts suitable for trucks, trailers, buses and transporters of the European vehicle brands. The complete range already offers suitable spare parts for millions of reference numbers and is continuously being expanded.

## Enrico Rava's jazz impresses audience at Chulalongkorn University in Iveco-sponsored jazz concerts

*The Italian "maestro" brightens the night with an amazing jazz concert brought by the cooperation between Iveco and the Italian Embassy.*

For one night, the center of Bangkok has been enlightened by a trumpet, instead of the usual horns of traffic jams. Enrico Rava's stunning exhibition at the Chulalongkorn University auditorium has brought the best of Italian jazz music in town, in the event proudly sponsored by Iveco.

At the presence of the Italian Ambassador himself Francesco Saverio Nisio, and CNHI Managing for South East Asia Mark Brinn, together with Iveco Business Director for South East Asia Koray Kursunoglu and Khun Suksumkiat Suaklinsak, head of SSK, Iveco Thailand official distributor, Rava delivered an inspiring performance in the sold-out auditorium in what is said to be the best university in Thailand.

Right outside the Auditorium, the attendees were welcomed by two brand-new Iveco vehicles: a 682 6x4 Tractor, 380 HP, made in Iveco Chinese Joint-Venture SIH plants in Chongqing, and the New European Daily Van, recently awarded Van of the Year.



"As the maestro says" remarked Koray Kursunoglu at the end of the concert "excellence is about playing the notes that are necessary: it was therefore necessary for Iveco to be here tonight, witnessing the excellence that Italy can

deliver in the world, both with music and with our excellent trucks. After the great match with Italian Jazz Festival last year, we could do nothing but being present here again next to the Italian Embassy in this exciting event".

## Dongfeng organizes training for IJM

Dongfeng Commercial Vehicle (Malaysia) Sdn Bhd organized a full day cement mixer driver training workshop for IJM on 20 July 2015.

The purpose of the training is to improve knowledge and safety information on the cement mixer truck for drivers. The full day course began with theory class and followed by practical training.

"This is a very important course for Dongfeng cement mixer drivers. By attending this workshop, they will learn how to drive the cement mixer truck. The most important part is how to save fuels and minimize wear and tear." said Dongfeng Commercial Vehicle (Malaysia) Sdn Bhd Workshop Manager, John Foo.

He highlighted, "when the cement mixer trucks break down, drivers could provide basic maintenance and preventive measures on the truck. In case of emergency, drivers could contact our 24 hours emergency support."



## TCIE hands over UD Trucks Quester to Sun Tang Trading

This is the first Quester 8x4 rigid cargo sold in Cameron Highlands.

With the increasing demand for reliable transport solutions the authorized sole distributor of UD Trucks in Malaysia Tan Chong Industrial Equipment Sdn Bhd (TCIE) sold a UD Quester to Sun Tang Trading in a key handover ceremony which took place in Cameron Highlands.

The Cameron Highlands based trading company has ordered one new unit of a UD Quester 8x4 rigid cargo to meet the growing demands of trading and transportation in the agricultural industry. This is the first time the complete and modern 8x4 Japanese heavy duty truck has been sold in Cameron Highlands. As this was the last day of the 2016 Chinese New Year, which is also known as Chap Goh Mei, the event was made auspicious with a lion dance performance for prosperity and good fortune.

Speaking at the event, Mr. Lui Tai Sum, Senior Manager – Business Development cum Product Planning of TCIE said, “We are extremely proud of this moment as our customer has continued to put their confidence in our product and service offerings. The Quester 8x4 offers customers a unique experience of durability and adaptability within its class that is currently unavailable on the market.”

Mr. Wong King Yoon, Chief Executive Officer of TCIE shared, “We are always looking at ways to innovate and produce solutions to meet the demands and needs of our customers.



Today's occasion is a clear indication of Quester gaining success in the region.”

“As our trucks operate daily from Cameron Highlands to Singapore, we need trucks that are durable and dependable, as well as excellent after sales support, which UD Trucks and TCIE has been providing us throughout the years,” shared Mr. Choong Sin Nen, Business Owner of Sun Tang Trading.

Another Cameron Highlands-based customer of TCIE, Hong Ming Engineering Works also purchased Quester Tippers for its cement supply services. Being extremely satisfied with the after sales received from UD Trucks, the customer has recently ordered two Quester 8x4 tipper trucks to add to its fleet.

## Safe Steps moves forward with Malaysia launch



The “SAFE STEPS” initiative was launched on February 12th in the heart of Kuala Lumpur. The guest of honour, Dato’ Sri Liow Tiong Lai, graced the occasion and said “It is a united cause to improve road safety. A few years back, H1N1 claimed 100 lives and Malaysia went all out to fight this virus. However, the number of road fatalities is much higher than that each year.” According to him, the cabinet has set up a special committee to coordinate activities to further improve road safety.

Also speaking at the event was Jean Todt, President of the Fédération Internationale de l’Automobile (FIA). Following a video he said “People don’t know what sort of risks kids take in some places when they go to school. Currently, the number one killer for children aged between 5 and 14 are traffic accidents”. Todt urged everyone to initiate a change in mindset and to make a difference. His hope is to be able to reduce fatalities by some 50 % by 2020. He asked “Is this too difficult? No, certainly not as difficult as finding a vaccination for a virus. What it takes is legislation and enforcement.”

Michelle Yeoh, Global Ambassador for the Make Roads Safe campaign, said during her remarks that “It is a privilege to be championing this initiative. It is important that we all play a part in this. There are some simple steps we can all take.” She also asked the audience to go beyond looking after oneself, and to care about other people’s lives.

SAFE STEPS is created and developed by Prudence Foundation – the community investment arm of Prudential Corporation Asia. At its core, SAFE STEPS is a series of public service announcements (PSAs) with the objective of raising awareness and providing clear, educational information on some of the leading causes of death to as many people as possible. It is a partnership between Prudence Foundation, National Geographic Channel for all programmes and also partners with the Federation Internationale de l’Automobile (“FIA”) for SAFE STEPS Road Safety. Donald P. Kanak, Chairman of Prudence Foundation thanked sponsors and contributors to the initiative in his speech in front of some 200 high profile guests from the industry.

ASIAN TRUCKER DRIVERS CLUB

# UPDATE



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COMMERCIAL TYRE

# Not a rough day, just a Rough Crane

*"I kiss my wife everyday before I go to work, because the chance of me not coming back home is high," said this crane operator.*



**"T**hat said, it is a fun job!," claims Mr. Hafeez over and over again. What kind of fun could it be working in the hot sun? Or what is the definition of fun in Mr. Hafeez' view. It was a lunch break, when Asian Trucker's writer, Fajar, dropped by at the construction site to meet Mr. Roshafeez bin Abdul Hamid, 35, for the interview for the Trucker of the Month column.

"Yes, I am the person in charge of handling the crane in this site. That means, I am the main character and I have the biggest role to play at the site; all aspects of safety of people at the site, are in my hand," said Hafeez.

It might look like a simple task in the eyes of public, but do you know a person that is handling a crane needs to be extra cautious when lifting up the heavy loads? This is because a little uncautious action can cause a fatal accident or cause serious damage.

If it's such a risky job, why are there still people like Hafeez that make it a career? "Because of the substantial income," he said and smiled.



## Procedures

Now almost 12 years in the industry, Hafeez will always share a few procedures if you are interested to get involved in this field. Firstly, one is to apply a license from JKKP (Department of health and safety of workers), next, one has to attend a course at ABM (Construction Academy Malaysia) on how to handle cranes, which includes mobile crane, tower crane and roller crane. This course is actually free of charge and it comes with RM200 allowance. The training only takes two months to obtain the license and the required permit.

## Challenges

It is a tough job, a rugged one. Typically, it is for not well educated people, which is the normal negative perception from the public.

"It's only dirt and our work is performed in a natural environment where you find grass, trees and rocks. Well, it is rugged because we don't do our job in an airconditioned office, sitting on comfy chairs. We "play" in the hot sun and even if our job does not involve complicated calculations, that doesn't mean we are not educated. Our job requires professional skills in using the technologies and demands lots of energy," explained Hafeez.

According to him, the second challenge is that the person who controlling the crane needs to be aware of the permissible load weight. When handling weights that exceed the capacity of the crane, that is when the incidents happen with the crane overturning.

## Meals

"I do it the Malaysian way: Nasi Lemak and Teh Tarik are my regular breakfast and I will pack some mixed rice for lunch and eat it just at the site. Drinking a lot of water is a must because of the hot weather and you don't want to get a heat stroke," said Mr Hafeez.

"This is a fun job because for me the circumstance of my work is very flexible. I am not going to be stuck in the traffic or be chasing for trips and I can have a break anytime at the site. That is my kind of freedom," he added. **F**



# Shell treats industry players to lion dances







This year, Shell's lubricants division surprised industry players with lion dance performances. Over several days the Shell staff handling the Rimula brand visited companies in the Klang Valley to usher in the New Year with spectacular performances. The first stop was at the headquarters of NSLOA in Seremban where the lion dance was followed by a joined Valentine's and Chinese New Year dinner. Following this, the troupe went on to visit PKT Logistics, TNT, Spring Energy, Tiong Nam, Vertex Mission and Sin Leong Seng Motor.



**Shell**  
**RIMULA**  
Heavy Duty Diesel Engine Oil





# Why do You Update Your PC, But Not Your Drivers?

*Stefan Pertz looks at the benefits of having regular training sessions for truck drivers and asks the question, 'what kind of driver do you want?'*

**A**mong the many things we at Asian Trucker discuss with transport companies and drivers is driver training. Today, there are various modules, approaches and techniques available to train drivers to be a safe and efficient. It is surprising that many companies are content with the knowledge that was transferred to the drivers when they first went through their tests to obtain their drivers license. Sometimes we hear from drivers "I don't need this nonsense after some 20 years of driving."

## Dear Santa

Some 20 years ago the PC was replacing the typewriter. I remember tapping out a letter to Santa Claus on an old Adler. Obviously, this column is being written on a laptop. A brand new one at that.

It might not surprise you to hear the introduction the salesperson gave me when I bought this new PC: "This is where you switch it on, the rest is easy." That really isn't sufficient to operate it. What have I done since I posted the letter to the North Pole? Correct! I have upgraded my skills, gone to computer courses and have kept abreast of developments.

## Adapting to Change

If you look around your office I am sure there are no more typewriters. Or matrix printers. They have been replaced and the staff have been trained on how to use new equipment. So why is it that drivers don't receive training or don't want to participate in training programmes?

Just the fact that trucks have become bigger, heavier and more powerful would warrant training, don't you think? Wouldn't it make sense for someone transporting steel coils to be trained on how to load the truck, secure the load and manoeuvre the vehicle given the physical implications of the type of load when breaking, turning and accelerating?

## New Ideas

I did a course in defensive driving and for me it was 90% new ideas I never heard discussed in driving school. We have often heard, you must be a 'defensive driver,' but nobody really explained what it meant to be a 'defensive driver'.

And let's just wait till the ASEAN Economic Community kicks in. Drivers will need to be trained in how to operate vehicles in various countries with different laws, regulations and languages. How do you, as a fleet owner, how do you as a driver, plan to prepare for that?

## Value Your People

Legal aspects are another area a driver should be trained in. Laws change and drivers need to be aware of the changes. This may not require weeks of training, but obviously, you want to ensure your drivers are operating within the legal framework. Interestingly, whenever Asian Trucker runs workshops for members of the Asian Trucker Drivers Club there are several participants who state: "This was something new, something that will help me in my job!"

Training improves driver skills and it may give your staff a confidence boost as they see you valuing people as being worth investing in. Not only that, eventually, well-trained drivers will be seen in a more positive light by others outside the industry. The industry may start to attract more people.

There is a cost to training, but I would rather spend money on training and reap the benefits as opposed to saving a few dollars and having to deal with unsafe behaviour or drivers who don't take care of themselves or their equipment.

## Regular Training

Constant and scheduled training is less expensive than haphazardly organised and unspecific sessions. Some are afraid a driver may leave the company once trained. However, studies have proven that staff are more likely to stay if they receive training. And if you don't train them, then you end up with drivers who are inefficient, ineffective and potentially dangerous. Isn't that worse?

I encourage everyone to have regular training sessions for drivers. It doesn't have to be the most expensive programme, but since we tend to forget what we learned, it is important to have refresher courses. Start with this: when your child goes to driving school try one of the tests yourselves! Do you want your drivers to be a typewriter on the road, or a sleek notebook? **F**



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At Shell, we understand Malaysian motorists' need for high quality fuels. That's why we're introducing Shell FuelSave Diesel Euro 5. Our efficient diesel with Active Efficiency Ingredients and ultra low sulphur is specially designed to help improve fuel economy from the first tank.\*

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\*Comparison between a standard diesel and that same standard diesel (of the same bio-content) containing our fuel economy formula. Savings may vary according to vehicle, driving conditions, and driving style. Suitable for all diesel engines including modern diesel engines which require low sulphur diesel. Available at selected Shell stations. Visit [www.shell.com.my/dieseuro5](http://www.shell.com.my/dieseuro5) for more details.

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