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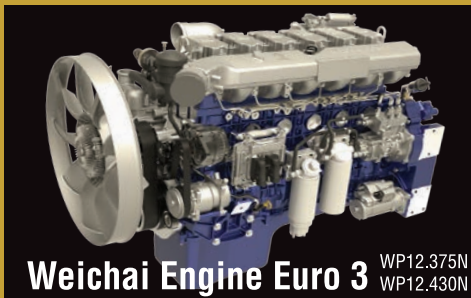
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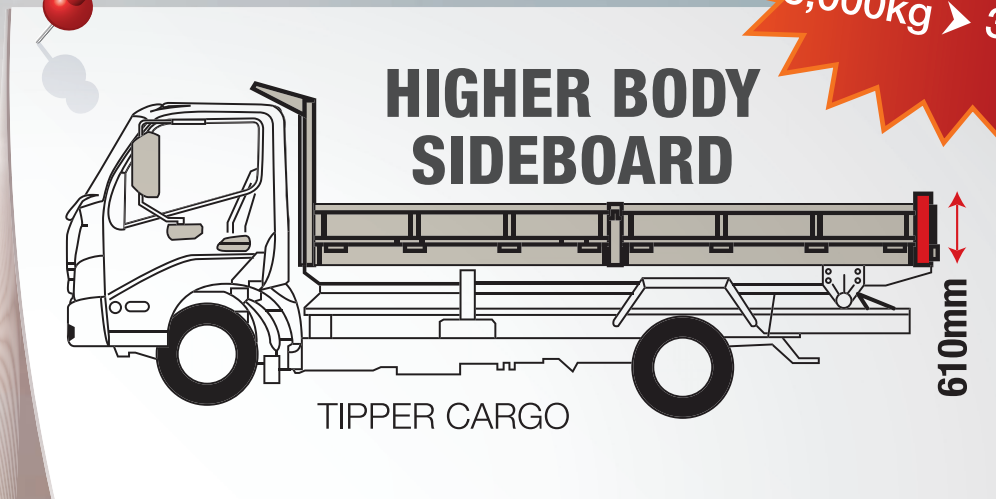
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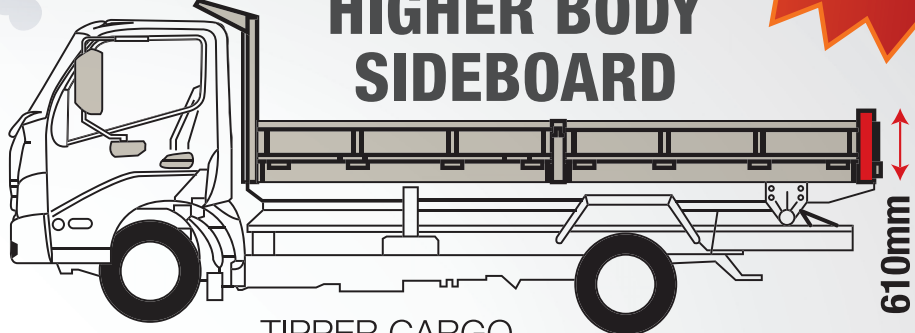
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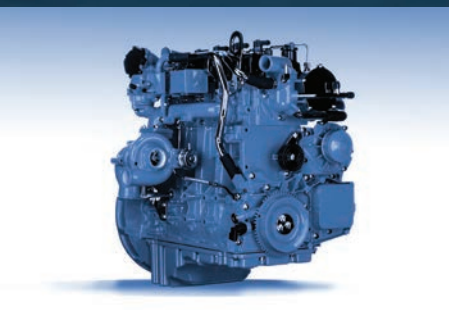
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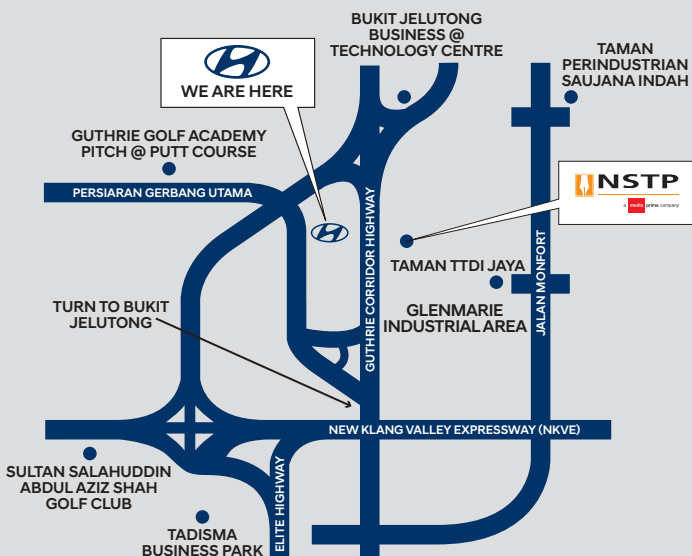
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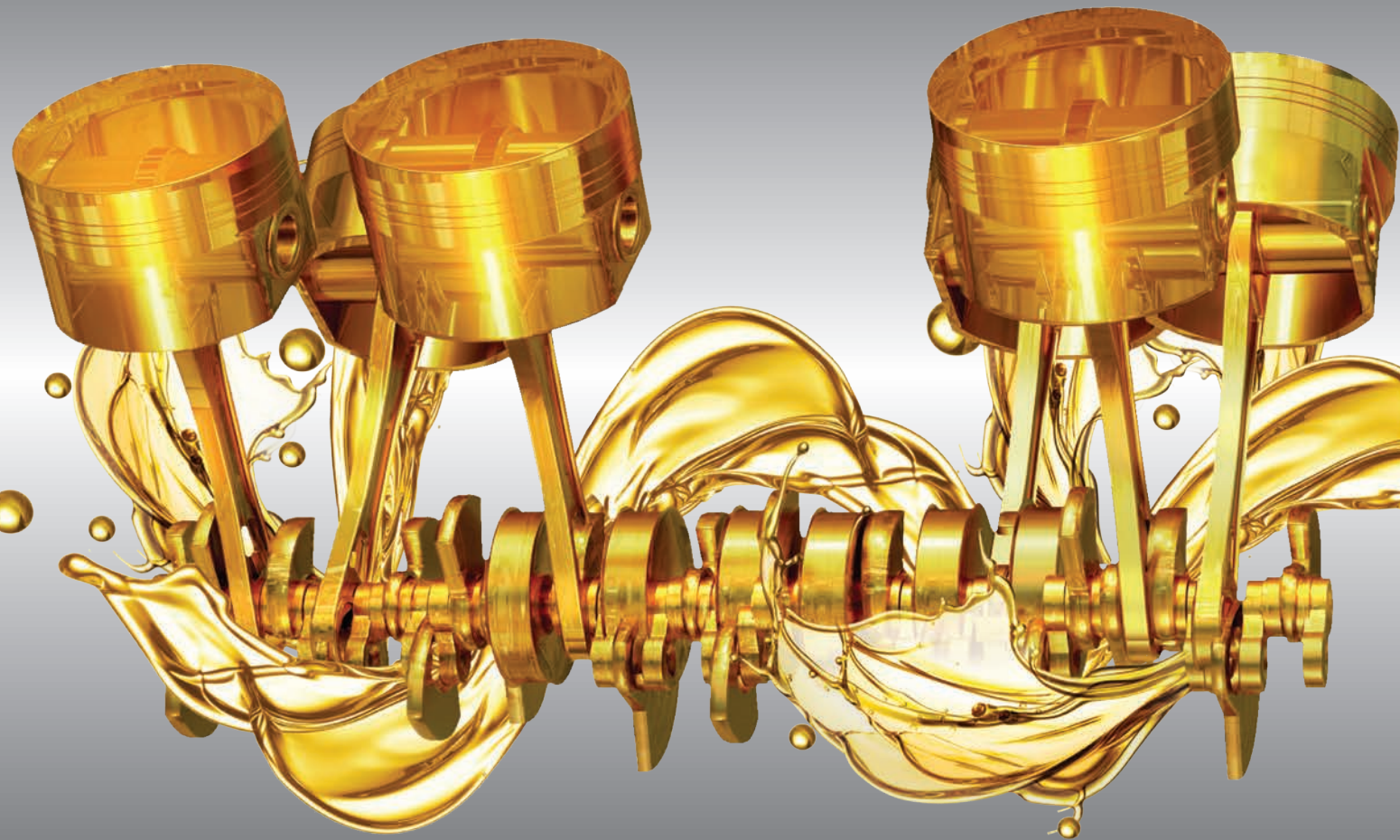
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The Rewards of Hard Work



Most of us will have to work, or engage in what is called a gainful employment. One may argue that this is purely for the sake of making money to pay bills. But is that really true? For myself, yes, to a certain extent I would have to see work as purely that: a means to an end to be able to service loans, pay bills and be able to go out and have some fun. However, a lot of rewards for me also come in the shape of recognition and positive feedback. I was at the recent 30th Anniversary of PMLOA and handed out only two business cards to people that I hadn't met before. Everyone else knew me, had seen me just a few days ago or is in touch with me via various channels. It felt good to be recognised. As Ian Tan put it during our Scania Safety Briefing: Truckers are the unsung heroes of our economy. Perhaps it isn't so much about how much they earn, but how much they are being recognised as one of the integral parts of society.

The biggest motivational boost for me came in September. It was at the MPAS Awards night where Asian Trucker won the award for the best cover for trade publications. It was a stunning night during which we were called upon stage to receive our trophy, a recognition that we are not just some niche group of people, but serious players among established and much bigger publishers. While I was handed the trophy, it is only too clear that this win is attributed to the effort of our entire team and for that I am grateful.

Hino also had some good reason to celebrate. Having been present in Malaysia for some 40 years now, this is clearly a testament to their product quality and customer centric approach. During the celebrations they also gave away awards to staff. The one that stood out the most was for 40 years of service with the company. That's right! There you had a staff member, typically working in the background, that has been with the company since day one. Although it was an anniversary for the entire company, I think it was his night as he clearly stood out as someone not looking for what some might call a better offer.

Funnily enough, when I see Facebook posts that talk about accidents involving commercial vehicles, people are quick to condemn the drivers of the trucks. However, when we invite the persons commenting to a safety briefing for our Asian Trucker Drivers Club members, they don't show up to see how safety conscience many pilots of big trucks really are. This month we had the third such session. Truckers came to learn more about how to best drive a truck in a safe way. I was very happy to see two other colleagues from the media to take an interest in this and hopefully they will report on the activity too.

We have also conducted another survey among our readers and I appreciate all the feedback that we have gathered. Obviously, I would

think that the magazine we put together is the best ever. A reality check once a year helps to ensure that we give you what you really want us to produce. Asian Trucker cannot exist in a vacuum and I feel rewarded to see that many of you commented positively the work we put into the magazine. Many have commented that we should get more involved in road safety. This is encouraging as I feel it is a worthy cause to fight for. However, we still depend on help from the industry to do so. Again, the reward comes in the shape of tireless efforts that our partners put into co-hosting the events with us. It would be great to see more companies putting up their hands to pledge support to these activities though.

This issue of Asian Trucker is also one of the thicker ones we have produced. I am glad that many of you are willing to help us with content and contributions. Please continue to let us know about what is happening in your company so we can report about it. Of special interest are those stories where you made an effort to improve the business and were rewarded with awards, higher profit or mentions in the media.

Drive safe and keep up the good work!

Sincerely yours,

Stefan Pertz
Editor, Asian Trucker Malaysia



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MAN Continues Charity Drive

With MAN's drive to support those in need, everyone is a winner as they decided to donate the prize money from MCVE's Best Booth Design Award to two organisations that help children.



rise and that it takes some special care to ensure that the children will be able to integrate into society later on. Ideas focuses on the poorest families with a household income of under RM 3 000 per month. "If one of the parents has to give up work to be able to attend their autistic child, the family will be burdened even more. To ensure both parents can work full time, our center is open until the late afternoon," Jansen said. The donation to the centre came as a welcome gift as there is a growing number of children being autistic while many organisations compete for funding of their noble causes.

The second stop was at a foster home just down the road from MAN's HQ in Rawang. Mrs. Christina Soosai cares for a group of some 20 children in the Ephratha Home, No. 42, Jalan Pelangi 16, Taman Pelangi. She sees it as her duty to ensure that the kids lead a good life and she insists on them only leaving after they have turned 21. During our visit she recounts many occasions, during which the situation seemed very dire, but somehow "There is always some angel that shows up to support us. One time a Chinese man came to me to have a chat, following which a newspaper came to interview me. That in turn led to many donations to pour into this place. I don't know the name of the Chinese man, nor his story or reason for what he did." Offloading buckets of KFC lunches, the children feasted on their treat while MAN staff unloaded a truck-load of groceries and supplies for the home.



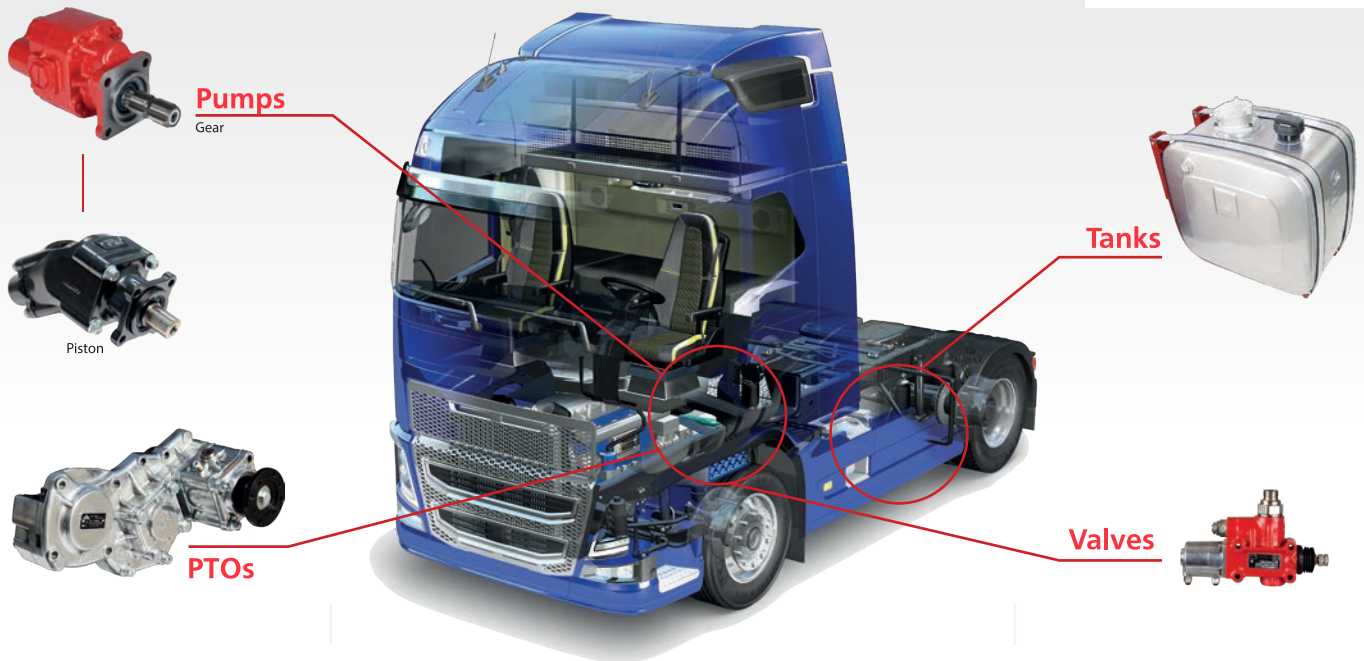
When asked about the selection criteria for the two homes, Mueller explained: "We chose these two organisations because we see it as our obligation to help young people, be it orphans or those with disabilities, to be able to make it in society. This is the same donation activity we have done two years ago. Apart from that, we will also continue to look out for other organisations that need help and will make our decision based on which has the more critical need." **F**

Following the activity during the Ramadan month, whereby MAN Bus & Truck (M) Sdn Bhd's Managing Director Hartmut Mueller handed out food packets, the management of the German brand continued to do good with visits to two homes that focus on the needs of children. This year's winner of the Best Booth Design Award at MCVE

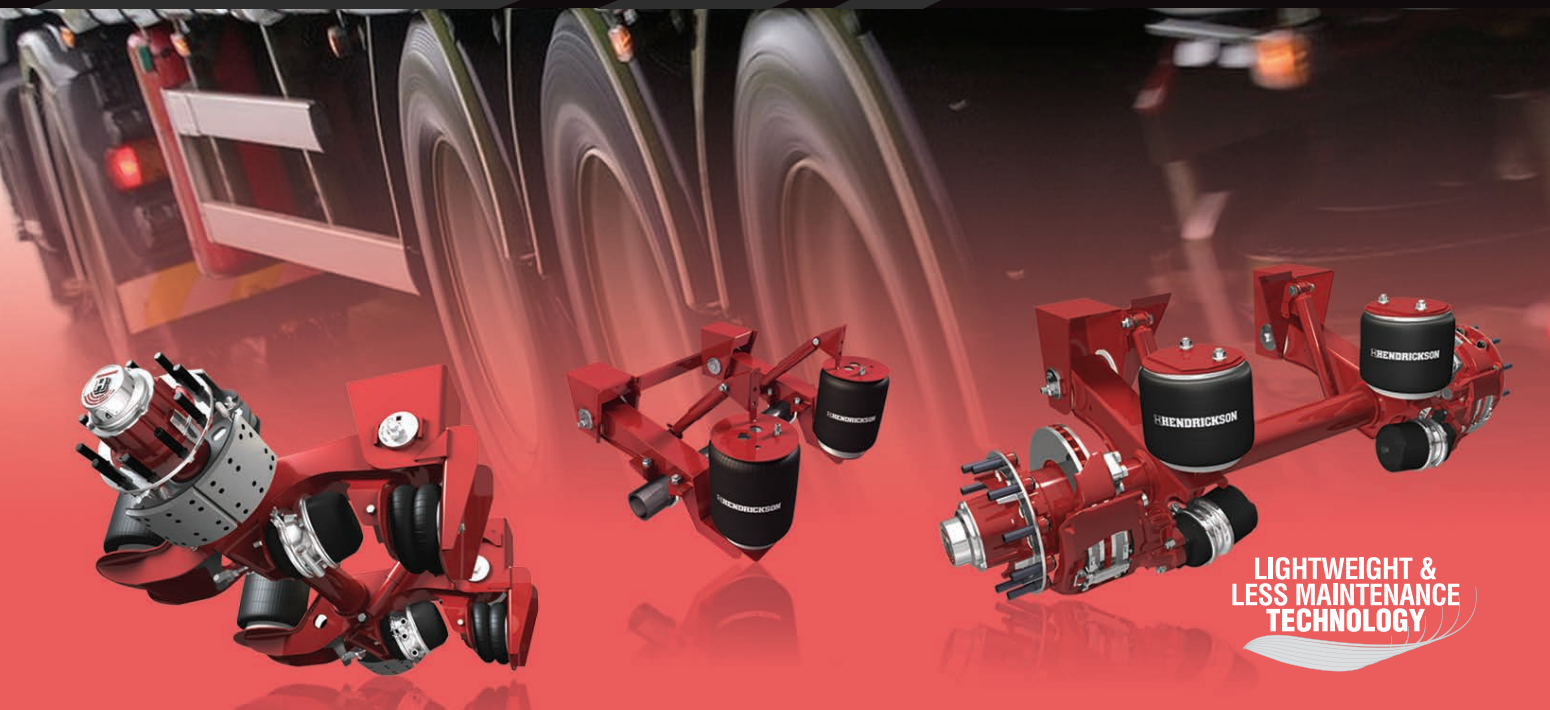
2017 decided to donate the prize money so that more people can share the joys of having taken home the coveted award.

The first stop was at the Ideas Autism Centre, No. 9, Taman Bukit Templer, Selayang Baru. Meeting with Sanne Jansen, Development Manager IDEAS, it was learned that Autism is on the

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Integrated Logistics Solutions Receive HINO Trucks

Asian Trucker brings you all the details of the truck handover ceremony between HINO and Integrated Logistics Solutions.

are value for money with high QDR, "high after-sales support" and various "customer orientated activities" in order to leverage "two value" which "maximise vehicle up-time" and "minimise vehicle life-time cost" as our fundamentals."



Addressing the needs of ILSSD, Iwamoto explained that ILSSD, being one of the pioneers in the logistics service industry for more than 40 years, maintaining customer's confidence and satisfaction is vital for the operation of ILSSD. This explains why safety is a major priority to them. Since ILSSD provides services ranging from warehousing to forwarding, haulage and cold chain solutions, they will need a reliable truck brand that can help minimise breakdown issues, reduce operating cost and ensure a safer working environment and operations.

On the bright sunny morning of 3rd October 2017, Integrated Logistics Solutions Sdn Bhd (ILSSD) received their latest batch of HINO trucks at the ILSSD head office in Subang. A mock key was handed over to ILSSD to represent the handover ceremony. Speaking at the event was Dato Wan Ariff bin Wan Hamzah, Chairman of ILSSD. In his speech, he mentioned that the purchasing price and after-sales service are the driving factor, though not the only factors, that pushed the company towards purchasing HINO trucks. With those criteria satisfied, it was a no-brainer according to him that HINO trucks would be selected as the final choice.

"We could not agree more that a quality vehicle in terms of safety can prevent harmful incidents, especially uncontrolled skidding. This includes specific safety features such as ABS for more effective braking. On top of that, some of HINO's current generation trucks' line-up comes with the latest Euro 3 compliant engines and upgraded common rail technology in the engine for better fuel efficiency, and better manoeuvrability."

Also present at the handover ceremony was Mr Ken Iwamoto, Managing Director of HINO Motors Sales (Malaysia) Sdn Bhd. In his speech, Mr Iwamoto expressed his gratitude towards ILSSD for trusting HINO yet again to fulfil their operational needs. "We, at HINO, always believe that the development of our customer's business will lead to the people's growth and well-being living in Malaysia. For that, we at Team HINO, have been working on the contribution to the expansion of our customer business. We have done so by providing "best fit products" which

Adding on the safety features of HINO trucks, Iwamoto stressed that with the new implementation by UNECE requiring all vehicles to have specific features, HINO is taking a quick step by being the first to comply with the new regulations ahead of its implementation. "The newly launched HINO 300 series, HINO 500 series and HINO bus have been enhanced with safety features in line with government regulations in an effort to reduce accidents involving trucks and buses."

Iwamoto ended his inspirational speech by sharing his resolution to continuously improvise their products and services to deliver the best of what the customers need. In line with their 40th anniversary this year, HINO looks forward to provide better customer service and total support because "in the end, it's our customers that we care about." **T**

“ TRUST AND CONFIDENCE IN DONGFENG TRUCK, IN TANDEM WITH ITS EXCELLENT AFTERSALES SERVICE, ALLOWS US TO FOCUS ON PEOPLE AND BUSINESS DEVELOPMENT ”

DATO' K.K. ONG
JASA BUMI LOGISTICS SDN BHD



*Dato' K.K. Ong and En. Azmir Yahya
 (Directors of Jasa Bumi Logistics)*

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Second Stage for Foton's and Cummins' China Super Truck

Foton Motor signs a Cooperation Memorandum with Cummins at the U.S.-China Energy Efficiency Forum and launches the second stage of the "China Super Truck" program

On October 13, 2017, The 8th U.S.-China Energy Efficiency Forum was held in Denver, Colorado, US. At the forum, Foton Motor and Cummins signed a Memorandum of Green Power and Smart Truck Cooperation Development Project, which indicates that Foton Motor and Cummins will launch an in-depth cooperation in tackling global climate change under the consensus of boosting energy-saving, low-carbon and green development, and also marks the launching of the second stage of the "China Super Truck" program.

This new cooperation aims at performing in-depth cooperations in green energy sources, that is, based on the advantages of the both sides in technologies and resources, using new energy-saving technologies to complete the optimisation of the powertrain system and vehicle integration, reducing fuel consumption and enhancing transport efficiency, creating globally-leading green smart trucks to comply with the trend of green environmental protection and practice the requirements of US-China clean energy cooperation.

Since 2008, when Foton Motor and Cummins established the joint venture, engines produced by Foton Cummins have covered light-duty and heavy-duty engine series, with emission standards meeting the requirements in

the globally strictest emission-related laws and regulations, Foton Cummins engines can meet Euro IV, Euro V and Euro VI emission standards.

ISG super powertrain is Cummins' exclusive powertrain for Super Truck. Its outstanding intelligent technology and high-efficiency fuel-saving advantages contribute to it being a global mainstream primary powertrain for high-end heavy-duty truck. FOTON AUMAN EST and EST-A heavy duty truck which are equipped with ISG super powertrain, can reduce fuel consumption and carbon emission and enhance transport efficiency sharply.


FOTON AUMAN EST series will be launched in Russia, Peru, Thailand, etc. this year, which has been researched and developed for 4 years with European standards, based on research and development advantages of Beijing Foton Daimler Automotive Co., Ltd. (BFDA), matched with Cummins ISG exclusive powertrain, and integrated globally top-level commercial vehicle core supply chains including Cummins, ZF Friedrichshafen AG, Wabco, Continental, etc. Leading the trend of the Chinese truck with scientific and technological breakthroughs, FOTON AUMAN EST series has become China's real first-generation Super Truck.

In addition, Foton Motor allied with globally top-level supply chain systems



to establish "China Intelligent Connected Super Truck Alliance", aiming at generating the construction and development of smart traffic and smart cities on a global scale, through intelligent interconnection automobile products.

The signing of the Memorandum on Strategic Cooperation of green power and Smart Truck indicates that the second stage of "China Super Truck" program is launched formally. Its target is to reduce fuel consumption up to 15-20%, decrease carbon emission up to 20% and enhance transport efficiency up to 50%.

Foton Motor, as the backbone force of China automobile industry, with the characteristic of "green, high efficiency, safety and intelligence", will cooperate with Cummins to provide green super powertrain and intelligent Super Truck for the global commercial vehicle market, as well as showing the strong power of "China Intelligent Manufacturing" in the world. 

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RUD Equipment gives Steelbro a Safer and Stronger Lift



A trailer with this capability calls for superior componentry. A key factor for the sidelifter is that the lifting gear can safely lift and support a load of up to 45 tonnes.

The Steelbro SB450 sidelifter is a rugged unit, built for heavy loads, harsh environments and a high number of lifts per day. Only the highest quality and most durable transport equipment will maintain longevity in these conditions.

"RUD Lifting systems was a natural first choice for us as a supply partner," Steelbro Engineering Manager, Mike Parker explains. "Their lifting gear offers superior wear and resistance and maximum safety without compromising strength. We focused on introducing a number of new high tech, high quality improvements to the following lifting gear components: G-pin master link, chains, chain shorteners and lifting lugs. This equipment has been successfully introduced across the full sidelifter range."

In the chain gang

Chain slings are the preferred choice for many crane applications as well as sidelifters. Wire rope slings have been used by some manufacturers. Although considered

lighter than chain, wire rope is often more rigid and less easy to handle. Other manufacturers have used fibreglass slings which can also be lighter and less noisy.

However, chain is widely considered to be a safer and more rugged alternative with a life expectancy of 5-10 years. Designers at Steelbro are mindful of the latest innovations and techniques and maintain that rope and fibreglass can be more susceptible to damage in a typical sidelifter application. A visual inspection would be needed before each lift.

Chains are also more flexible and are easily stowed in the chain tray. Using the special chain shorteners, containers can be double stacked. This is a huge benefit for operators when space is at a premium. Chain is also easier to inspect for damage.

Linked to success

RUD is recognised world-wide as the market leader of lifting systems. It is proud of its long and successful history and being active worldwide for over 140 years. This family company has a manufacturing facility and head office based in Aalen, Germany. Over 1 700 employees work in their production facilities and sales offices worldwide to produce chain systems and lifting gear components. The company has a strong reputation for superb design, rigorous internal testing and quality control systems. It thinks in terms of processes, not products. Conceptualisation, development and manufacturing of sophisticated products have been RUD's core competences for decades.

Among the lifting gear components, the latest Steelbro sidelifters are equipped with 16mm ICE chains as standard. These chains offer higher lifting capacity, despite being relatively small and light, with up to 60% higher working load limit than grade 80 chain.

RUD lifting systems offer superior wear and resistance and provide multi – directional load and lift options which maximise safety without compromising strength. The ICE range has a longer life due to special heat treatment and patented material.

Chains offer greater protection against corrosion. They are tested in accordance with the highest specification standards i.e. PAS 1061 for improved resistance to stress and minimal corrosion cracking.

Superior alloy and RUD special heat treatment procedures improve surface hardness to significantly increase life.

Azlin, the Workshop Foreman at Steelbro Malaysia has been with the operation for almost 20 years. In his years working with Steelbro technology, Azlin has handled some of the most complicated repairs, building up valuable experience and knowledge. He says that the latest lifting gear is lighter, easy to use, easy to install and robust. "The feedback from our customers has been positive. They like the fact that the gear is not heavy".

Joining the boxes

Steelbro light weight container joiners allow the sidelifter to lift and transport 2 x 20' ISO containers simultaneously.

The light weight joiners can more easily be lifted into position. They weigh in much lower than previous joiners whilst achieving the same rated container weights. The old 20mm grade 80 chains were 50% heavier than the latest RUD ICE chains. Lighter chains become popular with users, and they can impact tare weight favourably. **F**





Scania Crowns Top Team Malaysia 2017-2018 Winner

Scania, a leading global provider of sustainable transport solutions recently concluded the Top Team Malaysia 2017-2018. This biannual competition to find the best service team saw the team from Scania Malaysia Ipoh Branch crowned champion.

The team of five known affectionately as “Pendekar Penyu” led by Mohd. Faizal bin Abd. Aziz had undergone rigorous training for months prior to the competition. “To win this leg of the competition, we had to ensure our technical skills were top notch and no doubt that this would then be transferred to our daily tasks in servicing the vehicles,” said Mohd Faizal.

“The most interesting part of this year’s competition was the info stations on sustainability, particularly the autonomous vehicles system. We were excited by the thought of us learning about such futuristic systems and are looking forward to working on such vehicles,” he added.

For the very first time, info stations were set up at the Top Team event with its main focus on Sustainability. Championing sustainable transport solutions gave first-hand insight to the Top Team contestants on fuel-efficient technologies, alternative fuel & electrification technologies and safe & smart transport solutions such as the autonomous vehicle systems.

“With the rapidly changing transportation industry, business owners are continuously looking at various ways to increase productivity and maximising profitability.




Scania continues to be ready to help our customers achieve that,” said Marie Sjödin Enström, Managing Director for Scania Southeast Asia.

“The Top Team Competition this year continues from previous years in enhancing the service skills of our service personnel. The technician’s work in maintaining the uptime of Scania vehicles will contribute to sustaining the growth of our customer’s business,” she added.

The Malaysia’s Scania Top Team competition is a national competition programme. Five local teams were put through theory and technical challenges, and judged on their competency in areas such as logistics, methodology and technical knowledge. At the same time, team discipline and the ability to work under pressure were also measured.

Scania Top Team developed from a national training event in Sweden into a global competition programme is held once every two years. This year is the 10th instalment to be organised at an international level, involving more than 8 000 participants from 65 countries.

The winning team from the national league will represent the country at the regional competition in September 2018. From the five regional leagues held around the world, 10 teams will be selected for the Top Team World Finals, which will be held in Sweden, where teams will compete for the total prize amount of 100 000 Euros. 



Bus & Truck Expo Concludes 14th Instalment

Long-running exhibition sees new participants and wowed crowd with new solutions.

Held in the Bangkok International Exhibition Centre 2nd to 4th November, the Bus & Truck expo, organised by TTF International Co Ltd, the show saw new participants join the event while others boosted up their presence. Mercedes Benz presented a bus chassis alongside their Actros, which is now gaining popularity in Thailand. Interested visitors could take the Actros for a quick drive around the exhibition hall to get a first feel of the handling. Also present were Hino with their Victor and 700 Series. New to the show was Foton, which showcased a number of their vehicles.

Speaking to Kazuhiko Maeda, Sales & Customer Service Manager of Trex Thairung Co Ltd, we learned that the Japanese company is seeing a lot of potential in Thailand. "We have been in operation here for some three years. Previously, we missed this show, but now we are here to make an impression". Their featured trailer was the Wing Van Body. According to Maeda, this type of truck body is the most popular in Japan and he hopes that the Thai market will also adopt it. "For the power source for

opening and closing the wings, the company has opted for the most trusted Japanese brand in hydraulic motor systems. "This is to enable the entire system to be highly durable, capable and reliable," Maeda explained.

Being one of the main sponsors, Caltex also took to the stage to provide technical insights. In daily presentations visitors could learn about lubricants and how top-grade products can help improve their businesses.

Lighting up the night sky under a full moon were some 20 "Crazy-Trucks", rolling nightclubs that shook the ground with pounding bass. The gathering of these highly customised trucks was organised and witnessed by enthusiasts that organise an annual light and sound show in connection with the exhibition. Asked about the most favourite chassis for such trucks, we were told that Isuzu is in the lead. This is evident when looking at the huge logos emboldened on the chassis for everyone to see the pride of the owner and driver. **T**

Shell's Partnership to Lower TCO

Shell Rimula steps up efforts to raise awareness on the dangers of underestimating the importance of lubricants on total cost of ownership (TCO) that are costing fleet owners millions of ringgit.



Shell Lubricants GM
Baljit Singh

It was a day of learning and networking when Shell's distributors came together in Sibiu. At a one-day technology conference held in conjunction with the 2017 Shell Rimula Night, insights from the results of an international survey conducted among decision makers in the fleet sector in eight major countries all over the world were presented to more than 500 participants. This survey, commissioned by Shell Lubricants and

conducted by independent research firm Edelman Intelligence, polled 395 decision makers in the Fleet sector in 8 countries (Brazil, Canada, China, Germany, India, Russia, UK, US) from November to December 2015. The survey revealed that many companies underestimate the potential savings from effective vehicle and equipment lubrication. Instead, lubricants are often the first to be affected when cutting costs.

More than half the respondents admitted errors in lubrication had led to costly breakdowns. One in three believed that unplanned downtime has cost them more than RM 435 000, while one in five said that they lost more than RM 1 million over the last three years.

Damon Chan, Shell Rimula Brand Manager, Shell Malaysia Trading Sdn Bhd, who was present at the event said that the Shell Night had been a success for many years running. "This is about celebrating our partners. We also see that distributors want to take an active role in contributing to our success and as a result, we have incorporated much more information sharing into the program." Chan further said, with understandable pride, that Shell has been the world largest lubricant supplier for 11 years in a row now. The theme for the day was "Together, anything is possible".

During the presentations, Sng Miah Thye, Technical Manager Malaysia / Singapore, discussed the current trends in truck design affecting the development of lubricants. In his presentation he showed that drastic changes to the fuel injection systems, turbo chargers and the fast improvement of after treatment systems require lubricants to be formulated differently. For instance, the use of Urea as well as down-speeding of modern engines have an impact on how lubricants behave inside the engine. Furthermore, new, cleaner fuels like LNG, Hybridization and reduced Sulfur contents are other aspects that need to be considered when



Shell Lubricants GM Baljit Singh with the big winners of the 2017 Shell Rimula Night




lubricants are being made. Participants learned about the challenges faced when developing new formulations, fit to meet requirements of modern engines. For example, a thinner oil will result in less wear-protection, while more dispersant will result in more sludge. "The trick is to find the right balance and to adopt our products to many various applications, Sng said. In his summary he stated that lubricants are best developed in partnerships. Even for the latest engines requiring low viscosity ratings, Shell will be able to provide the right product.

With fuel costs amounting to as much as 39% of total fleet operating costs, most fleet operators tend to turn to cheaper lubricants as a short-term solution. Lucas Wong, Lubricants Technical Advisor, explained in detail, what contributes to the fuel consumption of trucks. While only two percent of overall cost in a fleet operation can be attributed to lubricants, significant changes can be achieved using the right oils. For instance, fuel consumption can be reduced using the right lubes, whereby fuel cost typically contributes around 37 percent to the overall cost of running a commercial vehicle fleet. Using high quality lubricants also reduces the risk of costly breakdowns and downtime. "These are all good reasons to opt for Shell products," Wong said.

According to Shell Lubricants General Manager – Malaysia & Singapore, Baljit Singh, as the most preferred HDDEO brand in Malaysia, the onus was on Shell Rimula to repay the trust of its customers by closely working with them to make better decisions on lubricants.

Singh stressed that while higher quality lubricants comparably cost more, in the long run, it would be more cost efficient by reducing breakdowns and downtimes. "It is all about making smart decisions. Firstly, always choose the right lubricant or grease. Secondly, implement effective lubrication management as even the best lubricants cannot perform if they are not managed properly. This means right storage and handling. Always ensure the right place, time, amount, monitoring and training for staff," he added.

Attending the event was a representative of the Sarawak Oil Palm Group. He said that "The seminar was easy to follow, yet highly insightful. This is my first time here and I hope to be invited again."

At the 2017 Shell Rimula Night, eight lucky customers were announced as winners of this year's Shell Rimula Global Promotion. They were Han Fatt Yen, Ngu Tien Ching and Tie Teck Ngiet from Miri, Sarawak; Ko Ing Kong and Simon Ling from Sibu, Sarawak; Matthew Chai from Kuala Lumpur; Tan Kui Min from Sandakan, Sabah; and Teh Kar Chun from Subang Jaya, Selangor. They won an exclusive all-expense paid VIP trip to Shanghai, with the highlight being a special discovery session at the Shell Shanghai Technology Centre (STC). 



SPAD LPT Symposium 2017

The annual symposium by SPAD wrapped up successfully with great expectations for the future of land public transport.

Malaysia has recorded significant achievements in the land public transport sector since it was identified as a key agenda under the Government Transformation Plan (GTP) in 2010, through the Inclusion of Urban Public Transport through the National Key Results Area (NKRA).

On a related matter, many Malaysians visited the two-day land transport exhibition held at Kuala Lumpur Convention Centre which saw the Honourable Prime Minister of Malaysia deliver a keynote address. The SPAD-organised event saw the participation of experts, thought leaders and delegates from China, South Korea, Japan, Germany, United States and the United Kingdom, just to name a few.

Dato' Sri Hajah Nancy Shukri, Minister in the Prime Minister's Department in her keynote speech during the SPAD LPT Symposium 2017 Gala Dinner emphasised the Government's commitment to its mandate to drive transformation in this crucial public service segment.

"Since SPAD's inception in 2010, the Commission has rolled out various initiatives aimed at establishing a more user-friendly, planned, integrated, affordable and sustainable land public transport system. Taking the example set by other developed countries, it is clear that world class

land public transport truly empowers and improves the quality of life for citizens in urban and rural areas."

She continued that in a quest for Malaysia to become a high-income nation, many traditions and practices need to be revised in order to ensure sustainability and greater efficacy in our everyday business-relations. "A changing climate, our rapidly growing population and the scarcity of resources are just a few of the challenges we face today. But these challenges have also presented us with the opportunity to re-design and build a more 'rakyat-centric' connectivity of the future.

In line with the Government's vision of transforming the Land Public Transport sector to raise the liveability of our cities and the quality of life through

the creation and operation of a land public transport system that is modern, efficient and reliable, we want to see outstanding operators continue to adopt innovative approaches in solving challenges to raise service standards within the industry."

SPAD was also honoured with the first ever International Best Practices Award for Transportation Innovation, Reform and Multi-Modal Planning by the International Association of Transportation Regulators (IATR). The award was presented by Matthew Daus, board member of IATR to SPAD Vhief Executive Officer, Mohd Azharuddin Mat Sah. Daus complimented SPAD's efforts to formulate coherent policies and implement national reforms from a previously fragmented land public transport landscape.



Isuzu Malaysia Appoints New Chief Executive Officer



Isuzu Malaysia's CEO
Koji Nakamura

Isuzu Malaysia Sdn. Bhd. (IMSB) has recently appointed Koji Nakamura as its new Chief Executive Officer. He will be overseeing all operational aspects, including sales, after sales and finance.

Revealing the appointment, the exiting CEO, Kenji Matsuoka, said, "Koji Nakamura has years of extensive experience, which include strategic planning, sales and operations, in addition to helming diverse leadership roles in the competitive automotive industry. I am delighted that I will be passing over the reins to someone with such excellent aptitude, high optimism and fresh perspective to lead this organisation".

Kenji Matsuoka has held the position of CEO since 2015. During his term, Isuzu Malaysia saw great improvements, from previously being ranked at No. 7, to No. 6 in Malaysia's top automotive company by volume. Under his direction, Isuzu successfully maintained its position as the No. 1 preferred truck brand in Malaysia. The Isuzu D-Max's market share also saw a positive

improvement of 3.8 percent, from 10.9 percent to 14.7 percent, in the past year.

"Throughout my tenure at Isuzu Malaysia, the company has experienced immense growth for which I am tremendously proud of", Matsuoka said.

The dynamics of the current Malaysian automotive market is set to pose a welcome challenge for Koji Nakamura. Recently, Isuzu Malaysia boldly introduced their flagship Isuzu Service Center located at Shah Alam, despite the market's challenging conditions of late.

"There are always opportunities to grow the business in any economic climate. I believe that my team is capable in realising our vision and subsequent growth in the coming years. My task at hand is to focus on improving our operational best practices, as well as intensifying vehicle sales", he added.

Nakamura's vast experience spans more than 25 years, which also includes a leading management role in Isuzu Asia Pacific. Furthermore, he has extensive knowledge and understanding in managing various different markets, especially in running large automotive markets such as India and Thailand.

Aiding him will be Mikio Tsukui, COO for the Commercial Vehicle Division, and also Masayuki Suzuki, COO of the Light Commercial Vehicle Division.

"I am very excited to take up this new challenge. I have been privileged to manage automotive business units on a global scale, and I will do my very best to bring Isuzu Malaysia to the next level in the local automotive industry", he said. **TR**



PMLOA Celebrates its 30th Anniversary

The joyous occasion was marked by a Gala Dinner which saw a full house. Government representatives, suppliers, transporters and fellow members of the association flocked to the event to pay tribute to the hard work done by the association.

The President of Pan-Malaysia Lorry Owners' Association (PMLOA) Mr Jong Foh Jit in his speech welcomed and thanked Dato' Teng Chang Kim, Special Representative of Deputy Minister of Transport Datuk A Aziz Kaprawi and President of the ASEAN Trucking Association, Mr Yoo Chien Yuen Yong Pong before proceeding with the festivities. Held in the Setia City Convention Centre, the banquet hall was fully occupied while a mini-expo in the foyer hosted numerous suppliers to the industry.

Ministry of Transport, Director of Strategy and Communications Lieutenant Colonel Sahiri Meor Ban, (Principle Private Secretary to Deputy Minister of Transport), SPAD, Manager for Freight Division, Tuan Syed Mohd Rhazes Bin Syed Hussein, Organising Chairman Mr Ng Yoon Kin from Selangor & Kuala Lumpur Trucking Association were also present.


"As you know, today we are celebrating the 30th Anniversary of PMLOA. But the Association is older than you thought. The association was founded in 1979. And due to some technical issues, the association was asked to re-register again with the Registrar of Society," Jong said in his speech.

Over the years, PMLOA has been an important platform to establish communication between the trucking operators and various government agencies. It is through constant communications that the truck operators will continue to thrive under the agencies regulation, and government

policies would not have negative impact on our industries. I believe that we can forge a closer relationship by having more regular meetings and policies review with related government agencies.

Besides that, PMLOA achieved another milestone in 2016. "We officially joined the ASEAN Trucking Federation to become part of the forces in the ASEAN arena. It is now an association body that will represent Malaysia in cross-border transportation between ASEAN nations. With trade globalisation rapidly developing, the demand for trucking will continue to grow on the national and ASEAN level," Jong elaborated.

And as technology become more advanced, the trucking industry should embrace such technology to become more competitive. Technology such as Broadband connectivity, Big Data, Artificial Intelligence and autonomous trucking technology were among those he mentioned. In his view, it is the government should be the main driver to encourage technology adoption by the trucking companies.

A lucky draw that night saw Mr Ng Chong Hian from Kian Hon Tyres Sdn Bhd winning an I-Pad Pro. 





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Smart Cities Asia 2017, A Third Consecutive Success



Asian Trucker, as media partner, brings you the highlights of Smart Cities Asia 2017.



Continuing with the conference, the panel discussion moderated by Saibal Das Chowdhury, hosted Dr Jung-Sung Hwang, Dr Dirk Schwede and Dr Reuban Ng talked about the latest technology trends and the most innovative urban design principles and policies. As experts in their field, they shared with the audience what will be required to progress as a truly smart city of the future.


The Smart Cities Asia 2017 (SCA) was held on the 2nd and 3rd of October 2017 at the Kuala Lumpur Convention Centre. The event, comprising of a conference and exhibition saw many participants from all over the world interested to bring a change to the future. Organised by Knowledge Group of Companies and co-organized by Intel, the SCA conference aims to be the intersection between urban planning, technology, governance and citizen involvement to address the modern challenges of cities. The conference carried the following themes:

- 1) Smart Development: Building for a greater generation
- 2) Smart IOT: City beyond technology
- 3) Smart Mobility: Moving fast forward
- 4) Smart Citizens: Integrating the people
- 5) Smart Energy: Transformation towards efficient energy
- 6) Smart Water Management: Securing the future of water
- 7) Smart Waste Management: Adopting sustainable practices

The conference started with the signing of a Memorandum of Understanding (MoU) between Kivitech and Chulia Facilities Management and Smart Facilities Management Collaboration. The event progressed further with the opening remarks by the Chairperson Jungwoo Lee, Director, Centre of Work Science, Yonsei University, South Korea.

Further on, the pinnacle of the conference for the first day was named The Grand IoT Debate: Evangelist vs Devil's Advocate. For this debate, two experts namely Maksim Pecherskiy, Chief Data Officer of San Diego City and Vladimir Bataev, Smart Cities & Innovation Funding Expert of ZAZ Ventures and Advisor of Smart Cities Asia battled it out as they dismantled and analysed the pros and cons of IOT and Smart Cities.

Last but not least, Dr Soo Hong Noh, a professor from The School of Environmental Engineering of Yonsei University, South Korea shared his experience of transforming the Cheonggye River (Cheonggyecheon) in Seoul to what it is today. From a traffic-filled expressway at the heart of the city to a must-see tourist attraction and a popular public space among the locals to unwind, the progenitor of the project shared his story and amongst them, the canal in Canada that inspired him to transform the Cheonggyecheon.

In conclusion, SCA managed to raise awareness for the urban planning of cities all around the world while ensuring sustainability in various aspects. Increased concern and interest by the public was evident with the attendance at both the conference and exhibition. 

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Events & Exhibitions

MEGA CARGO SHOW 2018

Date : 23 January 2018 – 24 January 2018
 Venue : Bombay Exhibition Centre, Goregaon
 Contact Info: +91 – 9892862423 / fairplay@exim-india.com
 Details : The focus of the event is to bring all those connected to the cargo, shipping, ports and logistics fraternity on a single platform. Leading speakers/panellists, top delegates and prominent companies from all over the world will be participating in the event which will provide both a national and global perspective on the trends and issues in the sector and the direction it will take in the time to come. The industry gathered under one roof will also make for a fabulous networking opportunity.

DHAKA MOTOR SHOW 2018

Date : 22 March 2018 – 24 March 2018
 Venue : Bashundhara, Dhaka
 Contact Info: +880 – 2 – 55040848-65 / contact@cems-motorshow.com
 Details : This is the biggest and only International Exhibition on Automotive, Commercial Vehicle, Bike & Auto Parts sector in Bangladesh and will be a one-stop platform to showcase the latest developments and emerging technology for automobile industry. This event will promote the Bangladeshi & world automobile and auto-component industry which will reveal the country's rapid developments in this industry and will also be a launching platform for many new vehicles as well as new technology components.

TYREXPO AFRICA 2018

Date : 10 April 2018 – 12 April 2018
 Venue : Gallagher Convention Centre Hall 2, Johannesburg
 Contact Info: +65 6403 2544 /angela.huang@singex.com
 Details : Tyrexpo Africa 2018 is the only dedicated trade exhibition for Africa's Tyre, Automotive Repair & Maintenance, and Tyre Accessories market, where over 3,000 industry players from Africa and the surrounding regions will converge on a single platform, to exchange ideas, expertise, products and innovations within the ecosystem.

KOREA MAT 2018

Date : 17 April 2018 – 20 April 2018
 Venue : Korea International Exhibition Centre (KINTEX), Korea
 Contact Info: +82 – 2 – 785 – 4771 / gskim@kyungyon.co.kr
 Details : KOREA MAT 2018, Korea's biggest logistics exhibition covering materials handling & logistic services. KOREA MAT 2018 is the best platform to initiate or expand your market share in Korea as well as Asia-Pacific Region.

1. PARTICIPATE if you want to meet key actors from related industries as they gather to attend the various seminars and conferences organized.
2. PROMOTE your products and your technology
3. ARRANGE meetings with Korean Buyers through the "Online Buyer 1:1 Matching Program".

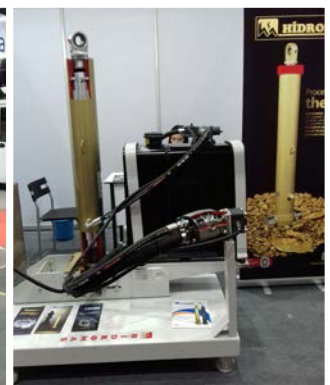
EXPO CARGA 2018

Date : 26 June 2018 – 28 June 2018
 Venue : Centro Citibanamex, Mexico
 Contact Info: +52 (55) 8852 6000 / info@expo-carga.com
 Details : CWA – Expo Carga is the business event where you will find suppliers from around the world specialized cargo transport by air, sea and road rail cargo; as well as infrastructure, logistics operators, freight forwarders and associated services; all of them in one exhibition floor to facilitate contact and interaction.

MAINTENANCE & RESILIENCE TOKYO 2018

Date : 18 July 2018 – 20 July 2018
 Venue : Tokyo Big Sight
 Contact Info: +81 – 3 – 3434 – 1988 / mente@jma.or.jp
 Details : Focus:

- * Plant Maintenance Show
- * Social Infrastructure Maintenance Show
- * Non-Destructive Evaluation TOKYO
- * Construction Material Tokyo
- * Disaster Prevention
- * Occupational Safety & Health Exhibition
- * Security Solution Tokyo
- * Aerial Construction Maintenance Show
- * I-Construction Zone



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Solar Energy, the Food Truck Future

Sumos Green Tech tells Asian Trucker why solar-powered food trucks will soon replace the traditional genset. Malaysia may be seeing the end of genset food trucks sooner than expected with the growing popularity of solar-powered trucks.



Apart from their costly maintenance, genset-powered food trucks emit noise and pollutants, making it an undesirable surrounding to prepare and consume food.

With the country's first solar-powered food trucks by Sumos Green Tech (M) Sdn Bhd, food trucks will not only be cheaper and easier to maintain, but safer for people and the environment.

The solar system for food trucks, Sumos Green Tech project manager Jeffrey Man said, had been in the company's research and development department for four years, and two years ago one of the trucks made a debut at an event.

"There were 250 food trucks at Dataran Merdeka and ours was the only one with solar power, which caught the attention of Federal Territories Minister Datuk Seri Tengku Adnan Tengku Mansor, who thought this should be used nationwide," Man told Asian Trucker during the solar food trucks launch ceremony recently.

Man acknowledged that acquiring a solar system for food trucks is costly, which could be the reason why young food truck operators were reluctant to turn to solar power.

"We need to go out and explain to them that it is an investment and that in the long run they will save more money than they would spend. They also need to really understand the harms that genset trucks are causing to the environment.



"Event organisers are also starting to play their part by slowly prohibiting genset-powered food trucks to their events. They have set up rules where food truckers cannot use gensets as they are causing too much air and sound pollution, besides being unhygienic," Man said, adding that moreover, if a cheap genset is used, the trucks will be very shaky and smelly, not a comfortable space even for the business operators.

Although, according to Man, Malaysia is slow at accepting new things, local authorities have introduced guidelines that will soon totally do away with genset food trucks, therefore the future for green tech food trucks is looking good.

He advised food truck operators to equip their trucks with solar system as soon as possible. "The rules and regulations have been drafted in stages, since last year, and we do not know when they will be fully implemented so

it is best that food truck businesses be prepared from now."

The solar power in a food truck can last for a minimum of eight hours. If there are no customers or the staff are taking a break, it could be turned off unlike gensets, which must keep running at full speed even if the business is not operating.

If the weather is not good or if the sun has set, the system could be charged in a power bank or with the engine, allowing the business to carry on even in the evening without direct solar power.

"We have done our calculations and set the capacity according to what the customers want to use their trucks for, depending on their needs and if later they want to upgrade, they will send their trucks back to us. For example, if our customers use ice cream machines in their trucks, they need a lot of power and space," Man said.

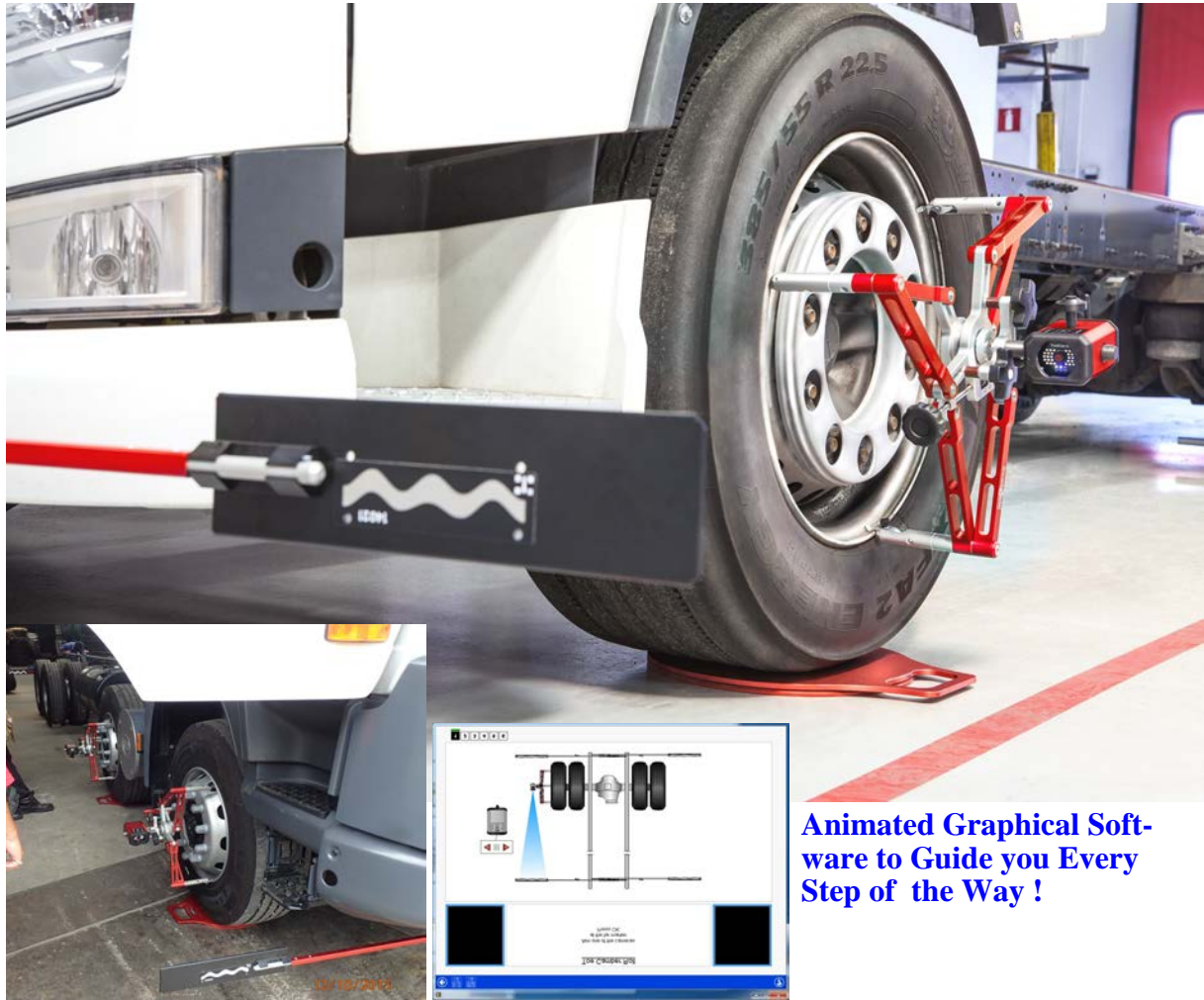
Besides food trucks, Sumos Green Tech is also working on equipping other mobile businesses with solar system, like a mobile bridal house.

"We often see bride and groom to be under the sun the whole day for their photoshoot. They have no proper place to freshen up, rest and change outfits so now there are these mobile bridal houses to provide such facilities and we come in by providing green energy," Man said, adding that they are also in talks with the police for solar-powered mobile police stations. **F**



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No Construction Site is Complete without Trucks

The number and sizes of infrastructure projects are often seen as indicators for the strength of an economy. Trucks of various types are needed no matter what is being built. We take a closer look at construction sites.



On mega project in Malaysia is the High Speed Rail (HSR) that will connect Kuala Lumpur with Singapore via tracks. Some may think that the railway will take away business from long distance coaches. However, Ministry of Transport echoed the sentiment that Asian Trucker had: the construction of the HSR will result in an increased demand in commercial vehicles. Firstly for the construction of the railway itself, secondly to build up the cities around the stops that are en route and finally to service the stops via feeder buses. Certainly, construction sites pose challenges to everyone involved. For instance, in urban areas, deliveries may be subject to specific times in order to avoid disturbance of the population. In other places access to the site may not be easy: Narrow roads or heavy traffic

add stress to the truck drivers and their fleet operators. A non-fenced up construction site environment could affect the livelihood of the surrounding neighbourhood as noise and dust pollution is a hectic and hazardous thing to the general public.

Moving out

For most construction sites, excavations are the first work step to happen. In essence, a big hole is dug in order to provide for the foundation to be laid. The access soil and earth is moved away using trucks. Such trucks would have tipper or bucket bodies. Across the world, bucket applications are being used and abused in mines, construction sites, forests, fields – in some of the most extreme conditions on earth. It is a tough life as they push, dig and lift hard and heavy materials.



Construction sites require tough materials

And, in many cases, life is far too short as components wear out. When it comes to bucket manufacturing, high strength steels like Hardox from SSAB are playing an increasingly important role in improving wear resistance, as well as competitiveness.

There are not many industries that understand the term “wear” better than manufacturers of buckets. With today’s increasing demand for better wear resistance and less downtime, manufacturers are being forced to look for materials that allow them to make more innovative bucket components. One such material is Hardox, the name for wear resistant steel from the global steel company SSAB. Over the last 40 years, Hardox has been making a name for itself in manufacturing industries where high abrasion resistance is a critical factor for success. It was developed to be both hard and tough in order to provide longer service lifetimes, but also to be consistent and easy to use in the workshop.

Bucket components have to cope with unexpected shocks, jolts, bangs, nicks and jabs. For manufacturers, the extreme properties of Hardox allow for buckets that better stand up to these types of wear. “In some cases, it is possible to double or triple the service life of bucket components,” explained Matts Nilsson, Director of Value Added Services at SSAB. “This is because Hardox has a relative flat hardness curve, which means the wear is spread evenly throughout the entire steel thickness, and not only on the surface. Its high toughness is also very important because it allows for use in cold environments.”

However, these wear characteristics do not come at the cost of ease of use in the workshop. In fact, they can even contribute to more efficient production as Evangelos Sidiras, Head of Product Wear, SSAB Special Steels explained.

“One of the things that makes Hardox so beneficial in bucket applications is that despite its hardness and toughness, it is very easy to work with. For such a strong steel, the ease of welding is a predominant factor for increasing the efficiency of bucket manufacture.”

The Hardox product portfolio also consists of unique, bucket-specific solutions that can help manufacturers integrate Hardox even further into their designs. Hardox

Clogged up filters, as result of dust and pollution, can threaten the engine



round bars is one example. “Round bars made from Hardox can be used in the critical parts of the bucket and provide fantastic properties for wear reinforcements, regardless of the type of bucket,” explained Sidiras. “They can also be used for the quick coupling machines, the element between the bucket and the boom of an excavator or crane.”

Another Hardox-product group that differentiates Hardox from other wear resistant steels for bucket makers, is thick plates of Hardox 350-600 HBW, available in thicknesses ranging from 50mm to 160mm. These extreme dimensions are perfect for use in bucket applications such as the cutting edge that sees the most wear as well as in the back well.

Hardox also comes in a unique solution for bucket teeth. The Hardox bucket teeth support edge has a laminar design, which makes them easy to replace, while increasing wear resistance dramatically on one of the most critical components.

Facts about Hardox

- First developed over 40 years ago.
- Extremely hard, tough enough and workshop friendly.
- Available in hardness grades from 350HBW-700HBW and thicknesses of 0.7-160 mm depending on the hardness grade.
- Produced with tight tolerances and a precise chemical composition.
- The hardness does not conflict with Hardox’s structural performance.
- Minimizes wear since it is difficult for the ‘edges’ of abrasive material to cut into the hard surface.
- Hardox favorable through thickness properties -> enables longer wear life.
- Hardox provides a unique combination of hardness and toughness. This leads to smarter, lighter structures with extreme performance and extended service life.

Fitting the right body to your truck

Asian Trucker met with Y&L to discover more about truck body building and to find out how tippers are made for construction use. Y&L Truck & Heavy Equipment Sdn Bhd (hereafter known as Y&L) was incorporated in 1992 as an attempt towards answering the government’s call for greater involvement by the private sector especially

in the supporting industries to work at achieving the country's Vision 2020. Starting afresh with a new team of management, Y&L is affirming its ground at their new location in Balakong. Having just opened its doors some 6 months back, everything looks bright and spanking clean when we visited their office.

We met with Char Chee Keen, director at Y&L and Then Woei Chyang, deputy general manager at Y&L. Char introduced his company to specialise in building truck bodies and hydraulic systems. "Be it tippers, recovery trucks or self-loaders, customers have sung praises on the products delivered." Mostly building on Hino and Isuzu trucks, Char explained that this is due to customer preference. He believes that with the team of expertise behind Y&L, they would not have any problems building on other chassis to tailor to customer's needs.

With an expanded working area, Char hopes that Y&L will be able to accommodate more vehicles in the future. "Currently, there are seven parking bays in the workshop for the mechanics and technicians to work on the vehicles. They will also find the equipment and machineries that help make their work easier displayed in the corner." Y&L prides itself with a safe and clean workshop environment that adheres to Japanese regulations.

Y&L allows their customers to customise the truck bodies as per their liking. "They can choose the type of material they want, the configuration of the truck, the hydraulics involved in the truck and many more. Our team of well-trained mechanics backed by years of experience are fully capable of coming up with a solution that satisfies the needs of the customer.

These tippers require minimal maintenance as they are made to withstand the harsh environment especially in construction sites. Char does advise customers to change

the hydraulic oil twice a year to ensure the hydraulic hoist functions smoothly. "Other than that, tippers are basically very low maintenance other than the usual wear and tear of vehicles."

Fast Unloading

Crane time is a commodity that is heavily fought for on construction sites. Lacking loading docks and with limited equipment available to unload trucks at the site, trucks may be fitted with their own cranes to allow the offloading of the goods brought to the site. Hyva Group is a leading global provider of innovative and highly efficient transport solutions for the commercial vehicle and environmental service industries. The company is committed to the development, production, marketing and distribution of components used in hydraulic loading and unloading systems on trucks and trailers. Its products are used worldwide across a range of sectors including transport, construction, mining, materials handling and environmental services providers. Hyva recently launched a new system for truck-mounted cranes, which will be making the lives of operators easier.

Imagine a truck-mounted crane that can be controlled remotely, with the tip of a finger; a crane which you can fold or unfold – from or to any position - simply by pressing a button; a crane which offers automatically optimised stabilisation; a crane which offers new levels of safety, efficiency and ease of operation.

Take the Magic Touch [MT] feature, for example. This innovative display allows the driver (after truck stabilisation), to automatically fold (from any position to transport position) and unfold (to working position) the crane when required. It's a genuine leap forward in crane control – a leap forward that's not only easy to use, but which improves safety, saves time and can increase





productivity, too. If you want to see just how superbly flexible it is, and how easy to use, Hyva has prepared a two-minute video that can be found on Youtube.

And there's more. Their latest cranes also feature another innovation – and an industry first for truck-mounted articulated cranes: called Dynamic Load Diagram [DLD], it allows the driver to verify in advance the crane lifting capacity based on truck stability. The result is an automatically optimised stabilisation, and improved safety by avoiding borderline working conditions. Simplicity itself to use, the Dynamic Load Diagram increases working efficiency and saves time by increasing the awareness and control of the operator.

Both Magic Touch and Dynamic Load Diagram systems are presented to the driver through HYVA's new Top Display, an ergonomically designed control panel with a 7" colour display, making the cranes exceptionally easy to use and delivering safer and more comfortable operating conditions for the driver.

One Truck – One Job

Unlike some trucks that can be used for different applications, trucks used in construction sites are often times highly specialised and purposely designed to meet the needs for this particular application. Perhaps the most obvious trucks we see at any site are the ones that deliver the concrete. Barry Ng of Nichi, a local company specialised in the development and building of cement trucks shared some insights with us.

When delivering Cement to a construction site, it is key importance to ensure that the access road to the construction site is accessible for the concrete truck. We

have to remember that a concrete truck may not travel as much, but the delivery of the concrete takes place via surfaced roads as well as on untreated surfaces in the site itself. Therefore, the ground surrounding the work site should be solid instead of being wet, muddy or "slumpy". otherwise the chances of the truck sinking in during delivery could happen. We have to remember that concrete is rather heavy. Although the trucks may not be the biggest, they are certainly not lightweights.

It is also very important to plan ahead to ensure a timely delivery. Planning ahead between concrete truck operator and customer for delivery of the concrete is important. This would ensure smooth delivery as to avoid rush hour traffic, non-availability of trucks/drivers on last minute or sudden orders. When pouring the concrete it is crucial at site and most importantly to bear in mind that fresh concrete is a perishable item and will lose its quality if sits too long in a truck if improper planning of delivery is not emphasized. Once concrete dries up in the drum, the actual drum may be damaged and costly repairs may ensue.

Similarly to general haulage, the question if on-time delivery or the amount of delivered is important. According to Ng, this is truly a debatable questions to our local scene but in his personal opinion on-time delivery is crucial. Many concrete operators in Malaysia do not want to deliver small amounts of concrete (m3) to certain sites or customers as they deem this as non-profitable. They argue it would cost them more in the terms of wear and tear of their trucks, unless customers are willing to pay slightly more than the average cost per m3 for such delivery. Adhering to the requested delivery is important simply because it would allow a customer to see that a concrete operator is reliable during a time of order and



this will prolong a good buyer customer relationship for a lasting future orders. On site it also means that “no down-time” is incurred; smooth work flow and more cost savings and profits to be made altogether.

Recommended service/maintenance for concrete mixers would be ensuring that the driver of a truck cleans up their truck mixer’s drum (externally and internally) after every delivery is made and especially at the end of working day as concrete debris is easily bonded with steel. Failing to do so, would not only provide a bad image for the concrete operator but also cause a shorter life span for the mixer system. Hardened concrete will affect the specified weight allowed on a laden mixer drum, which impacts profitability and is obviously not wanted. Nevertheless, uneven distribution of weight caused by hardened concrete mixed with fresh concrete in a drum could also shorten the life span of the hydraulics system of the concrete mixer. Surprisingly, this is the most expensive part of the concrete mixer. Beyond that, it is recommended to carry out the following: 1) Weekly greasing on the mixer drum’s roller. 2) Weekly or monthly “top-up” of hydraulic oil on the hydraulic systems (gearbox, motor and pump) or as advised by the supplier of these component. 3) To check every month if all bolts/nuts available on the mixer system are not loosened as one does not want fatal accidents to happen.

One could ask if the sales of cement mixers an indicator of how good the economy is. Nichi’s answer is that this is partially true, but not entirely. This being so as the quality of our “Buffalo” mixer has been proven to provide a long working life cycle and also if maintained properly. Therefore, it is a “boon” to customers, Ng said.

Specifically Designed

Some truck makers have dedicated specific model line-ups to the demanding environments of construction sites. One example is Volvo’s FMX, which caters to the needs of this industry with a thought through truck. Driving in construction operations requires skill. Great skill when it comes to efficient and fast transporting of large loads without getting bogged down, and without compromising the truck. But does it require muscles, too? According to Volvo, not really. Even if the Volvo FMX is robust, it is developed to make driving construction applications easier and safer – from the sturdy bumper and advanced steering to the new comfortable rear suspension.

To address hazards to the driver’s health, Volvo invented the Volvo Dynamic Steering. It’s a patented and groundbreaking invention, making driving more relaxed and safe. It helps the driver straighten out the various disturbances that may occur on the track the trucks are driving on. The risk of repetitive strain injuries on your body is therefore dramatically reduced. Volvo fitted an electrical motor on the steering gear. The motor is controlled – 2 000 times per second – via the truck’s electronic control units and produces torque overlay. The torque is progressive and gives more power to the steering when needed, obtaining a predetermined steering feel, independent of load and tyres. This results in a totally different driving experience.

Unlike haulage trucks, the generic FMX for the European market features several items that will make operation in a construction site safer, easier and more efficient:

- **Entry step:** A low and foldable step makes it easier to enter trucks with a high chassis. All three steps have an anti-skid design. The extra light in the door aids safe entry when it gets dark.
- **Ladder:** The ladder and the rail make it easy to climb up and inspect the load in the bay. The steps have an anti-skid design.
- **Mirrors:** Robust rear-view mirrors with sturdy mountings, that withstand rough treatment. Slim mirror arms for good forward vision.
- **High air intake:** High air intake contributes to a good backwards view when reversing. It's got high air throughput and is well protected from dust

Other considerations for a truck used in construction sites include the bumper, front underrun protection and the skid plate. Volvo equips this truck with a sturdy bumper. It's made of steel, it's in three parts and the attachments are visible and easy to undo. This makes it easy to change the part that is damaged. So if you run into a pile of rubble, it's no big deal. Perhaps you won't even notice any damage on the bumper. This is because the steel bumper is also covered by a thick polypropylene coat, that will return to its original form if damaged.

Forming the protective front underrun protection, the complete lower front is made as a box construction. Every part of it interacts, making the construction very sturdy, but at the same time resilient in a collision with a car. We at Volvo have mistreated this truck in our tests, more than you ever will do. "And we are now convinced that this is the sturdiest front in the industry," a Volvo spokesperson said.

Finally, The skid plate is a protecting guard plate under the engine is really worth its name. It is 3 mm thick and it doesn't only protect the engine sump but the hoses and

cooler too. Everything that is perishable when driving off road is protected, even when you reverse. The skid plate has another advantage too; if you drive in a very dusty environment the plate reduces dust vortices under the truck.

Cleaner Fuels on Site

Construction sites are tough environments that are sometimes muddy, other times dusty. For top performance and to protect the asset, many operators opt to add-on specific tools. Speaking to Hengst, the filtration specialist from Germany, they share their experience. When they ask people "what is the job of a fuel filter?", they most likely get funny looks and a snipped answer: "filtering fuel!?"

What if we said fuel filters are also the "fuse box" for the fuel injection system? Unlike oil filters, fuel filters don't have a bypass valve for a very important reason. The job of a fuel filter is to protect the injection system – at all costs! Once the fuel filter can no longer take contaminated fuel, it clogs up, pressure builds until it blows. The result: fuel supply can interrupt, even stopping the engine. Free flow of contaminated fuel on the other hand will severely damage the injection system and cause multi-thousand Ringgit bills for injection system repair or replacement.

Injection systems can generate up to 5000bar at the nozzle tip in passenger cars (eg. Volvo V60) and 2500bar in a modern truck common-rail system. With nozzle holes of just around 0.4mm in trucks and 0.15mm in passenger cars, there is literally very little room for particles in fuel. Hence, filters need to meet OE specs including the right micron, the right filter media, correct collapse pressure and differential pressure. Taking short cuts here can become a quick, very expensive affair.

Quick Ins and Outs

Eventually, the construction site will look less rugged and by the time the superstructure is completed, it is time to add on windows, lifts, electrical systems as well as the flooring and lighting. Given the size of some buildings,





Highly specific jobs need highly specialised equipment - HYVA offers cranes in many variations



the items needed then are delivered in bulk. And again, they are delivered by trucks. However, towards the tailend of the construction, we may see our "normal" trucks to be tasked with this. Given the harsh conditions found on construction sites, special materials might be used for these trucks too.

LAMILUX is the leading European manufacturer of high-tech sheeting made of carbon- and glass-fibre-reinforced composites (GRP). Produced in a continuous, industrial-scale flat sheet process, these lightweight construction materials are optimally stable, yet very lightweight. LAMILUX delivers production reliability, a wide variety of application types and consistently high quality to its clients in commercial vehicle, refrigerated semi-trailer and cold room construction and numerous other industrial sectors.

Fibre-reinforced composites are incorporated into buses and commercial vehicles as face sheets in roofing, flooring and side walls. These materials provide major advantages over conventional materials such as aluminium and sheet steel thanks to their low weight, strength and durability. Fibre-reinforced plastics are also extremely non-corrosive, weatherproof and UV resistant, all of which ensures a long-lasting, attractive appearance. Their optimum quality, certified on numerous occasions, and their material properties optimally catering to many different applications have helped to maintain the company's leading position on the international market for fibre-reinforced composites.

One of LAMILUX GRP's greatest advantages is undoubtedly its extreme resistance to hail and impacts. Thanks to its high material stiffness and an incredibly low tendency to deform, this material offers a major benefit, particularly when used in roofs and exterior walls on trailers. Hailstones leave permanent, visible dents in roofs and side walls made of materials such as aluminium or even competitor GRPs, but LAMILUX fibre-reinforced composite sheeting usually survives such storms unscathed.

Using fibre-reinforced composites can also substantially reduce a vehicle's tare or laden weight. Using GRP can reduce weight in structures by 40 percent compared to

steel and 15 percent compared to aluminium. What's more, construction elements in roofs and side walls are able to feature a slimmer design as fibre-reinforced composites produce a strong reinforcing effect. The reduction in weight produces a direct benefit for truck operators thanks to a higher load capacity, ensuring a greater payload and thus lower transport costs and fuel consumption.

A brief look at a few LAMILUX products:

For interiors: LAMILUX High Impact features the same impact resistance and surface finish as coated metal facings, such as aluminium, while also displaying the mouldability and low heat transmission rate found in thermoplastic materials. Its high resistance to UV light, weathering and corrosion and its rigidity, stability and low specific mass per unit area are typical of thermosetting polymers.

For exterior use on vehicle roofs and side walls: LAMILUX Woven Roving Plus Gelcoat is particularly suitable for such uses as it guarantees excellent UV light and weathering stability and a long-lasting gloss finish thanks to its gelcoat seal. LAMILUX HG 4000 enjoys great popularity as an extremely robust, customisable material for external cladding.

For floors: LAMILUX Anti Slip provides anti-slip protection and soundproofing.

For hygiene and refrigeration: LAMILUX AntiBac is an all-rounder material used for sterile surfaces in structures such as refrigerated truck bodies. A silver nanoparticle coating produces an anti-microbial effect on the surface of this fibre-reinforced composite, killing off any germs present within a few hours.

As construction sites pose severe constraints in terms of space and timing for deliveries, dropping off goods quickly and with ease becomes crucial. To allow for quick and easy access to the goods, curtainsiders are often used in construction sites. Originally developed for the use in architecture to allow for flexible roofing solutions, Structurflex has found a way to diversify and to add a dimension to the trucking industry. Produced in licence

here in Malaysia, this concept from New Zealand is not only a practical option for many truck body applications, but it is also saving cost and allows for creative use to advertise the products transported. Asian Trucker meets with Mr. Ho, Senior Manager of Structurflex Sdn Bhd. to learn more about the wide range of applications and benefits of using this approach.

The key component is the fabric, which is imported from Germany. Once cut to size, the fabric will be reinforced, and the tensioners attached. These premium tensioners come in different sizes to match the requirements of the truck body. They can be locked to prevent any unwanted access. One may be thinking that the fabric may have disadvantages over metal, however, we are assured that the fabric can stand falling loads of up to 1 ton. There is even a variant that has Titanium mesh webbing to prevent cutting by thieves. Insulated fabric can be used for cold chain logistics where the goods need to stay cool during transportation.

To fabricate the curtainsider does not take long. A 40 foot trailer is ready to leave the workshop within a week. The curtainsiders are maintenance free, besides the usual wash one would give a truck and trailer and should cuts occur, repairs are easy. The key advantage is the light-weight of this option which naturally saves fuel. When loading or unloading, the true potential shines as some of the curtainsiders only need a few seconds to be opened, allowing access to the full length of the trailer. This means that the goods can be loaded quicker compared to access through rear doors of a metal container.

When it comes to the finishing touches on a site, Hyva's systems might come in handy again. One of their latest initiatives is a Manipulator which is designed to



hydraulically grip lift a 12 metre light pole from horizontal and place it in a vertical position. These light poles are, for example, typically used for roadside lighting installations.

With three axes of articulation and continuous rotation, this highly adaptable manipulator provides immense manoeuvrability, faster placement of the light pole – using less manpower and without compromising safety. A short training course is all that is required before operation.

Call for Safety Awareness

Finally, construction sites see a lot of movement of gear and personnel. It is crucial that everyone (not only construction workers) available on site, has their own safety gear and tools put on at all time. Practicing such safety practices truly eliminates or minimised the risk of work place accidents! **F**



HENGST's Blue.maxx addresses the need for clean fuels



Safety first! Buckets have build-in safety features to secure moving parts during maintenance



St. John Ambulance: Constantly on a Mission to Help Those in Need

When providing medical services, the reliability of vehicles is crucial to the point that lives depend on it. Where others may lose just money through downtime, ambulances have to be mission ready all the time to rescue accident victims.



St. John Ambulance Malaysia (SJAM) is a Malaysian-based, non-profit organisation dedicated to the works of humanity and charity for the relief of persons in sickness, distress, suffering or danger without any distinction of race, class, colour or creed. The history of SJAM dates back to 1908 when a group of medical officers formed St. John Ambulance Association in the then British Malaya. Looking back at more than a century of history, SJAM has accomplished numerous achievements in line with their motto of "Pro Utilitate Hominum" – for the service of mankind. Today, SJAM continues to service the community with various different channels such as public duty and transport duty. As the voluntary organisation with the largest fleet of ambulances in Malaysia, it is not surprising that the ambulances remain an integral part of what SJAM does to render its service. All SJAM ambulances are commissioned for active transport duties of the following nature:

The name St. John Ambulance or better known as "St. John" is synonymous with First Aid and other humanitarian services in Malaysia as well as all over the world. As the leading First Aid organization in Malaysia since 1908, St John Ambulance Malaysia is certified by the Malaysian Book of Records as the voluntary organisation with the largest fleet of ambulances in Malaysia.

1. Emergency Medical Assistance Service (EMAS)

SJAM provides support to the Ministry of Health's statutory ambulance service in metropolitan areas, responding to 999 calls and providing assistance in times of major accidents. From its humble beginning in Kuala Lumpur on 10 September 1998, EMAS has now been extended state-wide in Selangor and Penang, and selected cities and towns in Kedah, Perak, Johor and Sabah.



2. Expressway Emergency Ambulance Service

Motor vehicle accident rate continue to peak, especially so during major festivities, despite efforts to raise awareness by the authorities. Many incidents along the expressways become fatal due to delays in pre-hospital care. As an effort by SJAM to curb this problem, SJAM began stationing ambulances and volunteers in strategic locations along the expressways to ensure quicker response to such accidents.

3. Non-emergency Transport Service

The large fleet of ambulances is also used for the provision of non-emergency transport service, transferring patients with limited mobility or requiring care during the journey to every part of the country, as well as into neighbouring countries such as Singapore and Thailand, where border crossing permits.


In order to ensure SJAM is capable of providing its service to all sorts of people without discrimination, SJAM has brought in a bariatric ambulance; an ambulance vehicle modified to carry the severely obese. SJAM has received entries in the Malaysian Book of Records for the first bariatric ambulance in Malaysia and the longest running ambulance service in Malaysia since 1978 amongst others. These bariatric ambulances are designed with extra-wide interiors, and carry "bariatric stretchers" and specialised lifting gear that is capable of carrying extra large patients. "The need for such ambulances is inevitable as we have been called on numerous occasions to handle obese patients and we were handicapped to do so. At times, our paramedics were inflicted with spinal problems when we did not have the bariatric ambulances. With recent times, they are required as a result of the increasing prevalence of obesity in the general population. Our automatic bariatric stretchers are designed to carry weights up to 350 kilograms. We just received our second bariatric ambulance this year and we foresee this second bariatric ambulance to aid tremendously in our service." said Dato' Yeo Kim Thong (Burnard), Chief Operating Officer of SJAM of the Selangor Coastal Area.

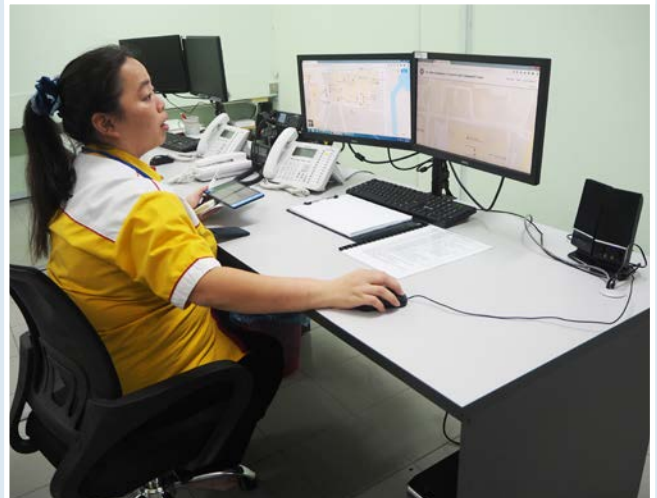
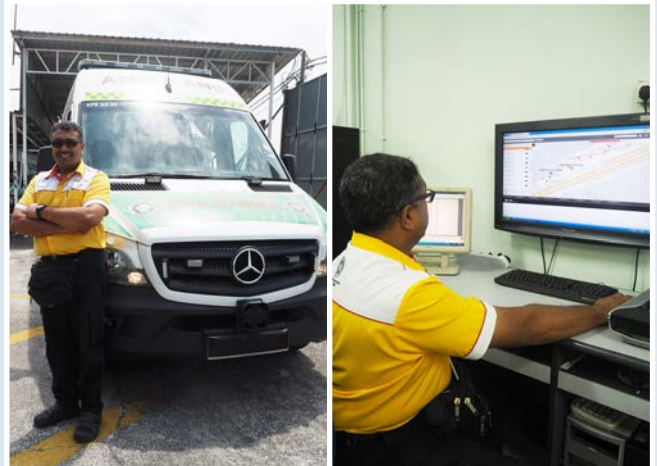
SJAM's fleet of ambulances consist of 60 ambulances just in the state of Selangor, with half of the fleet concentrated in Klang itself. With an average of ten to thirteen calls a day, it is expected that maintenance of the vehicles play a vital role in the organisation. This is done to ensure the vehicles are ready to be dispatched at any time. "We take the maintenance of our ambulances and supporting vehicles very seriously, either exterior or interior. They must be in tip-top condition. Every six months, irrespective of the mileage or damage done, the engine oil will have to be changed by a workshop from a panel we work closely with. In the event a vehicle is involved in an accident, we will send the vehicle to a workshop of our panel to be repaired immediately. The tyres and the relevant maintenance are kindly provided to us by Goodyear," shared Yeo.

Furthermore, each driver is assigned his own vehicle to ensure no foul play and each driver is responsible for the upkeep of his vehicle. This has cultivated a habit of drivers to abide by regulations and prevent misuse of vehicles. As a result of that, the SJAM vehicle accident rate hovers

around 0.05%. SJAM consistently monitors the ambulance drivers whenever the ambulances are on the road. This checks and balances mechanism prevents speeding and maintains the safety of the staff members. Even though ambulances are allowed to go through red lights in the event of an emergency, drivers still bear the responsibility to ensure that it is safe to do so. "The siren does not supersede traffic rules."

"You'll be surprised to know that some of our ambulances have been used for more than 20 years," said Yeo as he sung praises about the lifespan of the Toyota HiAce that make up the lion's share of the fleet of ambulance. "We started using Toyota in the late 80s. We found that the Toyotas performed better in terms of lifespan and maintenance compared to other brands." However, Yeo expressed regret that Toyota has recently stopped manufacturing the HiAce and SJAM is currently on the lookout for other alternatives like the Ford Transit which is more costly compared to its' counterpart.

The vehicles are parked at the SJAM headquarter some 650 meters down the road from where the offices are located. The vehicles are constantly locked in a barricaded area to prevent theft. "We started with one ambulance in the 70s, so now the parking ground is slightly overcrowded with our increasing vehicle count. It has served its' purpose well over the years as we have never had any case of theft." 





Minimising Downtime for Your Vehicle

Asian Trucker met with the management team behind U-Li Auto Parts & Service Sdn Bhd to figure out the dynamics behind a spare parts distributor in Kuala Lumpur, Malaysia. The throng of returning customers were a testament that they are definitely doing something right.

U-Li Auto Parts & Service Sdn Bhd, typically referred to as U-Li, has a history dating back to 1973. It began as a small entity in the previous location a little bit further down the road from their current operation. Now, U-Li has expanded both in size and manpower to its current premises in Sungai Besi. The location, right next to a busy highway allows for easy access with ample parking space.

We spoke with Mr Tan Kok Keong from the management team to uncover his thoughts from being in the industry for more than three decades. "The initial venture into this industry was by my elder brother and it somehow became the family business it is today. Our experience and expertise in this industry dates back to the 1970s although the name U-Li only became known in the recent 20 years. We are a dealer and distributor of spare parts for trucks. "

Solely a distributor for spare parts, U-Li carries parts for a variety of brands as evident in the office at Sungai Besi. Filled to the brim with parts for the needs of the customers that visit them. The warehouse is

packed with windscreens, hydraulic jacks and gears to name a few. Some 20 workers sweat it out to make sure the operation runs smoothly. From unloading of goods that just arrived to packing up orders to be sent out, they work endlessly to meet the demands of customers that come their way in order to allow fleet operators to have the maximum uptime.

As the sole distributor for JOST products in Malaysia, U-Li has brought in three products for the benefit of truck and trailer operators in the local market. These include the JOST Fifth Wheel Coupling JSK 37C, JOST King Pins in 2" and 3" as well as the D200T universal landing gear.

Addressing the issue of price versus quality, Tan mentioned that U-Li carries a variety of brands across the board to cater to a considerable diversity in demand. This allows customers to select from an assortment of Chinese and European brands as per their preference. The decision to carry a certain brands' parts will go through a stringent selection process to ensure customer satisfaction and eventually minimise

the downtime, which is vital to truck operators and drivers since that will increase productivity.

As an established company in the trucking industry, U-Li has made its name known through word of mouth by satisfied customers and potential customers looking for a well-stocked distributor. **T**



Hydreco Powauto - System Solution Supplier



Well known for its PTO and pump equipment, Hydreco Powauto has invested heavily to expand its portfolio with reliable equipment to provide a total hydraulic solution to its customers. Hydreco Powauto has re-defined its business, making significant investments to strategically move it from a component supplier to a total hydraulic systems solution provider. Kelvin Kent (Asia GM) said that the investment included adding a vast array of highly engineered and innovative products to its portfolio has been very successful.

This is further supported by Hydreco now looking to expand its foot print in South East Asia through the appointment of additional distributors and resellers throughout the region with specific interest in Malaysia, Thailand, and Singapore, "we are actively looking for suitable companies that can be part of our expansion plans in opening regions". Kent said Hydreco distributors are an important part of our business and we in turn provide true value to theirs.

To supplement the longstanding heavy-duty vehicle product mix, the Hydreco Powauto team has developed its

core range with additional PTO, pump and valve options, as well as designing, testing and developing a range of telescopic front of body and under body hoists and investing in a full range of hydraulic oil tanks.

For the light-duty tipper market, Hydreco Powauto has extended its product mix, adding to the range of vacuum PTO's, low displacement gear pumps, hydraulic power packs, electric control tank valve assemblies and a full line of accessories, which Kent says allows the company to provide full systems to its customers.

Kent mentions that Hydreco Powauto is committed to supplying its customers with leading edge products that are designed and produced to the highest quality, reliability and performance standards available in Australia. However, Kent adds that the company doesn't just supply the products, they are also supported by a strong and consistent brand which are supplied through its extensive international branch and distributor network.

"Hydreco Powauto is now able to offer its customers complete wet line kit systems for any heavy and light duty tippers, supplied and fitted through our National Distributor Network throughout Australia and New Zealand," says Kent. "With the growing strength of Hydreco Powauto and the intention to continue investing in future growth, the business is well positioned to respond to customers' total hydraulic needs in the future." **F**



ASIAN TRUCKER DRIVERS CLUB

UPDATE



PREMIUM SPONSOR:



Shell
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Heavy Duty Diesel Engine Oil



NITTSU



Go! Kart! Members Race for Trophy

Under the header "Race on the track, not on the streets", members of the Asian Trucker Drivers Club fought for the coveted trophy of the first GoKart Championship, organised by Asian Trucker.

Limited to some 30 participants, all slots were taken within 24 hours. Organisers said that this is a sign that club members are active and are taking an active interest in the events organised by the Club. And just like with the Formula 1, the event saw a lot of action and drama. Drivers started out on a wet track to practice. As the tarmac dried up, times improved and the qualification rounds saw the field being shaken up. Towards the end, thick clouds delivered some rain, which added more excitement as the track became slippery for the slick tyres.

After several hours of racing, chatting and strategising, the winners emerged, clinging the titles of the first champions of the Asian Trucker Drivers Club GoKarting Championship.

On the podium:

- Winner : Zainal B. Awang
- 2nd : Hartmut Mueller
- 3rd : Shah Rizan

Said Stefan Pertz "This event is important for two reasons. First off, this is about having fun while we all work hard for our money during the week. Secondly, and maybe more importantly, racing teaches us that driving any kind of vehicle requires our full attention and that we need to be very alert on the roads. We want our members to drive safe and having this session here is about teaching road safety too."

Asian Trucker would also like to thank Vertex Mission for their support of the event.

Asian Trucker Drivers Club makes good drivers even better

Skilful drivers are highly sought after as their driving behaviour has a huge impact on the bottom line of transport companies. Also, they have to master the latest vehicle technology, the most sophisticated fleet management systems, road safety, and with market liberalisation, understanding local rules and languages may be a crucial asset for truck drivers as well as for the employers, when carrying goods from country to country. Therefore, Asian Trucker took the initiative to start a club for the Drivers, which will serve as a platform to help elevate the drivers' profession.

This club will be going the extra mile by providing valuable training to members to enhance skills and to keep up with the latest technical developments. Companies may register their drivers as incentive or to outsource their training to Asian Trucker. Besides training, the Asian Trucker Drivers Club will also host member events to meet and celebrate their profession. Several businesses have already pledged their support and we are planning to launch the Asian Trucker Drivers Club in other markets as well. Register now or contact us for more information. [F](#)

Sponsor:





Truckers, Unite!

Fareza Hanum Rashid writes on how the overwhelming turnout at Santai Trucker's first meet was evidence that the country's kings of the road recognise the importance of unity and camaraderie, in their little world.

The term 'Successful' is an understatement for the first edition of the 'Santai Trucker' event, jointly organised by over 50 truck clubs and groups, which was held on October 22 in Klang.

The expected number, 1 000, already sounded a bit too ambitious for a first-time meetup but the actual turnout was even greater with about 1 500 truckers including their family members thronging the Laman Kayangan Kapar hall for the full-day event. They were from both registered clubs and Facebook groups nationwide including Sabah and Sarawak. According to the attendance list, there was not a state unrepresented that day.

They came proudly clad in their respective club shirts and colours. Even toddlers had t-shirts to match trucker dads. Although the logos were different, the atmosphere was cheerful and full of solidarity amongst the various groups.

The gathering which took only six months to organise was aimed at strengthening the camaraderie of Malaysian truckers. It was also to demonstrate the benefits of being members of recognised groups and how that could help truckers improve the profession of their choice in the future.

Committee member Nor Azli Ahmad said the Santai Trucker gathering was the first step towards all truckers coming together under one umbrella organisation.

"It is also the first time that these groups are gathering in one place. It was a great challenge to get them interested to come, especially those from faraway states, and to convince them of what we are trying to do here is of benefit to them. The surge in attendance was totally unexpected, which was why we had to change the venue at the very last minute. We had to find a bigger hall to accommodate everyone.

"We also want truck manufacturers to recognise us as first-hand users of their products and appreciate us because nobody else would understand their products better than us," he said.

Activities lined up during 'Santai Trucker' included a driving safety briefing by driving instructors like Rani Omar and a karaoke competition for the truck drivers. There was a colouring contest for the children and a 'Guess the Beans' contest to raise funds for the Tahfiz school which had tragically burnt down recently. There



was also a 'Guess the Pumpkin' contest to raise funds for the next-of-kin of truck drivers who were killed in road accidents.

Prizes like bicycles, electrical appliances and hampers were contributed by some of the participating clubs and sponsors. The latter included Scania Malaysia, Nittsu Transport Service (M) Sdn Bhd, Asian Trucker Media, Enjoy Ride Bicycle, Lori Kren Service and a few supporting individuals.

Asian Trucker, who was present at the event, received over 60 new membership sign-ups for the Asian Trucker Drivers Club. In this club, members will receive merchandises and chances to take part in club activities like training, seminars, family days and competitions for free.

There were also smaller businesses that set up booths like toy sellers, mobile gadgets, t-shirt printing service and traditional delicacies. There was also a booth where attendees could buy the event t-shirts which had the logos of all the clubs and groups in the country. They also enjoyed scrumptious meals throughout the day, both by catering and potluck contributions from the truckers in the spirit of sharing.

Outside, those who brought their trucks lined them up along the roadside of Jalan Kapar and revved up their engines. This, normally seen in car meets, inevitably

caught the attention of passing motorists especially as the trucks were heavily decorated. Some carried their respective state flags while others had logos of their favourite heavy metal bands or pictures of their political idols, which showed the personality of each driver. With the public's generally low perception of truck drivers, it was inspiring to see how proud these men were of their occupation and "office".

From a group of drivers standing nearby the Asian Trucker booth, this writer overheard: "I'd rather be an unglamorous truck driver and experience real life outside, than be stuck in an air-conditioned office all day long" while another trucker, as he was filling up the Asian Trucker Club membership form, joked: "I live in my truck!" with a grin before writing down his home address.

"To me, this programme was a huge success and reached its objective. The overwhelming response was evidence that Malaysian truckers realise the importance of unity and support from one another," Nor Azli said.

The overall cost of the first 'Santai Truckers' event was more than RM20 000 which came out of the truckers' own pockets via the event fee. Nor Azli said although the plan is to make the gathering an annual affair, he hoped to organise a bigger one which will be aimed at showing the Malaysian community the importance of truckers and what they do for the economic growth of the country. **T**

A petroleum tanker driver who always aims to improve himself

Kaspul Anwar Abdul Karim tells Asian Trucker how what started out as a hobby has become his way of living

Kaspul Anwar Abdul Karim had never, in his life, thought about being a truck driver but today he is not only making a living out of it, but is slowly climbing up the ranks. He initially only drove around for fun, following friends who were in the industry and because he enjoyed it so much, he decided to turn it into a career in 2005.

The Penangite who prefers to be called Anwar, told Asian Trucker that he found driving trucks to be stress-less despite the odd hours and tight schedules. The 36-year old Prifaria Sdn Bhd petroleum tanker truck driver does not even mind having to wake up at 2am for a morning shift.

In those wee hours he would go get his truck at the base and do checks based on a Rota system where he ascertains the truck's water, engine oil and overall condition of the truck are tip top. Before taking the tanker truck out, Anwar drives it around the base compound to ensure that it is warm enough for a long drive.

At 3.30am he heads out to the terminal to load the tanker with petroleum product, and that takes up to an hour to complete. The drive from Prai, Penang to Ipoh, Perak usually takes between eight to 12 hours, to and fro. Within those hours, it is compulsory for

drivers to take minimum 10-minute breaks after three to four hours of driving.

There are also vital do's and don'ts when driving a petroleum tanker truck like mandatory seat belts and no strangers allowed in the passenger seat.

"We have a saying: 'Engine on, handphones off.' And smoking is a definite no-no when you have a petroleum tanker behind you. I have even quit smoking because of this job, as many of my colleagues have also done," he said.

Among the many challenges petroleum truckers face in their daily tasks, rainy weather is one of the main ones as rain slows down their work. If it is heavy rain, Anwar said they often worry that water would seep into the petroleum which would damage it, while if there are lightnings they fear the spark.

"If it rains, we can still drive but cannot unload the product until rain stops completely," he said.

To avoid stress during work, Anwar takes in the scenery to make his drives enjoyable. His favourite route is along the former Chuping sugarcane plantation in Perlis which is now a paddy field. The greenery, he said, is very relaxing and although he had





never been to Australia, he imagined himself driving past the hilly fields of the country down under.

Anwar also had to be smart with time management as he works at odd hours and often misses spending time with his family. The father of five said it is hard but he has to compensate. "Every available minute is precious because my children are still small, and I do not want to miss them growing up. After my shift ends, I would go straight home, I cannot be hanging out at the coffee shops with my friends. Although my family does not complain about me being away all the time because they have gotten used to it, I do not want to take it for granted," he said.

Anwar however had not been driving out for deliveries as much as before since he had been bumped up to mentor level in September. Now he mostly monitors and advises other drivers. Although he preferred going out on delivery trips, he took up the promotion because it was a step forward in his career. "After this the next level is trainer, where, if I get there, I would need to learn new soft skills like public speaking and presenting."

Among the things he is in charge of now is checking drivers' sleep declaration forms. "Drivers need to have enough sleep before they drive. If they had less than

six hours of sleep, we will issue a stop work order and we will be able to tell if they had lied to us about it," he said.

Sleep, a luxury often taken for granted by normal people, is not taken lightly in this profession. "We have to force ourselves to sleep and get enough rest to avoid fatigue. We are mostly worried of falling into 'micro sleep' where we would drive sub-consciously. Before we know it, we have already reached our destination without being aware of the whole driving process and our environment," Anwar said.

As an experienced and skilled truck driver, Anwar had also done some research on other countries and felt that there is a lot to be desired from Malaysian truckers, especially when it comes to discipline on the road. "Regardless of how big our trucks are, if we see pedestrians, they must be prioritised. We cannot be selfish and use the size of our vehicles as an excuse to be bullies.

"Our appearance is also important. Although we do not wear office attires to work, we have to look decent and presentable to waive off some negative perceptions the public have towards truck drivers in this country. We must assume that people are watching us to the most minute of details like seatbelts and our clothes, just to keep ourselves in check. I hope truck drivers in Malaysia can be unanimous in elevating our reputation, because in Western countries, driving trucks is actually considered professional and a very respected occupation," he said, based on the researches he had done via the internet.

Finally, Anwar said, he wants to continue improving himself as a professional truck driver and hopes to one day be a role model for the younger generation of Malaysian truck drivers. **F**





Scania and Asian Trucker collaborate in safety briefing for club members.

Asian Trucker Drivers Club members took on Scania's safety briefing to practice good driving habits and to be up-to-date with new technologies.

Scania and the Asian Trucker Drivers Club (ATDC) collaborated in a safety briefing and training course on November 11, held at the Scania Malaysia headquarter in Shah Alam.

The free course was held for ATDC members who were truck and bus drivers from various companies. The half-day event started with a talk on healthy diet suitable for drivers whose work environments could get harsh.

Participant Mat Dawi Morshidi said the talk on healthy eating habits was important yet always taken for granted by drivers. "We drive long distances and long hours which requires us to eat right. Being healthy will not only allow us to do our jobs well, but ensure the safety of other road users, too. However, many of us do not take this into consideration, especially with all the delicious albeit unhealthy food around us," he said.

They were then given a safety briefing by Scania truck driver trainer Daeren Avinash, who spoke about the truck in general and proper usages of its parts to ensure safety and longevity of the machine. With four years of experience, Daeren has been all over the country to give training to Scania customers to help their drivers hone their driving skills to their best performance and to instil good driving behaviour.

"Sure, they know how to drive but there is still a lot of room for improvement, especially as new trucks these days come with new features and technologies. If these drivers do not keep up by attending courses like this, they could get left behind," he said.

The participants were then divided into two groups where the first group was given the chance to drive the Scania G460 trucks with Daeren and Chandra Machap supervising. Meanwhile, the second group took part in the Scania truck simulator competition. It was not as easy as one would think, with most of the drivers having failed the virtual course aptly named "Road of Death."

"This is harder than driving a real truck!" many complained. This competition was won by Dzulfarhan Abdul Aziz, Mohammed Qayyum Sazali and Zainal Awang who each received Scania backpacks. The rest however did not go home empty-handed as they each took home Scania drivers' kits that are usually given during Vehicle Introduction sessions for Scania truck drivers (of a customer).

"The drivers' kits are usually given to Scania truck drivers, but this is a special gift from us to the ATDC members who took the time to be with us today," said Denise Wong, Scania Southeast Asia Marketing and Communications Manager.

Scania Southeast Asia Business Development Director, Ian Tan said truck drivers are the single most important asset for any operator in the logistics industry. "They contribute to the highest standards of safe, fuel-efficient and environmentally-friendly driving. So, it was a good catch-up with them and also to help them continuously improve their driving skills.

"It was also a good opportunity to share with them our vision of a sustainable future. We showed them the prospects of semi-autonomous platooning truck technology which can help to inspire everyone about the future of transportation that is already changing," he said.

Truck driver and long-time ATDC member Afandey Ali had been to some of the safety briefings previously organised by the club but felt that it was important to keep attending to other similar events to be up-to-date with the latest developments.

"We are seeing many changes in truck technologies and ways of driving are not the same anymore. In yesteryears we could just use and abuse our trucks, but we cannot apply the same methods with the modern trucks. If we do not know the correct techniques, we could pose danger not only to ourselves but others on the road as well," he said. He added that since ATDC activities are free for its members, it would be a great loss not to participate. "These trainings might cost us a hefty sum, so I do not want to take things for granted and grab every opportunity I can get and come to these events," he said. **T**



Where is the Fun?

Stefan Pertz muses on the idea that there should be more fun in a truck driver's life.

We all need to work. Well, unless we have won the lotto that is. Most of us, however, have to pursue some gainful activity to ensure a steady flow of income to pay for rent and groceries as well as the ever more expensive education of our children. While most people are consistent in showing up for work, I would argue that most people don't particularly enjoy the idea of having to go to work.

Why is that so when we spend a third of our day at work? In the case of commercial vehicle drivers, it is probably even be more hours that one spends in the cab. What makes work such a chore these days? Is it the mounting pressure to perform better, to be more fuel efficient? Surely, one would want to be a good driver, but when the fun of trying to set new personal records becomes a company mantra, then it may lose its appeal. If you have to push your vehicle to the legal limit just to be able to manage schedules, then stress mounts. If the public sees you as nuisance, you may not really feel like you are doing a good job in the first place.

I remember my father's generation talking about the fun they had at work. Secretly welding someone to a T-Bar or sneaking aluminium foil into a co-worker's sandwich. Where has all that gone? Why is it that we cannot make some jokes at work anymore? Have we all become very bitter and disenchanted? There was a time when driving a truck was associated with romance and adventure. Truckers in Europe would be away from home for a week, and back then there certainly wasn't any GPS signal that tracked how much weight difference there was in the truck after a toilet break.

Are drivers of commercial vehicles all completely serious? Don't they ever have fun? They have a lot of fun, but too rarely in my view. The work environment has become that of constraint while there are very few outlets to enjoy. At a recent trucker gathering I witnessed how hundreds of drivers just let their hair down and had a good time. What is interesting

to note is that truckers typically arrive early for events. They chat with each other, joke and exchange thoughts. We have also seen some really crazy truck creations recently in Thailand. Driving nightclubs really. As one can imagine, if a dozen of them come together in one place, they are not only having a great time together, but also put a smile of the faces of passers-by.

When looking at Facebook, one will find that many truckers are very active on social media. The posts that can be found are typically either very serious (reporting accidents) or downright silly. Apparently, truckers have taken up social media as a new way to poke others and have some fun. What puzzles me though, is that companies spend a fair amount of money on making office spaces fun to work in. Look at the headquarters of Google or Facebook and you may think you wandered into a gigantic amusement park. If letting your thoughts roam and giving you space for some entertainment at work is good for office workers, it surely is for truckers too, wouldn't you agree?

Perhaps we have lost our way in the pursuit of efficiency? The solution to our problems may not lie in the creation of better Apps, but more fun workplaces. Imagine, if drivers enjoyed starting up the engine to go on their long trips that take them away from home for a while. And maybe, if the job of truckies would be described as one that is enjoyable, younger people would think about taking that profession up instead of venturing into huge firms by default? **F**



Winners announced for the Volvo Trucks Fuelwatch Challenge

New Zealander crowned king of on-road category and Korean for off-road, most fuel-efficient drivers of 2017.



The annual Fuelwatch Challenge held this year in Gothenburg, the hometown of Volvo Trucks, once again tested and rewarded some of the world's best drivers in fuel efficient driving. Contestants from more than 13 countries drove FH or FMX trucks on specific courses on September 21.

In the on-road category Johnny Baxter from New Zealand came out on top while Taehun Kim from Korea was crowned the winner of the off-road competition.

The two-day event, which started with a session on driving technique, was the final showdown for national champions from local Fuelwatch competitions that took place throughout the year. More than 4 280 drivers participated in this year's local competitions.

The performances of the 11 on-road and seven off-road competitors were evaluated using Dynafleet, Volvo Trucks online Transport Information System. Dynafleet software monitored fuel consumption in real time and was used to gather accurate information on each driver's performance.

Winner of the on-road competition, Baxter recorded 10.1 percent less fuel consumption compared to the other two runners-up. In the off-road category, Kim captured the top prize with a notable achievement of approximately 4 percent less fuel consumption relative to the driver in second place.

Participants had to complete the 12km courses within 12-and-a-half minutes with the least fuel consumption.



The Volvo FMX truck which was used for the off-road course



Asian Trucker writer Farezza in the FH truck for the journalist category

For the on-road route, drivers took on hills, sharp turns, a U-turn, tight back roads and a straight road where they had to plan their driving to reach the 60 km/h posted speed limit in the most efficient way possible, whilst planning the upcoming Stop sign before the U-turn. A straight road looked easy but this was a crucial win or lose area of the course.

Climbing the hill, drivers needed to plan how to approach it and tried to avoid gear changes whilst on the hill, coasting over the top and down the other side, using as little fuel as possible.

Baxter, 27, who was the youngest driver participating in the competition said: 'It feels just amazing being here and taking the top prize in a competition that included some of the world's best drivers.'

For off-road, the challenge began even before drivers got to the main route as they had to approach a steep on-ramp leading to the main driving area. They had to then plan their speed and gearing to efficiently and safely navigate through a series of tight twists and turns.

On the first lap drivers were tested in keeping the truck moving through "The Whoops" section, where keeping traction and momentum while being smooth on the accelerator was key.

They had to then make a sharp right onto the "Forest Drive" through some narrow, rough and hilly track before entering the second lap where they navigated up and down the most demanding part of the course, which was "Traction Mountain."

Ending the course was a very steep and slippery descent with a tight turn at the end before approaching the finish line.

Commenting on what it takes to be a champion, Kim said: "Giving it all each day and building up the right skills over time is key to coming out on top of this competition."

Translated into a real-life context, the competition margins offer significant cost saving potential. For instance, during an average long-haul operation of 150 000 kilometres, the on-road fuel efficiency margins could result in approximately 5000 liters less fuel consumption per truck each year.

Malaysian representative Kaspul Anwar Abdul Karim, although did not make it to the podium, said he had gained a lot of knowledge, experience and new friends.

"The finals were very challenging due to many factors like the route, the European driving style, environment, weather and even my change of diet here. I came here with an open mind and told myself to enjoy every step of the way but knowing I carry the hopes of all Malaysian truckers on my shoulders added some extra pressure," he told Asian Trucker after the results were announced at the gala dinner.

Reflecting on the achievements of the winners, Heléne Mellquist, Senior Vice President of Volvo Trucks International, said the performances seen during this year's Fuelwatch Challenge have re-affirmed Volvo Trucks' conviction that the role of a skilful driver is pivotal to better profitability for businesses and reduced impact on the environment.


"At Volvo Trucks our biggest commitment is to driving progress for our customers, our industry and society as a whole. Drivers are, without a doubt, an integral part of this commitment. We will continue to help them excel in their profession and get the most out of our trucks."



Malaysian representative Kaspul Anwar Abdul Karim

In addition to attaining the prestigious title, winners will also get an exclusive travel experience to one the stopovers of the Volvo Ocean Race.

Members of the media from each competing country were also given the chance to not only drive the FH truck, but to compete among each other on the on-road route as well. For the journalist category, top spot was taken by Evo Singapore's Sheldon Trollope, who took home a trophy for his win. Having no experience driving trucks of such a size, the journalists were pleasantly surprised at how comfortable and easy it was to navigate the vehicle, especially with tips given by Volvo Trucks driver instructor Per-Bruun Hansen, who was in the passenger seat to guide each journalist.

Introduced by Volvo Trucks, the Fuelwatch Challenge is an initiative that puts the spotlight on the driver. More than a competition, the Fuelwatch Challenge is a testament to the fact that skilled driving can have a direct impact on safety, fuel consumption, profitability and carbon footprint. The results are a showcase for the opportunities driver development opens up for change and progress for drivers, haulage operators and society as a whole. 



HINO Celebrates its Big 40

Standing proud, HINO celebrates 40 years of operation in Malaysia, having pioneering the market as the first Japanese truck maker to be present as assembler of Japanese-built Diesel engine trucks.



Held on 10th November, the Grand Hyatt served as a backdrop for the celebration of this joyous occasion. Following the success of the company since 1917 in the home market, Japan, Hino replicates the ambition of the founders here in Malaysia. With its appointment as franchise holder of Hino products in Malaysia in 1973, Sarawak Motors Industries the foundation was laid. Located in Petaling Jaya, the Malaysian headquarters has occupied the same building since 1982.

Ken Iwamoto, Managing Director of Hino Motors Sales (Malaysia) Sdn Bhd, highlighted that he was wearing two hats. "In my daily work I am the Managing Director of Hino Malaysia. Tonight, however, I am part of a big family that includes dealers, staff, clients and other business partners that support the brand in the country and beyond." In his speech he highlighted important milestones of the company, such as the establishment of Hino Malaysia Sdn. Bhd. as joint venture between Sarawak Motors Industries Sdn Bhd, Hino Motor Ltd. Japan and Toyo Menka Kaisha Ltd. Japan in 1977. Further crucial achievements were the sales of the 10 000th unit in 1985 and the numerous awards won over the years. The company changed its name to Hino Motors Sales (Malaysia) Sdn Bhd in 2012, a year in which the brand won the "Best Truck of the Year" award by The Star for three consecutive years.

In 2014, the company began operation in the newly built manufacturing plant in Sendayan, Negeri Sembilan. Following this, the Hino Total Support Customer Centre has gained a lot of attention since its opening in 2015. It is noteworthy that this is the only such Hino facility outside of the home market Japan. What makes the facility truly remarkable is the fact that it boasts a driving test track, on which Hino drivers are being trained when they receive their new vehicles or as refresher course to improve road safety.



Yoshio Shimo, President and CEO of Hino Motors Ltd, Japan (l) and Ken Iwamoto, Managing Director of Hino Motors Sales (Malaysia) Sdn Bhd exchanging gifts at the dinner

Also present at the event was Yoshio Shimo, President and CEO of Hino Motors Ltd, Japan. He praised the Malaysian branch for having faced difficult times over the years head-on and having found ways to deal with the hardships posed by the economy and other global influences. "I would like to evolve and deepen the concept of "Total Support" for the Hino brand to be loved and trusted for the next 25 years when we will celebrate the 100th anniversary of Hino," he pledged to the audience.

Part of the celebrations during the night was an award ceremony during which outstanding personnel was honoured. Having been with the company since day one, Mr Mohamunny bin P Mohamed, Head of Parts Sales, also celebrated his 40 years with the company. Humbled to be on stage, he recounted that there have been many memorable events. Other awards were given to staff that had served 20 years with the company. **T**



SpecTruck Offers Convenience, Free Eye Checks and Affordable, Value for Money Spectacles

SpecTruck visits outskirts to ensure the needy get proper eye care and aims for more, founder Dato' Seri David Sew tells Farezza Hanum Rashid



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Malaysian urbanites have already accepted food trucks as a part of their lifestyle. They are fun to have around and there are even festivals for them these days. But what about for the rural areas and those less privileged? Would they like to have mobile businesses come to them, and what kind of business would benefit them most?

With the intention to help more than to generate profits, Dato' Seri David Sew set up a mobile optical shop called the SpecTruck, where the rural communities and those of middle income could get a pair of glasses for less than RM100.

"I have been wearing glasses for years, so I know how expensive they can get and have always wondered how the middle-low income earners had to struggle for such a basic need. Because of this, I came up with SpecTruck to help the needy," he told Asian Trucker recently.

SpecTruck began operating in September 2017. At the truck, people could get their eyes examined for free. They can then choose their frames and wait for their spectacles to be prepared in just 30 minutes. With a single truck now,

SpecTruck could not accept all event or CSR programme invitations. Sew said there were many clashing events but within only two months, seven was an impressive number of events to have been a part of.

They prioritise programmes that target the needy or take place in rural areas. SpecTruck has visited Orang Asli communities and old folk's homes where they fixed spectacles for those who needed them, free of charge. "We received such lovely feedbacks especially from the old folks because after their eye tests, they just sat there and waited for half an hour to claim their glasses," Sew said. He also said besides events clashing days and times, some invitations had to be declined due to logistics where the road conditions were too difficult for the SpecTruck to handle, especially with the equipment it was transporting. "For some people it is really hard to mobilise themselves especially those living in kampung areas, far from the city or town. It is troublesome for them to travel the distance just to get their eyes checked. They would then eventually have to go back just to collect their glasses. Not only would they have to spend a lot of time, but also money to travel back and forth," Sew said.



SpecTruck is pleased to receive the Malaysia Book of Records 2017 and 100 Most Influential Sustainable Entrepreneur and is committed to its service with heart to the peoples of Malaysia.

To reach out to more areas and people, there will be an additional SpecTruck by the end of December 2017 and by the end of 2018, Sew hoped to have more trucks that can serve the outskirts and rural areas nationwide, including Sabah and Sarawak. When there are more trucks, manpower must also be increased. For SpecTruck to run, at least six people are needed at one time. They are a driver, an optometrist, two opticians and two sales persons.

The SpecTruck has three sections namely a standard eye test or an autorefractor section, to provide an objective measurement of a person's refractive error and prescription for glasses or contact lenses. This is achieved by measuring how light is changed as it enters a person's eye. The other "room" is to edge the lenses with the power needed. The SpecTruck could carry about 10 000 pieces of lenses.

With more trucks coming up in the future, Sew said they could then go really aggressive in terms of event participation and publicity. The new trucks, he said, will be bigger and able to serve faster. "We would be able to bring more optometrists to examine eyes for our customers," Sew said, adding that it was important for them to engage with recognised optometrists. "We have to take good care of our customers and not simply make eye checks. Although our eye checks are free, and the glasses are affordable, our people are professionals," he said.

The team also needs more associations and corporations to collaborate with and to get into their CSR programmes. "There is a lot that they can do to contribute to the society and they have the allocations for it, so why not distribute spectacles to the needy? So, if such groups have events or programmes, they can invite us," Sew said.

SpecTruck was no exception to naysayers. There were many parties who doubted the quality of its products and services but Sew and his team had always been open

to questions and feedbacks from their customers. "When customers approach our truck, their faces were often painted with doubt, but after answering their questions and convincing them to give out eye examination a try, their feedback was that it was amazing. The truck is also equipped with air conditioning so the short wait for their eye tests or spectacles is very comfortable," Sew said.

Sew told Asian Trucker of an instance where a sceptical teacher was convinced of SpecTruck's services. "We were visiting an Orang Asli village in Bentong when a teacher from a secondary school nearby who had heard about us, came with a few of his students. He had a lot of questions on the authenticity and quality of our spectacles, the qualification of our optometrist, how come our products were cheap, and things like that. We invited him and his students to get on the truck and try for themselves, and after a few minutes they were impressed. The teacher asked us to go to his school and give eye tests for the staff and student body, which we are still in the planning stages. From this we can see that by visiting one place, it has opened up an opportunity to visit another," Sew said. Giving free eye tests and selling spectacles below RM100, many had also asked Sew how he would generate income with SpecTruck. "Well, to be honest, we never aimed to make so much money. What we do here is a lot lesser than what you can get from an optical shop, but our objective had always been to provide the basic services to those who really need them.

"All mobile businesses are fairly young, there are no guarantees that they will work or fail, especially something which has never been done before like the SpecTruck but with plans to add more trucks in the near future, surely SpecTruck is working very well so far."

Sew added that SpecTruck also carries higher range frames because while there are no programmes in the outskirts, they get invitations to corporate functions or company open days and customers who can afford them often liked to see more variety. There have been businessmen showing interest to franchise SpecTruck so that is also in the pipeline, Sew said. However, he wants it to remain a mobile business and there are no plans to open a flagship or static store.

"We want people to trust that we will come back to their area soon enough, before their next eye check so they would not need to go to a shop. We want them to accept this way of business and its convenience. In the future, SpecTruck will be a part of their lifestyle," Sew said, adding that his team is also planning on developing a mobile app where people can see where the SpecTrucks are in real time. Those who wish to get in touch with SpecTruck, call 013-983 9657 or email spectruckmy@gmail.com

Sew also invited young and upcoming entrepreneurs to join SpecTruck and franchise, especially the Malay youth so reaching out to the Malay rural communities would be easier. "We encourage the youth to do mobile business with SpecTruck, which is doing lot of good for the communities. Food trucks are great business, but an optical service is more specialised and professional, and can even be a community service rather than just making profit. This way, you give and get back at the same time," he said. **F**



WABCO Launches Electronic Stability Control System For CVs In India

Murali Thalor met with WABCO to get a scoop of what the company has in store for one of the largest markets for commercial vehicles.

WABCO India, the leading manufacturer of safety systems for commercial vehicles, has introduced in India ESCsmart, its Electronic Stability Control System for trucks and buses, to reduce accidents and enhance safety. Commercial vehicles, especially the large trucks, buses and multi-axle vehicles, account for a third of road accidents in India. About 84 percent of accidents occur owing to loss of control.

The company has also announced the beginning of the operations of its Gradient Hill, which was officially launched by Rashmi Urdhwarshie, Director, Automotive Research Association of India (ARA).

ESCsmart is designed for application in all kinds of commercial vehicles – heavy, medium or low duty; it can be applied on a bus, truck or a towing truck. Tata Motors is the first OEM customer which has decided to deploy ESCsmart system across its Prima range of medium and heavy-duty trucks.

At the unveiling of the product recently at its proving grounds in Chennai, India, Jacques Esculier, WABCO Chairman and Chief Executive Officer, said, the company is a global leader in innovating technologies that contribute to safer and more efficient road transportation of people and goods. "After pioneering the introduction of ABS for commercial vehicles in India, we are extremely proud to launch ESCsmart and to play a key role in helping to support the Government of India's vision to reduce road accidents."

ESCsmart has been in Europe for long and the global company introduced this in the US in June this year. Steps are under way in the US to make ECS mandatory. Several

fleet operators there have adopted this technology even ahead of regulations; other countries like Japan and South Korea are thinking about it and India also will move to it. "Many countries, including India, are considering us. Once you have ABS (anti-lock braking system), this is the next logical step," he added.

India Target

WABCO India will initially target long haulage fleet owners, who the company is expecting will nudge OEMs to adopt the new functionality. "They would ask the OEMs to have this while negotiating new contracts. OEMs could also take the initiative, as Tata Motors has done, especially in the seven-tonne and above models; they have identified the segments where they want to offer models with ESC," Esculier added.

ESCsmart is an active safety system built on the company's ABS and electronic braking system (EBS) platforms. It monitors the roll and directional stability of vehicles and can automatically intervene, when a high risk to instability is detected. This will help reduce the chances of accidents, particularly associated with rollover, skidding and jack-knifing.

The ABS that was introduced in India in 2015 to help the stability control system, is made by adding electric, electromechanical and electronic elements to the earlier pneumatic brake system. All these parts form the base for the ESCsmart, both technology and component-wise. While ABS comes into play while braking, the ESCsmart is monitoring the vehicle condition all the time – both driving and driver behaviour. If a deviation is detected in the driver's intention or a critical situation occurs, the system will autonomously intervene and apply the brakes.

With BS-IV norms in India, the communication between the engine, vehicle and brake system can influence the engine to reduce speed and bring the vehicle back to the track the driver intended to go on. A vehicle can slide off and skid when driving on wet roads where the contact between the tyres and road is not adequate. It can also happen on highways when driving very fast around kerbs. ESCsmart can help reduce the chances of accidents, particularly associated with rollover, skidding and jack-knifing.

Technology

With steering aligned to centre, ESCsmart knows what the driver really wants to do and monitors the direction that the driver is steering and how it influences the vehicle's stability. There are learning algorithms in the software itself that can make the vehicle adapt to the changes in load, tyre pressure and in the geometry of the vehicle owing to tear and wear. The system can measure physical values at every stage of driving.

ESCsmart measures these values, compares them with the geometric values put in earlier and then calculates what is called the vehicle model. It's an easy model that compares what the vehicle is doing with what the driver wants to do; the calculations will tell where the vehicle should go compared to where it is going then. If it does not match, ESCsmart takes over control. The learning values are stored in the electronic control unit and they are always present. These are continuously updated and adjusted according to the changing conditions.

"We have two different situations to accommodate the ESC. Where there is loss of control due to skidding because of poor road conditions: the driver wants to go around the kerb but the truck goes straight as the front wheels do not have sufficient traction, or during lane changing manoeuvres when the rear-end comes around," Wohltmann said.

"In all these situations we will first of all reduce the engine torque; the system will interact with the engine to make sure the driver cannot accelerate anymore. The other part is interaction with the brake to ensure the vehicle is on the track the driver wants to go. This is called the yaw control as the vehicle is yawing before ESC steps in," he added.

The other situation is when the vehicle is carrying high loads. Since the load is piled high, the centre of gravity (CG) also goes higher and higher. If the truck is driven around a kerb or at an intersection at high speed, there is a chance that it could be pulled to the side and might roll over. "To tackle this we have the road stability control, which is based on the last estimation when the vehicle was very light with a low CG and could have high speed," the official said.

When the load increases, the mass estimation in the system will detect the high load and adapt the vehicle to the changed parameters. In a critical situation like a roll-over, the system will reduce speed and apply brakes. It will be able to estimate the safe speed for different conditions of load, kerb turning, etc. and will ensure the truck is always stable.


In such conditions all brakes, including the trailer brakes if attached, are applied. The trailer brakes play a role in all dynamic manoeuvres and all ESC or stability control interventions to maintain vehicle stability. Stability control is of prime importance in high friction road conditions, as in India, where the vehicle may not slide but has a tendency to roll over. "We started the application and development work jointly with Tata Motors and today we have come to the end-point of all subsets that have increased the performance of the system and the safety margins by adapting the standard European or North American system to Indian roads and driving conditions," he said.

In the price sensitive Indian market the company is working with the customers on a target pricing model to make it affordable. It asks customers for a price, reasonable in their view, and takes that as a reference point to work on. "With increased quality of vehicles, better torque and horse power, speeding would be a major factor in accidents. Stability control can step in and reduce accidents," Wohltmann added.

The Managing Director of WABCO India, P Kaniappan, believes that more than cost it is the value that the customers will see. With e-commerce industry catching up pace in India, the companies' have to deliver goods faster than before. Typically a consignment from Chennai to Jamshedpur used to take about a week or more. Now some of the fleet delivers in less than 48 hours. E-commerce industry works on 24/7 model, with the concept of driver relays to maintain higher speed; it is like bringing air transport on to the road. Since the turnaround time is much faster, fleet that operates at higher speed would certainly be interested in a system that can prevent accidents; this is because their fundamental model is built around the driver; in the relay model the driver comes back home every day.

The Indian arm will continue to import electronics till volumes reach a certain level but will continue to make other mechanical parts locally. "We are always trying to drive costs down to get more volume. An additional line is required in our facility. For this we have to make only a few assemblies and we need to localise. We have already localised ABS in India; we have developed a very good source. When the market moves to ESC we will take an appropriate decision based on volumes and projections," Kaniappan added.

WABCO's Indian arm, which started off as a manufacturer of mechanical products and got into electronic and related sub-systems, has added technologically evolved products and systems like ABS, ADAS, etc to its portfolio. It is now incorporating digitalisation and the opportunities brought by it. It is moving towards fleet management solutions and telematics with access to the world of big data.

The company is looking to enhance localisation. It has lengthened its test track, invested more resources on engineering and extended its plants in India. It is enhancing engineering capabilities to be the spearhead of the drive to new technologies, autonomous driving, connectivity and electrification. 



Volvo Trucks strong in Asian market

Asian Trucker met Lars-Erik Forsbergh, Managing Director of Volvo Trucks, Hub Southeast Asia and Japan, and Mats Nilsson, Volvo Trucks Malaysia Managing Director in Gothenburg, Sweden where we discussed about Volvo Trucks' position in South East Asia, and what's to come.



Mats Nilsson, Managing Director of Volvo Malaysia

With Malaysia at Euro 2M now and Euro V by 2020 if all goes well, and Singapore adopting the Euro VI emission standards, has or will there be an increase of truck sales in both countries?

MN: The market is rather stable. We have not seen any pre-buy effect before Euro V. There was a bit after GST but that was two years ago so no, the market now is rather stable, I'd say.

LF: For Singapore, there has been no dramatic change. It's less of a change from Euro V to Euro 6, not so drastic.

How is the transition to Euro 6 in Singapore so far, with only a few months to go until 2018? Also, what do you think of Malaysia's plan to implement Euro V?

MN: At this stage there's no real transition yet on the trucks side. I would personally like to see Malaysia move into the cleaner fuels a little bit quicker. I have three children and I want cleaner air for them. I'm looking forward to Malaysia having Euro V in 2020.

The facilitator in Malaysia will be the Rapid Pengerang refinery in Johor. They will secure that Malaysia can indeed have enough Euro V compliant diesel in all stations.

LF: In general, in Malaysia and Singapore, there aren't any real dramatic change. There are now the technology to prepare, mechanics to train, and so on. Apart from that, no really big issues.

AT: What about update on Volvo Trucks sales this year for South East Asia, particularly Malaysia, for this year?

LF: For South East Asia, I'd say 2015 and 2016 were a bit slow in the whole region, but 2017 started to pick up quite well. Thailand is growing; Indonesia is the main growth market basically in coal mining. Coal price has gone up, so the mining industry players start to invest in the equipment. They also need the availability where the truck should basically run around the clock, and they cannot accept unplanned stops and so on. We have a very good position in the heavy mining industry in Indonesia.

Also in the Philippines, its market is growing. Japan, of course, is dominated by their home brands but there is a certain niche for European trucks and we are dominant, I would say. Different customers look for European brands for different businesses. The total market is 47 000 trucks per year in Japan, so it's interesting to take a bit of share of their market.

MN: In Malaysia we are currently, according to the statistics I have from the Malaysian Automotive Association, number one in the heavy-duty brands. As of the end of July we were still number one, with a bit more at 40 percent today so I think that's good.

I can see Malaysia is a little bit more developed than other countries where the GDP per capita is higher, so I think that means the market is a bit more mature. It's not just about the purchasing price but what you get out of the vehicle from when you buy it, use it and sell it off. Customers see this and I think it looks positive.

AT: How has the response been for the Volvo FH series since it was launched in Malaysia a few months ago?

MN: The response has been positive. We had a great launch with 350 customers, some 50 media members and Helene Mellquist. As a group, we've put in the efforts and the response was great with a sold-out, full-house launch. The order has been positive as well where six trucks brought in were sold very fast and

there are seven trucks being put into production as well. It's been well received and the market is maturing. People are thinking about comfort, safety, longer distances and things like that so I think FH came at the right time. It's also quite a nice truck to carry your image as a brand as well.

LF: I think that's what it's all about, how we can add value for our customers with FH. That's one of the areas where we can really make a difference for the international haulier who wants to drive in three or four countries. We can provide one concept that covers the whole route. And as we own the network in Thailand, Malaysia and Singapore, it is easier for us to coordinate and make one total service offer for our customers.

AT: What are some of the things Asian customers consider when purchasing commercial trucks?

LF: In general terms, a truck is a tool for our customers to do their job. It is an investment initially and that, of course, should run without any disruption during a long period of time. The customer would like to make sure that he has the right truck for the job and an organisation that can take care of it. The first owner can sell the truck and reinvest in his new truck. That is what we are working on and that is what we would like to be the best in. That's also what the customer expects from us. If we succeed with that I think we should be able to really defend the leading position in the premium segment.

MN: In Asia and, definitely Malaysia, relationships are important as well, to feel that you are working with a partner that you can trust, that tries to listen to you. There will be technical problems but then you try to solve it with spare parts that come on time, mechanics that are trained, after-sales guy that listens to you and making sure the workshop is ready for you. It's not so different between Asia and the rest of the world. They are investing in a tool that will generate revenues for them. The principle is the same whether you are in Gothenburg or in KL, the truck must go from point A to point B with as much load as possible, as quick as possible and a smooth journey.



Lars-Erik Forsbergh,
Managing Director of Volvo Trucks, Hub Southeast Asia and Japan

LF: Safety is also increasingly being considered. Having a technical breakdown is one thing but if you get into an accident, it is a huge cost for transport. It's an image loss to the customer because the goods will not arrive in time and there is also the cost to replace the truck and, of course, there is a risk of human loss. We have a lot of features in the trucks to assist the driver and help him drive the truck safely.

A lot of accidents happen when you change lanes. There is a warning system now in the trucks that if you want to change lanes and there is a car on the other lane, a sensor will warn you to avoid an accident. We also have sudden stop, if the driver is not observant, the truck will feel that there is an obstacle in the way and it will brake automatically. So, a lot of these things are now more and more asked for to help the driver avoid accidents in the first place.

In Japan, they say Volvo there is a recruitment tool. There is a serious shortage of drivers. Drivers would

say, "Okay, I will work for you but I want a nice and comfortable cab in my truck."

Drivers like Volvo, they have been into the cab and it's quite a nice working place. The cab is not there just to keep the rain out, it's their office so it should be comfortable. A comfortable driver is also a more productive driver.

AT: What are Volvo Trucks' plans in SEA, and which are your key markets in this region?

LF: Continue to grow and strengthen our position in the premium segment. In Thailand, Japan and Malaysia, we have invested a lot in our service network, that is the key to everything. In Indonesia, we hope to continue to run on high level and meet the customers in the mining business's demands.

AT: Are there any developments in Volvo's service network in the region, especially after China's Belt and Road initiative was announced?

LF: We have good coverage of our service network. I don't think we see any need for any further investment short term. We are well-positioned. Investments have already been done, basically. But of course, it's not only the number of dealers, it's also constantly developing our technicians and our management and so on, because really, at the end of the day, they are the people that the customer will meet. These are the guys that are on a weekly or monthly contact with customers, that's what customers build their experience with Volvo on.

MN: We pretty much have the right hardware; meaning the hard installations, the coverage and size of the facilities and so on. But we also have the right software meaning meeting people; we are consistent when we talk to the customers, the mechanics' trainings and so on. And that is a continuous journey.

AT: How do you address safety and environmental issues in the region and what are some of the projects that have been done here?

LF: Well, the Fuelwatch Challenge is a way to watch fuel consumption. Not only will it reduce the cost of the transport company, but every litre of fuel you save will cause an impact on the environment. Besides that, of course our dealerships are abiding the environmental standards while we also have initiatives with our staff from time to time related to environment.

MN: We had a huge campaign called "Stop, Look & Wave" where we engaged with a lot of school children. It teaches children how to interact with trucks in the traffic, to realise there are blind spots. You need to stop, see the driver, catch his eyes and wave so that he sees you. In Malaysia we worked with Kidzania, with 80 schools.

For Fuelwatch Challenge, in Malaysia itself we had 1 670 drivers coming to our workshops, answer our questionnaires, interacting with our people and it was

part of safe driving as well. Last year we did the blind-spot training for drivers and we also have our customers' events like Petronas, Lafarge and SPAD around safety.

AT: How do you see the Asean Economic Community (AEC) contributing to the growth of Volvo Trucks in this region?

What will your strategy be to leverage on this initiative?

LF: Today long haulage is more domestic in Thailand and Malaysia but opening of the borders would enable more long haulages and I think that's where we have very good products, so I think that is a very good opportunity. It's moving forward, although slowly, but I think it will happen one day and there are already some trucks passing now through the borders.

MN: AEC is a great vision. In Europe the borders are fairly open and it helps the economy to be more competitive, more efficient. I understand in the AEC, there are countries that are on different levels, so it can be a stagger approach. Maybe we will have Singapore, Malaysia and Thailand among the first and Laos, Myanmar and the Philippines at a different level. Today, vehicles stop at the border to move from a Malaysian prime mover to a Thai prime mover, which is a waste of time and waste of capital, so I think the border should open.

AT: With the intense competition from non-authorized service providers in aftermarket, how does Volvo, being a premium brand automaker sustain in this competitive environment where cost efficiency is a great concern for transport operators?

LF: It's the uptime (service), to make sure the truck is available on the road and I think no one can really serve the customer better than we do. We tell customers we will manage the fleet and so we will make sure that when the truck arrives at the workshop, we have mechanics waiting for the truck. We know what should be done already before it arrives and get it back on the road. Other workshops surely can repair the truck but not as efficient we can do.

Additional comments?

LF: SEA is a very interesting part of the world. Population, the GDP and spendable income are growing. There is the need for transport whether for consumption goods or infrastructure, everything requires the use of trucks so it's an interesting area. So what is next? I think we start to talk about electro-mobility as discussed a lot in Singapore. Autonomous trucks and connected trucks, that's the next step in the evolution of the transport business. We would like to be number one in that field as well.

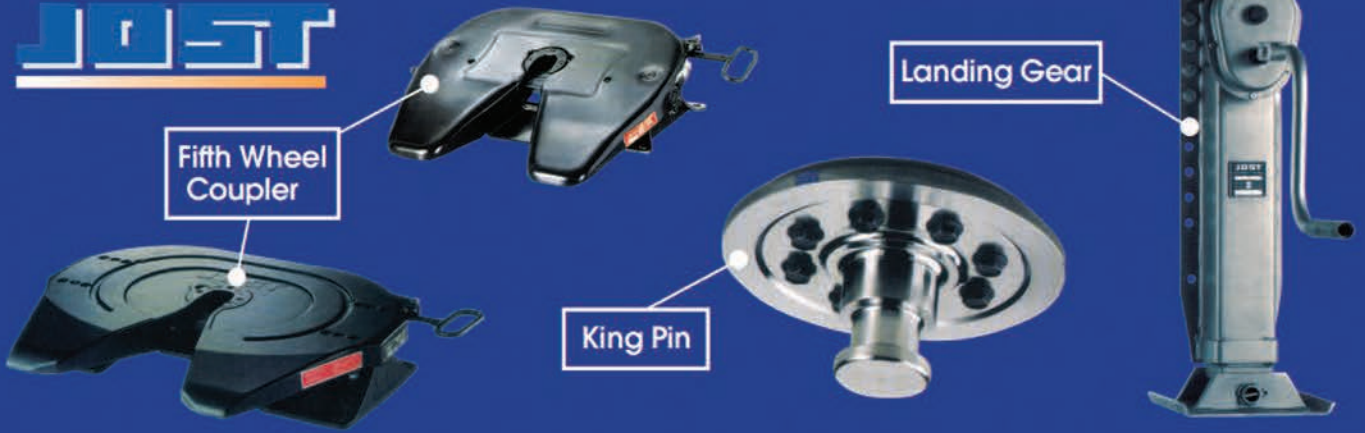
MN: Trucks and truckers, I like to think of them as the lifeblood of the economy. To become a developed country, you need infrastructure and without you will not have anything in your shops, pharmacies, grocery stores. It's a very exciting industry to be in but sometimes undervalued so it's nice to have events like the Fuelwatch Challenge where we see all the talents and managements here and show appreciation and engagement with these guys. **F**

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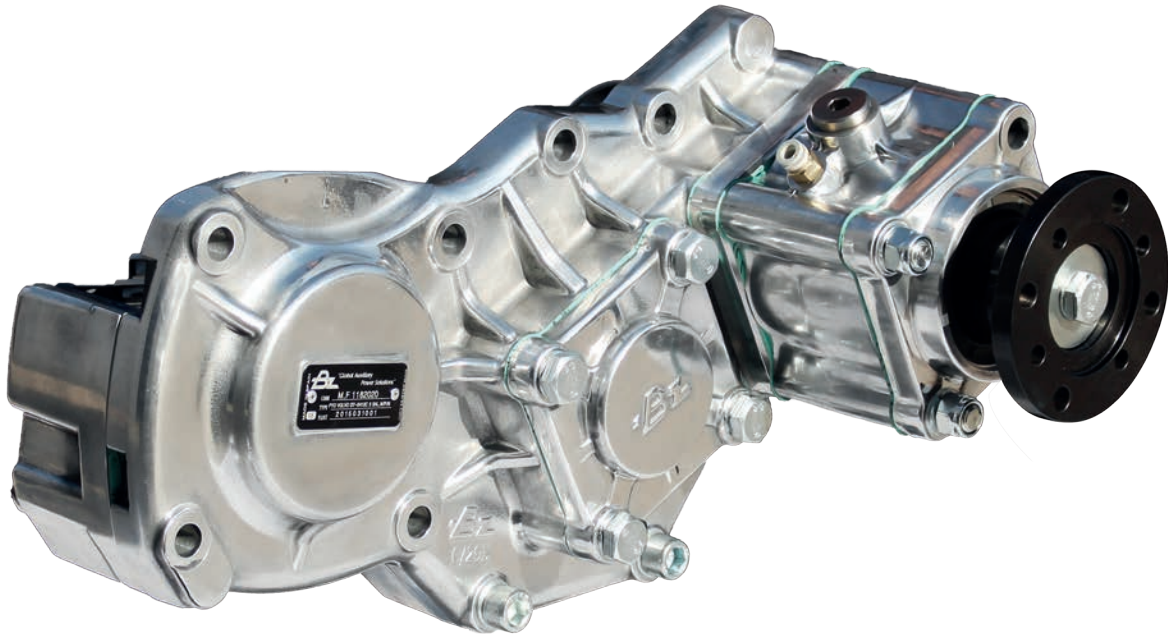
Bezares PTO are built to last

Bezares SA is a Spanish manufacturer of hydraulic equipments for trucks and industrial vehicles such as PTO (power take-off), hydraulic pump, hydraulic valve, powerpack and complete hydraulic systems for trucks and Industrial vehicles from many brands such as Allison, ZF, Toyota, Renault, Mitsubishi, Mercedes Benz, Volvo, Man, Scania, Isuzu, Iveco, DAF, and others. Bezares PTO are internationally known for their rugged design. Made with premium components, all models offers high technical performance, allowing it to work under the harshest applications and conditions.

Here we take a closer look at Bezares PTO and its application.

WHAT


The Power Take-Off or PTO is a mechanical device which is mounted on the gearbox to obtain power and a determined rpm for our application. This mechanical energy from the gearbox is transmitted to the pump and converted into hydraulic energy.



USE ON COMMERCIAL VEHICLES

When requesting a PTO it is very important to know the brand and the model of the transmission. With that information, PTO suppliers can advise you to select the most adequate power take-off for your application. PTO suppliers will usually require details of the make, model and even serial number of the transmission. Care is also needed to ensure that the physical space around the transmission allows for installation of the PTO.

APPLICATION

The PTO is engaged/disengaged using the main transmission clutch and a remote control mechanism which operates on the PTO itself. Typically an air valve is used to engage the PTO, but a mechanical linkage, electric or hydraulic mechanism are also options. Typical applications include: Running a water pump on a fire engine or water truck; Powering a blower system used to move dry materials such as cement; Raising a dump truck bed; Operating a winch on a tow truck; Operating the compactor on a garbage truck. 

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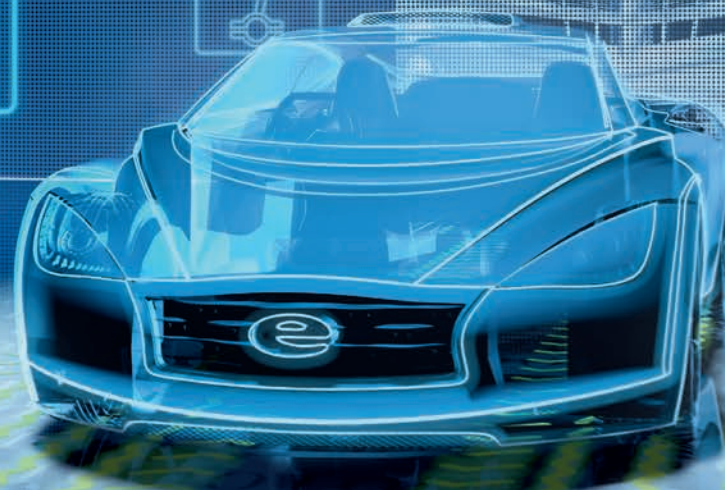
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Protect Your Cargo with Hendrickson Suspension Systems

The American-based firm swears by its quality and durability of products

Transporting perishables can be a tricky affair, it needs to be fast and efficiently handled from the farm right up with freighters, trucks and eventually making its way to the grocery stores or supermarkets. Handling fresh produce can be very challenging as they are susceptible to damage due to the mechanical vibrations during transportation.

Mechanical vibrations can do a lot of damage especially to fresh produce such as Kiwi fruits. Bruising of fruits and vegetables can contribute to discoloration and reduced shelf life. That in turn increases the loss ratio for the supplier as about 70 percent of global transport damage is avoidable. That is an average savings of EUR2.8 billion (RM13.7 million) worth of savings per year. There are many ways to minimise damage to goods during transit such as proper packing, load management and adequate suspensions.

It is vital that shipments reach recipients undamaged and on time, as much as to reinforce their own market positioning. The use of proper suspensions in delivery vehicles can greatly minimise the effects of mechanical vibrations. Mark Boon, Hendrickson's Executive Manager, Southeast Asia shares his thoughts on the importance of proper suspensions use for transporting of goods.

Hendrickson is the leading global manufacturer and supplier of medium- and heavy-duty mechanical, elastomeric and air suspensions; integrated and non-integrated axle and brake systems; auxiliary lift axle systems; parabolic and multi-leaf springs; stabilizers; and bumper and trim components to the global commercial transportation industry. For markets like Malaysia and others that are transitioning slowly from mechanical suspension systems on their trailers to air suspension systems are playing catch up as workshops become increasingly exposed to the different maintenance requirements air suspension brings to the fleets," said Boon.

"Using the right axles are important as it can prolong the shelf life of goods especially perishables. Air suspensions are better than mechanical ones as they contribute less bruising which reduces the amount of waste. For instance, air suspensions can reduce the amount of rattling of glass bottles, and keep strawberries in pristine condition during transit.

"At Hendrickson, we emphasise on proper maintenance, it is part of educating our clients to get the best out of our products. Regular maintenance on air suspensions is necessary as well as wheel alignment and the maintenance of correct tyre pressures as these go hand in hand for optimum driving experience," he said.

Hendrickson's truck suspension range include AIRTEK, AR2, HAS SERIES, HAULMAAX, HN SERIES, PARASTEER, PARASTEER HD, PRIMAAX EX, R SERIES, RT/RTE SERIES and HA4 SERIES.

About Hendrickson

Everyday Hendrickson suspensions carry countless tons of freight on and off the highways of the Asia Pacific Region. For over 100 years Hendrickson has been the leading supplier of springs, suspensions and axles to suit rigid trucks, prime movers buses and trailers of many fleets throughout the region. **F**





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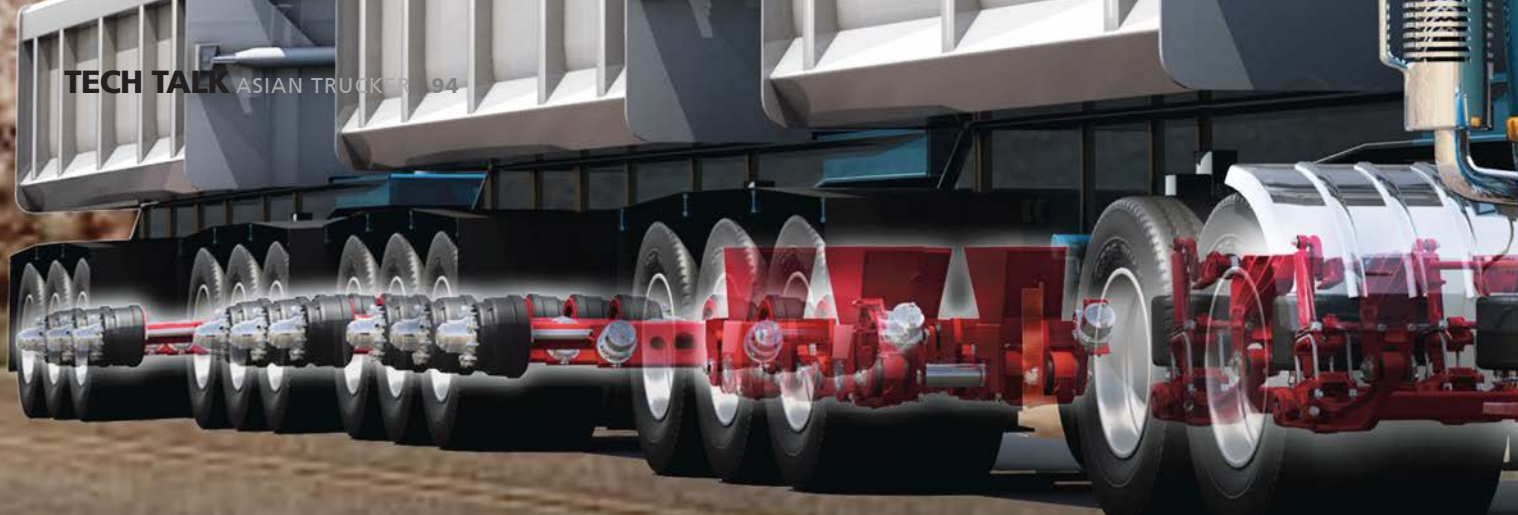
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A Decade of Trust for Hendrickson Axles

Shaziman Transport tells Farezza Hanum Rashid why there is no other axle for its fleet.



Low maintenance and minimum down time are the key factors that transport service providers look for to ensure quality in their services, trustworthiness among their clients and profit for their companies.

These are the reasons why Shaziman Transport Sdn Bhd use the Hendrickson Intraax, which Managing Director and Chief Executive Officer Ginderpal Singh Gill described as the toughest and lightest integrated suspension-axle-brake system around, for its petroleum tankers.

"We have been using Hendrickson axles 100 percent for all of our tankers, for about 10 years. The manufacturer guaranteed that each axle would last 1 million kilometers but we have managed to reach 1.6 million kilometers in about eight years with hardly any issues with the bushings and spending very little time on maintenance," he said when met at his office in Melaka recently. Hendrickson axles use "Tri-Functional" bushings, a proven technology for mile after mile of dependable service.

Low maintenance and convenience also means saving time and money. The Hendrickson Intraax's simple and functional design uses fewer parts and consequently, it

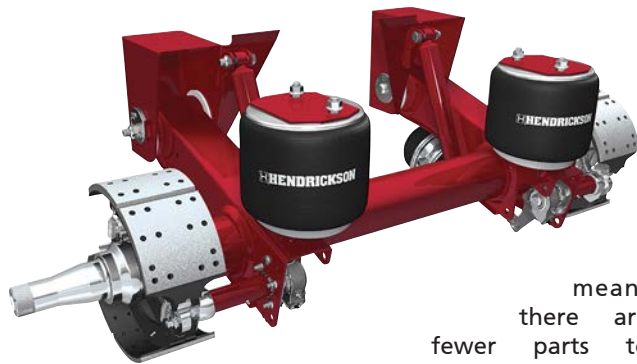


Its straighter and neutral-toe axle also improves tire life and mileage. The spindle, axle wrap and spider mounting surfaces are machined in one step after friction welding to ensure precise brake geometry and wheel positioning, giving the vehicle enhanced brake life and efficiency. The axle's patented wrap and window weld also allows for optimal structural integrity while the brake hardware attached to trailing arms rather than welded to the axle, minimises axle stress.

Ginderpal added however, that superior designs would not do much good if drivers abuse them with harsh braking, go off-roading or overloading their trucks. "We have a good maintenance record because our drivers have good on-the-road behaviour. They have all been trained, are disciplined and are constantly monitored via GPS.

"With today's technology, we are able to monitor drivers' activities in relation to the trucks. We emphasise on safety, not only to our drivers and the products they are transporting, but also to other road users," Ginderpal said.

Founded in 2001, Shaziman Transport specialises in transportation services for petroleum products and car carrier delivering across Malaysia and Singapore. Based in Durian Tunggal, Melaka, with a fleet of over 200 prime movers operated by trained professionals, the company has a strong partnership with oil and gas giants like Petronas Dagangan Berhad and Petron Corporation. **T**



means there are fewer parts to wear out. Its "Quik-Align" feature allows for fast and easy axle alignment that requires no welding or special tools.

"Hendrickson axles are the best in the world especially on air suspensions and they are lighter than their competitors by up to 100 kilogram difference. Of course, they are a bit pricier, but I would rather pay more for quality than for downtime," Ginderpal said.

Hendrickson's superior axle design includes its large diameter (LDA), which had its usage expanded within the Intraax and Intraax-SP models. It trims more than 12kg compared to a five-inch axle, allowing more cargo per load. Its bending and torsional stiffness is increased by as much as 14 percent for rugged durability. It has greater roll stability and reduced deflection under load.





HAMMAR Sideloader Shoulders the Task of Expansion

Seeing opportunities, ICL Global Transport is seizing the day by addressing the needs of the market with the purchase of a HAMMAR Sideloader

Located in the Taman Perindustrian Sultan Suleiman, ICL Global Transport's office may be small, but it is certainly bursting with motivation. Founded only some 11 years ago, the company initially focused on freight forwarding only. Today, with the help of a small truck fleet, the business is rapidly expanding into haulage and moving freights as well. Asian Trucker met with Steven Liew Wei Cheng, Managing Director, to find out why another sideloader was needed.

While running his freight forwarding business, Liew realised that some of his clients stopped using the service of ICL Global Transport as a result of third party transport providers being unreliable. "It was the fact that contracted transporters couldn't deliver on the times they promised that lead us to rethinking our approach." Having been patient, in 2016 the decision was made to expand the service offering.

With the decision to venture into haulage also came the decision to purchase a HAMMAR sideloader. According to Liew, this was motivated by the nature of businesses that the company predominantly servers. He detailed that many companies they are serving are SMEs whereby only a few have warehouses with loading bays. Many times, the cost of a mobile crane is also prohibitive to carrying out business. "If you use a Sideloader, you eliminate these problems," he said. Since the HAMMAR Sideloader is an independent unit, the loading and unloading is fast and efficient. Hence, the operations enjoys a quick turnaround time that allows for more deliveries.

When asked why the order went to HAMMAR, Liew is firm in his belief that one needs good quality tools in order to provide top grade service. "We wanted to have the best. Our research showed that the HAMMAR Sideloaders are





the leading products of this type, so we went for that. As you can see, the prime mover coupled to this is also a top brand.” With the choice made, Liew took a short drive to the HAMMAR office down the road to place his order. “Eugene (Joon) is a true professional and he is very knowledgeable. That gave us further confidence in our decision,” Liew recounts.

Three months later, the HAMMAR Sideloader arrived. With that, the drivers were given an intensive training, lasting a full day, to ensure that they can operate the equipment in the most effective way. Drivers were also assessed in terms of their capabilities. Liew also signed up for a Service and Maintenance agreement with HAMMAR. To him, this means that the operation of the Sideloader will be headache-free and that he will get the full support. In haulage, this is particularly important since the trucks operate seven days per week. Recruiting new drivers, Liew feels that he was lucky to be able to attract drivers that already have experience with Sideloaders.

“We had to learn a lot when we started with haulage. However, some 40% of our customers also use Sideloaders and we could tap into their experience to pick up a few things too.” As one might expect, things weren’t easy at

first, but he praised his dedicated team that helped to weed out the issues. Supportive suppliers also contributed their part to the success of ICL. At this point in time, the fleet of ICL Global Transport has grown to six trucks, two of which are attached to the sideloaders. The second Sideloader is to be delivered within the next four weeks and Liew already hints at future prospect orders for more.

While the industry in general might have taken a hit this year, ICL Global Transport has full order books. This, according to Liew is due to two factors. Firstly, his emphasis on reliability has made him a transport partner of choice while secondly, his search for business outside the Port Klang area has yielded more business. Being a new player has also some advantages as the company doesn’t have to deal with historical baggage. Seeing things a bit different, Liew also had mobile applications put in place to make the day-to-day operation of the business smoother and easier. “Maybe many transporters shy away from the high cost of systems and solutions like the HAMMAR Sideloader. However, we believe that you need to keep updating yourself.”

As Liew leaves the premises with us, the brand new HAMMAR Sideloader is passing by, on the way to shoulder another delivery. **F**





Taipanco Readies Itself with CIMC Trailers

Confident that business is going to expand further, Taipanco placed orders for some 100 skeletal trailers from Chinese specialist CIMC. Asian Trucker met with En Nazari to find out what motivated the purchase.



The total of some 100 skeletal trailers was actually broken down into four batches and the newly acquired assets will be distributed between Taipanco and the sister company Shallas. Some 70 units will be supporting the former, while the remainder will be attributed to the latter. Nazari also revealed that these trailers will be coupled to

a batch of brand new trucks, thus increasing the total number of prime movers in the fleet to 240. Since the current trailer fleet is less than 20 years old, the company is not phasing out any of the existing ones. These trailers are to be in two-axle configuration for 20" and two or three-axle configuration for 40" container haulage.

"What really convinced me was the video presentation that CIMC showed me. I saw an ultra-modern production facility that was able to produce trailers of the highest quality." In addition, Nazari hails the superb quality of the fabrication. One of the issues he is facing with locally manufactured trailers is that the sideguards are typically welded onto the frame. Within a short period of time, these weld typically break and repairs are required. "The CIMC frames and sideguards are different. Our trailers will have the sideguards bolted onto the frame and are TUV approved." Although this means that there is more material

used and the trailer overall will be more costly, Nazari expects this investment to pay dividends over the next years.

Beyond that, the frame comprises a three-piece fabricated high tensile steel I-Beam. Local representatives of CIMC here in Malaysia confirmed that, indeed, the trailers are typical and standard items that need just a little adaptation to comply with local regulations. The fifth wheel and kingpin are of such kind that they would fit with most of the European trucks. Only when it comes to the coupling, CIMC was required to adjust the product to the local market. Nazari further said that the technology involved in the production impressed him. Unlike other trailers that are simply painted, the CIMC models are coated using E-Coating.

Having discussed the technical requirements with the technical team in Taipanco, the first of four batches of trailers was ordered. Nazari admits that the China made trailers are slightly more

expensive and take a month longer to deliver. However, both parties came to an agreement that worked out to offer the same cost for the trailers than locally made ones.

CIMC is rather confident in their product. As such, the trailers come with a one-year warranty while the E-Coating and powder coating will be covered for five years. Having used the first trailers, Nazari was convinced. "When you do a back to back loading, you can see that the trailers are extremely rigid. Normally, a laden trailer will bend

ever so slightly. These ones don't." Having received the first batch of trailers, Nazari visited the factory to see the actual production. This prompted the second order. Another comment he made was that other transporters have approached him to enquire about the trailers.

CIMC, although confident and certainly confirmed in their belief their products are the right fit for the Malaysian market pledged to further improve the trailers, based on valuable feedback given by customers like Taipanco. **F**



So, what is E-Coating?

Introduction

E-coating – also known as Electrophoretic Painting, Electrocoating, Electropainting etc. – is a high-tech process that has been developed over the last fifty years. A specialist form of this technology – the CLEARCLAD process – has been developed over the last 25 years. The E-coat process was originally developed for applying an anti-corrosive coating over steel car bodies. E-coats such as the CLEARCLAD processes are used for coating a wide range of consumer goods including hardware, jewellery, eyeglass frames, giftware and many other items. Users recognize E-coat's ability to paint high production volumes of parts with a unique combination of decoration and protection. Material utilization is close to 100%. This high production efficiency coupled with advanced quality results in lower unit costs.

How E-coating works

The coating materials (resins, pigments, additives, etc.) are dispersed in water and held in a bath. The parts to be coated are immersed in the solution and an electrical current is passed through the bath using the parts as an electrode.

Electrical activity around the surface of the parts makes the resin directly in contact become insoluble in water. This causes a layer of resin – including any pigments and additives present – to adhere to the surface of the parts. The coated parts can then be removed from the bath and the coating is normally cured by baking in an oven to make it hard and durable.



CA2080P122 (4x4) Rigid Truck Specifications

Mass	Curb Weight (kg)		3520	Dimensions	Overall dimension (mm)	Length	6560	
	Axle Load distribution (kg)	Front	2150		Width	2080		
		Rear	1370		Height (unload)	2680		
	Gross Vehicle Weight (kg)		5000		Wheel Base(mm)	3860		
	Axle Load distribution (kg)				Wheel Track(mm)	Front	1200	
					Rear	1500		
	Max. GCW (kg)				Min. Ground Clearance(under rear axle) (mm)	220		
	Max. Axle Load distribution (kg)	Front	.....		Approach Angle (°)	18	
		Rear	.....		Departure Angle(°)	30	
	Max. traction weight (kg)		.....		Front Overhang (mm)	1200	
Max. GVW of tractor and trailer		.....	Rear Overhang (mm)	1500			
Max. allowed load on fifth-wheel (kg)		.....	Clearance of fifth-wheel from ground(loaded) mm	.....			
Performances	Min. Steering Diameter (m)		15.2	Engine	Model	YC4D130-33		
	Max. Speed (km/h)		100		Displacement(L)	4214		
	Max. Gradeability (%)		22.6		Max. Output Power (HP)	122/2800		
	Parking Brake Grade Angle (%)		18		Max. Torque Nm/(r/min)	380/1400~1700		
	Direct Shift Min. Stable Speed(km/h)	26				Min. Fuel Consumption g/(kW•h)	215	
	Direct Shift Accelerate Time (s) (20-70km/h)				Cab	Type	Cab-over-engine, all metal closed, integral front tilting angle 44°	
	Sliding Distance(from 50km/h) (m)		≥1050			Seats	3	
	Braking Distance(from 30km/h) (m)		≤10			Type	Dry type, single plate, diaphragm spring clutch, hydraulic controlled	
	Fuel Consumption(l/100km)		15			Driven Plate	φ330(mm)	
	Fuel Tank Capacity (L)		100		Clutch	Model	Power steering	
Frame	Type	Side rails, punching and riveted construction		Ratio		18		
	Main Rail section	200×65×5(mm)		Pump Max. pressure(kPa)		10000		
	Auxiliary Rail Section	.....			Rated working air pressure (kPa)	784	
Gearbox	Model	LT115		Driving Brake		Dual circuit, air pressure brake		
	Forward Shifts Ratio	5.502, 2.882, 1.650, 1.000, 0.755		Parking Brake		Spring energy storage type		
	Reverse Shift Ratio	I _r =5.118		Auxiliary Brake	Exhaust Brake			
Alignment	Wheel Camber	1°		Brake System	Rated working air pressure (kPa)		784	
	Kingpin inclination	8°			Driving Brake	Dual circuit, air pressure brake		
	Caster	1°30'			Parking Brake	Spring energy storage type		
	Toe-in(measured onφ648 diameter)	1~3(mm)			Auxiliary Brake	Exhaust Brake		
Rear Axle	Type	1058 ISUZU type , 5T		Electric System	Type	Single line, negative earthed		
	Reduction Ratio	4.875			Voltage	24V		
	differential				Generator	1500W		
Body	Measure ment(mm)			Battery (V/Ah)	24/105			
				Rim				
		Model	7.50 R16-14		Tyre	Air pressure (kPa)		830







Safety, Productivity and Image

Asian Trucker met Volvo Trucks International Senior Vice President Heléne Mellquist and Volvo Trucks Malaysia managing director Mats Nilsson in Gothenburg, Sweden where they spoke about how their Asian market is following Europe closely as customers are relying more on the safety, productivity and image of their fleet.

AT: What are the updates on Volvo Trucks sales globally, and which part of the world is the largest contributor of revenues?

HM: Europe is our biggest contributor, we have very broad and profound foothold there where we sell around 55 000 trucks every year. With a market share of 16.8 percent now in the second quarter of 2017, Europe is doing very well. It's really in the peak of the cycle and our entire production system is just fully booked.

North America is a bit different, we should sell around 30 000 there this year. We have a lower market share there and the reason is because the segments have been changing. Right now, we are launching a massive, completely new product programme in North America. We have not done that in years so I will be very happy when I see the new stylish conventional trucks launching for the North American market.

In Latin America, we have strong foothold and strong market share of 18 percent. Although Brazil is quite difficult right now with the government's managing of the country, the countries around it like Peru and Argentina are doing quite good so that balances it out.

It is very hard to find statistics for the African continent but in South Africa, we have a good foothold for the entire dealer network where we have 16 percent market share. (It also depends on the) political situation there. It will be interesting to see what will happen after the election in November, so let's see what happens after that. We have good faith in South Africa.

We have been in Australia for a very long time. There are 18 competitors in the market where the Volvo brand has a market share of 16 percent and if you look at the Volvo Group, we have just below 30 percent. With 18 brands on the ground, 30 percent is a strong group.

AT: How does an event like the Fuelwatch Challenge help expose Volvo trucks to potential customers?

HM: We produce one of the safest, most productive and fuel-efficient trucks in the world and in this event, drivers use all the features that we have in them like the I-Shift, Dynafleet and the Volvo Dynamic Steering (VDS). The driver plays an important role and in the driver training programme that we offer, the driver uses all those features where you can really get high productivity out of the truck. So, the driver training is important to introduce drivers to those features and to leverage on that, the Fuelwatch Challenge is a lovely and excellent platform to do that. The challenge is also about putting the focus on the driver. The Fuelwatch Challenge is the Olympics in fuel.

For the driver, it is part of the pride and recognition of being here and increasingly so as well, when more and more drivers are part of these kind of initiatives. The drivers are also a part of the buying decision when it comes to the truck, so if we have a lot of positive interaction through initiatives that we have with the drivers, that of course opens up other opportunities as well.



so Kaspul could practice. Here we can see how invested the customer is in Fuelwatch, which is also why his company had won the Malaysian finals for three years in a row. He really saw the value in this event.

AT: The commercial vehicle industry has changed and developed so much. How do you view the present challenges and what do you foresee in the future?

HM: The truck industry is going through a paradigm shift. Everyday our customers need to be out on the road and they need to have very good vehicles. At the same time we know that electro-mobility, automation and also the connected trucks in the services that we can provide, all those things influence a lot in the future. We have even organised the entire company with a special task force working only with these three streamlines because we would like to take a leading position in this.

We know we also need to support our customers through this because it is a big change for us and the customers in the entire logistics business. Connected to that, we have a lot of different pilot projects going on, for example the Volvo concept truck and "platooning". We have that technique already developed where we have trucks connected.

More on autonomous, we have this mine in Sweden where a driverless vehicle goes back and forth 24/7. There is also the garbage truck which is going to be in production. The driver is outside and he's walking at the back of the truck, collecting garbage. As he moves to the next pile, the truck is following him. This is also very safe especially when you know there are children in the area. The truck tells you where your angle is, if you are asleep, are there bicycles around your truck?

We are gradually increasing values into these trucks. The VDS supports the driver every day. You

can really feel it constantly judging what the road is like and sort of take some load off the driver and letting him steer it in a much easier way. We also have things like lane-keeping support. If you leave the lane by accident the truck will beep. And then we have the emergency brake which is in legislation now in Europe. The truck brakes before it hits the vehicle in front of it.

The human factor is also very important when we start to introduce these things as well. We will gradually improve as we add on features.

AT: What is Volvo Trucks' growth plan for the next 10 years?

HM: The three things that we talked about are the things that will happen in the industry. From the growth perspective, I think Asia is the next to come. Also for the European segment, I think we see more and more customers are relying image-wise and productivity-wise on the features that we can provide to the work they need to have done. We see that happening in Malaysia for sure. We even launched our flagship, the FH16, in April. So, I think Asia is really the next to come in our growth.

And, it is not only about the products but also the entire retail network, our services and the reliability that we have. In maintenance, the service contracts that we have is also to secure the quality for the customers.

Trucking is an interesting business, with technology lifting the paradigm shift and new market is opening for the megatrends that we have. **F**

MN: In Malaysia, 1 670 drivers took part this year. It was a great way for us to communicate with the drivers and customers while they take the time to join these events. For the drivers, it is more for the pride and recognition. The Malaysian driver here represents the other 1 669 drivers who are pretty much following him and supporting him from afar.

Customers are also investing in this event in a way when they put the driver through training. It's good to see that return in investment when you have a driver coming here and he's potentially winning, and that's great. For customers, it's an image win when their drivers are among the best in the world.

There was a female driver in Malaysia this year among the finalists and although she did not win the final there, her employer was very proud and had her story published in two pages in the newspaper.

The winner, Kaspul Anwar Abdul Karim, is based in Penang while the customer is in Terengganu, who also bought Malaysia's first FH truck. The latter asked Kaspul to take three days paid leave so he could go to Terengganu just to test out the FH truck. They even kept the truck off the road





Mission Ready – Thanks to MAN’s Care

Stefan Pertz followed MAN’s personnel to East Malaysia to find out what it takes to ensure the mission-readiness of trucks deployed there.

Captain Noor Izzani moves fast and with precision. Just like the rest of her unit, the 71st Battalion Transport Company, which is a transport unit stationed in Kota Kinabalu. Meeting her at the barracks, we learn more about the MAN trucks used by this unit and how they are being kept in spotless condition to allow for swift response to any situation. There is a total of four trucks within this unit. While the chassis are supplied by MAN, local partner AVP Engineering (M) Sdn Bhd takes care of the bodies. In total, some 60 units of this truck have been supplied to the Malaysian armed forces.

Similar to trucks used in civilian logistics, each truck is handled by two drivers assigned to the vehicle. What makes the operation in the army unit unique is that the maintenance is carried out by a separate unit. Maintenance units are tasked to do just that: maintain and service the vehicles. They don’t drive them. What is crucial is that the

trucks are ready for action at any given time. “We move goods and personnel. What makes our job tough is the rough terrain that we move in. Trucks need to be rugged and have to take a lot of stress. While others might be concerned about fuel efficiency, this is not our main concern,” says Izzani. Sergeant Paul, who works alongside her added that the trucks easily clock in 60 000 Km in a year as the distances travelled are vast. “We can give these trucks top ratings as they perform well and are easy to keep moving.”

When repairs are necessary, AVP and MAN will work hand in hand to rectify the issue. Thanks to the partnership with the local firm, any issue can be addressed quickly. Spare parts can be drawn from MAN’s nearby warehouse. Since the trucks have to be in immaculate condition, only genuine parts are being used.



MAN's Local Partner: AVP Engineering (M) Sdn Bhd

Their history in the special purpose vehicle business began with the incorporation of AVP Engineering in 1994. AVPE Engineering (M) Sdn. Bhd. (AVPE) is a subsidiary of CB Industrial Product Holding Berhad (CBIP), a company listed on the Bursa Malaysia main board in June 2005. Located within the vicinity of Telok Panglima Garang industrial facilities hub in the state of Selangor.

AVPE is equipped with the most modern machineries for steel fabrication and assembly works. A fully comprehensive spacious fabrication facilities enables AVPE production teams to plan for a flexible production process incorporating the most modern equipment that provides maximum efficiency and highest quality products.

Urgency of a different kind is what a TV station is faced with. When important events happen, the crews need to be mobile in a heartbeat as well. For RTM, a MAN truck has been a reliable work-horse for over a decade.

The truck, purchased via the Kuala Lumpur based headquarters has been the pride and joy of Mohd. Dhalaan bin Haji Harun, the driver.

"This truck is used to tow a mobile TV studio to where it is needed. We sometimes drive up to ten hours to get to the area where the mobile station is needed." Worried about reliability, RTM would only use original MAN parts. His colleague Ahmad Fakhru Izzan Bin Mamat, Jurutera Pemancaran TV, explained "When it comes to after sales service, we see some issues. Third party providers may handle all sorts of vehicles and may therefore not be equipped with the right knowledge and tools to handle things. There have been cases where repairs were done by an independent workshop, resulting in even more damage done to the vehicle as the mechanics didn't know how to do it right." In his view, MAN is an established brand that also brings with it the competence to service and maintain the trucks sold. **f**



Expanding Scale And Scope

Very important trade fairs and epoch making announcements on innovations make September very special for the automotive industry. International Automobile Exhibition (IAA) Frankfurt and the North American Commercial Vehicle Show (NACV) in Atlanta are among them. These became venues for the unfolding of many trailblazing trends that can change the future course of the automotive industry. Murali Thalor, Editor of AutoPartsAsia has the inside scoops.

Two significant statements at the IAA show that impressed me epitomises these trends. One is by Dr Volkmar Denner, Chairman, Board of Management Robert Bosch GmbH, who said, "It's not just a case of making better cars. We need new conceptions of mobility." The second quote is by Continental AGs' CEO Dr Elmar Degenhart who said, "Vehicles will become our offices and front rooms – our living spaces on wheels."

Continental emphasised the importance of innovation in automation, electrification and connectivity. Cooperation between industry and politics is key since the big goals like zero road accidents, clean air, comfortable and affordable driving can be achieved only with political and administrative vision and will.

Cockpit Vision, Over-the-air Updates

Entirely new cockpit designs are needed for automated driving and to reduce driver stress in the new environment. Continental AG showcased its vision of the cockpit of the future at the recent IAA Cars 2017 International Motor Show. The cockpit vision includes a variety of functions for comprehensive human-machine interaction that can dynamically and flexibly adapt the vehicle interior to the specific situation.

Low-cost Corner LiDAR

Delphi Automotive has signed a commercial partnership agreement with LeddarTech, a Canadian company developing solid-state LiDAR technology. This partnership is to develop a low-cost, corner LiDAR solution. Delphi has extensive sensor, radar and systems engineering knowledge and experience to complement LeddarTech's unique, patented sensing technology.

Lab1886

Business Innovation, the innovations factory of Daimler AG, is celebrating its tenth anniversary. Since 2007, this 'Think & Act Tank' has developed ideas and projects for new business models like the flexible car sharing service car2go, the mobility app moovel and Mercedes me, the digital access into the world of Mercedes-Benz. To mark the anniversary, Daimler is converting Business Innovation to Lab1886 which will act as a new innovation lab with its own incubator, latest hardware and software and team of experts.

Innovative Catalysts

BASF presented its innovative catalysts, battery materials and plastics that will enable automotive manufacturers to



reduce emissions, save weight and improve safety, comfort and design of their vehicles. The company showcased sub-frame mounts made of a new, low stiffening and compact polyurethane that can help improve driving dynamics, comfort and safety.

OnLaneASSIST

At NACV, WABCO introduced OnLaneASSIST, a safety technology for heavy- and medium-duty trucks and buses. The technology helps in improving commercial vehicle safety and driver comfort by avoiding collisions related to unintentional lane departures. It leverages unique active steering technology and a forward-looking camera to provide active lane correction functionality. It contributes to vehicle safety by detecting lane markings and continuously evaluating the vehicle's position relative to them. It also distinguishes between planned lane changes and lane drifting. In case of lane drifting, the system autonomously intervenes before the vehicle unintentionally leaves its lane by applying a correction torque to the steering wheel to return the vehicle towards the lane centre.

Lastly I would like to take up a major announcement – Ford Motor Company of the US and Mahindra & Mahindra of India have entered into a strategic alliance. It is designed to leverage the benefits of Ford's global reach and expertise and Mahindra's scale in India. The areas of potential cooperation include mobility programmes including e-mobility, connected vehicles among others. As both the partners have worked together in the past, the present alliance will be more productive as the differences of opinions would have faded away already.

See you soon with more Trailblazing Trends. . . 

Foundation laid for further growth Diesel Technic AG is expanding its headquarters in Kirchdorf / Germany



Diesel Technic AG has started work on the major expansion of its headquarters. The aim is to improve its product and service provision to customers. The expansion supports Diesel Technic AG's ongoing growth strategy. With more than 36 000 branded products of guaranteed quality, a network of international subsidiaries and distribution partners in 150 countries, the company ranks as one of the largest suppliers of commercial vehicle spare parts in the independent aftermarket.

As part of the expansion, the existing high-bay warehouse at Wehrmannsdamm in Kirchdorf is being supplemented with a new logistics building. With a height of 18.5 m and covering an area of 6 600 m², it is almost as big as a

football stadium. Around 4 500 m² of the new building is intended for the high-bay storage, with space for a total of 13 000 pallets. Another 1 150 m² of floorspace will be given over to state-of-the-art and fully automatic shuttle storage with a capacity of 40 000 boxes arranged over 37 levels. The new logistics building will particularly improve product availability, and automation will accelerate the logistics process according to the "goods-to-man" principle. A number of modern-equipped offices will also supplement existing capacity. As a result, the company is ensuring that new employees will continue to enjoy an optimum working environment well into the future. An additional car park with around 460 parking spaces is already complete. **T**

NCH Asia appoints first Korean to lead Malaysia and Singapore market

Ku Lee, 48, as Regional Corporate Account Director is taking over a bigger role in his career path as Country Manager of Malaysia and Singapore.

Ku Lee first joined NCH Korea as Corporate Account Manager in April 2012, then promoted to Regional Account Director, NCH Asia. He had successfully demonstrated his ability and built multi-million dollar Corporate Account program, and led his team throughout the Asia region.

With his firm belief of "Dream Big, Aim High"; he will ensure to expand both Malaysia and Singapore market with his on-going perseverance and experience as he had with

the Corporate Account program. He is determined to take on any challenges to bring both Malaysia and Singapore to greater heights.

President & CEO, Partsmaster – David Weiss, "I have had the pleasure of working with Ku since 2012. Ku has a natural ability to develop strong personal relationships with his co-workers as well as his customers. Ku is a natural leader who has a proven track record of developing ideas and growing them into successful businesses."

President of NCH Asia, Dong Eun said "Ku Lee brings wealth of knowledge and experiences to NCH Asia having worked with NCH for the past 6



years. Ku has shown proven record of sales performance, business ideas, and leadership. I am confident that he will continue to contribute in building NCH Malaysia & Singapore. We are looking forward to strengthening partnership with customers thereby by expanding NCH value in the region." **T**

The first Dongfeng Truck in Malaysia Still Operating Smoothly on the Road



Mr Wong Chin Wai, MD of Pahang Mail Sdn Bhd; collecting the key of the first Dongfeng Truck from Transport Minister, Tan Sri Ong Tee Keat on 1st April 2009



October 2017- the same truck WSX 5480, in tip top condition, arriving at Pahang Mail head office after a long revenue generating trip from Kota Baru

The First Dongfeng Truck in Malaysia (registered-2009) is still running smoothly after more than 8 years; plying to and fro between Kuala Lumpur and Kota Baru. The Proud owner of this first Dongfeng Bison 260 rigid truck is Pahang Mail. It gives credence to the quality, durability and reliability of Dongfeng trucks supported by Dongfeng’s impeccable after-sales service and easy availability of parts. Today, the Group owns a fleet of more than 80 units of Dongfeng trucks.

Dongfeng Commercial Vehicle (Malaysia) Sdn Bhd is the sole importer, distributor and assembler of complete range of Dongfeng commercial vehicles in Malaysia including prime movers, mixers tankers, tippers, sweepers, cargo trucks and special purpose vehicles. **F**



Snap Poll

Should the use of seat belts for commercial vehicle drivers be mandatory by law?

Yes - 100%

No - 0%

The Success Story Continues

Mercedes Benz Malaysia re-signs Repair and Maintenance Package with Syarikat Petikemas Logistik Sdn Bhd.

When the previous service agreement signed on the 17th of October 2012 between Mercedes Benz Malaysia and Syarikat Logistik Petikemas for their 10 units of Actros 2640LS proved to be effective, the re-signing of the service agreement on the 30th of October 2017 does not come as a surprise for both parties involved.

Among those present at the signing were Pandian A/L Krishnan, Rafidi Bin Abdul Rahman and Umi Lathifah Binti Abdul Jamil from Syarikat Logistik Petikemas Sdn Bhd while Mercedes Benz Malaysia was represented by Albert Yee and Tan Kian Kee.

On the joyous day, the re-signing of the service agreement saw Mercedes Benz Malaysia promising to provide their services for Syarikat Logistik Petikemas for an extended two years till 2019 or 200 000km, whichever comes first.

Speaking at the event, Yee exclaimed with pride that this is the first time Mercedes Benz Malaysia is signing an extension to the usual service period. **F**

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