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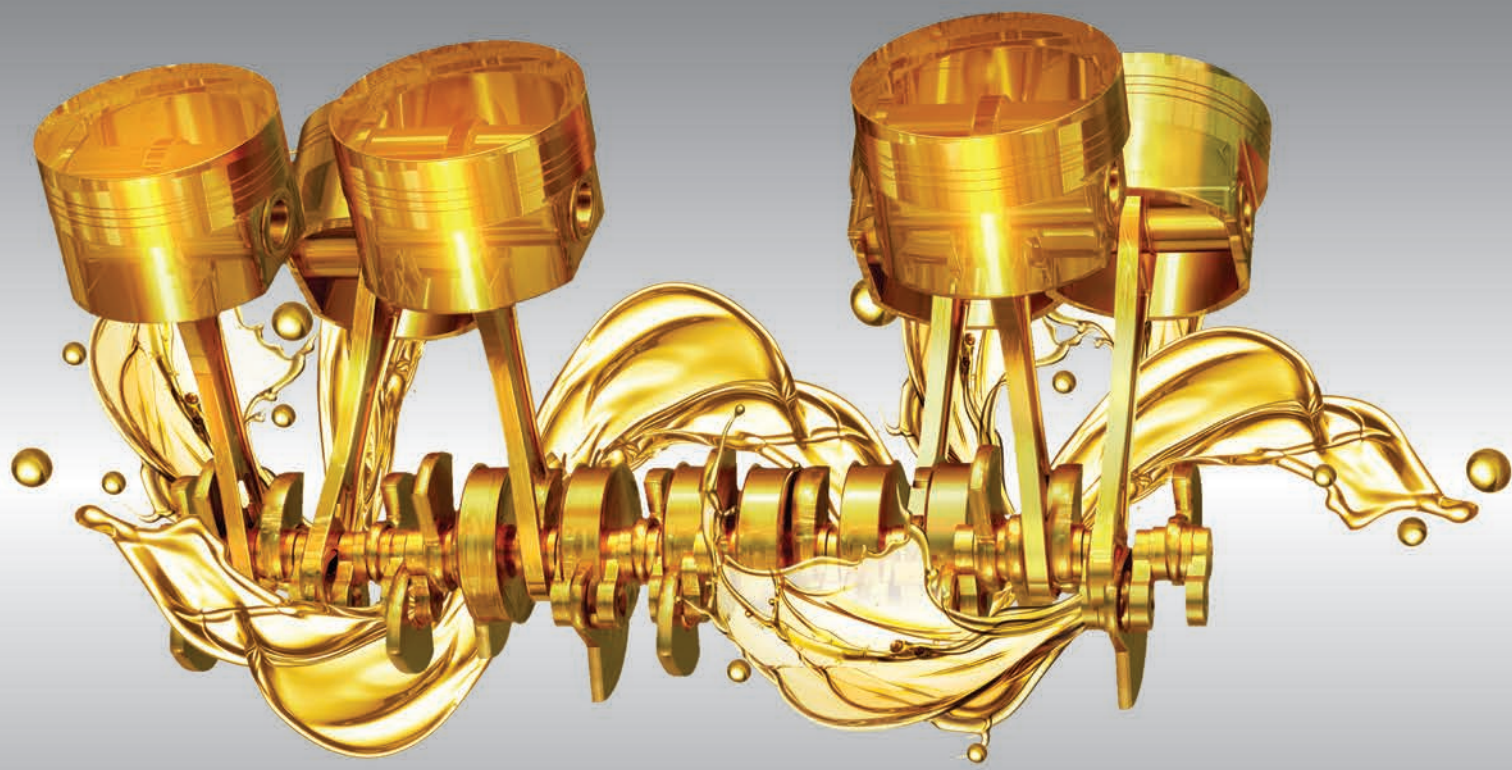
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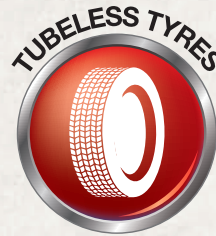
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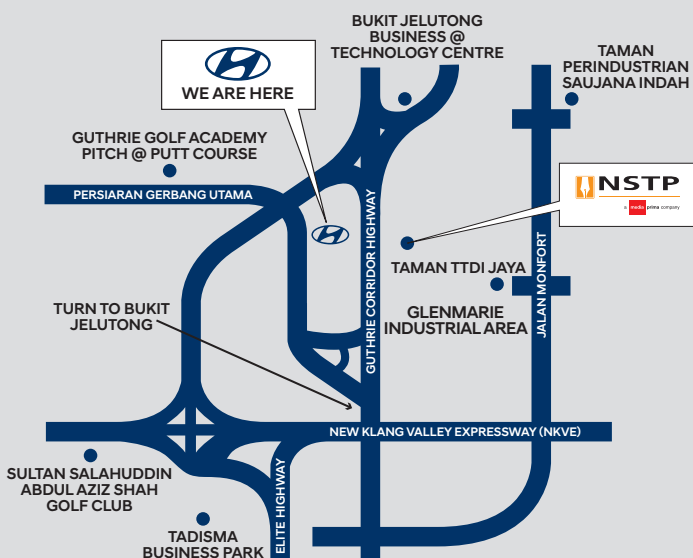
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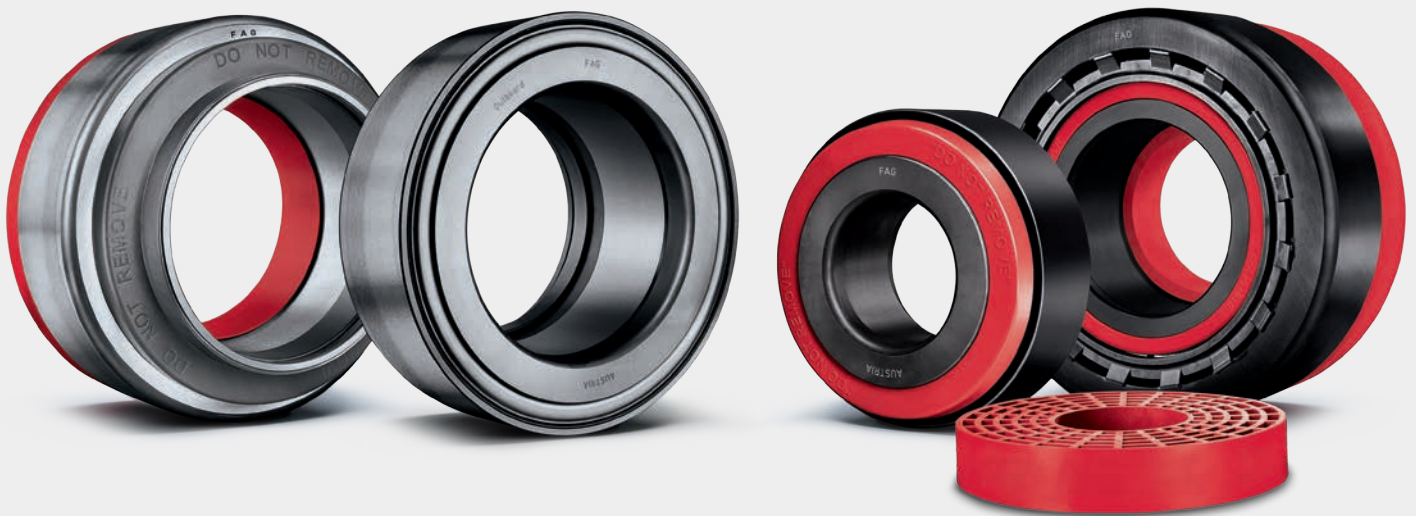
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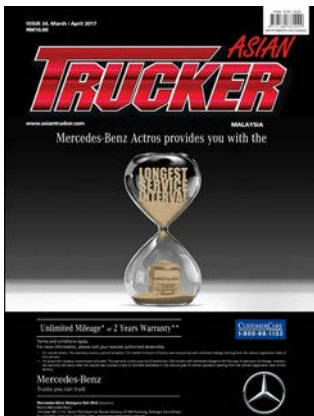
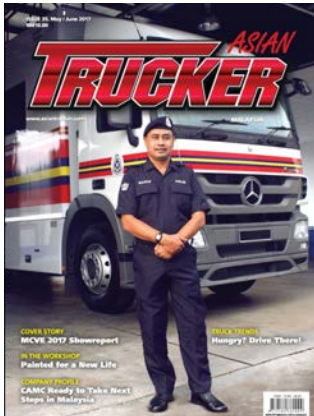
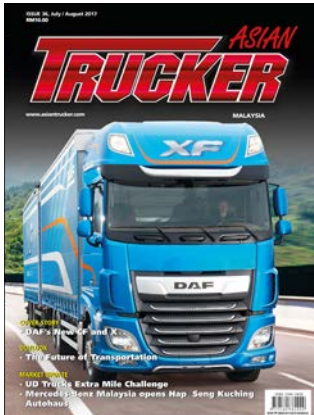
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# The Not So Obvious



I keep talking about how our truckers are often overlooked by society. While we all want to have goods in the shelves, there is little understanding for the woes of the drivers. When putting this issue together, I learned a lot about what affects and concerns the industry. Take for instance the people at Sunflower Tube Ice. As if deliveries in the city aren't hard enough, they deliver ice. In this climate, this is made even more difficult, as one can imagine. We also tend to forget that there are a lot more applications for trucks out there than container haulage and distribution. In our cover story, we stood to attention to learn about trucks and their uses in the Malaysian military. For me, it has been some 23 years since I served the German army. Unfortunately (Or should I say that I was glad to hear it), foreigners like me are not allowed into military installation unless a special clearance was obtained. Covering two locations and several types of vehicles, this marks our longest story ever published.

One also tends to forget that there are not just drivers. Mechanics, designers and those that build the infrastructure for us to put the vehicles onto. I had again the pleasure to meet with the Director, UD Trucks Technology, UD Trucks, Japan to learn about how a truck is being developed. I also dedicate my "Headlights" to those that are typically working in the background. It is usually a team that makes things happen, isn't it? And good teamwork is what is needed when it comes to publishing as well as transportation. In our case, we welcome two more writers to our editorial team. I am hoping that they will be taking to the stage soon and that you will meet them.

Over the past weeks, we have also seen how technology can make our work in transportation easier. For instance, our Service Network Locator Map has now received a twin, showing all the

Shell Express Workshops. Meanwhile, Ezyhaul is offering an easy to use App to connect trucks to cargo owners to ensure that goods are being moved. More and more truck manufacturers are adding smart fleet management solutions to their offering. The only question though is: are we losing the human touch? I wouldn't think so as there is still a lot of personal interaction going on. It is still amazing that we all need and value a face-to-face chat. Even the Malaysian Digital Chamber of Commerce opted for a gathering in an exhibition hall over a webinar. As far as I can see, technology is useful to make certain processes easier, but at the end of the day, we still like to deal with a real character.

Over one weekend in September, we also got a surprise: We received a note that we had won an award for our magazine. Sure, we are confident that our publications are of high quality, but it wasn't obvious that we would be that good! Receiving the award was a very proud moment and I accepted the trophy on behalf of the entire team, which has worked in the background to make the magazine a continued success. Here again, it shows that we shouldn't forget those that work behind the scenes. I would like to express my appreciation to those that have made our success possible.

As always, we stress the need to be cautious on the roads. Our annual sports event is a kart race and we urge people to "Race with us, not on the roads". We hope that some of that spirit translates into more awareness for safety in and around trucks. Personally, I am still in awe as to how people here can slowly drive by an accident with fatalities just to go on speeding 500 meters later. It is obvious that reckless driving and loss of lives are connected, is it not? Time we all started to re-think our busy schedules!

Drive safe and keep up the good work!

Sincerely yours,

Stefan Pertz  
Editor, Asian Trucker Malaysia




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# SCANIA



# New Hyundai Commercial Vehicle Centre for Better Accessibility

*Hyundai Commercial Vehicle Centre, which was previously located at Seksyen 26, Shah Alam has been relocated to a brand-new facility in Seksyen U8 Bukit Jelutong, Shah Alam.*

Hyundai-Sime Darby Motors (HSDM) believes that the relocation of the centre would offer better accessibility for its customers, as it is located close to major highways such as NKVE, Guthrie, KESAS, Elite and Federal Highway.

The New Hyundai Commercial Vehicle Centre, which comprises of Service, Spare Parts centre and Commercial Vehicle Sales & Aftersales HQ (2S + 1S) does not only service Commercial vehicles (Inokom Truck), but also Hyundai/INOKOM passenger vehicles.

"Due to the location of this new centre, which has a large residential area nearby, we have decided to also cater to passenger vehicles. So far, this is the only unique centre that caters to both, commercial and passenger vehicles," said Mr Lau Yit Mun, Managing Director of HSDM. "In terms of facilities and equipment, this centre is well-

equipped to take on both commercial and passenger vehicles and we believe this move is cost-effective for the company," added Lau.

Similar to all Hyundai passenger car service centres, the new Hyundai Commercial Vehicle Centre, is a fully air-conditioned centre, equipped with customer waiting area, free WIFI and beverages for the convenience and comfort of its customers. Vehicle 'Pick-Up' Service is also offered to customers located within close proximity to the centre.

The service centre is open from Monday to Friday (8.30am – 5.15pm) and on Saturday (8.30am – 12.45pm). For more information or to book a service, customers may call 03-7831 7300 or 019-2016075. Full address of the centre is at No 16, Jalan Kerawang U8/108, Perindustrian Tekno Jelutong, Seksyen U8, 40150 Shah Alam Selangor. **T**



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# Local Logistics Provider has a New Perspective on Chinese Trucks



*Adding some 14 new Shacman trucks to their fleet, Perceptive Logistics is confident in the Chinese brand as the vehicles have been rigged up with impressive specifications.*

It was a joyful gathering on the first day of August when YonMing's founder and Managing Director, Alex Kau, handed over the mock key to the management team of Perceptive Logistics. Receiving the key as well as a model truck were Dato' Dr Kenny Ong Kean Lee, Managing Director, Ooi Lean Hin, Executive Director and Choy Khye Sam, General Manager. In front of an audience of 100 staff of YonMing, Perceptive Logistics and other invited guests, the company took delivery of their unique Shacman trucks in Oasis Square in Ara Damansara.

"We already have a number of Shacman trucks in our fleet. These are F and M series. These have been proven to be very reliable and the fuel efficiency is satisfactory," said Ooi Lean Hin. He further cited the extensive service network of YonMing as one of the deciding factors to opt for the brand. "Previously, Chinese trucks also had a bit of a stigma. However, over the past years, the trucks have improved tremendously," he commented. Perceptive Logistics is housed in the Bandar Sultan Suleiman Industrial Park near Port Klang, however, a large portion of the business takes place in Johor Baru. Container haulage and mid-range deliveries are their principle activity.

The total fleet of Perceptive Logistics comprises of some 300 vehicles, whereby the new Shacman trucks are to replace phased out, older trucks. Being cautious, Dato' Dr Kenny Ong Kean Lee said that the company does not want to grow too fast too big as there are a number of uncertainties. "We don't want to overextend ourselves. There are issues like the shortage of drivers and the current economic situation that cause us to be careful." To counter some of the uncertainties, the logistics service provider places their trust in YonMing. This is in part due to the reputation of Mr Alex Kau, who has been in the industry for almost 40 years as well as the fact that the group is able to supply spare parts on a short notice and provide break down services.

In total, with the recent purchases of Shacman trucks, the vehicles operated by the group amount to 20. In this most recent purchase, 14 units were handed over. Of this, eight units are for Perceptive Logistics Sdn Bhd (5 units 6x2 / 3 units 4x2) and six units for Persila Sdn Bhd (4 units 4x2 / 2 units 6x2). Already in operation are two units of F 3000 6x2 under Perceptive Logistic S.B. 2 units in Kuantan since 2014 and four units of M 3000 4x2 under Persila S/B in Butterworth from 2015.

The new trucks themselves are noteworthy as they feature WABCO ECAS as the first ever Shacman trucks in Malaysia to have this feature. ECAS, which stands for Electronically Controlled Air Suspension, is an electronically controlled air suspension system for vehicles and includes a large number of functions. To name a few of these, the WABCO ECAS offers a modular system for load monitoring, automatic pre-set level regulation, parallel to the road surface, including uneven loads and automatic traction control. Coupled to the trucks will be China-made trailers as well. These are said to have a price advantage over locally produced trailers. Said Kau in regards to the fact that the brand he distributes is providing an offer that goes beyond just a truck "We want to be better, to stand out from the other brands."

Perceptive Logistics got into contact with YonMing through the efforts of Alex Kau as he went to ask one of his friends for an introduction. Uniforms of Perceptive Logistics sport the logos of the main suppliers to the company. "This is to recognise the partnerships we have with these brands," explained Choy Khye Sam. The YonMing logo was proudly stitched onto the sleeves a long time ago and given the trust in the brand may stay there for a while. **T**



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# Dongfeng Returns for the 2017 – 2018 Volvo Ocean Race



competitions in the world. Dongfeng has confirmed entry in the race, which will take the team 45 000 nautical miles around the world in one of the toughest routes in the race's 43-year history. Starting from the Spanish harbor of Alicante on October 22, the 2017-2018 Volvo Ocean Race will visit 12 cities around the world, including Hong Kong and Guangzhou of China.

// The Volvo Ocean Race is the premier offshore sailing race in the world and has attracted China's attention" - Yang Qing, Vice President of Dongfeng Motor Corporation said the company is proud to be back in the Volvo Ocean Race.

"More and more media and public now know of the race through the challenge by Dongfeng Race Team, with the support of Dongfeng in the 2014-15 edition. There is no doubt that Dongfeng Race Team made history and multiple Chinese sailors are part of that story."


"Not only did Dongfeng Race Team succeed in marketing the Chinese motor brand to a growing global customer base, but the team also promoted Chinese culture through the Volvo Ocean Race. Dongfeng Motor Corporation is dedicated to support the Chinese team again with the leadership of skipper Charles Caudrelier and to once more challenge the offshore sailing fraternity and establish an effective communication channel about the sport of sailing between China and the world," he concluded.

The Volvo Ocean Race is an eight month around-the-world sailing race that is considered one of the toughest sport

The Dongfeng Race Team is a unique cross-cultural group and the first Volvo Ocean Race team ever to include several Chinese sailors. Diversity is their challenge and their strength. But above all, the Chinese, French and Swedish sailors onboard are all focused on the same goal. And with Trust, Professionalism and Technique they have raced around the world together and challenged the environments.

The team will be 100 percent backed by Dongfeng Motor Corporation, the Chinese motor manufacturer headquartered in the Hubei province city of Wuhan, and the target will be to improve on an already strong performance in 2014-15 when they exceeded expectations by finishing third overall.

For more information visit Dongfeng Ocean Race website: [www.dongfengraceteam.cn](http://www.dongfengraceteam.cn)

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# Volvo Trucks Announces Fuelwatch Challenge 2017 Winners

*Winning trucker, Kaspul Anwar bin Abdul Karim from Prifaria Sdn Bhd is set to represent Malaysia to compete with other best truckers in the world at the Fuelwatch Challenge World Finals in Sweden from 18th to 22nd September 2017.*

Volvo Trucks Malaysia's Fuelwatch Challenge, one of the longest-running truck driving competitions in the country focused on boosting skills, fuel efficiency and safety to elevate the quality of truck drivers, has culminated in a grand finale in Shah Alam over the weekend on 26th August, where the winning crown for this year went to Prai-based Kaspul Anwar bin Abdul Karim from Prifaria Sdn Bhd.

In addition to being one of the longest-running competitions of its kind in Malaysia, it also created history this year by having a female truck driver from Prai-based Benua Haulage Sdn Bhd, Junaidah Bte Ibrahim, 32 years, in the final round of this competition. A mother of three who has been driving trucks for five years, Junaidah works alongside her truck driver husband in the same company. She also owns both rigid and container truck driving licenses, which is not the norm and is uncommon even amongst the general population of male truck drivers.

Displacing everyone else in this exciting real-time fuel-efficiency competition, Kaspul Anwar bin Abdul Karim was crowned the champion amid a celebratory gala dinner held at the Dorsett Grand Subang, based on lowest fuel consumption by kilometer within the time limit set.

Kaspul Anwar bin Abdul Karim had achieved the best result of 3.97 kilometres with just one litre of fuel. The first runner-up, Johor Bahru-based Firdaus bin Salim from Swift Integrated Logistics Sdn Bhd, had achieved 3.87 kilometres with one litre of fuel, while the second runner-up, Port Klang-based Ahmad Sulaiman from Konsortium PD Sdn Bhd had recorded 3.84 kilometres per one litre of fuel.

In the final challenge, all eight finalists drove on a predetermined 20 kilometre route while pulling a 40-foot container on the Volvo FM 440 with I-Shift. The I-Shift feature in all Volvo trucks refers to a 12-speed, two-pedal, lightweight automated manual transmission that delivers



an exceptional level of productivity by simultaneously maximizing driver comfort, safety, payload capacity and fuel efficiency. Designed to integrate seamlessly with Volvo Power engines, the winners' results clearly indicate that with better utilisation of the Volvo technology and good driving habits, the fuel consumption per kilometer can be greatly maximized.

As the champion of the Malaysian leg of Fuelwatch Challenge, Kaspul Anwar bin Abdul Karim clinched not only the winner's trophy, but also the golden opportunity to compete with some of the best truckers from other parts of the world in the Drivers' Fuel Challenge in Sweden in September plus a BSN voucher worth RM5,000. His employer, Prifaria Sdn Bhd also won an all-paid trip for one to the Finals, a one-year free subscription of Volvo Dynafleet for three trucks in the company's fleet and a trophy.

As for Firdaus bin Salim, he won a trophy and BSN voucher worth RM3,000 and his employer received a one-year free subscription of Volvo Dynafleet for two trucks in its fleet and a trophy. Last but not least, Ahmad Sulaiman won a BSN voucher worth RM2,000 and a trophy, while his employer received a one-year free subscription of Volvo Dynafleet for one truck in its fleet and a trophy.

Sharing his excitement as the winner, Kaspul Anwar bin Abdul Karim said, "I am overjoyed to win this competition and even more excited that I get to represent Malaysia at the global challenge in Sweden. There's not only the opportunity to win the global championship but importantly also, I will get to meet and interact with many truck drivers from Europe, America, Africa and Asia. Thus, there is a chance for us all to share driving tips, exchange knowledge and experiences about our lives as truck drivers in different places. I also understand that there will be pre-competition briefing and training sessions in Sweden to be conducted by Volvo Trucks' experts. I know this will be of great value to me because I really want to

further advance my competency and career, as I aspire to be a qualified driver trainer in the future!"

Dato' Wan Azmi, Managing Director, Prifaria Sdn Bhd shared his staff's elation and commented, "I'm very glad that Volvo Trucks has such a platform for its customers because based on what I have observed through the years we have sent out drivers to take part, noticeable improvements were seen in the skills and awareness of our drivers. We are very proud to have been associated with Fuelwatch Challenge and I feel so happy that Kaspul won as this is our third consecutive Fuelwatch trophy! We are all looking forward to the global championship, and I am sure he will also use the techniques he has acquired to coach his peers to maximize fuel efficiency across the board for our company."

Meanwhile, Tony Yew Poh Aik, Director of Benua Haulage Sdn Bhd, shared his pride for Junaidah and said, "I'm so proud of Junaidah, as she is not just the only female truck driver in the company but also our sole representative in the final round of the competition. To us, she was already a winner when we found out that she will be going to the finals! Junaidah is definitely a role model to follow as she is a very conscientious and qualified truck driver who places so much importance on safety, which is something that everyone values. She has definitely made her mark in this male-dominated industry and I hope she will inspire more women to drive trucks as a career, and where Benua Haulage is concerned, I will definitely welcome their application to join us!"

A total of 1 670 truck drivers participated in this year's challenge, which is an increase of 19 percent compared to last year. Since its commencement in Malaysia in 2010, the Volvo Fuelwatch Challenge has so far mentored more than 6 000 truck drivers from all over the country on how to enhance their driving competency and behaviour to be more fuel efficient and safer drivers on the roads.<sup>F</sup>

# TNB Set to Power Up the Nation with ISUZU



**Tenaga Nasional Berhad adds 12 new units Isuzu ELF NPR 6-wheeler Crew to their fleet.**

In continuance with the fleet agreement made in 2015, Isuzu Malaysia recently delivered a new batch of 12 units of its Isuzu light duty trucks to Tenaga Nasional Berhad (TNB) during a handover ceremony held at Isuzu Hicom Malaysia in Pekan, Pahang. This handover marks the latest phase of the RM31 million deal, whereby 200 units were initially procured, with remaining units expected to be supplied to TNB by end 2017.

The 2-year fleet deal consist of the Isuzu ELF NPR 6-Wheeler Crew Cab, which have been customised to suit the national electric provider's key task of serving the nation promptly and efficiently. Operating under TNB Distribution, the Isuzu light duty trucks will undertake its role as part of the field and rural support services. In addition, these trucks - that offer notably wider cabin space and better engine performance - will be supplied to TNB distribution centres throughout the nation.

During the ceremony, the CEO of Isuzu Malaysia, Kenji Matsuoka, took the opportunity to express his utmost gratitude to TNB for the trust and recognition shown towards Isuzu Malaysia, in tasking the light duty trucks to support the nation's electrical needs. He added that aside from the enduring and robust qualities that the trucks had to offer, Isuzu Malaysia will always be prepared to serve TNB with proper support and services.

The 12 new units of the Isuzu ELF NPR 6-wheeler Crew Cab were then officially presented to Mohammad Anas Ibrahim, Tenaga Nasional Berhad's General Manager of Fleet Management Department.

Aside from replacing TNB's aging fleet of support trucks, the light duty trucks are set to ensure time-efficient



customer service, while maintaining fuel efficiency and reliability to keep TNB's support operations running effortlessly.

The event also saw the flagging-off of the new Isuzu light duty trucks by Mohammad Anas Ibrahim, joined by Othman Alias, President and Noh Jaafar, Vice President of Kesatuan Percantuman Pekerja-Pekerja TNB, to mark the distribution of the vehicles to TNB distribution centres nationwide. The ceremony ended with a commemorative photo session with TNB drivers in attendance. **➤**

# WABCO and G7 Jointly Develop and Launch First Smart Trailer Fleet Management Solution in China



**W**ABCO Holdings and G7, an award-winning technology leader in China's fleet logistic industry, today announced the launch of "Smart Trailer FMS," a jointly developed breakthrough trailer fleet management solution (FMS) connected with WABCO's Intelligent Trailer Program. Smart Trailer FMS is the first of its kind for the Chinese commercial vehicle market.

Combining WABCO's advanced commercial vehicle control technologies and G7's industry-leading technologies such as telematics, artificial intelligence as well as advance algorithm, Smart Trailer FMS enhances fleet safety, efficiency and asset management. The system enables fleet operators to monitor trailers, drivers and cargo in real time and, thereby, optimize transport capacity. In addition, Smart Trailer FMS helps improve the safety of trailers through location tracking, remote locking and axle load monitoring capabilities.

Smart Trailer FMS leverages WABCO's leading capabilities in telematics, Trailer Electronic Braking Systems (T-EBS) and G7's telematics expertise to deliver the first fleet management solution in China to focus on improving commercial vehicle fleet performance. Setting new standards for cargo transportation safety, efficiency and connectivity in China, the advanced system captures and processes real-


time data from WABCO's industry-leading technologies linked to its braking, roll stability support (RSS), and axle-loading monitoring systems. Data is continuously transmitted to fleet operators, providing reliable information to manage and improve fleet safety, operating efficiency and asset utilization. Smart Trailer FMS is expected to be delivered in the fourth quarter 2017.

Additional functions and features will link Smart Trailer FMS with WABCO's award-winning Intelligent Trailer Program, which monitors and controls more than 40 onboard functions such as OptiTire™ tire pressure monitoring, OptiLock™ high security and OptiFlow™ aerodynamic solutions. Fully customizable to individual fleet needs, WABCO's Intelligent Trailer Program is the industry's most comprehensive suite of options that helps fleets to reduce operational costs, save fuel, and increase the safety and comfort of drivers.

"WABCO is continuing its legacy of industry firsts, in collaboration with G7, to introduce the first trailer-focused fleet management solution in the Chinese market," said Sujie Yu, WABCO Vice President, Asia-Pacific and Business Leader China. "We look forward to continuing our collaboration to develop additional solutions that further improve the safety, efficiency and security of commercial fleets throughout the region."

"Working jointly with WABCO, we are developing and delivering a first-to-market solution that directly addresses the needs of China's commercial vehicle fleets," said Zhai Xuehun, G7 Chief Executive Officer. "This breakthrough technology advances the vehicle intelligence of both tractor and trailer. Together we are setting new standards for cargo transportation safety, efficiency and connectivity."

WABCO is extending into China to further leverage its rich global portfolio of fleet management systems (FMS). As a full vehicle control systems supplier, WABCO connects trucks, trailers, cargo, drivers, business partners and fleet operators in real time, resulting in actionable management insights, while measurably improving fleet safety, operating efficiency and asset utilization.

G7 is dedicated to the implementation of telematics, artificial intelligence, and big data algorithms in the logistics industry. Its real-time solutions enable visibility of vehicle location, speed, routes, fuel consumption, drivers' behavior, and cargo temperature, etc. It connects trucks, shippers, fleet managers, and drivers to optimize the entire transportation ecosystem. With leading products and quality service, G7 helps fleets to connect to their vehicles through the G7 platform. 



Ramli Bin Mohd Tahir (left) in the control room



## Waste Collection Revolution from HYVA

*HYVA Malaysia does it again by providing a thought-through solution to KDEB Waste Management Sdn Bhd. Here is why we should all be happy to see these trucks on the roads.*



One of the key issues for waste management is the planning and actual collection of the refuse we all produce. It is not surprising that the way the operation is run in such a company is also responsible for the bottom line. In the case of KDEB Waste Management, the management team has a different view on what is the most important KPI.

"If you run a private company, then profit and maximisation of your bottom line is the most important thing. However, if you don't have to worry about that, then you can shift your priorities. For us, the priority is uptime and with that the fulfilment of our obligation to collect rubbish at all points, all the time," explains Ramli Bin Mohd Tahir. In his view and experience, private contractors are almost forced to operate their

trucks for up to 15 years in order to be profitable. Since KDEB Waste Management is state owned, this is not the case. Before his company took over the waste management of three out of 12 councils in Selangor, things were not running as smooth as they could have. His operation will be based on the plan to run trucks only for seven years. His reasoning is simple: "Older trucks break down more often and are costlier to operate in general. We need to be as efficient as possible, then we can also give back to the community."

Currently operating some 150 compactors, KDEB Waste Management opted for HYVA compactors on UD chassis following a stringent evaluation process. Key criteria were durability, rigidity and innovation. Waste collection involves a lot of

start-stop driving and this puts tremendous stress onto the trucks. "We evaluated some five chassis and four body builders before we settled on the vehicles we have now," said Ramli. Having seen the prototype, he was convinced that the 20 trucks should be equipped with HYVA Rear Mounted Compactors. These have a capacity of 18 cubic meters and can also operate as satellite stations.

What makes these compactors special is the roller shutter at the back. Not only is this innovative, but it is the first time this system is used in Malaysia. With the roller shutter, the trucks provide a much nicer view from behind during transit. In addition, when the roller shutter is closed, a compartment is created in which recycled material can be transported without needing to be compacted. "Just imagine these nice-looking trucks now coming to your place to collect your waste! Plus, we have technologies in place that allow us to track the vehicles and pin point any non-collection," beamed Ramli. Going forward, Ramli hopes to be appointed to handle more councils within Selangor. Will he be opting for HYVA again? "Absolutely! We depend on quality suppliers that give us the best service so that we can do the same." 





## Driving like a F1 Driver

The ground-breaking development of BPW's ECO Hub system has had a major effect on running gear technology.

With over two million models sold, the ECO Hub offers numerous low maintenance features. The latest development of this world-leading hub system is ECO Plus 3.

ECO Plus 3 is based on the successful ECO Hub system with design features that include DIN ISO tapered roller bearings. These can be readily inspected, regreased and repacked, are globally available and can, if required, be replaced easily and inexpensively without having to fit a complete new hub.

To ensure correct fitment, the hub is designed with an integrated torque limiting hub nut. This single

threaded nut follows the Formula 1 principle with the nut acting as a puller. It allows simple removal of the entire wheel and hub, including the brake drum and bearings, without having to remove the wheel. Brake servicing/ maintenance times are therefore considerably reduced.

The new circumferential hub design, with open spokes, provides improved thermal management for the bearings and lubricant whilst the new grease seal offers optimum protection and performance.

Like its predecessor, ECO Plus 3 is designed specifically for the high duty cycles of modern transport operation. It's a robust, reliable system designed for a long service life.

## Renowned durability and performance

### Features

- Proven hub bearing technology
- Standard DIN taper roller bearings
- Optimised hub thermal management
- Available with drum and disc


### Benefits

- Central nut with integrated hub puller
- Service friendly
- ECO seal - optimum protection and performance



- Maintenance free, enclosed bearing system
- Quick maintenance according to Formula 1 principle via the central axle nut
- Automatically adjusted bearing clearance by means of central screw connection with integrated torque limiter
- Easy lubrication of bearings by grease cartridge
- Available worldwide: DIN-ISO taper roller bearings



- Automatically adjusted bearing clearance by means of central screw connection with integrated torque limiter
- Easy removal throughout the entire life cycle by means of graded stepped bearings
- No pulling device is required 



## Malaysia Sprints Towards Sustainable Transport

*Asian Trucker writer Carol scored exclusive interviews with industry experts at the Sustainable Urban Transport Malaysia Summit.*

Asian Trucker was invited to the Sustainable Urban Transport Malaysia Summit 2017, held on September 5 and 6 2017 at the Malaysian External Trade Development Corporation (MATRADE) Exhibition and Convention Centre. The event, organized by Malaysia Digital Chamber of Commerce aimed to raise awareness on the topic of sustainable modes of transportation and provided a platform for interaction between the experts and participants. The event was co-organized by Asia Pacific CSR Council & Malaysia Digital Chamber of Commerce.

The summit was graced by industry experts and authorities, many whom are key leaders in their field to inform, discuss and examine policies and topics related to sustainable urban transport. Also present to officiate the summit was Y.B. Dato' Sri Liow Tiong Lai, Malaysian Minister of Transport, who praised the organizers for taking the initiative to organize this summit. Liow explained the concept of Transit Oriented Development (TOD) which addresses the last mile problem and described it as a "crucial topic" whereby the implementation is ongoing but will not be easy.

Among the issues discussed by Nicholas Dross, Head of Trade and Economic Relations of EU Delegation to Malaysia, was that, even though urbanisation has brought about many advantages to a society, many problems can arise without thoughtful and proper planning. Among the problems cited by Dross were congestion, climate change, health issues, road accidents, noise pollution and accessibility and social inclusion all of which would pose major threat to the society. It is applicable in the same context to Malaysia. Proper planning is key.

YgBhg Dato' Ir. Haji Ismail bin Md Salleh, President of Intelligent Transport System Association of Malaysia (ITSM) in his keynote introduced the Intelligent Transport

Systems (ITS) which represents the application of advanced and emerging technologies in transportation to save lives, time, money, energy and the environment. With Malaysia having the highest vehicle ownership in the world, building more road space just does not cut it anymore as it will cause even more traffic on the roads. Toll collection systems in Malaysia are being upgraded to catch up with the times from cash payment to TouchnGo and Smart Tags as answers to reducing waiting times on the roads.

Speaking at one of the panels, Mr David Lantz, Manager of Sustainable Transport Solutions, Scania South East Asia, discussed the use of alternative fuel and the approach Scania is taking to ensure a seamless integration of sustainability into transport companies. An example would be the provision of training for commercial vehicle drivers to drive efficiently as this can save fuel by 10 to 15 percent. Lantz also shared about Scania's progress of test-driving autonomous vehicles in a port in Singapore by the end of this year.

Malaysian authorities are also playing their part in ensuring sustainable transportation said Mr. Ho Khek Hua, Deputy Under Secretary of Logistic & Land Transport Division, Transport Ministry of Malaysia. One of the initiatives taken is to reduce emission of carbon from old trucks with mandatory PUSPAKOM inspection for vehicles after two years. This is done to reduce the number of old commercial vehicles on the road.

Chris Daniel Wong, the Organising Chairman further remarked that this conference gave an emphasis on TOD and the integration of the various transport hubs in the city; rail, bus, bicycle and walking all to create exciting liveable communities. Further to that, next year's summit will include environmental discussions that center around carbon emission, congestion and air pollution. **F**



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# Events & Exhibitions

## CHINA (SHENZHEN) INTERNATIONAL LOGISTICS & TRANSPORTATION FAIR (CILF)

Date : 12 October 2017 – 14 October 2017  
 Venue : Shenzhen Convention & Exhibition Center  
 Contact Info: 86 – 755 – 8358 1250 / scm002@scmfair.com  
 Details : CILF is the leading logistics & transport expo in Asia. As a professional, effective, reliable and wide exchange platform for all players in logistics, transport and relevant industries all over the world, the CILF attracts numerous international well-known firms to exhibit and further promotes the international influence of China logistics industry.

## ASIAN DOWNSTREAM SUMMIT 2017

Date : 25 October 2017 – 26 October 2017  
 Venue : Sands Expo & Convention Centre  
 Contact Info: +65 6590 3970 / info@downstream-asia.com  
 Details : Supply chain and logistic directors tasked to optimize their organization's supply chain internally and externally will get the chance to;

1. Learn and evaluate the latest technologies to create a seamless supply chain
2. Improve transportation and storage strategies for increased profit and reduced expenditure
3. Learn from case studies on success stories in supply chain optimisation and how to use in businesses.

## BUS & TRUCK 201

Date : 02 November 2017 – 04 November 2017  
 Venue : EH106 BITEC, Bangkok  
 Contact Info: +66 – 2717 – 2477 / info@TTFintl.com  
 Details : The 14th commercial & special purpose vehicle exposition is a complete platform for all players in commercial vehicle industry. The exposition exhibits latest technologies and innovations from worldwide manufacturers and suppliers, and also provides an opportunity for the entire industry to share their expertise and experiences, in order to accelerate business growth.

## COMMERCIAL VEHICLE WORLD 2017 (CVW)

Date : 16 November 2017 – 17 November 2017  
 Venue : The Westin, Pune  
 Contact Info: 08048521786 / info@yugenemeaa.com  
 Details : The CV World is the central forum for the community that develops vehicles and equipment spanning the on-highway, agricultural, construction, industrial, military and mining sectors. The need to increase safety, reduce CO2 emissions, and improve vehicle efficiencies for fuel savings is what drives the research and technology across all of the noted sectors.

## INDIA WAREHOUSING & LOGISTICS SHOW

Date : 6 November 2017 – 18 November 2017  
 Venue : Auto Cluster Exhibition Centre, Pune  
 Contact Info: +91 - 9999686007 / jafri@reedmanch.vcim  
 Details : In its 6th edition this year, IWLS is the region's largest and most successful exhibition where the warehousing and logistics community of western and southern India comes together to meet, network and establish business ties. The exhibition will have a mix of 7 major product categories including Material Handling, Storage, Flooring, Warehousing Infra, Automation & IT, Packaging and Logistics Service Provider.

## MYANAUTO 2017

Date : 17 November 2017 – 19 November 2017  
 Venue : Myanmar Event Park Mindama, Yangon  
 Contact Info: +959778080285 / saw@ambtarsus.com  
 Details : Whether your objective is to conduct market feasibility studies, seek local partners and distributors, increase existing market share in Myanmar, or simply maintain relationship with key clients while looking for new opportunities with foreign partners, you can be certain to meet your objectives in MYANAUTO 2017.



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## UD Trucks and TCIE Launch All New Croner

*Developed to go the extra mile in growth markets like Malaysia, the all-new Croner delivers a wide range of customizable configurations. Speaking exclusively to Asian Trucker, we also learn more about the design process of this truck.*

On August 23rd, UD Trucks, together with its sole distributor, Tan Chong Industrial Equipment (TCIE) launched Croner, an all-new medium-duty truck. The launch event, held at the Malaysia Agro Exposition Park Serdang (MAEPS), was graced by President of Tan Chong Motor Holdings Bhd, Dato' Tan Heng Chew, and President of Volvo Group Trucks Asia & JVs, Hakan Karlsson. At the time of the launch, some 30 clients already signed orders for 50 vehicles, which put speakers already in a good mood.

### Design Derived from Quester

Also present at the launch was Toshio Shiratori, Design Director, UD Trucks Technology, UD Trucks, Japan, who was clearly delighted to see that so many clients already placed their orders for his latest creation. Serving as a basis for the design of the Croner were, again, the hexagon, which can be found in the front grille of the many other models as well as the overall design of the Quester. Each of the corners of the hexagon stands for a characteristic of the UD trucks: Tough, Smart, Harmonized, Supportive, Caring and Distinctive. These are the features that the design

team will always consider when developing a new product. One could ask why the term "Dependable" is not among those six, but in the words of the UD crew, this attribute is overarching everything else and it is achieved through the application of the six traits expressed in the hexagon.

What Shiratori tried to achieve is to lean on the look of the Quester to create a family of trucks that are recognizable as being UD trucks. "When you design a medium duty truck, it is crucial to get the balance right. For this truck, we also wanted to promote again the integration of the cabin and bumper, just as we did with the Quester." Also, the shape of the headlights is unique for the Croner. Designs are inspired by terms that are to describe the product. For a heavy duty truck, the approach is to create something that is robust and stable. As a medium duty truck serves a different purpose, the design approach needs to be altered. For instance, the Croner was inspired by keywords that reflect the needs that a truck addresses. A medium duty truck will have to be agile and dynamic, which is reflected in the design of the Croner.

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**Toshio Shiratori**  
 Design Director,  
 UD Trucks Technology,  
 UD Trucks, Japan

**Education :**  
 1976 – 1980

**Chiba University, Japan**  
 Design Science (Product Design),  
 Faculty of Engineering,  
 Bachelor's degree

**Career :**  
 1980 - 1994

**Mitsubishi Motors Corporation, Okazaki, Japan**  
 Product Design, Passenger Car  
 Product Development Office  
 1995 - 1997

**Mitsubishi Motor R&D Europe GmbH, Trebur, Germany**  
 Design Manager, Product  
 Design, Passenger Car Product  
 Development Office 1998 - 2010

**Mitsubishi Fuso Truck and Bus Corporation, Kawasaki, Japan**  
 Design Manager, Product Design,  
 Product Development Office In  
 charge of truck design,  
 2011 - Present

**UD Trucks, Ageo, Japan**  
 Design Director, Product Design  
 In charge of UD branded  
 products' design

"We want to build a global image with our trucks. The Quester was the first design and now the Croner is the second, supporting this image." Although the trucks share some key features, the entire design process is identical. "The basic concept and approach is the same, however, the



expression of the truck may differ." Being part of the Volvo Group, the UD Design team is able to use technical solutions and apply them to their products. While technical items are shared, the visual expression of the UD branded trucks will be uniquely Japanese though. A challenge, according to Shiratori, is to develop a truck that complies to all technical regulations while having the same proportions as the heavy duty truck, which was the blueprint for the look.

He also stressed that modern truck designs should also be updated and fresh. It is no longer good enough to produce a truck that is simply a tool. In Shiratori's view, designers now need to focus on developing recognizable trucks, that are also designed with ergonomics and aesthetics in mind. With different legislation applicable in different countries, the design has to be a compromise in certain areas in order to maximize the payload.

Naturally, UD's design team is also concerned with the idea of autonomous driving. However, as the requirements will be vastly different than those imposed on a truck with a driver, nobody is yet to say with conviction what the trucks will look like.

**Extensive Experience**

Speaking at the launch, Tan Keng Meng, Executive Director, Tan Chong Industrial Equipment Sdn Bhd said, "This year, Tan Chong Group is celebrating its 60th anniversary. With 60 years of success in the automotive business and as an industry pioneer, we could not be more honored of what we have achieved today. As the sole distributor of UD Trucks in Malaysia ever since TCIE started, I

would like to say that we are very glad to have contributed to the growth of the brand to where it is today, a highly visible and trusted Japanese name in the Malaysian truck industry. Celebrating another milestone, we truly welcome the launch of Croner, as it will undoubtedly further strengthen our product offerings and establish a stronger presence for our businesses."

"Croner's superiority comes from the best of three worlds - UD Trucks' Japanese heritage and craftsmanship, Volvo Group's strong global technology and safety principle, and Tan Chong Industrial Equipment's deep local knowledge and resources as our highly valued local partner," said Hakan Karlsson, President of Volvo Group Trucks Asia & JVs.

UD Trucks has invested a vast amount of time, with over three years of development and testing by its expert engineers who spent 1.7 million engineering hours and 30 000 hours of testing using 90 test rigs and over 100 test trucks to ensure the superior quality of Croner. "Our goal is to build the truck that the world needs today, and in doing this successfully for Croner, we've also taken into consideration the feedback and experience that we've received since the introduction of our heavy-duty Quester truck range and incorporate it into the design and built of the all-new Croner. I am confident that Croner will bring our customers the efficiency and success they want, in any application," added Karlsson.

Following the success of the Quester and learning from the approach of creating a special truck aimed at growth markets, UD has gone a step



further when testing the vehicle prior to the launch. Before the Croner was globally launched in Thailand in March this year, testing took place in several different climatic regions to reflect the wide array of conditions the truck will be operated in.

### Going the extra mile

Aptly named after the god of time in Greek mythology, Chronos, Croner is designed to excel in the medium duty segment. "UD Trucks has engineered Croner to help customers do well through the simple concept of saving time. UD Trucks believes that by engineering a robust and versatile truck, vehicle downtime can be greatly minimized, leading to more business efficiency and productivity for customers," said Toshihiko Odawara, Vice President, Product Management, UD Trucks.

As a result, the all-new Croner range is one of UD Trucks' most fuel-efficient trucks ever. It combines the new GHE engine series, new automatic transmission and a new and more aerodynamic cab design allowing the Croner to reduce the coefficient of drag (CD), thus improves fuel efficiency of the truck. Automatic transmission is available for all models of Croner, providing ease of drive, safety and less strenuous driving experience especially for long-haul drivers.

Croner comes in two gross vehicle weight (GVW) models that will be available in Malaysia and they are LKE and PKE. The vehicles' wheelbase variants offer a wide range of configurations to suit specific demands of various industries.

A full air braking system (including anti-lock braking system, ABS) with reliable S-cam drum brakes is offered on all variants, delivering safety and increased reliability of the Croner. The ABS system used in UD trucks is equipped with Electronic Brake Distribution (EBD), which helps avoid over braking of the rear axle and limit the brake pressure based on the wheel. Additionally, the air suspension on PKE model is available as an option to protect customers' cargo especially when travelling on rough road conditions.

Odawara also pointed out, "Safety is a very important aspect to UD Trucks, and as such, the all-new Croner is equipped with superior braking and handling features to


keep drivers and fleets in prime condition. Designed with good level of passive safety in the event of an accident, the reinforced cabin also ensures safety and extra durability to the driver even under rough road conditions. The all-new Croner not only enhance safety for the driver but also for other on-the-road users, as it is equipped with Front Underrun Protection (FUP) that prevents passenger cars from being wedged under the truck in the event of a frontal collision," he added.

### Extra Mile Support Services

"Going the Extra Mile" is the brand promise of UD Trucks with a focus on fuel efficiency, uptime, reliability and drivability, while meeting today's high standards for safety and environment, allowing UD Trucks to provide customers with the best products and services in the market to meet their business needs.

"With an extensive network of 43 service centers and dealerships throughout Malaysia, TCIE will continue to play a major role in providing key support to UD Trucks and customers. TCIE and UD Trucks have shared a unique and solid partnership in building the landscape of Malaysia's commercial vehicle industry, and the launch of Croner today further reinforces this relationship. We certainly look forward to a continued growth together," commented Tan.

Customers who purchase UD Trucks will also be supported by UD Extra Mile Support services which includes UD Genuine Service and Parts, UD Driver Training and UD Trust Service Agreements for customers.

The all-new Croner comes factory-fitted with UD Trucks' own remote monitoring system – UD Telematics. This system keeps UD customers updated on their fleet in real-time format. UD Telematics provides customers with insights on their fleet, location tracking, fuel reports and helps customers keep track of the vehicle health that includes service reminders, remote diagnostics, and quick break-down assistance. This will lead to less downtime for the fleet, improves fuel efficiency, reduce costs and boost business productivity. 



# Trucks Mobilize Malaysia's Military

*The Malaysian Army, is part of the Malaysian Armed Forces which consists of two more branches, the Royal Malaysian Navy and the Royal Malaysian Air Force. In this exclusive interview, Vinashal Pillai had the privilege of getting behind the garrisons at Camp Terendak and Batu 10 to acquire more intel on Malaysian Army truck drivers.*



**T**he Malaysian Armed Forces (MAF), like any armed forces in the world, is tasked with the defence of the sovereignty of Malaysia and acts as a deterrent towards any other nation with hostile intent towards it. In peacetime however, the MAF is expected to train for war regardless of the peaceful environment to ensure the state of readiness and competencies are at its peak always and to meet any form of threat imaginable and plausible.

Apart from training for war, the MAF's secondary tasks in peacetime is to provide Military Aid to Civil Power (MACP). The term is used in many countries with different variations

and implications in each. In Malaysia, MACP encompasses natural disasters such as floods, typhoons, tropical storms, epidemics, drought and earthquakes. The army also partakes in United Nations (UN) sanctioned missions, namely Humanitarian Assistance and Disaster Relief or HADR where the Army generally acts as a supporting unit during the crisis whereby the commanding officers are sometimes headed by civilians.

Asian Trucker caught up with Lt Col Ahmad Abdul Hamid, the Commanding Officer of the 73rd Battalion of the Royal Army Service Corps at Camp Terendak, Melacca to



get his insights on army truck drivers, their basic training regiments and the operations that goes on in his company – the transport and supply unit specialised in logistics advice and assistance.

**AT:** Could you give us a brief history of The Royal Service Corps and its origins?

**AHMAD:** The establishment of the logistics arm in the Malaysian army was back in April 1957 as part of the Army Service Corps (ASC) which was renamed to Armed Forces Maintenance Corps (AFMC). The AFMC was tasked with providing logistic assistance to all Armed Forces. However, in 1965 AFMC was disbanded and the Armed Forces together with The Royal Service Corps were inaugurated. The Royal Service Corps specialises in army logistics and have teams such as maintenance and freight companies, except weapons and basic military supplies.

Each brigade has a freight company and a brigade workshop. While inside a division, there is a transport battalion and four companies in it. This includes freight company, air transport companies, supply companies and headquarters companies. At the battalion level, it is headed by at Lieutenant Colonel. And every company is headed by a Major or Lieutenant.

**AT:** How important is The Royal Service Corps and its role when there is no war?

**AHMAD:** In combat, The Royal Service Corps or RSC is the main artery in the military as it acts as a logistics hub for the army. Always operating in the rear-end and not the front during combat, its task: to deliver supplies such as food, medical supply and personnel and provide intel on

the best available route to move supplies in and out of the war zone and maintenance to the vehicles. Severing them can cost an army dearly in any combat.

In peace time, The RSC acts as the support unit for initiatives such as Military Operations Other Than War (MOOTW) and Humanitarian Assistance And Disaster Relief (HADR). It works closely with the police, fire department – Civil Defence. During a crisis such as natural disasters the RSC will provide MACP and will work with the Welfare Department with the latter usually taking lead in the operations.

In this scenario, the RSC will set up transport hubs and dedicated lines to move victims of natural disasters to dedicated shelters, provide The Meal, Ready-to-Eat – commonly known as the MREs and set up a field kitchen near the disaster area or ground zero.

Humanitarian Assistance and Disaster Relief (HADR) is about bringing together humanitarian assets to ensure a coherent response to emergencies. It is a time sensitive activity which means timely response is the essence to bring relief to affected victims in time of disaster. To achieve this, coordination and mobility become the key pillars.

**AT:** What are some of the vehicles used in the operations?

**AHMAD:** The RSC provides front-line vehicles such as 3 ton trucks (used for personnel and equipments), 7 ton trucks (used for equipment and boat), drops (20 feet containers), oil and water bowser, tank transporter, Mobile Fuel Dispensing System (CFT) and shipping



Unit Name	Consists of:	Approx Number of men:
Division	3 or more Brigades or Regiments	10,000 to 15 000
Brigade	3 or more Battalions	1500 to 3500
Regiment	2 or more Battalions	1000 to 2000
Battalion	4 or more Companies	400 to 1000

cargo, lodging (transit) for aviation via MAS or Air Asia. Sometimes during a mission the company needs to build a temporary bridge, hence the engineers and personnel will be brought in the 3 ton trucks and equipments in the 7 ton trucks, this is done to ensure that the maximum load on the trucks is utilised as opposed to carrying personnel in the 7 ton trucks – which will amount to a waste in tonnage.

**AT:** What are some of the examples of RSC missions in the country or region?

**AHMAD:** The most common operations for us in the country is flood rescue and management. An example was the floods between 2014-15 – the worst the country has seen. The worst hit state was Kuala Terengganu, where we deployed ten trucks to aid the flood victims in villages that were badly affected by the disaster. It was a two-week operation, where we handled all logistics, set-up field kitchens and distribution of rations, clean drinking water and MREs.

For overseas operations, such as the ones sanctioned by the United Nations. We do not bring our trucks abroad, instead they are provided to us depending on our specifications and needs. Once there, our assets work closely with foreign counterparts during the missions. Some of the sanctioned missions were; The 2004 Indian Ocean tsunami, 2011 New Zealand Earthquake, UN peacekeeping missions in Timor-Leste, Afghanistan and Lebanon.

There are three field ranks for overseas assets;

- a) Staff Officer – Also known as a logistics officer, sits in the office/outpost and manages the assets
- b) Observer – The main objective of the observer is to collect data
- c) Peacekeeper – This encompasses patrol and checks

**AT:** Tell us more about the truck drivers and their job scope?

**AHMAD:** Truck drivers oversee the transportation of assets and equipments as well as the safety of their passengers and cargo. They also need to be aware of their surroundings especially during recovery missions and convoys. Every truck driver that comes out of the training academy at PULMAT, Kamunting in Perak is well trained in terms of tactical driving.

For instance, during convoys a truck driver needs to be alert at all times. Participating in convoy missions is no easy task as it entails planning, organisation and deployment. Therefore, the drivers are well equipped and always ready in any given situation such as; ambush, vehicle breakdown, route change due to accidents or hazards.

#### CONVOY FLAGS

<b>Blue flag</b> Lead Vehicle	<b>Green flag</b> Last Vehicle	<b>Yellow flag</b> Broken Vehicle	<b>Red flag</b> Hazmat Vehicle
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During missions or convoys, mechanics will accompany the trucks in case of breakdowns. The standard mode of transportation is in a Toyota HILUX.

**AT:** Can you tell us more about the selection process of the drivers?

**AHMAD:** Each recruit will undergo the standard military training such as collective training: which involves the whole battalion and self-training: such as first aid, swimming, floating (threading water) and upon

graduation from Port Dickson, they will be divided into different specialisations; driver, food supply and chef. This is followed by the specialised training at PULMAT.

**AT:** Please elaborate on PULMAT and how long is the duration?

**AHMAD:** PULMAT is the acronym for Pusat Latihan Kor Perkhidmatan Di Raja or Royal Service Corp Training Centre. Every truck driver from my Corp, KPD will have their training at PULMAT. They will undergo training from the basic level till advance. Basic training will take up to nine weeks, followed by seven weeks of On-Job-Training (OJT) which will conclude a total of 16 weeks to become a basic driver. After one year, the driver will go on for another sixteen weeks of advanced training which includes ten weeks of OJT. After a year, for the final or third course, the driver will also undergo a 16-week programme which includes ten weeks of OJT. He or she will be ranked as a Section Commander (SC) after successfully completing all three levels. The SC will have to manage a section consisting of five vehicles.

#### DRIVER TRAINING CHART at PULMAT

**YEAR 1 (16 weeks)**  
**BASIC LEVEL - 9 weeks**  
(Followed by 7 weeks OJT)  
Rank: Basic Driver

**YEAR 2 (16 weeks)**  
**INTERMEDIATE LEVEL - 6 weeks**  
(Followed by 10 weeks OJT)  
Rank: Advanced Driver

**YEAR 3 (16 weeks)**  
**ADVANCE LEVEL - 6 weeks**  
(Followed by 10 weeks OJT)  
Rank: Section Commander (SC)

*\*SC manages a section with five vehicles*

*\*OJT - On Job Training*

**AT:** What type of training is conducted at PULMAT for truck drivers?

**AHMAD:** Each driver that comes out of PULMAT is combat ready, and will be to handle tactical situations. For instance: How to avoid and overcome accidents, self-protection, white area protocol.

An example of training is the Decision Point exercises which includes petrol point, troop lifting and maintenance. The driver will be put through these exercises to be combat ready in the event of a war. At PULMAT, the course outline is divided into two: Simulator test and Real test. Drivers must achieve a score of 80 percent and above to pass the course.

#### 73rd Battalion of the Royal Army Service Corps

The 73rd Battalion at Terendak Camp in Melacca is one of the four logistics hub in the country besides the ones at Sungai Besi, Taiping and Kuching. Asian Trucker got acquainted with their truck drivers, Sargent Roslan Saidi and Lance Corporal Che Nur Shaleda Che Othman to get glimpse of their everyday life of an army truck driver



Name	: Roslan Saidi
Rank	: Sargent
Age	: 34
Years in service	: 16
Accolades	: Outstanding Service Award 2006, Semenyih Water Initiative 2016
Vehicles	: Fuel & Water Bowers



"I have been with the army since 2003 and it has been a great 16 years of service. I have learnt a lot during my time here at the 73rd Battalion and I have valuable experience with my company. One of them was the MASINDO exercise where I drove a water and fuel bowser during the 3-week stint. A joint-exercise involving assets from Malaysia and Indonesia," said Sargent Roslan.

"It was a support exercise for the frontline where we learned various techniques in safety and supplying fuel. Other than that, there were drills such as convoys, explosives, changing tires and also a workshop.

Sargent Roslan, does not simply idle during his spare time, he constantly checks his vehicles and equipments. "During my free time, I usually do maintenance checks on the vehicles and also check my equipment"

"I am still considered new here as this is my fourth year with my company. Many believe that female drivers are not competent and are not on par with our male counterparts. On the contrary, here at Terendak Camp, we have a lot of accomplished female truck drivers in the corps. We go through the same regimented training course and are on par with our male counterparts. In the army it is never male vs female. We are all equal regardless of gender. This is ingrained in us from the start as we are the defenders or front-liners to serve and protect. Therefore, it is not a big thing if you are a female military driver, says Lance Corporal Shaleda.

On her experiences as a driver, Lance Corporal Shaleda says she is always learning new things and is eager to improve further as it is sometimes challenging to drive a truck given if there are obstacles along the route. "I drive a three-ton truck called the DRB-Hicom Handalan II. It is a challenge sometimes if there are obstacles but as a trained driver we must find or anticipate the problems and find ways to overcome it."



Name	: Che Nur Shaleda Che Othman
Rank	: Lance Corporal
Age	: 24
Years in service	: 4
Accolades	: None
Vehicle	: three-ton truck

Name	: DRB-HICOM Handalan II
Model	: DRB FSS 32G
Engine	: DRB 6HE 1 Diesel
Power	: 7127cc, automatic
Brakes	: Air hydraulic, dual circuit
Max speed	: 140 km/h
Length	: 6.935m
Height	: 3.25m
Width	: 2.5m
Unladen weight	: 5 800KG
Payload	: 3 000KG
Max laden weight	: 8 800KG



Name	: Water Bowser, UK
Model	: AMDAC- Carmichael
Engine	: Styer Motors, Austria
Capacity	: 10 000 Litres
Length	: 8.59m
Height	: 3.4m
Width	: 2.5m
Unladen weight	: 15 000KG
Payload	: 10 000KG
Max laden weight	: 26 000KG





Name	: TATRA 7 Ton, Czec Rep
Engine	: TATRA T3B - 928, EURO II, Diesel turbo charger
Length	: 7.38m
Height	: 3.62m
Width	: 2.55m
Unladen weight	: 16 000KG
Payload	: 72 000KG
Max laden weight	: 16 500KG
Water depth	: 1.2m





Name	: Sargent Abd Rahman Wahap
Rank	: Sargent
Age	: 37
Years in service	: 15
Accolades	: Three-time Outstanding Service Award
Vehicle	: Tank Transporter

Name	: IVECO Prime Mover
Model	: MP 720E52 WT
Engine	: IVECO 8 cylinder, turbo charged
Power	: 514hp, automatic (7 speed)
Brakes	: ABS, Exhaust brake, retarder
Winch	: 2 x winch 60 tons
Tire size	: 1400 R 20 XZL
Max speed	: 96 km/h
Length	: 7.55m
Height	: 3.52m
Width	: 2.8m
Weight	: 15 tons

“During our specialised training, we are put through various drills such as: distribution set-up, fuel point as well as helping with deliveries. On the safety aspect, we learn ways to drive safe at a good distance and speed, proper cargo loading, added the 24-year-old.

**The 4th Royal Transport Service Company (Mek)**

The 4th Royal Transport Service Company (Mek) in Kuantan, Pahang is the only mechanised company in the country. Their focus is transporting goods and vehicles to designated drops. Asian Trucker got acquainted with their truck drivers, Sargent Abd Rahman Wahap and Sargent Farouk Salehuddin to get a glimpse of life as an army truck driver.

“Driving a tank transporter can be very challenging from driving any other vehicle. When the prime mover hauls the trailer, one has to make sure that the turning radius is right when taking corners. It is very challenging when taking corners and especially reversing the vehicle,” says Sargent Abd Rahman.

The IVECO Prime mover is quite special as it is retrofitted with a dual winch system.

“I have been attached with the military for about 15 years and I have experienced a lot in the corps. Apart from getting honours for outstanding years of service, nothing can replace the valuable experiences that I have learnt on the job – various assignments. “Some of the assignments are: The delivery of the PT91 tank from Port Klang to Camp Gemas in 2010, ammunitions delivery from Batu Kontomen in Kuala Lumpur to Camp Gemas, helicopter delivery.”

Each assignment had its own risks and challenges. Firstly, the delivery of the PT91 had accidents along the journey, hence we had to detour and find the next best alternative. For the delivery of ammunitions, the journey to Camp Gemas was hilly and had plenty of twists and turns and for transporting the Agusta helicopter, the challenge was keeping the cargo secured and finding the best route which is clear from traffic.”



## Daily routine of an Army Truck Driver

- 6am - Wake up
- 7.30am - PT, Morning exercise
- 8am-12noon - Truck and Vehicle inspection
  - Engine oil, Water, Lights
  - Layout trucks
- Sport activities - Football, Badminton



Name	: DRB-HICOM semi trailer
Model	: DT TT 1.5-60
Axles	: 5 (4th, 5th turning by 20 percent)
Suspension	: Air
Tyre size	: 12R 22.5 x 20 twins
Length	: 18m
Height	: 3.52m
Width	: 3.6m

Name	: Tank Transporter
Length	: 23.55m
Weight w.o load	: 34.29 tons
Max load	: 60 tons
Total weight with load	: 94.29 tons




"I have been a truck driver with the mechanised company in Pahang for about 16 years. It has been an eventful journey as well as humbling – especially during our assistance during the floods," says Sargent Farouk.

"The seven ton TATRA truck is pretty exceptional as not only does it carry equipment such as food and medical supplies it can also be used to fit the army boat during a crisis when the need arises. An example would be during the major flood in Kelantan and Terengganu where we fitted the assault boat before heading out to the affected area.



Name	: Farouk Salehuddin
Rank	: Sargent
Age	: 37
Years in service	: 16
Accolades	: PPA, AKC-1
Vehicle	: seven ton truck

"Another specialty of the TATRA is the ability to drive with 1.2m in depth. This is especially useful during floods as water levels during that time can get pretty high very fast. "We usually do not carry personnel before reaching the drop point, instead we will maximise the tonnage and carry as much equipment to set up shop at the affected areas, such as field kitchens." 



## No Bumpy Road for Eurasia Express

*A visit to a waste collection site has a few surprises ready as Stefan Pertz finds out when he is meeting with people behind Eurasia Express Sdn Bhd. Why a smooth ride is important for them will be revealed in this article.*



**W**e met with Kenny S.K. Yeoh at the waste collection site in Butterworth, a mere ten minutes drive away from the YonMing office. Eurasia Express and YonMing have a long history as the courtship began as early as 2010. In 2011, Yeoh decided to make YonMing a supplier of choice. "Initially, we let them handle the maintenance of our trucks, later on we added repairs. Today, YonMing handles all aspects

of the repair and maintenance of our trucks." Important to him is the loyalty to good suppliers as the long term relationship brings with it good experiences. He explains "We have a standard rule that there cannot be more than 30 percent of our fleet in the workshop at any given time. This is to ensure that we can cope with the amount of waste that is coming to our site. If we are not able to move all the refuse, then it will accumulate. We only have the capacity to move the waste that we are contractually bound to move."

Happy employees are the cornerstone of success in Yeoh's view. Hence, the comfort of the trucks is crucial and drivers are well looked after. "Yes, sure, every company is trying to reduce cost. But many a times they forget that it is the people that drive the business and an investment in the people may actually produce better results than any cost-cutting measure."

One such measure to ensure the wellbeing of the drivers is to use quality spare parts. For instance,

Sabo shock absorbers are easy to replace and long lasting according to him. Durability is more important than a discount. "Downtime reduces profitability. And having good components, backed up by warranties from YonMing, help us to remain on top of our game." After all, longer lasting items also help to reduce waste. Having joined the business in 2000, Yeoh is now shaping the company up to become a "All in one waste solution provider" as opposed to just being a waste logistics provider. "We are now under pressure



to reduce waste as there are no more landfill sites and the state government has pushed for a 20% reduction in waste in the next few years.”

At the actual site we connected with Lim Chong Chuan, Operation Manager, Eurasia Express Sdn Bhd to find out more about how the process works. “We manage and operate some 15 prime movers from here as well as seven rigid trucks”. According to him, one of the issues faced is the fact that the waste management business is one that operates 27/7/365. Waste from two councils is collected here and compacted before the containers are loaded onto the trailers for their trip to the landfill site. In doing so, there are only 25 trips per day needed to move the waste from the collection point to the landfill. If the city councils were to use the smaller trucks to send waste to the landfill directly, they would need to do some 200 trips.

“Road conditions actually impact the absorbers heavily. Remember, parts of the trip are on non-surfaced ways and the off-road segment of the trip is strenuous on the material. Also, our drivers are working without much idle time. It is therefore important to provide a smooth ride.” According to Lim, trucks are being serviced by YonMing and drivers give feedback. During our visit we were surprised to find that a waste collection site can actually be very clean and not as what you would expect. Same goes for the trucks, which were clean and in tip-top maintenance condition. Eurasia Express’ fleet comprises of mainly Shacman trucks, but also some Volvos. Lim relayed that the Volvo trucks are very comfortable, while the Chinese made Shacman offer a surprisingly good fuel economy.


Also present was Lee Wei, Area Manager, Yonming Auto & Ind Parts (B’worth) Sdn Bhd, who shared with us the details of their repair work carried out on Eurasia Express’ trucks. “We have installed and monitored the absorbers over their life span. Here is the record, we take it as two types of absorbers.”

### Chassis Absorber

Volvo FM12-V2 Front chassis absorber: 14/02/17 installed, last check on 24/06/17 and found in good condition ,total running 1 222 days and 331 16KM

### Cabin Absorber

Volvo FM12-V2 Front Cabin Absorber: 18/06/15 installed, last check on 01/06/17 and found to be in good condition. The truck was sold after this inspection, total running 714 days and 103 113KM.

Both trucks are still running without further changes of the absorbers. 



### SABO Ammortizzatori Srl

Since the middle of the 1970s, SABO Srl has produced shock absorbers under the SABO trademark for trucks, trailers and buses: a range of products which are entirely interchangeable with all principal brands on the world market, for heavy vehicles.

The SABO Srl plant is in Tuscany, in Vicchio del Mugello, an area that is famous for its artistic past and its history of motors. SABO is part of the Roberto Nuti Group.

The others companies in the Group:

### Roberto Nuti Spa

Roberto Nuti Spa is the exclusive distributor of SABO products, which are designed for industrial vehicles and manufactured by the companies in the group: the range of shock absorbers, air springs, V Bar as well as MUPO shock absorbers and forks for motorbikes and scooters.

### SABO HEMA Automotive

SABO Hema Automotive Ltd born 2009 and is located in a Gurgaon, near New Delhi. It is a joint venture between Roberto Nuti Spa and the Indian group Hema Engineering Industries Ltd

### SABO Suspension System

SABO Suspension System is a joint venture between the Roberto Nuti Spa and some leading figures in the technology and in the sale of this product. SABO Suspension System is located in Bursa, Turkey, and produces Air Springs and Cabin Shock Absorbers.

### Mupo Srl

Mupo is a historic brand which has produced suspension for both racing and competition motorbikes. Its mobile unit follows numerous riders and champions of all categories to international race tracks. Mupo joined the Roberto Nuti Group in 2010 and is situated in the Castel Guelfo plant.



In any tropical rainforest country such as Malaysia, the scorching hot weather is certainly a huge challenge for the commercial ice manufacturing and delivery industry. To grasp a deeper understanding into the industry, writer Shee Mun spoke to Chew Chin Hui, Manger of Sunflower Tube Ice Sdn Bhd who has years of expertise in this service line.

Established in 2010 and currently located at Port Klang, Sunflower Tube Ice is an ice plant which owns the facilities that are capable of producing over 180 tonnes ice products on a daily basis. According to Chew, the company is one of the ice manufacturing plants that have acquired their license from Ministry of Health Malaysia (MOH) in Klang at its very beginning stage.

Chew said: "Being a major ice supplier in the domestic market that specialises in the manufacturing and sale of tube ice, we offer the widest range of ice products across different industries. To date, as a key supplier of premium label retailer brands of ice products in the local market, we have secured up to 60 percent market share for the sales of relevant products in Klang.

"The type of commercial ice we offer to the market is divided into three main categories - block ice, tube ice, and crushed ice. Through various channels of distribution including mass merchandisers, our products are sold in convenience stores, wet markets, dry markets, etc. We also supply our ice products to a wide range of users including commercial users and operators from the special entertainment outlets, event's organisers, and restaurants as well as the fishery and agricultural sector."

Chew added, over the past eight years since its establishment, the company has built its reputation across the industries in the domestic market with its premium products. He emphasised how the company strives to sustain good reputation and business growth, by ensuring stringent quality control at all stages, from production to delivery.

"All of our ice products are made from the purest water supply utilising state-of-the-art in-house developed water filtration system. At the ice

# Sunflower Tube Ice Keeping You Cool Throughout the Year

*The fast-growing ice maker offers the widest range of ice products across different industries.*

From housing consumption to commercial use, ice is one of the most consumed items in our daily lives. Ice plays an important role to a wide range of industries such as foods and beverages, convenient stores, healthcare, hospitality and more sectors. While it chills drinks and foods for future consumption, it also keeps medical equipment and drugs safe for human administration.

plant, our staff and workers adhere strictly to the rules and regulation set by MOH, particularly in the part of the quality control, to ensure that our products are 100 percent safe for human consumption."

"Having strict quality control on our products is not only essential for the production stage at the plant, as it is equally important for delivery as well. This is particularly important to a country with hot and humid weather like Malaysia, where the climate and road conditions are some of the inevitable challenges to the delivery of ice products."

"To ensure our products are well-preserved and in good condition, the internal temperature of our

containers must be kept between -5°C to 5°C. Thus, our delivery trucks must be equipped with specific devices that include a temperature controller and thermometer as it enables us to monitor the condition of goods efficiently. Likewise, to ensure the quality of our products, if the weather is abnormally hot, say up to 35°C or above, we will use cooler boxes during deliveries. The ice we put into these boxes can last up to two to three days. "

He added, other than a promising quality, being able to deliver the products on time to the customers is also another priority for the company.

"For this purpose, our plant is offering round the clock service, as it enables

us to provide the most comprehensive service to our customers. Likewise, our staff starts to work as early as five in the morning to deliver the ice cubes and related products to customers who are from the fresh and wet markets. This is because being able to deliver our products means a lot to our customers, particularly those industry operators from the sectors like fishery and agricultural, food and beverage, as it helps to ensure the freshness of their goods. Thus, as to avoid any possible delays of product delivery due to conditions like the melting of loaded ice cubes, we will also carry few more bags of ice cubes than the actual amount ordered by our customers upon a delivery session." **F**



ASIAN TRUCKER DRIVERS CLUB

# UPDATE



PREMIUM SPONSOR:



Shell  
**RIMULA**  
Heavy Duty Diesel Engine Oil

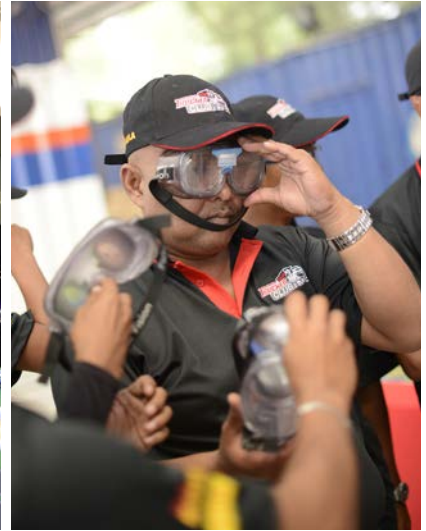


**NITTSU**





# The Results are Out!



**A**sian Trucker Drivers Club administered online driver training to 10 members of the club. Following an introduction, drivers were given access to the Alert Driving online training to hone their skills. The system is set up in a way that an initial assessment is required before specific modules are then prescribed. These follow-

up modules are to be completed over the course of several weeks and months. Here are the results; we use two drivers as example to showcase how the results can differ and what the system would prescribe. In case you would like your truckers to undergo the same training, please contact [stefan@asiantrucker.com](mailto:stefan@asiantrucker.com)

## Timeline

### 14 February 2017

- Log-in details and the link to the website are sent out via email.

### 13 March 2017

- Reminder #1  
Drivers who are unable to access their email addresses due to various reasons are given newly set up email addresses by Asian Trucker and log-in details are resent to their new email address.

### 01 April 2017

- Reminder #2

### 02 May 2017

- Final Reminder  
Drivers are given a one month to complete all pending training modules.

### 12 June 2017

- Closing  
Drivers who've yet to complete their training modules are notified that they will no longer be able to access the website.

### 12 February 2017

- Drivers are called for a briefing session conducted by Mr Peter Burns of AlertDriving.

### 14 February 2017 – 12 Jun 2017

- The Online Training Module is split into two (2) categories;

#### Hazard Perception 360

- Evaluates a driver's defensive skills using actual footage of near-collision situations shot around the globe.

#### Hazard Perception Targeted Training

- Based on the results of the Hazard Perception Evaluation, each driver receives their own custom training program of defensive driver training modules. Using full-motion-real-life video footage, the program is intended to reinforce safe driving behaviour and the need to drive defensively.

- Modules consists of four easy to follow steps which appear concurrently, allowing for review of the material, if necessary. The final step is a comprehensive knowledge assessment, based on the first three steps.

- Drivers are not allowed to proceed to their next lesson unless they score 80% and above

**HAZARD PERCEPTION 360**  
**[OVERALL ASSESSMENT]**

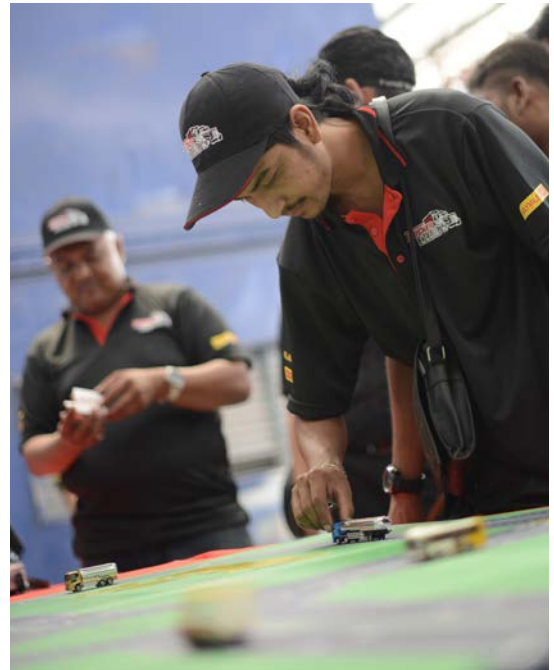
CORE COMPETANCY	OVERALL SCORE	ASSESSMENT
Scanning	51%	Driver performance in the Scanning competency represents an above average level of risk. This score indicates that significant improvement is required in the area of scanning the roadway, surroundings, and mirrors. Scanning is a basic skill that all drivers must possess to identify and avoid potential crash situations.
Speed Management	48%	Driver performance in the Speed Management competency represents the highest risk rating possible. This score indicates that major improvement is required in the area of speed management. Proper speed management ensures there is adequate time to safely identify, react to and avoid potential road hazards.
Space Management	60%	Driver performance in the Space Management competency represents an average level of risk. This score indicates that modest improvement is required in the area of Space Management. The absence of a proper space cushion around a vehicle significantly increases the chances of a crash.
Danger Zones	59%	Driver performance in the Danger Zone competency represents an above average level of risk. This score indicates that significant improvement is required in the knowledge and treatment of Danger Zones. A disproportionate number of the most severe collisions occur in the Danger Zones of the roadway.
Attitude	44%	Driver performance in the Attitude competency represents the highest risk rating possible. This score indicates that major improvement is required in the area of Driver Attitude. A person's behaviour is the direct result of his or her attitude. An unsafe attitude can lead to severe injury or death.
The Other Driver	65%	Driver performance in the Other Motorist competency represents an average level of risk. This score indicates that modest improvement is required in the area of awareness of the Other Motorist. An awareness of position and actions of other motorists is an essential skill to identify and avoid potential hazards.

**HAZARD PERCEPTION 360**  
**[SCORE BREAKDOWN BY SKILL SET]**

	Scanning	Speed Management	Space Management	Danger Zone	Behaviour	Other Drivers
<b>HIGH RISK</b> # of Drivers : 2 (28.6%) Average Score : 48.3%	36.5%	45.9%	49%	54.2%	53.1%	51.1%
<b>MEDIUM RISK</b> # of Drivers : 5 (71.4%) Average Score : 57.2%	57.5%	49.2%	65%	60.4%	40.8%	70%

## TARGETED TRAINING [Summary]

COURSE	# OF TIMES PRESCRIBED
Roundabouts	7x
The Perils of Speeding	6x
Drowsy Driving	6x
Safe Driving at Night	6x
Safely Navigating Rural Roads	6x
Intersections	6x
Sharing the Road with Large Truck	5x
Seatbelts & Airbags	5x
Parking Lots & Reversing	5x
Deadly Distractions	5x
Alcohol, Drugs & Driving	4x
Escape Routes	4x
Safe Highway Driving	4x
Proper Lane Changes & Mirrors	3x
Adverse Weather	2x
Avoiding Collisions with Pedestrians & Cyclists	2x
Safe Driving in Construction Zones	2x
Avoiding Fail-to-Give-Way Collisions	1x



### Individual Assessment

Following are two drivers we selected to showcase the individual results.

#### DRIVER 1

Driver 1 was given the following Training Modules;

COMPETENCY	DRIVER SCORE	LESSON	Grade (%)	Attempts
Scanning	33.3	Proper Lane Changes and Mirrors	80	1
Speed Management	39.6	Safe Driving at Night	80	1
Space Management	45.8	Escape Routes	90	1
Danger Zones	60.4	Roundabouts	90	1
Attitude	70.8	Avoiding Fail-to-Give-Way Collisions	80	2
The Other Drivers	41.7	The Perils of Speeding	100	1
<b>Overall Score</b>	<b>48.6</b>	Parking Lots & Reversing	100	2
Risk Rating	HIGH	Intersections	100	1
		Safely Navigating Rural Roads	100	3
		Sharing the Road With Large Trucks	100	3

#### DRIVER 2

Driver 2 was given the following Training Modules; **F**

COMPETENCY	DRIVER SCORE	LESSON	Grade (%)	Attempts
Scanning	75,0	Seatbelts and Airbags	90	10
Speed Management	41.7	Safe Highway Driving	80	7
Space Management	70.8	Alcohol, Drugs and Driving	100	5
Danger Zones	64.6	Deadly Distractions	100	2
Attitude	20.8	Adverse Weather	80	2
The Other Drivers	70.8	Parking Lots & Reversing	100	2
<b>Overall Score</b>	<b>57.3</b>	Drowsy Driving	90	1
Risk Rating	MEDIUM	Safely Navigating Rural Roads	90	1
		Safe Driving in Construction Zones	-	0
		The Perils of Speeding	-	0
		Intersections	-	0
		Roundabouts	-	0



# Kumar Displays Mettle in Tow-trucking

*Veteran tow-trucker perseveres for family.*

**S**tiff competition, public misconception, arguments and threats are just the gist of the challenges a tow-truck driver faces on a daily basis. It takes not only guts but also maturity and sound judgment for one to venture into the world of tow-trucking. With 24 years of experience under his sleeves, Kumar Krishnan, 53, shared with Asian Trucker his story.

"Fifteen years ago, a tow-truck was a good business. Even as a one-man-show, I have had contracts with big names like the Sepang International Circuit, BMW and Toyota but now the competition is huge."

"There are over 70 tow-trucks in just one area," said the former driver and bodyguard at Bank Negara. Most workshops and companies also have their own tow-trucks now, so tow-truck operators do not get as many calls from them.

Kumar said his company is still standing because he has many existing customers from his earlier days, from whom he had gained trust and loyalty. "These customers would pass my number around and recommend me to their friends, which is how I can still expand my business these days," he told Asian Trucker, adding that even after having moved to other states, his loyal customers would still contact him when they need his service.

Kumar explained that there are two types of tow-truck operations. One deals with accident cases and the other with breakdowns and services. Kumar deals with the latter, however he would take up accident cases if he gets calls from his customers.

"Although it is not my area of service, I have to take care of my customers and do not want to abuse their trust," he said. This, of course, had caused Kumar to run into some

problems with accident tow-truckers, especially the young'uns who were not aware of the procedure.

Kumar said they often get aggressive but he never blamed them because they were new to the business. Being older and having more experience in the trade, Kumar used diplomacy to deter fights. "Nevertheless, I must be prepared lest things turn ugly," he added.

There were also instances where Kumar unknowingly towed stolen cars. "All I knew was that somebody needed their car to be towed and I was on the job. How would I know if the car that had broken down was stolen?" He had spent days in jail while waiting for the case to be settled and his name to be cleared.

Kumar's most memorable moment however was when he was hit by a 4x4 while towing a car. He was unconscious for two days and spent a week in the hospital. He received 12 stitches on the right side of his head, where a scar now serves as a reminder, and suffered temporary memory loss. "I could not work for a month. My mother urged me to quit the business but I persevered. My previous job was good but it was not enough to support my family.

"Because I worked hard at tow-trucking, I managed to buy the house I now live in and my children are becoming more successful than their father," he prided.

Kumar has three children; the eldest is a fitness instructor at a popular gym, the second works at a private hospital and the youngest is pursuing her tertiary studies at a local university. "I started from zero. I bought a second-hand truck from a friend who showed me the ropes. I followed him around for a while to learn how to operate the tow-truck and how to handle customers' cars with care," he said.

Kumar plans to get a bigger tow-truck, preferably a Scania, in the future to expand his business further. "This is not a job for the weak. It is a tough business with unpredictable working hours but I have been blessed with very supportive people around me. My family, friends and loyal clientele are the people who keep me going every day," he said. **F**





# Malaysians Rule at the Scania Driver Competition

## *Double delight for duo amid stiff competition from regional drivers*

**M**alaysians swept through the Scania Driver Competition (SDC), held recently at The Malaysia Agro Exposition Park Serdang or MAEPS in Seri Kembangan. The final driving skills round of the inaugural SDC Southeast Asia 2016-2017 (SDC-SEA) edition saw 19 drivers competing for the prestigious title and it was the Malaysians who took the coveted top driver titles – in the truck and bus categories.

Since 2003 more than 350 000 truck drivers in nearly 50 countries have participated in Scania Driver Competitions (SDC) – the world’s largest truck and bus driving event – that focuses on increasing road-safety awareness, improving fuel consumption and minimising the environmental impact of commercial vehicles.

By making the Driver Competition regional, Scania Malaysia saw participation from Indonesia, Philippines, Singapore, Myanmar and Malaysia. The drivers roughed it out in heavy rain making their tasks even more challenging – which is part and parcel of their job as a commercial vehicle driver.

Malaysia’s Sarveswaren Srues Ram of Air Products Sdn Bhd scooped up the win for the truck category. Describing his win as a huge surprise, Ram said he really did not expect to win but is thrilled that he did.

“What I learned from this competition is the importance of being focused when being inside a vehicle and on the road, to be aware of your surroundings and also



plan or strategise your journey. It has definitely made me understand and appreciate the importance of safe driving," said Ram who also received RM10,000 in cash, a Challenge Trophy and certificate.

The bus category was won by Law Cheok Gheen of Zulco Sdn Bhd from Malaysia who received RM10 000 in cash, a Challenge Trophy and certificate.

Kukuh Hendrawan from Indonesia was clearly crestfallen after coming up short when he came in third place in the truck category. Despite the loss, the PT Semen Gresik driver who was vying the coveted prize remains upbeat.

"The better driver won today. Yes, I am a bit disappointed with myself because I thought I would stand a chance to come in first. It is not easy when the competition is

as good as you. Nevertheless, I will continue to improve my skills on the road and learn from my mistakes," said Hendrawan.

The objective of the Scania Driver Competitions is to elevate the status and prestige of heavy commercial vehicle drivers by recognising the true heroes – the drivers themselves. This inaugural regional edition was more demanding than the local editions previously held, as it has been made more challenging for the 19 finalists with tougher rules and scenarios.

Out on the roads, the competency of the drivers is even more important today in overcoming the many challenges the transport industry is facing hence the theme of this year's competition – Face the Challenge! The truck drivers were tested using a Scania G410LA6x2MSZ attached to a

trailer carrying a 20ft container. During the competition, their abilities were tested through a series of timed maneuvering tasks – the 'Knock the Cone' precision test and 'Boardwalk' obstacle test.

Enrolment for the competition began in 2016 and more than 1 000 drivers from all over the region initially went through elimination rounds that tested their knowledge of road transport laws and regulations, alternative fuels, fuel-efficient and safe driving, load securing, occupational risks and health, and emergency procedures.

"We have seen an increasing interest in the SDC and that is a good indication that it has been a catalyst in getting heavy commercial vehicle drivers to upgrade their skills and that means safer drivers, safer conditions for all road users and better fuel economy for operators," said Marie Sjödin Enström, Managing Director of Scania Southeast Asia.

Being at the finals of the SDC is one of the ultimate achievements for many of the experienced drivers as the competition also represents the professionalism required in the industry.

Also present at the event was Mr Zamri Mahmud, Acting CEO of SPAD who touched on the trucking and industry landscape in Malaysia and also problems faced by operators.

"I am pleased that Malaysia is taking the lead to host such an event to elevate the heavy vehicles and commercial driver profession in the country. Freight and bus industries cover almost 64 percent of total road-based public transportation in this county. On the freight industry perspective, SPAD regulates 257 000 trucks, which are more than five tons.



"Based on our reports, these trucks are managed by 41 000 companies or individual owners – which shows the number of licences we have to manage. We expect a growth of 1.5 to 5 percent per year until 2035. Selangor, the state with the highest number of vehicles, has almost 100 000 trucks on the road which forms about 36 percent of the total licences for trucks."

"About 31 percent are container trucks, while general cargo takes up to 18 percent and the balance are tipper dumpers. Only 53 percent or half of the number of trucks on the road are between one to 10 years old while 43 percent are between the range of 11-20 years old and the balance are almost 30 years old.







"One of the challenges faced by the operators are the shortage of drivers which affects their operational efficiency – it is one of the factors that contribute accidents due to inexperienced drivers unlike the competent drivers that we have here at this event. Another issue is overloading which remains an issue that we are paying close attention to."

Touching on the future, Enström says that Scania is always looking for new ways to improve the commercial vehicle industry

"The driver competition is to show and engage for others to understand the skill of the drivers. We manage that the whole year through. This stage is just one fraction of the data that we have with our connected vehicles, so it adds to the data that we have – how skilled they need to be and how skilled they already are," said Enström,

### Full list of winners:

#### Truck category

- 1) Sarveswaren Srues A/L Ram (Air Products Sdn Bhd) Malaysia
- 2) Wong Yih Chien (Transworld International Pte Ltd) Singapore
- 3) Kukuh Hendrawan (PT Semen Gresik) Indonesia

#### Bus category:

- 1) Law Cheok Gheen (Zulco Sdn Bhd) Malaysia
- 2) Soe Naing (Aung Kyaw Moe Express) Myanmar
- 3) Rahman Khan bin Abdul Karim (Singapore Ducktours) Singapore

SDC is sponsored by Michelin (M) Sdn Bhd, and supported by Jabatan Keselamatan Jalan Raya (JKJR), Malaysian Institute of Road Safety Research (MIROS), Jabatan Pengangkutan Jalan Malaysia (JPJ) and Embassy of Sweden. 





# DUROMAC is Bringing out the Giant Vacuum Cleaner

*Known for their road-sweepers, Duromac has added a new type of truck to their portfolio that addresses the needs to clean up large amounts of loose material.*



**D**UROMAC (M) SDN BHD was incorporated on the 2nd of February 1996 to cater for the growing needs of institutional, industrial and municipal cleaning markets. DUROMAC markets machines and vehicles manufactured by world-reputed companies and are sold with related Operator Training, Warranties and comprehensive lifespan support packages. They continue to add new product lines and services to meet the growing market demands. The company operates from its own buildings in Kuala Lumpur and Penang, comprising 3S (Sales, Services & Spare Parts) facilities, including refurbishment services.

## History of Innovation

Duromac looks back at a long history of “firsts” and they just did it again. When the company started, they were the first in Asia to mount Bucher road sweeping equipment onto a local chassis. Meanwhile, In April 2014, DUROMAC launched its 100th unit road sweeper mounted on local chassis. Recently, the company partnered with Swedish brand Disab to assemble and deliver the first vacuum truck.

## Specific Application

Think of it as a giant vacuum cleaner mounted on a truck and you have the highly specific application that

Duromac is offering. A huger suction device is mounted on the back of the truck and a hose can either be connected to a permanent piping system or to a flexible hose of up to 100 meters length. With that, concrete factories, flour mills or mining operations can be cleaned up.

The holding capacity of the truck is ten cubic meters with a total capacity of sucking up some 22 tons per hour. In the case of their first client, some four UD trucks are placed in three different cement plants. Here, the trucks recover cement that is spilled in the daily operation. This way, the plant operator recovers valuable raw material. Given that this machinery is recovering tons of raw material each day, the investment is paying dividends quickly. Recovered materials can later be re-introduced to the production and thereby increasing profitability.

### Local Assembly

If you need one of these, it will take some six to eight months to receive the DISAB machinery and another to mount it on the chassis in the Duromac factory. Duromac is able to mount this equipment on any truck specified by the client. The local assembly not only saves time, but also reduces cost by some 30 percent. Technically speaking, the vacuum unit is built over the chassis while the Swedish parent would also offer variants whereby the vacuum unit is onto the chassis, thus encapsulating it.

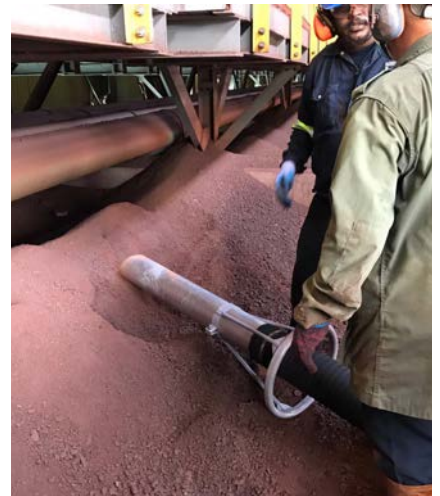
### Outstanding Performance

Unlike other such machines, the DISAB vacuum unit is able to handle wet and

dry content. This allows for a highly effective use even in environments such as bauxite transport where roads might need cleaning up. Modified as a road cleaner, this unit can recover fine dust from streets as well.

Duromac recommends monthly preventive maintenance and extensive training for the operator. The first is required as units such as those in cement plants are subject to a lot of very fine dust and the latter is needed to ensure the safe and effective operation of the vehicle, given that all controls are wireless remote controlled. Powered by a Perkins engine, the vacuum unit can be used without the truck engine's support.

Initial feedback from clients has seen remarkable praise as the DISAB vacuum unit is the first that hasn't failed after commissioning but continuously outperforms the expectations in terms of durability and handling.



Duromac offers a one year / 1 000 hour operation warranty on this unit and is also able to provide a different version that would comply with ATEX regulations for use in workspaces with explosive atmospheres which can be caused by flammable gases, mists or vapours or by combustible dusts. **F**

### DISAB at a Glance

Keeping dust and spillages under control in any industrial site is a major task, especially when it comes to maintaining and achieving high standards of H&S and environmental performance.

This is the rationale behind the DISAB Group. For over 35 years, the Group has designed and manufactured market-leading industrial applications using vacuum-based technology, creating innovative and highly efficient solutions for all types of industries throughout Europe.

The DISAB Group's own development is based on creating long term relationships, encouraging professional curiosity and striving to make constant improvements. This has resulted in an enviable list of customers that are happy to share and collaborate with their own staff.

The DISAB Group has grown organically as well as through mergers and acquisitions. Today they are a European-wide organization that is genuinely customer-focused and ready for the future.





## Spares. The Most Important Parts

*Most fleet operators will agree that the price of a truck is not always the main criteria for the purchase of a truck. Minimising downtime is and the availability of spare parts is a key factor contributing to this. In this exclusive interview, Asian Trucker gets to know all about MAN Malaysia's approach to spares.*

One of the key factors for the success of any transporter is uptime and the ability to deploy trucks at any time to ensure the contracted jobs are done on time. Any breakdown of a vehicle or prolonged repairs and services will negatively impact the operation and the bottom line. A service network is crucial to have for any brand in order to service the truck populations in a country or region. Many are trying

to set up centres that reduce travel times of trucks coming in for service to as little as two hours. MAN Truck & Bus Malaysia currently lists eight locations that handle this aspect of their business. The values of the spares held in the three main locations are impressive: In Rawang, some 10 000 line items worth RM 15 Million are kept, Prai holds 2 000 line items with a value of RM 1.5 Million and in Johor Baru close to RM 900 000 are stocked from some 1 800 line items worth RM 1.4 Million.



### A Special Place

Ipoh is a special set up among the locations where MAN trucks are being serviced. As business hub, there are many trucks in the area. Previously, trucks from Ipoh would either travel to either Rawang or Prai for servicing. In order to better service their clients, MAN has come up with an idea that fills the void between northern regions and the central region of peninsular Malaysia. In the busy IGB Industrial Park, we find a MAN workshop that is special. On a regular basis, a MAN service truck will arrive



at the workshop to service the trucks from Ipoh. As the technicians have to travel to Ipoh, a nearby hotel has been made the MAN base for the staff. Staying overnight if required ensures that sufficient time is allocated to the work without the need to rush back to base.

### More Parts

Looking very similar to the truck that we found servicing clients like Taipanco, this one is packed with goodies. "The idea was to deploy a mobile workshop that is also a rolling spare parts warehouse," explains Mr Thayalan Subramaniam, who heads the service team of MAN & Truck and Bus Malaysia. As such, the truck is not just equipped with the usual standard tools that one would need to carry out the regular services. Typically, such trucks would carry a good supply of lubricants, filters needed for the scheduled services and other pre-defined items that are used for the 10 000 Km-interval services. Besides these items, the truck carries a total of some RM 200 000 in parts. These parts are broken down into service parts, needed for the regular services, and maintenance parts. The latter are items that are being used in order to fix trucks that require work beyond oil change and new filters.

### Supporting the Idea

Present during our visit to the Ipoh workshop was Yew Choo Kein of Syarikat Jasa Selamat Sdn Bhd. The company has been in business for some 43 years and moves cement, using 22 MAN TGS. "We prefer MAN trucks as they are hi-tech vehicles. For instance, there is a lot of self-lubrication on these vehicles. Which means you don't have to look after that." Furthermore, he cited the European engine and DNA as some of the key points besides being fuel efficient trucks.





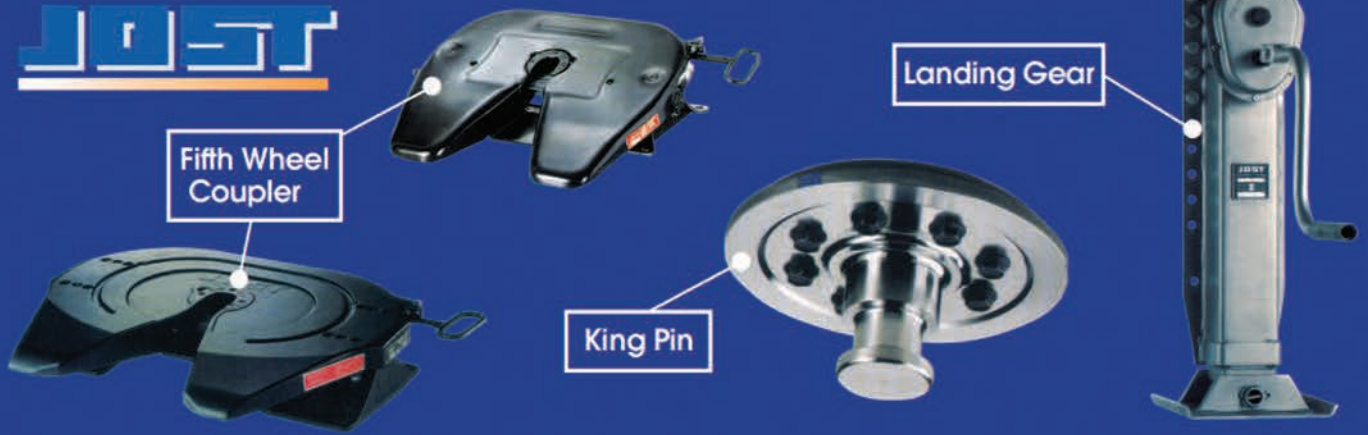
L to R: Thayalan Subramaniam, MAN & Truck and Bus Malaysia, Chong Zheng Wei, Managing Director of CCL Timber (M) Sdn Bhd, Yew Choo Kein of Syarikat Jasa Selamat Sdn Bhd, Muhammad Faiz Hasbullah, Diagnostic Specialist

Recently, Syarikat Jasa Selamat has shifted more repair and service work over to MAN. This move was motivated by the notion that the company should focus on the core business. "Maintenance is not what we do, we transport cement. We realised that an own workshop sounds good as an idea, but realistically is more expensive to operate than handing the job to the manufacturers." His trucks run between Ipoh and Kuala Lumpur as well as Kuantan and need to be serviced about every two months. According to Yew, the workshop in Ipoh has helped a lot to reduce downtime while the spares carried on board the MAN service truck keep the trucks in better condition.

Echoing this sentiment was Chong Zheng Wei, Managing Director of CCL Timber (M) Sdn Bhd. Hauling Timber is a very strenuous operation for the trucks. Off-road conditions are tough and brake failures are a typical problem in this kind of environment. "We prefer MAN trucks because of the hub-reduction axles, which are really suited for our operations. With a full load, the downhill drives put a lot of stress onto the truck. To ensure the safety of our drivers and to minimise any incidents, we rely on the professional service provided by MAN here in Ipoh," he said.

While the transportation of the timber was insourced, using eight TGA and TGS, the professional repair and maintenance is left in the capable hands of the MAN crew. "We need to service our vehicles once a month and Rawang and Prai are really too far away for us." **T**





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# Fersa continues to grow in Asia

*The Spanish multinational company manage to position itself among the benchmark brands*

**B**earings make things roll better. Imagine moving about on skis instead of wheels. The truck or heavy vehicle will be difficult to move down the road due to the friction. When things slide, the friction causes the vehicle to slow down. With the wheel, the friction is greatly reduced as things roll over each other. Like wheels, bearings make vehicle movement a lot much easier.

Fersa Bearings are not like any other. The high standards, proven quality and modernisation of their production processes, as well as their continued investment in research and development, have enabled Fersa Bearings to become a supplier to the Original Equipment Manufacturers (OEM). Backed by Yonming Group, their distributor for the Asian market, Fersa Bearings also showcased their products for the commercial vehicle industry at the recent MCVE 2017.

"Fersa has a very strong presence in the Asian region. With its wide range of premium quality bearings on offer, Fersa is able to not only be the leader but also offer competitive pricing. The company achieved a turnover of EUR 47 million last year and has been constantly growing in Asia. Company sales have grown from comes from the OEM business," says Miguel Alquezar, Key Account Sales of Fersa Bearings.

"Seven years in the Malaysian market is not long but we have achieved constant growth and we see potential in the peninsula. Apart from being the bearing specialists for truck, trailer and bus, we are also constantly pushing for new technologies through our research and development in Spain on various applications and products such as smart bearings – with chip info that is able to collect data such as temperature and vibration."

### About Fersa Group

Fersa Group was created through the merger of two European bearing manufacturers: Fersa Bearings in Spain and NKE in Austria. Both are globally active in the design, production and distribution of high quality bearings for the global automotive and industrial markets.

Over 50 years of manufacturing experience and the trust of leading OEMs, Tier 1 and the Aftermarket, endorse their products and services.

The group is present on all five continents, with four state of the art factories, six distribution centres and four R&D Centres, two in Europe and two in Asia, all of them supporting their growing presence in more than 85 countries. **F**



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# OPTIBELT Providing Innovative Solutions for Fleet Management

*The award-winning RBK SCC Ribbed-belt greatly simplifies inspections and enables greater mechanic and consumer safety*

**A** sure indicator of how well a fleet is managed and cared for is the number of breakdown it suffers. Ask any fleet operator or logistics company about the one thing that slows down their business and majority of them will say, vehicle breakdowns. For fleet owners, this can spell fleet downtime which in turn is bad for business. OPTIBELT has the answer to the problem with the award-winning RBK SCC (Secured Change Control) Ribbed belt.


Recently launched in the Asia Pacific and at the MCVE 2017, the RBK SCC belt received the Silver Trophy at the International Grands Prix for Automotive Innovation at EQUIP AUTO 2015 – dubbed the world’s first and only multi-rib belt with an integrated replacement indicator. Normally, a visual inspection of an EPDM belt (ethylene propylene diene monomer) cannot detect wear and tear due to the material characteristics. OPTIBELT addresses this with their innovative SCC belt.

“The RBK SCC Ribbed belt not only surpasses the life time of a standard EPDM belt, but also makes life much easier with the integrated replacement indicator. It can help reduce the chances of breakdowns. The Change indicator shows a red colour on the belt rib side when the belt is nearing its end of life. Inspection is performed with the naked eye and no tools are required. Using SCC technology, service intervals are optimised and belts are

replaced at the right time. No special tools are needed for inspection. Mechanics will now know when to change the belt during inspections,” says Vincent Thoo, Malaysia Country Manager of Optibelt Asia Pacific.

“The RBK SCC belt is well received amongst fleet customers, logistics companies as well as used in public buses. We have also been running product training for dealers. Apart from competitive pricing, the award-winning belt has strong technical and after sales support due to our partnership with the YonMing Group - one of our major distribution partners for the Asia Pacific region.”

## About OPTIBELT

The Arntz OPTIBELT Group is considered one of the leading manufacturers of high performance drive belts. OPTIBELT products are used where durability and quality are required without making any compromises: in machine engineering, in the automotive branch, in the agricultural engineering sector and household appliance industry. The family-run company employs around 1950 employees worldwide. From the headquarters in Höxter (North Rhine-Westphalia), the Arntz OPTIBELT Group runs eight production locations in six countries. They are all committed to a single governance code: eight locations, six countries – one quality! 



# ASIAN TRUCKER



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Company : .....

Address : .....

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Email : .....

I hereby enclose RM Cheque.....

being made payable to Asian Trucker Media Sdn Bhd

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6 issues RM70

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Jalan Klang Lama, 58000 Kuala Lumpur**

**Tel : 03 7770 8399**

# PANTHER

## 8x8 is Taking Off






**T**he PANTHER 8x8 is the most powerful aircraft rescue and fire fighting vehicle from Rosenbauer. It is used at major international airports which operate aircraft such as the Airbus A380, and airports which have special requirements on acceleration, maximum speed, and fire extinguishing capacity of fire fighting vehicles due to the geographical dimensions. The flagship of the PANTHER series protects many of the major aviation hubs in Europe for example, such as the two Parisian airports Orly and Charles de Gaulle, the German hubs in Berlin and Düsseldorf as well as the airports in Athens, Geneva, Moscow, Oslo, and Prague, to name but a few.

Internationally, the PANTHER 8x8 has a particularly strong presence in Asia and the Arab world. Beijing, the world's largest airport by volume of passengers, operates several vehicles, as do Shanghai-Pudong, Guangzhou, and Hongkong. In India, 8x8 vehicles are stationed at New-Delhi Airport, while other large 8x8 fleets are also located at airports in Dubai, Saudi Arabia, Qatar, Oman and Japan. And in Cape Town, Johannesburg, and Durban, Rosenbauer's flagship has been in operation for years.

### **New PANTHER 8x8**

- Chassis: Rosenbauer 52.1400 8x8
- Engine: 2 x Volvo D16 Euro 5 (Euro 6 optional)
- Power: 1.030 kW (1,400 hp)
- Transmission: Allison automatic transmission
- Brakes: Disk brakes
- Crew: 1 + 5
- Extinguishing agent: Up to 16,800 l water, 2,200 l foam compound and 500 kg powder / CO<sub>2</sub>
- Pump unit: N110 with 10,000 l/min at 10 bar
- Foam proportioning system: FOAMATIC E
- Roof turret: RM80 with up to 9,000 l/min
- Bumper turret: RM35 with up to 4,750 l/min
- Boom (optional): STINGER, HVLA (High Volume Low Attack)
- Dimensions L x W x H: 13.1 x 3.0 x 3.7 m (LWB) or 12.0 x 3.0 x 3.7 m (SWB)
- Weight: 52 t 

# Are the Roads Safe Enough for You?

*We asked a few truck drivers about their views on the road conditions in Malaysia and what could be improved to provide a better working environment for them.*



**Mohd Afzal Mohd Ali**



**Ghazali Bin Shafie**



**Azly**

**M**ohd Afzal Mohd Ali said "I have been driving a truck for more than 10 years. I usually drive in Temerloh, a municipality in Central Pahang. More often than not, I drive along the Kuantan-Kuala Lumpur Expressway. I usually have no problems driving along that stretch of road other than the occasional potholes and as the road passes by hilly terrains, I take extra care to be careful and aware of my surroundings as any accidents could be fatal. I wish more signs were put up along the way to warn drivers of possible obstruction."

Ghazali Bin Shafie shared his view "I have been driving for almost 10 years now. My usual destination revolves around Shah Alam, Klang and Petaling Jaya. As I drive mostly in the city, I encounter typically problems that the average driver on the road

would encounter in their daily commute. For example, the potholes and the curbs being too high. The potholes cause quite a risk to the road users especially when the vehicle is loaded as this can cause damage to the vehicle. Some drivers have a tendency to avoid the potholes and in the spur of the moment. That is when an accident might occur. I wish the relevant authorities would come up with a better solution to address the issue of potholes."

Azly stated "I started driving trucks almost 20 years ago. It has been 17 years since I started driving a side loader. My job mostly requires me to drive to Port Klang and occasionally I will be asked to drive to Kapar and Shah Alam. In my opinion, as the West Port being one of the busiest ports in the world, it goes without saying that many trucks travel to and fro on the

roads leading to the port. As these trucks carry a huge capacity of cargo, a small mistake could lead to huge complications. This is especially true in night times when the absence of working street lights make it difficult for drivers to see. This problem is magnified particularly when it is raining or when there are hairpin turns. I pay extra attention, as any reasonable driver would, whenever I encounter these problems but I wish something could be done to ease our troubles. That would make my job a lot easier. Also, with the increase in commercial vehicles in the port area, the two-lane roads cannot cope with the amount of vehicles that utilise it. Should there be an accident, a standstill would be unavoidable. This is especially true with the Westport Highway. This results in a delay in the delivery process. I hope something can be done to ease this problem." **T**

# Shell Lubricants Malaysia Launches Branded Network for Commercial Vehicle Workshops

Shell Lubricants Malaysia has recently launched a network of Shell Rimula-branded commercial vehicle workshops. The Shell Rimula Express network provides commercial vehicle workshop owners the opportunity to collaborate with Shell, world's leading lubricant brand for the past 10 consecutive years .

Through this network, workshop owners will receive support from Shell Lubricants Malaysia to further grow their business. Some of these include exclusive branding that enhances market presence and customer confidence, marketing package and technical support.


Mr. Baljit Singh, Shell Lubricants General Manager for Malaysia and Singapore, said that the Shell Rimula Express workshop network was an amazing collaboration that could help to protect the future of independent workshops so that they could remain competitive, thrive, and grow.

"Today, it is no longer enough for workshops to deliver 'business-as-usual' services especially when customers demand more in an increasingly challenging market environment. Through the Shell Rimula Express network, we are able to help them deliver world-class

lubricant solutions to their customers. We strongly believe that "Together, Anything is Possible," he added.

Through Shell Rimula Express workshop network, Shell Lubricants Malaysia is able to effectively offer a comprehensive suite of cutting-edge lubricants to the end-customer. These products are specifically developed to protect the key driveline components (engine, transmission and axle, and bearings) in commercial vehicles. When used in synergy throughout the driveline, these lubricants help owners reduce total operating costs by extending service intervals, preventing breakdowns, and maximizing productivity.

But more than just a robust portfolio of lubricants products, every Shell Rimula Express workshop is also equipped with the technical knowhow and innovative services that is sure to improve customer trust and generate repeat business. Workshop owners and employees will also have access to various training programs and enjoy exclusive incentives designed to reward hardworking business owners.

For more information on the Shell Rimula Express workshop program, please contact your nearest Shell Authorized Distributors. 



# Locate a Shell Rimula Express Workshop Nearest to you for the Ultimate Truck Service Experience.

NO.	WORKSHOP	CONTACT NUMBER	WORKSHOP ADDRESS
1	Chee Heng Workshop	07-4312261,4332661	Lot. 2569, Bt.3, Jalan Kluang, 83000 Batu Pahat, Johor.
2	Yuen Seng Auto Service	019-7166053	PTD 151884-A, Jalan Berjaya 9, Kaw. Perindustrian Berjaya, 81200 Johor Bahru, Johor.
3	TT Truck & Trailer Vehicles Service	06-3366800	Lot 1-56, Jalan ttc 4, Kawasan Perindustrian Cheng, 75250 Melaka
4	Sin Soon Hup (Muar) Sdn Bhd	06-9756688	Lot 1842, Batu 6 1/2, Sungai Senduk,84400 Sungai Mati, Muar, Johor.
5	Bengkel Hi Tech	06-9763148	Jot 2121, Parit Turun, 84800 Bukit Gambir, Ledang, Johor
6	Chua Boon Hock Auto Care	012-7599930	Tl Jm 3, lot 2166, Jalan Manja, Kampung Payamas, 84900 Tangkak, Ledang, Johor
7	Mutiara Zon Selatan Sdn Bhd	07-5996400	Lot 539, Jalan Seelong, 81400 Senai, Johor Darul Takzim
8	Harsoon Engineering Sdn Bhd	07-3541739	No. 9, Jalan Firma 2, Kawasan Perindustrian Tebrau, 81100 Johor Bahru, Johor.
9	Seng Yeap Lorry Services	012-7176077	PTD 3993, Jalan Parit Ismail, Benut, 82200 Pontian, Johor.
10	Xin Young Enterprise	012-7886025	No. 2, Jalan Pelangi 4, Taman Pelangi, Parit Besar, 83000 Batu Pahat.
11	Ong Motor BP Repair	012-7193359	Tl Jps 19, Jalan Peserai, Parit Sulong, 83000 Batu Pahat, Johor
12	Sin Hupsoon Motor Service	06-9764380	Tl255, lot.6042, Parit Rabu, Bukit Gambir,84800 Muar, Johor.
13	Lien Seng Workshop	016-7737940	13 Jalan Puteri Indah 3/3, Taman Puteri Indah, 83000 Batu Pahat, Johor
14	PGR Engineering Sdn Bhd	60-73824422	No. 2 ( ptd 200644 ), Jalan Bukit 28, Industrial Park Seri Alam, 81750 Masai, Johor
15	Chu Peng Machinery	60-69746152	Batu 18, Pekan Pagoh, 84600 Muar, Johor
16	Ah Chye Workshop	60126123799	No. 48, Batu 4 1/4, Jalan Bakri, Muar, Johor. 84000



NO.	WORKSHOP	CONTACT NUMBER	WORKSHOP ADDRESS
17	Bengkel Kejuruteraan Wa Sing	60197574733	111, Batu 1, Jalan Jemaluang, 86800 Mersing, Johor
18	Bengkel Motos Keh	60197539216	T. Tkh 5 (lot 1625), Stor Jalan Sungai Burung, 81500 Pekan Nanas, Johor
19	Syarikat Ng Bengkel Membaiki Kenderaan	60127272762	142, Parit Gantong, Benut, 82200 Pontian, Johor
20	Kedai Membaiki Kereta Seng Huat	6077582799	Lot 59, Batu 1, Jalan Yong Peng, 86100 Air Hitam, Johor
21	Ah Sin Workshop	60167154993	No. Jalan Perindustrian Yayasan, Taman Perindustrian Yayasan, 85010 Segamat, Johor
22	SS Sri Motor Workshop	012-6056442	Lot 1302, Batu 7 1/2, Jln Kuala Sawah, Kg Nyatoh, 71200 Seremban, N.S
23	Wira Impian Motor Workshop	012-3482303	Jalan Salak, Kampung Bukit Kadir, 71800 Nilai, N.S
24	Boon Hin Motor Workshop	019-2141241	Lot 6878, Taman Ban Aik, 71800 Nilai, N.S
25	KS Wong Brothers Enterprise	019-8838968 Mr Wong	Lot 8490, Batu Satu, Jln Temin, 27000 Jerantut, Pahang.
26	Tan Excavator & Engineering Trading	013-9843288 Mr Tan	Lot 3424, Jln KL-Huantan 129km, Simpang Sri Tualang, 28000 Temerloh, Pahang.
27	PRSK Construction Sdn Bhd	05-4956670	No19, Jln ODP 8, Orkid Deluxe Park, 39200 Ringlet Cameron Highlands, Pahang.
28	IPG Motor Workshop	016-3632661 Mr Gopi	No1184, Lot1306(plot) Jln Besar Seremban, 71700 Mantin, N.S
29	Raj Privin Jaya Sdn Bhd	011-28170050 MrAppu	No 267, Jln Nilai Inland Port, Kawasan Industri Inland Port, Nilai 7, 71800 Nilai, N.S
30	Eng Huat Tractors Sdn Bhd	019-6592692	No239, Jln Tuanku Antah, Jln Rahang Kecil, 71000 Seremban, N.S
31	Ah Wong Workshop	012-7742033	Lot34, Kws Perindustrian Bentong Benus, 28700 Bentong, Pahang.
32	Jenpower Sdn Bhd	012-6087925	No27, Jln PTP 1/6, 47120 Puchong, Selangor.
33	LSS Workshop	019-9165613	Lot 140-D, Jalan 1/11, Kawasan Perindustrian Gebeng, 26080, Kuantan Pahang



**Shell**  
**RIMULA EXPRESS**

# Steelbro Helps Drive Growth for Fertilizer Company



*A successful track record spanning more than 35 years has made the YAL Group one of Malaysia's foremost fertilizer handling service providers.*

Often regarded as the preferred fertilizer partner, the company handles and packs an impressive 800 000 tonnes of fertilizer per annum.

The business calls for heavy investment in warehousing facilities, machinery and information technology to ensure that customer needs are met in a timely fashion. "Choosing the right equipment is essential for our business," says Yap Boon Chin, Managing Director at Yal Bulk Packing Services Sdn Bhd.

"We could see that with some further investment in equipment, we could transform our business. In 2016 we took the decision to add four new Steelbro sidelifters to the operation."

A sidelifter is a semi-trailer fitted with two hydraulic cranes capable of lifting a shipping container onto the trailer or transferring the container to another trailer.

Over the years Steelbro has developed a deep understanding of the needs of the Malaysian operator. It's this knowledge that helped Steelbro design the SB450 sidelifter. According to Steelbro, this model is a rugged unit with a robust construction for heavy duty use. It has proven to operate in the most extreme conditions.

"Knowing fertilizer containers are particularly heavy, we needed something that was capable of lifting a heavy load," says Yap "It is easier for the Steelbro sidelifter to handle the loads with its 45 tonne capacity. Furthermore it has a durable steel chassis for heavy lifting."

"Our sidelifters are mainly used on short haul freight from customer's premises to the port or vice versa or for shunting. Loads are mainly 20ft or 40ft sized containers filled with heavy fertilizer."

The YAL Group has seen some changes since it was established back in 1982. At first the company rented warehouses to provide storage services and contractor services for mixing and rebagging fertilizers for customers. In 1989 the company purchased its first warehouse.

Today there are three modern well equipped warehouses located at Northport, Westport and Port Klang with a total storage capacity of 600 000 square feet. All facilities have sophisticated equipment, inventory management and integrated logistics services, managed by a dedicated team.

But the company does much more than just warehousing the fertilizer. Within the group, Yal Bulk Packaging Services Sdn Bhd provides forwarding services, while Elite



Team Logistics offers freight forwarding services. The operation now transports fertilizers in bulk bags from the port to the warehouse. They provide specialist warehouse services such as crushing, sieving, blending, mixing and re-bagging of fertilizer and transportation to customers.

"It is fair to say that the sidelifters have changed our operation and the way we work," states Yap. "We can attribute the new sidelifters to some of the growth we've experienced."

"We can now transfer containers from trailer to trailer and from trailer to wagon without having the landing leg on ground which gives more stability."

According to one of their sidelifter operators, "it is a reliable unit that has helped the way I work."

Mr Yap was impressed with the two joysticks that provide customized control over the cranes. Steelbro call this proportional control. According the Steelbro, 'proportional control' helps to achieve smoother, more stable container loading and unloading. It gives more

refined speed control, allowing for higher speeds, and reduced stress fatigue on the crane arms. This is all achieved using a joystick controller which can send varying amounts of signal depending on how far the operator moves the joystick. The result is that the sidelifter can be operated with safe and speedy precision.

When choosing Steelbro as the supplier, the company looked at price, safety, durability and return on investment. "We also considered longevity and aftersales," Yap elaborates. Steelbro has been around for almost 140 years and has a long history of providing transport solutions.

"We have had great service from the Steelbro service centre. Azlin the foreman has 20 years' experience and is careful to explain clearly any faults and the repairs required. We have managed to get quick appointments for after sales service and great support from the Steelbro team".

With the new sidelifter equipment on board, Yal Bulk Packing Services is now well positioned for the next stage and looking forward to enjoying a period of further growth and expansion. **F**



# Continental Alor Star Plant on the Way to become a First Class Facility

*The Continental tyre has been enjoying a great reputation for decades in Malaysia. Stefan Pertz visits their plant in Alor Star to find out more about the ambitious growth plans of the company for Malaysia and the region.*

Exiting the highway, you will need to count eight traffic lights only before the sprawling facilities of Continental Tyre AS Malaysia Sdn Bhd appear to your left. It is a place with a long history and likely an even more prosperous future. While mainly focused on passenger car tyres, this plant is also producing some 300 000 light truck tyres per year. In total, the land space used is some 100 000 square meters of which 60 000 are used for the manufacturing of the tyres. Yearly, some 4 million tyres leave the factory. We are being told that Continental is the largest employer in Alor Setar, something that one will be familiar with when living in Hanover, home town of the brand.

## Long History

Although under different ownership, the factory has been in its place since 1979. That time, passenger car and motorbike tyres were the products that were manufactured here. Taking over the plant in 1986 was Sime Darby, which entered a joint venture with Continental in 2000. At that time, Continental provided technical support and expertise. Continental took over the shares of the local partner in 2012, making this plant now a fully owned facility of the Germans.

Today, both Malaysian plants share certain resources and have a common approach to quality and market activities.

Since 1979, some 66 Million tyres have been produced in this facility. This year, Continental will celebrate its 70 Millionth tyre produced in the factory.

## Looking Forward

Detailing future plans for the plant is Carlos Bernabe, Plant Manager, a French national with a long history with tyres and the Continental brand. "Yes, we are planning to expand the capacities of the plant. One of the issues we are facing is space restrictions. We cannot simply grow the space we need, so we need to optimise the space we use inside the current premises." According to him, with the arrival of Continental as the new owners, investments in technology started immediately with new machinery and high tech to robotise the plant.

"We have started a new project in 2016 to increase the capacity and productivity of this plant. Depending on the market, we are aiming at increasing the capacity from 4.3 Million tyres produced annually to 6.2 Million." This is done by adding new technology. Currently, there are four mixing lines in place and Bernabe is saying that a fifth is being added.

## Quality Matters

European brands are often associated with being of higher quality. The issue is to ensure that the product,



whilst produced outside a European home market is still of the same high standards. "The specifications of our tyres in the APAC market are exactly the same as they are in Europe. If you take a tyre from our plant and compare it with a European-made tyre, it will be the same." As raw materials make a difference for the final product, Continental uses the same supplies for rubber for example all over the world. One of the issues Bernabe faces is to find the right people though. "We are working with the local authorities to find staff. However, the hiring process has the same issues as it would in Europe." A clearly defined process helps to find the right talent. "My main challenge is to find people. But that is the same all over the world," he says.

### Future of Transportation

"We have a lot of partnerships in the market. For the next years we see a lot of potential to increase our market shares and the exposure. Bernabe is expecting that more tyres will be needed there. Continental is preparing to address this increased need: "Asia is an important part of Continentals tire divisions growth strategy "Strategy 2025". Plants in Hefei, Malaysia and new greenfield plant in Rayong, Thailand, bear witness of the company's successful growth in the region. As populations grow, there will be an increased need for transportation as well as demand for tyres themselves."

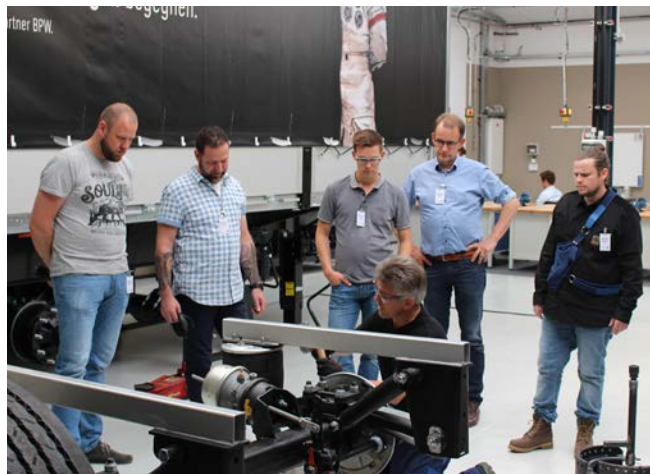
What many may call "Disruptive Technology", such as Uber or Grabcar, are also adding demand for transportation. Again, this will result in more tyres needed as people are more mobile. "We only have this one PLT plant here in Malaysia. The challenge is to be able to produce enough volume to meet the demand from the market." Bernabe is ambitious to transform this plant into one of the best in Malaysia. "It is noteworthy that the people here, the workers and the people in the city support this idea." **T**



### Carlos Bernabe – Plant Manager

A French national, having worked with Continental for some 38 years. He started out in Paris, France, with the German tyre brand and has since worked in many plants across the globe. Having always worked in production, his Masters degree in Quality and Strategic Management has made him an expert in this field. He spent time in Brazil to help set up the Continental plant there, before working in Portugal. In Shanghai, Bernabe was the production coordinator for all of Asia. His last stop before Malaysia was Romania. Bernabe arrived in Alor Star in the beginning of the year with his wife and six boys. Being French, food is important and Japanese and French cuisine are his favourite. Obviously, he also likes Penang's street food.

# A year of workshop trainings in the cool BPW loft: BPW's highly innovative approach to imparting know-how for professionals



**B**PW is also an innovation leader in the industry when it comes to training its partners: for around a year now, BPW has been putting on workshop seminars in an industrial loft sporting a cool design with space in which to park an entire trailer. Instead of boring slide presentations in stuffy conference rooms, the emphasis here is on practical work and motivation. Among the latest to experience the impressive facility was a team from EWALS Cargo Care.

The world of transport had never before seen such a seminar centre: around a year ago, BPW opened the doors to its totally new workshop training facility at its parent plant in Wiehl. It features not only an impressive cool and relaxed loft ambiance, but also plenty of space for innovative ideas. This includes a specially equipped workshop training trailer which can be parked in the converted production hall. BPW is now taking stock – and welcomed a team from EWALS Cargo Care to mark the workshop training anniversary.

Bart van Rens, Manager Fleetcontrol at BPW partner Ewals Cargo Care B.V., visited the workshop training facility in Wiehl with a ten-strong team on the occasion of the anniversary. The BPW training team had put together a tailor-made workshop seminar for EWALS, while also enabling them to glean some fascinating insights into the production – and to catch some exclusive glimpses of the future direction of transport: for example, the EWALS technicians were able to learn about the eTransport electrically driven axle as well as the opportunities offered by the solutions from idem telematics. “The visit to BPW is a highlight for EWALS,” remarked Bart van Rens. “With its information and training programme for customers, BPW once again displays innovative strength and exemplary customer focus.”

# Mercedes-Benz Vans celebrates ten years of joint venture Fujian Benz in China – today one of the main growth drivers

**M**ercedes-Benz Vans has been present in China for ten years with its joint venture Fujian Benz Automotive Co., Ltd. (FBAC). Daimler's Vans division celebrated this anniversary on Wednesday along with partners at a ceremony at the FBAC plant in Fuzhou in south-east China. Participants of the event included Hubertus Troska, Member of the Board of Management of Daimler AG, responsible for Greater China, Volker Mornhinweg, Head of Mercedes-Benz Vans, and Dr. Guido Krupinski, President & CEO FBAC.

A key role in the success of the division is played by FBAC's local production “made in China for China”. Alone in the first eight months of this year, Mercedes-Benz Vans sold over 15 000 vehicles in China. This represents a growth of 80 percent in comparison with the previous year. FBAC is a joint venture of Daimler and its Chinese Partners BAIC Motor Co., Ltd., and Fujian Motor Industry Group Co., Ltd.

In 2010, with the Viano and the Vito, the first models rolled off the production line at Mercedes-Benz Vans in Fuzhou. The plant was extended in 2013 to include



the division's first research & development centre outside Germany. The focus of development is on models that are locally produced and marketed. Fujian Benz Automotive invested around 200 million euros (1.4 billion RMB) alone in the local production of the new mid-size models of V-Class and Vito, which were launched on the Chinese market in 2016.



## PMLOA 1987 (Pan-Malaysia Lorry Owners' Association 1987)

### 30th Anniversary Celebration



Gala Dinner  
Exhibition  
Exclusive Souvenir Bulletin

**Date** : 11th Nov 2017 (Saturday)

**Venue** : SETIA CITY CONVENTION CENTRE (SCCC)

**Address:** Ballrooms 1 & 2,  
No. 1, Jalan Setia Dagang AG U13/AG,  
Setia Alam Sesyen U13,  
40170 Shah Alam, Selangor D. E.

**Time** : 4.00 pm (For Exhibition)  
6.30 pm (Gala Dinner)

For enquiry and sponsorship, kindly contact:

PMLOA 1987 30th Anniversary Organizing Committee:

Ng Yoon Kin	012-3345034
Yap Koon Huat	012-3332799
Koh Pek Hao	012-3036155
Jeff Teh	012-2223080
Wilson Chew	012-2097107
Law Kim Chew	016-2413322
Wong Wai Mun	019-3107333
Lim Kiat Ho	012-3669269
Susan Liew	01111708023 (Coordinator)



Media Partner

**TRUCKER** ASIAN

# The World's Largest Service Market Competition Opens – VISTA Attracts Technicians Around the Globe



is 'Performance is Everything' - recognizing that to work for Volvo Trucks and Volvo Buses, performance must be top class at all times. VISTA is also a way for Volvo Trucks to address the worldwide challenge of both recruiting and retaining workshop technicians.

## About VISTA

VISTA stands for Volvo International Service Training Awards. It started in 1957 and was originally as a competition for Volvo technicians in Sweden. 20 years later, by 1977 it had reached out across all continents, attracting authorized Volvo dealers from all over the world. Today VISTA is a biennial event and the biggest competition for service market personnel in the world.

On September 4th, the registration opens for the world's largest service market competition, VISTA. More than 18 000 technicians, from Volvo Trucks and Volvo Buses global dealer network, are estimated to participate. Through teamwork and competence development VISTA aims to attract and maintain skilled technicians.

Even though VISTA is a competition, the main objectives are to encourage teamwork, build team spirit and pride, as well as encourage self-improvement and competence development. It's way for service market personnel to increase their

knowledge and the quality of their work. In the end, this leads to improved customer service and greater customer satisfaction.

Highly skilled and motivated technicians enable Volvo Trucks workshops to carry out fault diagnosis and fix trucks' problems 'right first time', in a timely manner and to high quality standards. These skills are key in helping the customers achieve maximum uptime for their trucks. VISTA 2017-18 is expected to attract over 18 000 service market personnel from the global dealer network. They will work together in around 4 500 teams. The theme this year

VISTA is open to Volvo Trucks and Volvo Buses dealerships and their technicians worldwide. To qualify, participating teams need to complete two parts comprising theoretical and technical questions. The winners in each market qualify for the semi-finals, which will be held in Gothenburg, Sweden in April, 2018. Here, a total of 240 teams will compete, during a period of three weeks. The top 40 teams from the semi-finals qualify for the world final in Curitiba in June, 2018. **T**



**1<sup>st</sup> Go Kart  
Championship by  
Asian Trucker  
Driver's Club  
7<sup>th</sup> October 2017**



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# IVECO kicks off plans for the Development of Natural Gas Transport in Japan



The first step in IVECO's plan is the signing of a Memorandum of Understanding with transport and logistics operator Ryobi Holdings, which opens discussions on a cooperation for the supply of IVECO trucks and buses. In addition to providing vehicles, IVECO will supply its chassis, technologies and engineering support, for Ryobi Holdings to assemble with the bodies it will manufacture. The cooperation will also include after-sales support and technical assistance, to be provided by Ryobi Holdings.

This first agreement kicks off IVECO's overall strategy, which adopts a holistic approach to extend to the full

natural gas supply chain. The brand aims to set up further partnerships with natural gas suppliers and transporters so that, as the natural gas transport vehicle market develops, the necessary infrastructure is in place to support it.

The announcement comes on the back of the Memorandum of Cooperation signed by the European Commission and the Ministry of Economy, Trade and Industry of Japan in July, which recognises the increase in LNG demand and considers forms of cooperation that include the development of advanced technologies for the use of LNG powertrains in road and maritime transport.

IVECO's natural gas commercial vehicles include the Daily NP that adds the advantages of the brand's NP technology to all the benefits of the multi-award winning Daily family; the Eurocargo NP that takes the environmental performance of the Truck the City Likes to a new level with its clean and quiet operation; and the Stralis NP, which is the first truck to offer a true alternative to traditional fuel in longhaul missions.

IVECO's trail blazing developments in alternative traction buses have led to today's industry-leading offering. The Urbanway CNG low-floor city bus sets high standards in comfort, capacity and Total Cost of Ownership to provide a truly sustainable solution for public transport networks. The Crealis CNG has gained recognition for offering best-in-class transportation for municipalities and perfect for Bus Rapid Transit systems. Big cities across Europe are turning to NG buses for their public transport networks. Cities like Lille, in France, that runs a fleet of 482 IVECO natural gas buses. One third of them runs on bio-gas, which the city produces directly in a plant that generates bio-methane from municipal and green waste, ensuring truly carbon neutral operation of its IVECO natural gas bus fleet. **F**



## SPAD Appoints New Chief Operating Officer

New York in 1990, Qamar began her career with Shell in 1990. In her 26-year long career with Shell, she held many positions including senior management roles in Malaysia, Asia Pacific and the Middle East. She led the Marketing Supply and Distribution teams in ensuring safe and efficient asset utilisation in terminals, land and marine logistics in both Oman and UAE, and later in Malaysia and Singapore.

"Her outstanding leadership and vast stakeholder management experience covering corporate planning, project management, distribution operations, as well as regional business and strategy development, will be invaluable to SPAD, as the planner and regulator of land public transport for the nation. We are very pleased that Qamar is

joining us at this important stage in our development, as we accelerate the implementation of land public transport projects aimed at improving urban mobility and enhancing urban-rural connectivity as envisioned by the Government," said Mohd Azharuddin Mat Sah, Chief Executive Officer, Land Public Transport Commission (SPAD).

Qamar will be responsible for the overall transformation of the freight, bus and taxi industry and its related infrastructure, which includes the roll-out of national projects such as the myBAS under the stage bus transformation programme and the bus network revamp in Greater Kuala Lumpur and Klang Valley to ensure an efficient, integrated and sustainable bus system that focuses on improving journey quality for commuters. **F**

The Land Public Transport Commission (SPAD) has appointed Qamar Wan Noor as its new Chief Operating Officer (COO), effective September 5, 2017.

A magna cum laude in Bachelor of Science in Chemical Engineering from Rensselaer Polytechnic Institute,



**First batch of 8-month training programme with MBCV to commence in November 2017.**

**M**ercedes-Benz Malaysia and Tekat Automotive Academy recently signed a Memorandum of Understanding (MoU) on the Mercedes-Benz Commercial Vehicle Apprenticeship Programme.

A thorough pre-enrolment assessment is carried out before participants are selected for this eight-month training programme, which includes written tests and interviews.

Tan Kien Kee, Commercial Vehicle After-Sales Senior Manager of Mercedes-Benz Malaysia, said the candidates' profiles will be carefully determined to give them the best chance of success.

"They must have successfully completed Level 3 of the Malaysian Skills Certification (SKM) which serves as a pre-requisite for entry," he said at the MoU signing ceremony.

## Mercedes-Benz and Tekat Automotive Academy sign MoU

Other pre-requisites include being between the age of 18 and 24 years old, equipped with basic automotive knowledge as well as critical thinking skills to be able to solve problems.

The first batch of this programme will start in November 2017. Trainees will learn preventive maintenance, repair on complex aggregates for various systems and the technical product know-how on drivetrain, chassis and electrical system for Mercedes-Benz Commercial Vehicle (MBCV) and Fuso.

"We are pleased to say that this training programme goes beyond technical knowledge as it also strives to expose these trainees to basic business knowledge like marketing and higher order thinking skills such as problem solving," Tan said.

Upon graduation, the trainees will be MBCV 'Qualified Maintenance Technicians' and Fuso 'Qualified FUSO Maintenance Technicians', and guaranteed jobs with dedicated dealers for two years.

Also present at the MoU signing were Albert Yee, Vice President of MBCV Malaysia; Liew Ee Kin, Managing Director of Tekat Automotive Academy and Prasanna Vanugopal, Marketing Director of Tekat Automotive Academy. **FT**

## Scania receives award for excellence in safety and sustainability

**S**cania Malaysia has been recognised for its record on sustainability in transportation, especially in the area of safety, by the Malaysia Digital Chamber of Commerce (MDCC) and Asia Pacific CSR Council.

The award for Excellence in Commercial Trucking Safety was presented to Scania Malaysia by the Minister of Transport Dato' Sri Liow Tiong Lai at the recent Sustainable Urban Transport Malaysia Awards 2017 that was held in conjunction with the Sustainable Urban Transport Summit 2017.

The summit also saw the presentation of awards to industry players who have excelled in various areas of Sustainable Urban Transport. The award acknowledges the role of transport projects that have contributed to the societal well-being by improving the experience of transport users and ultimately adding to the successful development of the nation's sustainable transport infrastructure.

It was received on behalf of Scania Malaysia by Scania Southeast Asia's Sustainability Manager, David Lantz, who was also a panel speaker for the topic "The Challenges of Trucking & Logistics Driving Sustainability" during which he shared Scania's expertise in the area of sustainable, safe and smart transportation solutions like alternative fuels and autonomous vehicle and systems.



Lantz addressed the four main drivers for sustainable transport solutions that Scania has identified which are congestion, pollution, climate change (reduction in CO2 emissions) and energy security, with the main aim of achieving the best balance between CO2 emissions, quality and cost to improve logistical efficiency.

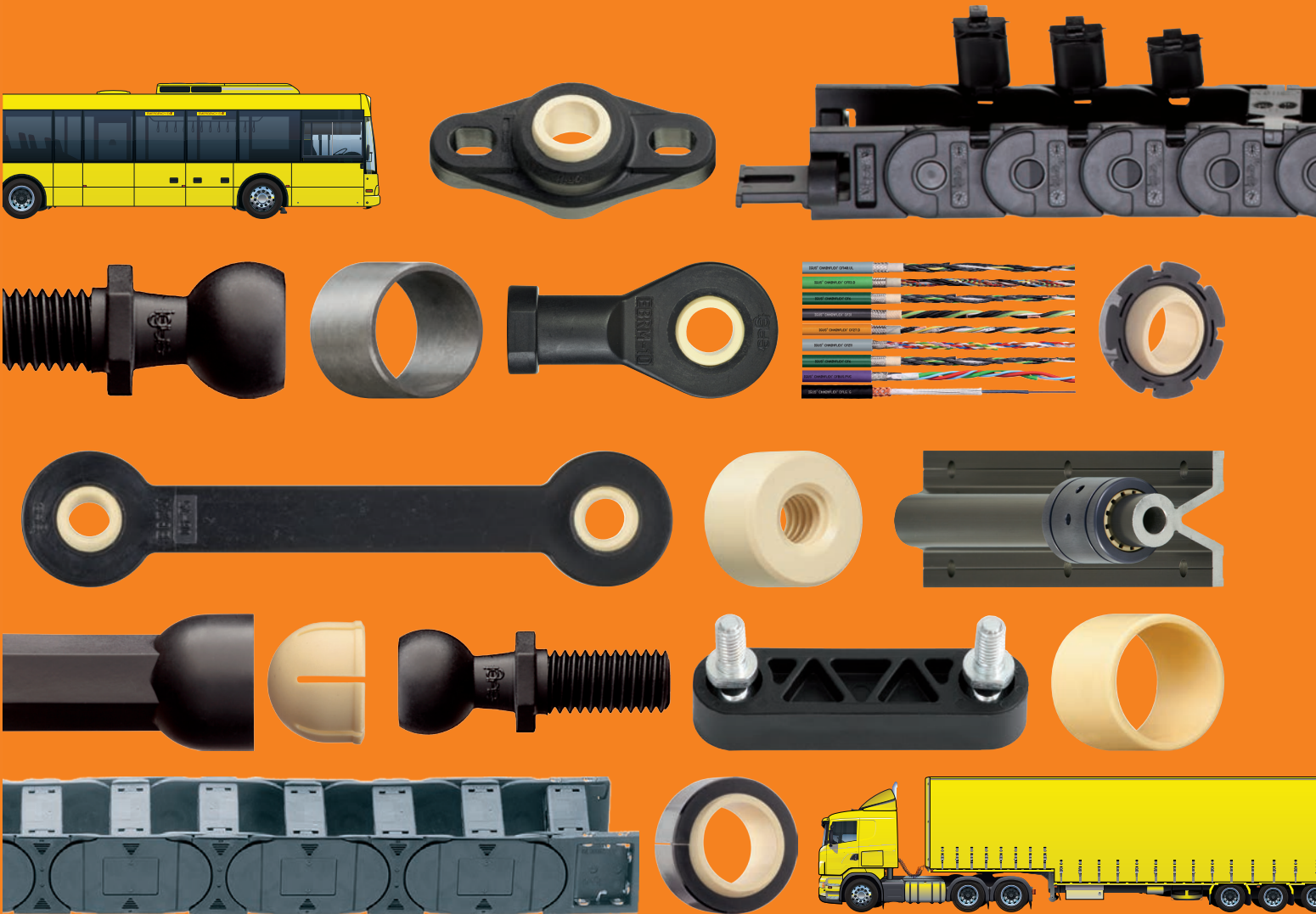
When equipped with the proper techniques, there can be an immediate increase in fuel efficiency, road safety and sustainability, together with significantly reduced downtime and operating costs.

The driver training programme provides an in-depth practical knowledge on how to get the best out of a Scania. The driver coaching programme provides the one-to-one sessions that pave the way towards excellent driving habits and techniques. **FT**

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