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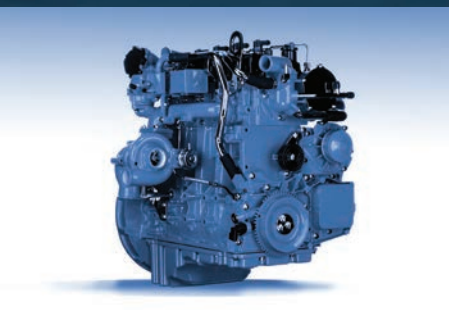
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*Source: Malaysian Automotive Association Report 2017

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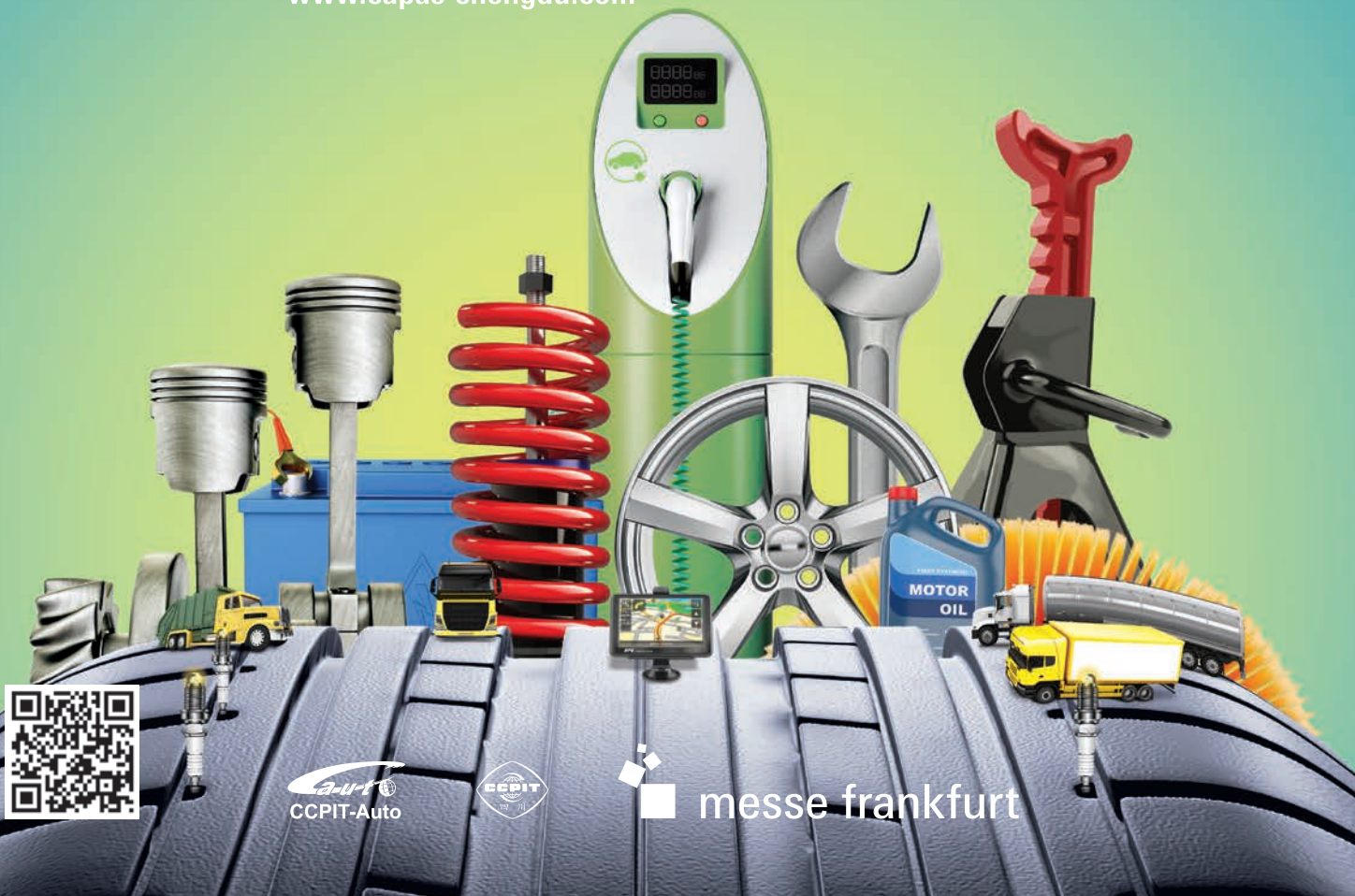


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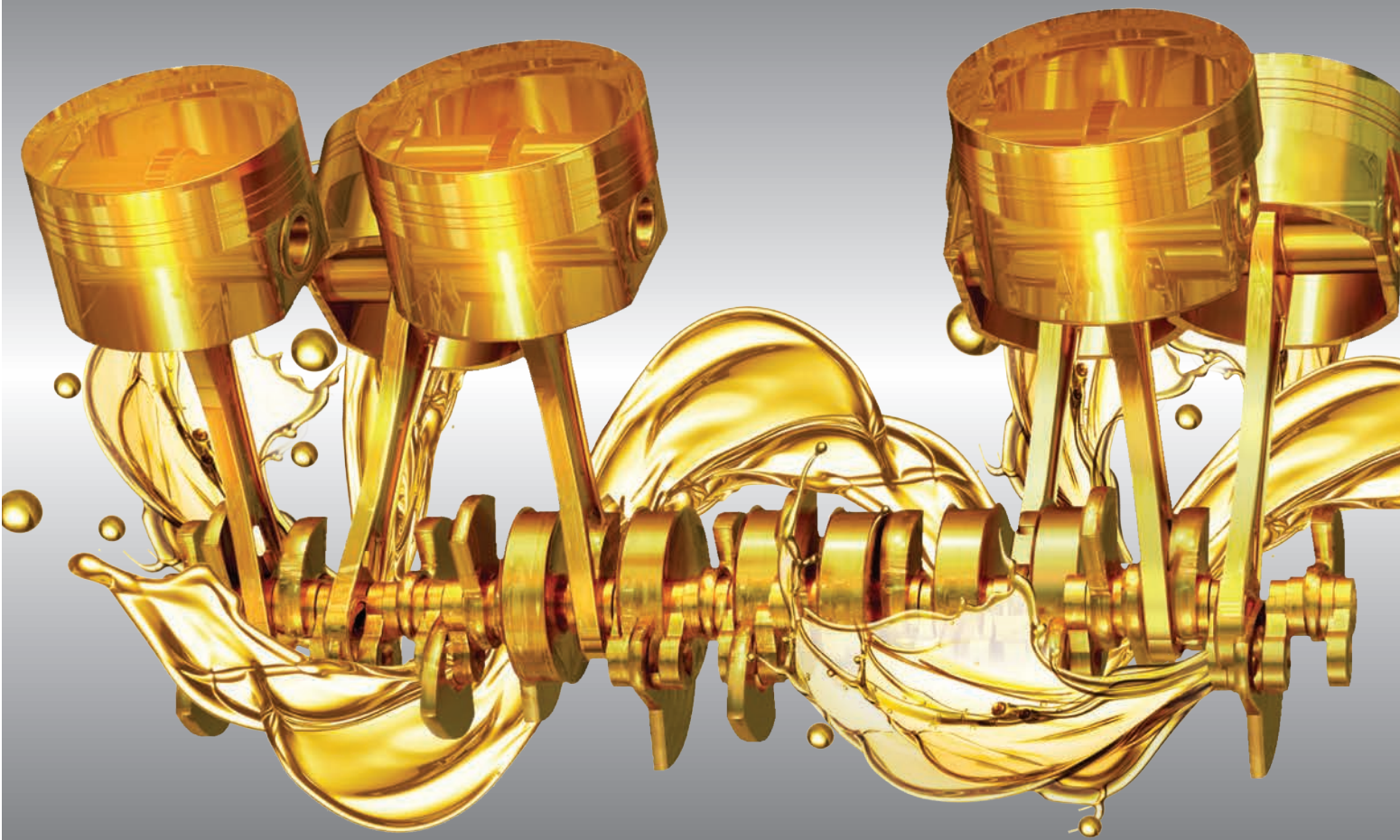
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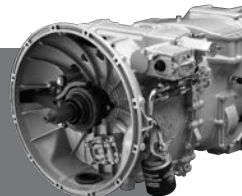
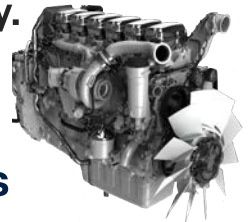
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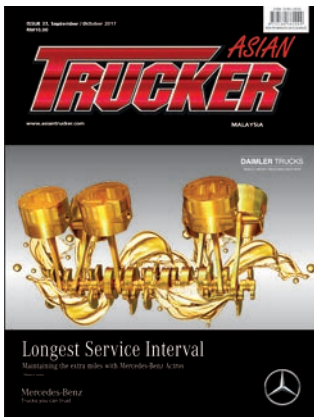
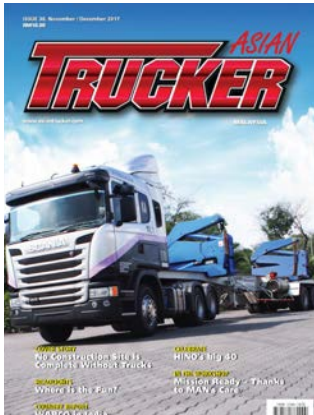
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Looking Ahead, Looking Beyond

will be as interested in what she has to say about future plans of the Commission as we were. For a while I resisted to comment on the launch of the Tesla electric truck. However, I have some views on it and I thought I would like to share it with you so you can also give me your feedback. Personally, I would be interested to hear your views. Meanwhile, we give you the first listings of events that will take place in 2018 so you can plan ahead and we have a nice feature on the logistic trends. Isn't it amazing what modern computer technology is allowing us to do and how it spurs the development of new products and brand? With great interest I have reviewed the article written by Farezza, dealing with Automation for Volvo trucks. Naturally, autonomous driving is the hot topic at the moment as it will have huge impacts on society and economies worldwide. Lastly, we let you in on some details for our upcoming exhibition, MCVE 2019.

in advance. Having said that, you will be seeing a different format of that story this time. With time also comes change and I hope that you agree with me when I say that we need to keep Asian Trucker fresh, evolving and up to date. Besides that, you can expect the Trailer Special to return in the later part of the year as well. Deriving from the work we are doing there, we are thinking of a Construction Vehicle Special which we are going to start planning for soon. Rounding this off, we are changing the format of the networking night, another jolt towards keeping things interesting.

Having reflected on all these changes and exciting topics I am hopeful that the content we have put together for you is of value and that the activities laid out are equally beneficial. If you have any comment or good story to share, please do so. In the meantime, I wish you all a great start into the new year. 🚚

Over the next weeks and months, we are having a number of activities that are aimed at truck drivers. Thanks to the support of the OEMs, we are able to host our members of the Asian Trucker Drivers Club and enable them to network and broaden their knowledge. I would like to thank Vertex Mission, which has agreed to sponsor the club and has come up with some neat ideas as to how value can be added to the membership. The Asian Trucker Drivers Club is open to everyone and if you would like to gather first hand information from truckers, these gatherings are highly informative.

Drive safe

Stefan Pertz
Editor, Asian Trucker

When I sit down on New Year's Eve, I usually reflect on what has happened in the past 12 months. It is a day when I review what I have achieved, what made me happy and where I could have done better. Come the 2nd of January, I switch modes and it is about looking ahead, planning and thinking about the future. And that is what this issue of Asian Trucker is about.

At the end of last year, we decided to move to a new office. We are now located in Kelana Jaya. We look forward to seeing you there and we will have a nice coffee waiting for you. Some of our partners are even using our office space as advertising spaces. Creativity is truly fascinating!

We had the honour to meet with Qamar Wan Noor, SPAD's Chief Operating Officer, before she even completed her first 100 days in office. I am sure you

Looking ahead, this year will see us visiting the IAA again in Germany. Something that I plan a good year




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HYVA Opens Vietnam Office

Hyva, being active in Vietnam for more than 10 years, reckons that Vietnam is also growing very fast. Vietnam has a population of 95 million inhabitants, ranking 14th most populous country. Since the year 2000 the economic growth has been among the highest in the world. Now that the Vietnam market is growing more and more it is very important for Hyva that they can keep customers satisfied and serve them better from a local entity.

Having been present in the country for some 10 years, the brand took the leap to plant another flag with the opening of their own office and warehouse in Vietnam.

By way of an opening ceremony Hyva celebrated that they stepped officially into the Vietnam market with a local entity in Vietnam. Conceptualised as a 3S center in Hanoi, the Hyva team will use the base to distribute products, but also support customers with service and installation for customers who have the needs for it. Hyva is global market leader in Tipping Solutions and is a strong player in truck mounted cranes, container handling systems and waste solutions. Hyva Vietnam now has in one location an office and a workshop and warehouse of 500m2. Hyva Vietnam just started and already seven staff are ready to serve customers. The team includes the Managing Director, sales, technicians, finance and operations. HYVA VIETNAM Co. Ltd is located in Lot CN3, Tu Liem IZ, Minh Khai Ward, North Tu Liem District, Hanoi, Vietnam.



"Hyva is already active for a long time Hyva in Vietnam, but now opening a 3S center to further expand our sales and products range in Vietnam. We also want to be closer to our customers for support and service," said Jeffrey Zuidgeest, Managing Director of HYVA Vietnam. He said further that the opening of Hyva Vietnam is not only the opening of an office, but also the desire of Hyva to getting closer to customers. Hyva is putting more resource to this market to develop the sales and service network, as well as application support to the customers.



The new office and workshop in the North Tu Liem District of Hanoi, was officially opened on 17 November 2017. At the opening ceremony, over one hundred guests were welcomed by Zuidgeest and his team. Short speeches were also given by Alex Tan (Regional Director of Hyva), the First Secretary from the Dutch Embassy and a representative of one of Hyva's long-established customers. **F**



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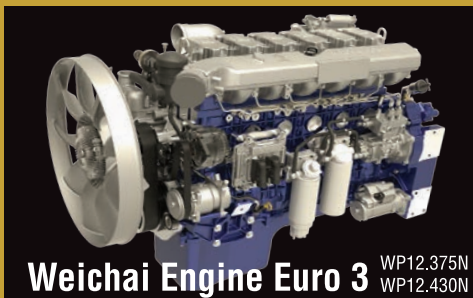
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Timely City-Link Deliveries with Isuzu

Isuzu Malaysia recently delivered 115 units of Isuzu trucks to City-Link Express (M) Sdn Bhd at their 'Super Hub' facility in Bandar Saujana Putra, Selangor to ensure reliable execution of their services.



This latest handover is part of the 2017 fleet agreement, in which 105 units are the ELF 4-wheeler (NLR77UEE) model, with the remaining 10 units being the ELF 6-wheeler (NQR75UKN) model. Isuzu Malaysia has been supplying City-Link Express with their durable trucks since the first fleet deal was made in 2011, with the current procurement being in line with City-Link's business expansion. Trucks were delivered in batches in September and November. City-Link Express's total fleet exceeds 450 vehicles.

As one of the nation's leading international express delivery and integrated logistics services provider, City-Link Express makes it their mission to ensure their services meet and exceed business expectations. Hence, their preference for Isuzu trucks that will ensure goods and packages reach their intended destination in a timely, cost-effective and professional manner. Currently, City-Link Express has 322 units of Isuzu trucks handling door-to-door domestic delivery. A Super Hub, e.g. Dataran City-Link Bandar Saujana Putra serves as the heart of operations where it acts as a transit point for shipments across the country.

During the ceremony, Mikio Tsukui, Chief Operating Officer of Isuzu Malaysia's Commercial Vehicle Division, extended his gratitude and appreciation to City-Link Express, especially for their trust in Isuzu Malaysia as a vital transportation partner. Tsukui added that Isuzu Malaysia intends to fully support City-Link Express' vision of becoming the preferred courier and logistics brand nationwide, by providing necessary training sessions for the drivers, aside from prompt and efficient after-sales services.

In addition to its robustness and dependability, the 115 units are also equipped with commonrail engines – a first for City-Link Express fleet deals. The commonrail engine provides improved fuel consumption, aside from enhanced performance that is in accordance to the



updated regulations recently stipulated by UNECE (United Nations Economic Commission for Europe). Meeting the new requirements, trucks are fitted with head lamp levelling switch, speed limiter, rear fog lamp, new common rail engine for ELF 4-wheeler (NLR77UEE) and roof marker lamp for ELF 6 wheeler models. Besides the hardware, Isuzu Malaysia also provided their Eco-Drive Seminar and basic service maintenance training. The session equipped attendees with vital knowledge and understanding on achieving economic and safety driving.

To commemorate the handover, Tsukui presented a symbolic mock key to the Founder and Executive Chairman of City-Link Express, Dato' David Tan. Also in attendance was City-Link Express's Chief Executive Officer, Ronald Tan, and Sales Manager, Colin Tan; in addition to Daniel Lee, Director of PTM Accel Sdn Bhd, an authorised Isuzu Malaysia truck dealership. According to a City-Link Express spokesperson, the choice for Isuzu trucks was motivated by the quest for efficiency and reliability, which are very important to them in helping them to exceed their customers' expectations. Some of these vehicles will phase out some of the older vehicles. However, ultimately, the company is striving to provide their best possible service, and the addition of these new vehicles to the fleet will allow City-Link Express to expand its coverage and service to their customers. **T**

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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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Sendok Group Trains Automotive Technicians

Not only are they guaranteed employment, but trainees with good grades can further their training in Japan under the Japanese Government Overseas Training Programme.



Sendok Group of Companies and the Department of Skills Development (JPK), an agency of the Ministry of Human Resources, announced the launch of a training programme, through JPK's National Dual Training System (SLDN) to provide automotive training to young Malaysians under the "Learning by Doing" approach.

This two-year initiative, which will train more than 150 young automotive technicians, will guarantee employment for them under the 30-plus subsidiary and associate companies of the Sendok Group. Under the SLDN programme, 70 percent of the trainees' time will be on-the-job basis at the various subsidiary or associate companies of the Sendok Group, supported by another 30 percent theoretical classroom training, which will be managed by the Sendok Group Academy, a newly formed training company which specialises in automotive training.

The Sendok Global Academy is a new subsidiary of the group which will focus on all aspects of automotive training. Besides providing full-time vocational training, the Academy will also be conducting short courses with the aim of upskilling the existing automotive technicians with the current Energy Efficient Vehicles (EEV) technologies like hybrid and electrical vehicles.

In the pipeline will also be training programmes for vehicle body and paint repairs, which will meet with the current market requirements like aluminium repairs, composite fibre parts and water-base painting.

For the current SLDN programme, trainees joining the Sendok-JPK SLDN Programme will be offered six fields of training including Commercial Vehicle Repairs and Maintenance; Motor Vehicles Sales; Vehicle Assembly; End-of-Life Vehicles Processing; Automotive Parts Remanufacturing; and Mobile Business-on-Wheels.

One of the most interesting features of the Commercial Vehicle Repairs and Maintenance programme is that, for trainees who achieve good grades during their first level of SLDN training, and subjected to them passing the Japanese Language test, will be offered an option to further their training for Level 2 and Level 3 in Japan, under the Japanese Government Overseas Training Programme.

The Director of SLDN, Mohammed Yaacob witnessed the launch and handed out certificates to some 60 employees of Sendok Group who had recently completed the JPK-conducted SLDB Induction Training. These employees will eventually serve as coordinators and coaches in the Group's SLDN programme.

Also at the launch was the Chairman of the Sendok Group, Dato' Emran Kadir, who witnessed the signing of a Memorandum of Cooperation between Mohammed and Sendok Group Chief Executive Officer, Gwee Bok Wee.

In January 2018, Sendok Group conducted a nationwide recruitment for these SLDN trainees through their nationwide truck dealership network. With the launch of the SLDN programme, Sendok Group focuses on the development of requisite skills and competencies of Malaysians, to prepare the workforce for the wide spectrum of job roles and career progression pathways offered by the automotive industry.

"With the adoption of advanced technologies, rank-and-file jobs are becoming less laborious and more skilled, while new professional roles will also be created. This initiative is one of the many CSR initiatives of the Sendok Group in helping our government to strengthening efforts to build the necessary talent capabilities to support these shifts of technological advancement for the betterment of our economy," Emran said. **■**

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Malaysia to Strengthen Hauliers and Logistics Industry

Training programmes help transport companies enhance management capabilities and human capital in preparation to make Malaysia a logistics hub within the next five years.

Over 150 participants completed a training programme organised by the Asian Institute of Logistics (ASIL) for the Association of Malaysian Hauliers (AMH). They received their certificates and awards from Deputy Transport Minister Datuk Ab Aziz Kaprawi on January 16.

Ab Aziz said this was probably the first and only management and executive development programme for the haulage sector workforce delivered by an industry association in collaboration with an accredited training partner and funded by the Human Resources Development Fund (HRDF) Malaysia and supported by the Transport Ministry.

He said transport companies need to be more aggressive in enhancing management capabilities as well as human capital in preparation to make Malaysia a logistics hub within the next five years, and that the government is currently planning towards that especially with focus on hauliers and heavy transports.

"In order to develop a more liberal economy in Asia, we want to make Malaysia a connecting hub for other countries. This means that, with a hub, means of transportations, such as a lorry from Malaysia, can carry cargo to neighbouring countries like Thailand, and cargo of neighbouring countries are also free to be taken into this country. Currently we have border limits in foreign countries," he said.

Ab Aziz said that the majority of transport companies in the country are small and as such all companies must upgrade themselves in all aspects to meet the needs when this logistics centre is set up. He said he would hold discussions with the Land Public Transport Commission (SPAD) to ensure that the nation's haulier industry is at the international level and able to compete with foreign companies.

"When the logistics centre is established here, we do not want to be monopolised by neighbouring countries' companies, so from now we want to strengthen and make management more efficient," he said.

Commenting on the event, Ab Aziz said 15 of the certificate recipients will be sent to a more in-depth



transportation course for a week in April. "This is one of the government's efforts to develop human capital as well as to provide them with new knowledge of international standards," he said.

HRDF Chief Executive, Dato' CM Vignaesvaran stressed that HRDF has made a concerted effort towards taking a holistic approach that can successfully harness the full potential of the country's workforce and equip them with skills that will keep them afloat in the global economic storm.

"It is with this in mind that HRDF will continue its mandate given by the Malaysian Government to continuously expand its role as well as opportunities to build the nation's human capital resources. By supporting training programmes such as the AMH-ASIL logistics and transport sector upskilling courses, our talents will be equipped with skills that will increase their level of preparedness and resilience," he said. A total of RM2.93 million was allocated under HRDF's INBASE training programme to AMH, to train and certify their workforce in specific custom designed courses. ▀

MCVE 2019 Sees High Demand



Now a fixed calendar event, South East Asia's largest commercial vehicle exhibition is seeing a faster take-up of space compared to previous shows.

Returning for the fourth time, South East Asia's largest commercial vehicle exhibition is again organised by the team behind Asian Trucker. Hosted in its usual location, The Mines, the event has attracted a substantial number of exhibitors already. Said Stefan Pertz, Organiser of MCVE 2019 "We have received bookings for over 60 percent of the space already. Compared to the same time before our last exhibition, that is a tremendous uptake in the space. This is encouraging for all of us as this indicates that our formula for the exhibition is right."

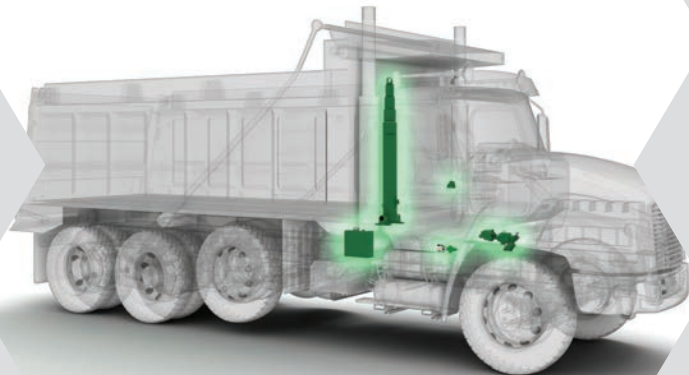
The date for the exhibition is set to be 20 to 22 June 2019 and the timing will be 10am to 7pm. Organisers commented that the fringe program will be as extensive as always, with the first speakers already taking up time on the stage. "Exact details will be announced in due time. We are currently working on a few ideas and some of these need to be confirmed before we want to release any information," Pertz said further.

Last year's MCVE saw a continued increase in visitors as well as exhibitors with over 600 guests at the networking night, the signature sub-event during the three days exhibition and many exhibitors bringing business negotiations to a close. More information can be found on www.mcve.com.my and the Asian Trucker team stands ready to consult interested parties regarding their participation.

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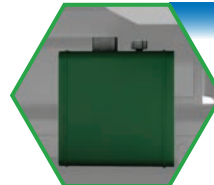
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UD Announces Winners of Extra Mile Challenge 2017

The UD Extra Mile Challenge results are in with Singapore and South Africa winning the second UD Trucks Extra Mile Challenge.

The trucks are silent again, their drivers and teams are enjoying a well-earned rest after completing the 2017 EMC global final at the Experience Center at UD Headquarters, Ageo, Japan on 7 November 2017. Team Singapore took the top honours in the Quon category. Team South Africa led the field in the Quester category. It is the very first time to have both truck models for the UDEMC in the same year.

Based on UD Trucks' brand promise, "Going the Extra Mile," the Extra Mile Challenge demonstrates how customers can make the most out of UD products and services. The competition focuses on three key elements; pre-drive inspection, fuel efficiency & safety driving, and manoeuvring & parking skills, to improve driving skills of the drivers and reduce both operational costs and downtime.

For the challenge, drivers representing each country compete in a simulated transport delivery cycle. Each practical station is judged by the following criteria: revenue, fuel efficiency, uptime & maintenance cost, and driving safety. The winning team claimed the highest profit based on transport calculations. The Extra Mile Challenge demonstrates how UD Trucks not only helps achieve further business success, but also strengthen driving capability and confidence, contributing to safer roads and

motivated drivers.

At the competition this year, seven drivers from six markets emerged from the qualification rounds, and competed in the global final in Japan. There are four Quester drivers (from Thailand, Malaysia, South Africa, and Indonesia) and three Quon drivers (from Japan, South Africa and Singapore). No qualification round was held for Japan and Singapore.

Team Singapore driver Seng Ann Neo, from CWT Ltd., had this to say: "Winning the challenge is a great feeling. It feels like the fruit of 30 years of truck-driving experience. There is so much on the Extra Mile Challenge agenda that we learn, it's not just about the friendly competition. I've been driving UD Trucks for one and half years, but there are so many things I learnt for the first time in this training. Next time, I'm ready for an even tougher challenge."

In the Quester category, winning driver Lafras Kruger from RA Transport, described his experience: "It's been really exciting. It challenges everything you have to think about in your day-to-day driving. I found everything about the contest really stimulating. I'd love to do it again if I get the chance."

Kishi Nobuhiko, SVP Brand, Communication and Products emphasised the importance of the One UD in expanding the EMC. "One UD means that we work as an extended

family bringing together people with diverse skills and expertise from different organisations, including UD colleagues and partners around the world, with the shared determination to go the extra mile for our customers."

Following this ambition, we plan to increase the number of markets where we can hold the local competition stages leading to the global final competition, and to continue expanding the competition and welcoming new participating markets and customers." The Extra Mile Challenge shows our customers the essence of the UD Trucks' "Gemba Spirit" - it is the professional, passionate and dependable spirit at the heart of UD Trucks. Wherever our customers are, however tough their market, they know that UD Trucks is committed to improving their business in their Gemba.

UD Extra Mile Challenge is a competition program but it is our hope to also create an opportunity for customers and their drivers to find clues, tips and solutions for improving their actual business and transport operation. **F**

The 4th HINO Total Support Contest 2017

The event highlighted HINO's emphasis on the values of Sales, Service and Spare Parts. Participants gave their all to prevail as the final victor.



Hino Motors Sales (Malaysia) Sdn Bhd (hereafter known as HMSM), a subsidiary of Hino Motors Limited Japan, associates under Toyota Group of Companies had their annual Total Support Contest (TS) Contest on the 9th of December 2017 at their head office in Petaling Jaya. The one-day event saw participation from 110 contestants across numerous Hino dealerships. The contest allowed participants to network in order to enhance their customer service skills, improve technical expertise and also to exchange knowledge on ways to improve the Hino dealership service.

The (TS) Contest in its fourth year aimed to maximise touch points with customers. It served as an assessment platform for the dealers to be examined in terms of their Sales, Services and Spare Parts knowledge. The contest highlighted Hino Total Support's 'Gears of Trust Building' elements.

The contest was separated according to Hino Sales, Service and Spare Parts areas of knowledge and was further divided into theoretical and practical tests. With the goal to upgrade the know-how in technical skills, knowledge among dealers' sales staff and mechanics as well as service and parts advisors nationwide, participants were required to attend training sessions held by HMSM prior to the contest. Different from previous years, this year showed additional new tools and examination courses where the contestants were to utilise upgraded units of HINO 300 and HINO 500 series models for the Sales category and a digital examination using DX2, an exclusive computerised diagnosis equipment for the Service category.

Speaking at the event was Mr Shigehiro Matsuoka, Managing Director of Hino Motors Limited, Japan. "This is a very significant and exciting year for HINO Malaysia as


they celebrated their 40th anniversary since 1977. This is made possible by our dealers and staffs for making good relations with the customers. This contest is an event to improve the skills of 3S staffs, held by Hino families in 28 countries all over the world. I am confident that participation in this contest will provide you with the motivation that edges you to perform and deliver even better results to your organization."

Bringing home the prize for the 3S Overall Category were the dealers below:

Champion: Lu & Sons Engineering Sdn Bhd

First Runner Up: Soo Chuan Motor Credit Sdn Bhd

Second Runner Up: Edaran Riz Sdn Bhd

The champion for the above category won themselves a challenge trophy, a trip to Japan and a RM 3 000 HINO tools / parts Voucher while the first runner up won a plaque and a RM 2 000 HINO tools / parts Voucher. Finally, the second runner up won themselves a plaque and a HINO tools / parts Voucher worth RM 1 000. 



Shell Rimula Express Workshops Equipped with Expert Knowledge

Gathering participants from the workshops in the Shell Rimula Express Network, industry experts shared their knowledge to further enhance the services offered by almost 100 workshops.

Coming to Melakka from all over peninsular Malaysia, the staff of workshops in the Shell Rimula Express Network gathered to network, exchange ideas and knowledge and to further deepen their understanding about scheduled and preventive maintenance. Currently, the network has close to 100 locations with the biggest concentration in the southern region of the peninsular. Kicking off the event in the Straits Hotel and Suites was Damon Chan, Shell Rimula Brand Manager, who proudly announced that Shell is the global number one brand for lubricants.

Alignment for Better Performance

Starting the seminar segment of the day was TB Wong, General Manager of Manbeni Machine Tools (M) Sdn Bhd. The expertise of Manbeni Machine Tools lies in wheel alignment. "Typically, people think that wheel alignment is for cars only or if they apply it to trucks, then it is usually done only to steer axles," he said. In a presentation, enriched with graphics and schemes, he showed the audience then how wrong alignments of drive axles as well as trailer axles have a huge impact on fuel consumption of commercial vehicles, as well as eating up tyres. According to studies he cited, some 15 – 50 percent decrease in tyre wear can be achieved by having all axles checked for their right camber, toe-in and other settings. "Correct alignment can typically save some three percent on fuel and ten percent on tyres."

Scheduled Maintenance for Profitability

Next up was David Ong, Training & Development Manager, who spoke about the need for scheduled and planned maintenance of commercial vehicles in order to ensure uptime and profitability of fleets. Many may see the regular stops as a nuisance, but as Ong explained, there is more to it than just oil changes. "Most importantly, scheduled maintenance decreases the risks arising from unsafe vehicles. If you check a truck or bus regularly, and in the stipulated time frames, you will notice issues that could potentially become safety hazards."

Common failures, which oftentimes can be easily avoided are flat batteries, engines overheating and broken propeller shafts. "There are tools that can test your battery for instance, so you know the status of it and you can replace it before you get an unpleasant surprise,"



Ong elaborated. Besides having the right tools, Ong also stressed the importance of using genuine parts. "Aftermarket parts might be cheaper, but there is a potential of damaging the vehicle as the specifications may not match those of the manufacturers." Lastly, Ong talked about the need to ensure that mechanics are trained properly in order to provide quality service and correct advice.

Celebration for the Network Members

It was not all just work and no play at the first Shell Rimula Express Network meeting as the group retreated to the rooftop bar for dinner. Here, a photo booth and three-

piece band provided fun and entertainment while the top 10 performing workshops were honoured with awards given by Shell.

Damon Chan commented that this event series will be a regular occurrence in order to allow for networking and knowledge sharing among the workshops in the network. "Participants commented that they had learned a lot today and that these are opportunities to improve." He said further that these workshops are crucial for Shell to understand the market needs as the workshop staff represents users whereby the transactions are typically managed by distributors. **T**



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Automechanika Shanghai 2017

The 13th edition of Automechanika Shanghai, which took place from 29 November to 2 December 2017, has posted its most successful results to date. The event is Asia's largest for the automotive parts, accessories and services industries, and represents the entire supply chain for business exchange, marketing, networking and education on a global scale. This year's edition once again demonstrates the show's impressive growth path, with the final figures for this year exceeding all expectations:

Visitors: 130, 928 (2016: 120,671) - 9% increase
 Exhibitors: 6,051 (2016: 5,756) - 5% increase
 Scale: 340,000 sqm (2016: 312,000) - 9% increase

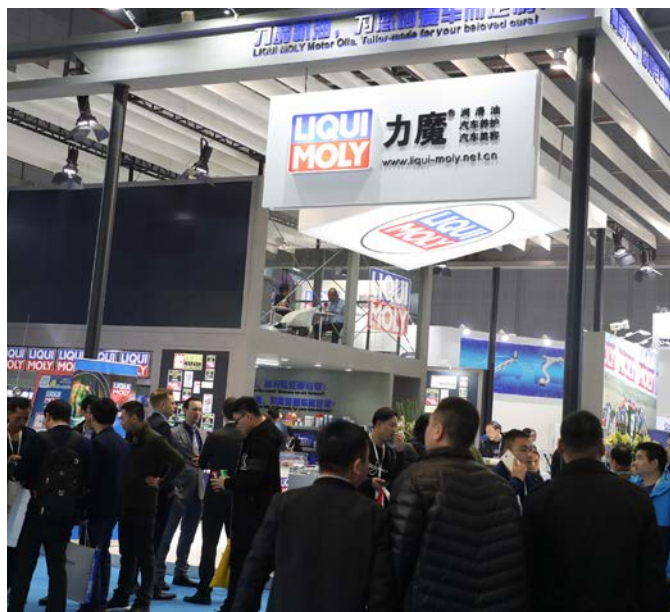
The success of the fair and its expanded sector representation was clearly reflected on the show floor, particularly through the brand new REIFEN Zone for tyres, wheels and rims, as well as in the expanded Electronics & Systems sector and the E-Mobility & Infrastructure Zone. Visitors were impressed with the exciting displays within the Motorsports & High Performance Zone, and also with the increased number of international pavilions on offer during the fair.

On top of this, even more positive feedback came from Automechanika Shanghai's many concurrent fringe events, which this year totalled 57. These included the highly anticipated Connected Mobility Conference, as well as the AIAG Auto Parts Purchasing Leadership and Suppliers Summit and the 3rd Summit: Merger and Acquisition Strategies for Chinese Automotive Corporations in the Overseas Markets. The fair's participants considered each of these aspects to be a vital source for expanding their business across Asia's entire automotive industry, and have expressed their satisfaction with this year's edition.

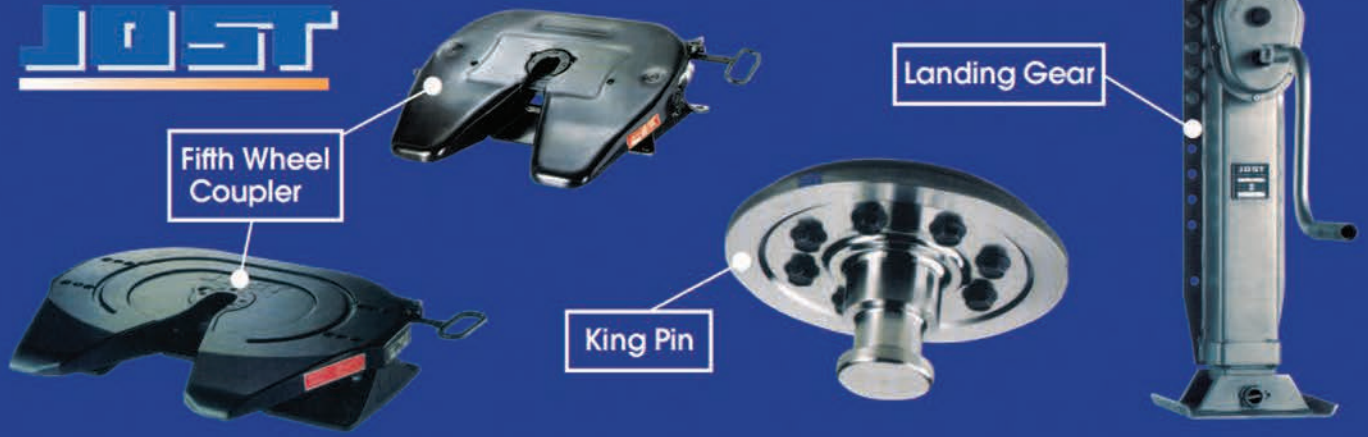
The next edition of Automechanika Shanghai will take place from 28 November – 1 December 2018.

Background information on Messe Frankfurt

Messe Frankfurt is the world's largest trade fair, congress and event organiser with its own exhibition grounds. With more than 2,300 employees at some 30 locations, the company generates annual sales of around 647 million. Thanks to its far-reaching ties with the relevant sectors and to its international sales network, the Group looks after the business interests of its customers effectively. A comprehensive range of services – both onsite and online – ensures that customers worldwide enjoy consistently high quality and flexibility when planning, organising and running their events. The wide range of services includes renting exhibition grounds and trade fair construction. **F**



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Events & Exhibitions

INDUSTRIAL COLD 2018

Date : 20 February 2018 – 22 February 2018
 Venue : Kyiv Expo Plaza, Ukraine
 Contact Info: +380 (44) 461 – 91 – 21 / mikhailova@eindex.kiev.ua
 Details : The trade show presents: industrial refrigeration equipment, air conditioning and ventilation, measurement and control devices and automation, equipment and consumables for repairing, assembly, and servicing. Cold Industrial is annually visited by representatives of transport and logistics, refrigerated warehouses, major distributors and food processing plants, representatives of design, installation and construction companies.

INTERMODAL ASIA 2018

Date : 20 March 2018 – 22 March 2018
 Venue : Shanghai World Expo Exhibition and Convention (SWECC)
 Contact Info: +44 (0) 20 7017 5112
 Details : The Intermodal Asia exhibition and conference will bring together the leading international decision-makers from 90 different countries, from all areas of container transport and logistics, making it the most important industry annual meeting point in Asia. Intermodal Asia offers a unique opportunity to discover innovative products and meet suppliers in order to gain long-term competitive advantage. It is the perfect opportunity for global professionals to come together to network, do business and encourage the healthy and sustainable development of modern intermodal transport.

BUS and TRUCK INDONESIA (IIBT 2018)

Date : 22 March 2018 – 24 March 2018
 Venue : JIExpo Kemayoran, Jakarta
 Contact Info: +62 – 21 – 5435 8118
 Details : The show attracts industry leaders and key players in bus, truck and special vehicle industry, to showcase the latest innovation products and services in one venue. As the most influential bus and truck show in Indonesia, INAPA 2018, RAILWAYTECH INDONESIA 2018, ConMine 2018 and TYRE INDONESIA 2018 will be held concurrently; putting up a 35% bigger scale as the unparalleled one-stop for bus, trucks, railway technology, auto component, tyre and related industries.

ENERGY STORAGE CHINA

Date : 27 March 2018 – 29 March 2018
 Venue : China National Convention Center, Beijing
 Contact Info: +86 021 6169 8300
 Details : Since its inception in 2012, Energy Storage China has been growing alongside China's energy storage sector. ESC 2017 will invite global trade visitors and experts in the energy storage and power industry to discuss the latest sector developments. This expo aims to serve as China's premier solution platform for energy storage technology and applications, and guide the future development of energy storage.

TYREXPO 2018

Date : 10 April 2018 – 12 April 2018
 Venue : Gallagher Convention Centre Hall 2, Johannesburg
 Contact Info: +65 6403 2176 / leah.jurado@singex.com
 Details : Tapping on the growth momentum of the tyre industry, Tyrexpo Africa will be back for its 7th edition. It 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.

TAIWAN INTERNATIONAL ELECTRIC VEHICLE SHOW

Date : 12 April 2018 – 15 April 2018
 Venue : TWTC Exhibition Hall 1
 Contact Info: 886 – 2 – 2725 – 5200 / evtaiwan@taitra.org.tw
 Details : In 2018, EV Taiwan joins all the strengths of domestic manufacturers showcasing their latest products and EV technologies for the emerging electric vehicle industry. Taiwan has accumulated a vast pool of experience, knowledge and advantages from its highly developed ICT (Information Communications Technology) which it is bringing to the race to create green technologies. In addition, Taiwan's well-established EV industry chain ensures that EV TAIWAN is the place to go to source high C/P Taiwan-made complete EVs, components and infrastructure.

For more info and events, head over to <http://asiantrucker.com/newsevents/calendar>



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Prioritising Safety At All Levels

According to the Johor Sand & Granite Lorry Operators' Association everyone in an organisation from senior management staff to truck drivers should play their role in safety management. We report about their effort to contribute to road safety.

The Johor Sand & Granite Lorry Operators' Association (Persatuan Pengusaha Lori Bahan Bantuan Johor) set up a spanking new training centre by the name of Transportation Safety Training Centre (TSTC). The TSTC was set up under the wings of the Association and will be run by Jee Onn Sdn Bhd.

Both public and in-house training are provided by competent and certified trainers. All the programmes registered have been registered with Pembangunan Sumber Manusia Berhad (PSMB). All programmes will be conducted using active and participative learning concepts i.e. lecture, practical hands-on experience, group discussion and activities.

The idea of setting up a safety training centre came about due to reports of several shocking accidents involving commercial vehicles resulting in severe damage and claiming the lives of many. According to MIROS' analysis and research, one of the main causes of road accidents can be linked to poor practice of safety management.

Therefore, in view of the above, the association decided to offer safety management programmes to all industry players. The programmes allow participants to understand their roles and responsibilities in regards to compliance and practicing the ICOP Safety requirement in their day-to-day

business operation at all levels within the organization. Three modules are available to cater to professionals in different levels within an organisation.

Objectives:

1. To understand what are the SPAD ICOP Safety requirement and elements.
2. To expand the understanding of SPAD ICOP Safety to each level of employees within the organisation by providing different modules for different groups of employees.
3. To promote and cultivate self-regulatory practice foundation at each level within the organisation with the aim to reduce road accident, public casualties and fatalities.



What is SPAD ICOP Safety?

The SPAD ICOP Safety Training Programme is an initiative to improve road safety amongst road based transport operators in Malaysia. Section 23 (1) and Section 58 (1) of the Land Public Transport Act (LPT Act) states that licensed operators and employees shall give the highest priority to ensure that passengers are safe, and that goods vehicles are maintained and kept in good condition. Consistent with these provisions, SPAD ICOP Safety guidelines have been enforced as a licensing condition for land public transport operators.

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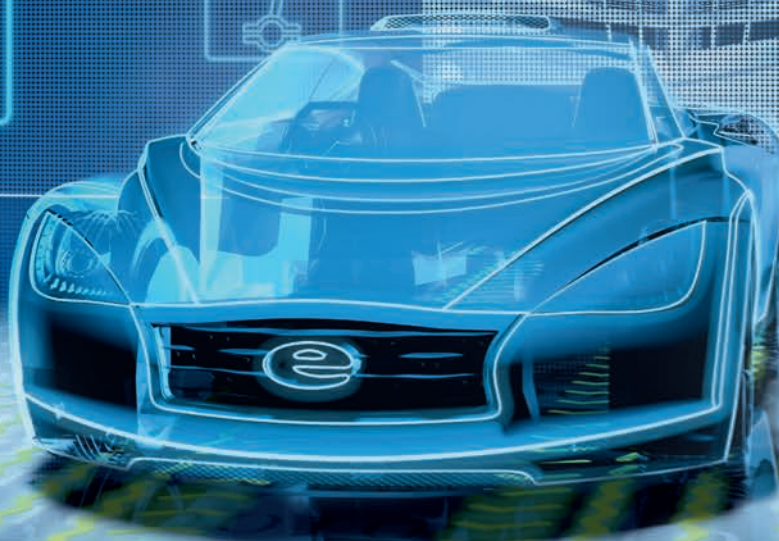
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Trucks in Ports

Asian Trucker writer Farezza Hanum Rashid visited one of Malaysia's container sea ports to learn about containers movements, and the different types of trucks and organisations involved.

For those who have never been to a port before, they might picture a noisy environment with the bustle of people and machines alike, attending to huge containers. Well, at least that was how I pictured a port to be.

Entering a sea port for the first time felt like entering a whole different country with its security checks akin to going through an immigration process. "Very big" is an understatement to describe the size of the port. The roads were wide, to enable large tractors or trailers to pass through. The atmosphere showed that everything was in perfect order, almost robotic. Asking to alight the car to snap a few pictures felt like a serious offense.

I was surprised at how quiet it was. True enough there were huge vehicles and containers, but their movements were slow and very organised. I felt tiny moving around the port in my guide, Nik's Grand Livina. The speed limit in ports is 40km/h however Nik, who is from Sime Darby Industrials said, a few drivers have broken that rule to chase trips, because they get paid based on how many containers they collect. "That is why, although very rarely, accidents do happen in ports," he said.

It was a sunny afternoon and our drive along the wharf provided a beautiful view of quay cranes (QC) loading and unloading containers from ships. QC's are equipped

with specialised handling tool called a spreader. The spreader can be lowered on top of a container and locks onto the container's four locking points using a twistlock mechanism. QC's normally transport a single container at once, but some newer ones have the capability to pick up two to four 20-foot containers at once.

The crane is driven by an operator who sits in a cabin suspended from the trolley. The trolley runs along rails located on the top or sides of the boom and girder. The operator runs the trolley over the ship to lift the containers. Once the spreader locks onto the container, the container is lifted, moved over the dock, and placed on a truck chassis (trailer) to be taken to the storage yard. The crane also lifts containers from chassis on the dock to load them onto the ship. Containers must be moved rapidly away from the dock and to a storage yard to give way to the next ships waiting to dock.

The QC would not gently place the containers on the trailers instead they drop the containers from a few feet high. Such an impact made by these extremely heavy boxes is why terminal tractors are required for the job, and not your regular road trucks.

A terminal tractor is a low speed and high torque machine while normal trucks are high speed, low torque. The former's chassis is built a lot more sturdily and stronger



than normal trucks simply because of its application where it does five cycles in just an hour of loading and unloading. Road trucks need a lot of flexibility because they travel long distances at high speed therefore the skeleton is flexible. They need the flexibility to move long distances whereas a terminal tractor moves short distances within the terminal. If a road truck does 100 cycles in terminals, the chassis will start cracking.

At the storage yard, a straddle carrier or a rubber tyre gantry (RTG) crane will help get the containers off the trailers because the tractors or trailers do not have self-lifting capabilities. The workers that use this machinery sit at the very top, seated facing the middle as they can see behind them and in front of them. The straddle carrier and terminal trucks are the most common vehicles used in the storage yard to move containers around but sometimes a reach stacker could also be seen.

Reach stackers can transport a container short distances very quickly and pile them in various rows depending on its access. Reach stackers have gained ground in container handling in most markets because of their flexibility and higher stacking and storage capacity when compared to forklift trucks. Using reach stackers, container blocks can be kept four-deep due to second row access. There are also empty stackers or empty container handlers that are used only for handling empty containers quickly and efficiently.

Ports also rent out space in the storage yard to companies that do not have their own place to store their containers. Taking the containers out of the ports is the hauliers' job and this is where haulage companies like Kontena

Nasional, Taipanco, Tasco and Tiong Nam Logistics Solutions Sdn Bhd come in with their prime movers and trailers.

Maintenance Workshop

Ports would normally have various container terminals which are generally used as servicing or maintenance workshops. A Terberg Tractor Malaysia's workshop in a port runs preventive maintenance, comprehensive maintenance and accident repairs. Because of this, the tractors do not have to leave port grounds when service is needed.

Preventive and comprehensive maintenance services are the most regular or scheduled operations at the workshop while accident repairs only take place based on accident occurrences. According to Khalil Azmi, Terberg's Senior Engineer for Services, the workshop attends to an average of ten units of terminal tractors daily, five units in the morning and five units in the evening.

"However, the port management is the one who ascertains how many tractors we service in a day, depending on how busy the port is going to be. Everything is very well planned here so they can inform us of the schedule as early as a week before so that way, we can also plan our manpower.

"Our technicians rotate in three shifts; 12am to 8am, 8am to 4pm and 4pm to midnight but the breakdown team only works in two shifts. Each shift has eight technicians for the preventive and comprehensive service departments respectively, and four breakdown technicians. We rarely get major damages because terminal trucks are built

tough unlike road trucks. For example, road trucks have lift springs which, when they get loaded, could break. Terminal trucks don't have lift springs so damage, if any, is minimal," he said.

"We do everything here except for the tyres, there is a whole different workshop just for tyres," Khalil added. Some terminal vehicles use solid tyres that do not require air. They are manufactured from solid rubber and plastic compounds via moulding operations. "While solid tyres are very durable, they have no suspension therefore when heavy containers are loaded and the truck 'jumps', it could affect the truck structure," he said.

Ports Need the Right Tools to Get Jobs Done

Transporting containers around a port requires simple yet highly sturdy machines like a terminal tractor. They must be able to handle approximately 60 000 kg for about five or six cycles within an hour, carrying the load around the port be it loading or unloading goods on and off ships.

Many terminals, however, have made do with road trucks which are cumbersome and unsuited to terminal use. Although this could work just fine, understanding the features and roles of the terminal tractor will show that clearly for doing a job on the terminal, the terminal tractor has many advantages over the road truck such as the layout of the driveline, the visibility, the manoeuvrability and the chassis construction.

For a stop-and-go working style, with that much of a payload, torque becomes far more important than horsepower therefore the terminal tractor needs a special

transmission and a smaller engine which offers better fuel economy. Manoeuvrability is also a key factor. The terminal tractor has a much greater steering angle than the road truck which is not designed to operate in a tight, restricted area.

We met with Boo Wei Ching, the Head of Allied Solutions & Strategy, Sime Darby Industrial Sdn Bhd, who guided us through the specifications of a terminal tractor and why there are still many road trucks doing terminal jobs in our ports.

AT: So, what is a port truck, or a terminal tractor?

BOO: They basically either clear the ships of containers or put the containers onto the vessels, or both, as quick as possible because there are other ships waiting to dock at the wharf. In the port environment, where it is congested with quite a lot of traffic with trucks moving around, port operators would not want you to speed. The containers are being lifted and dropped by a crane, and there are about six to seven terminal tractors to receive the containers from a crane. The terminal tractors will be coupled with trailers. Once the cranes drop the goods onto the trailers, the tractors will pull the containers to the designated stacking area.

So, this is the process. They do this like five to six cycles an hour. With the number of tractors per crane, the standard terminal efficiency makes about 30 moves per hour, bringing down containers down from the vessels or up back to the vessels. Some terminals can even do more than that. The quicker they can clear, the sooner the next vessels can come in.



Boo Wei Ching





AT: Can a normal road truck do the job?

BOO: The road truck's whole driveline is designed to be for very high speed and low torque. But how often do you drive up to 100km/h with a 60 000kg payload at the back? You just don't do that. The usual distance cycle of a terminal tractor from wharf to the stacking area is usually about less than a kilometre, with turnings, so these machines will never go up to its speed. So, these trucks will only move between their first and second gears, running up to 25 to 30km/h. These machines will then be deemed useless because acceleration is very slow, to abide by the port's speed limit. These road trucks are heavy machineries, you don't want a 60 000kg payload travelling at 60km/h. Breaking speed is going to be quite a challenge especially if you need to stop. So, you need a controlled speed.

Can a normal road truck work in a port? Yes, it can but it will not be efficient. There will be very high fuel consumption and a lot of maintenance to the gearbox because the gearbox does not actually go up to the high gears which it is designed for. What is it designed for? In one day it picks up a container from Kuala Lumpur and sends it to Penang, travelling a 400km distance, and then back again. That is a road truck's job. Terminal tractors work nonstop in a port, a stop-and-go, stop-and-go operation. For a terminal tractor to handle even up to 90 tonnes of payload, it is only using a 220-horse power engine to do the job while a normal truck can easily be a 400 to 450-horse power engine. With twice the size you can imagine the fuel consumption every hour that they burn.

AT: There are many companies on Malaysia that use road trucks in terminals, though?

BOO: Yes, there are companies that use normal trucks in ports. Terminals outsource terminal jobs and they call for tender every two years, and the winners of the bidders are mostly the hauliers out there. When they get the job, the tender is for only two years. They will not invest in terminal tractors because they might not get the job or the next tender, so what they do is use normal trucks.

Most of them are Japanese or Chinese trucks, some cheap investment that they will use to run for two years and then they bid again to see if they can get the contract renewed. If they don't, then all these trucks will go into their haulier fleet and continue with their logistics business out there.

If they invest in terminal tractors and after two years don't get their contract renewed, they are in trouble because no one will want it or the ports will offer to buy at a very low price. It makes more sense for the contractors because if they don't get the contract renewed, they can use their trucks outside.

Containers are also getting heavier today. When we first started in Malaysia, the tender requirement was usually about 50 000kg, which is equivalent to two 25 000-kg containers. But today people stuff the 20-footer containers with 30 000kg, even 35 000kg. They stuff the containers to the maximum because transportation is expensive, so they try to ship as many things as possible. Customers would often put up to 65 000kg of payload and this is so heavy that road trucks will have problems to pull them. Usually the heaviest combination will be two 20-footers. Can you use normal trucks to do this job? Yes, but it will not be an ideal equipment.

AT: Are terminal trucks the only transportation used?

BOO: In the past, before terminal trucks became popular, there were straddle carriers. A straddle carrier is like a small scale of cranes that move and pick up containers, go to the stacking area and leave them there. It is a couple of million-ringgit machine, going around the terminal to do stacking. Imagine if you need more than one, it's a very high cost equipment. One straddle carrier can cost up to four to five units of terminal tractors. On top of the price, maintenance is killing.

It is a very versatile machine just by the look itself. A terminal tractor needs a crane, or a RTG (rubber tyre gantry) crane, to assist. It has no self-lifting capability, but a straddle carrier does, and the cranes don't have to wait

for the trucks. The cranes just leave the containers on the floor and these straddle carriers will come and pick them up, stack and repeat.

It is being less and less used these days. There are terminals still using them especially smaller terminals where they don't need to have so many vehicles running in the port, so they have few straddle carriers that do this job all day long. In the past it was used a lot because terminals generally had three stacking heights. Now the RTG can go up to six or seven stacking heights. When space is constrained, you need to stack higher.

So, when in the past people thought that this was very versatile, now it's not so much anymore because it can only stack three stacking heights. At the end of the day, this machine still must leave the containers on the floor and wait for the RTG to come and pick them up to be stacked higher.

AT: Isn't there any regulation as to the type of vehicles allowed in terminals, for safety reasons?

BOO: Ports are off-the-road and gazetted area, so they do not abide by any ruling of the public transport authority because they are on their own, but there are terminals that do not allow road trucks to be used. This is because running your trucks at 60 to 80km/h at the wharf site could be a big disaster if accidents happen. You could go straight into the sea or hit a crane's leg and breaking it, so some of the bigger terminals insist on using terminal tractors only. However smaller terminals sometimes would allow road trucks especially when they outsource, so they do not care what equipment you use as long as you help transport the boxes from the wharf to the yard.

In Malaysia, Westport and Pelabuhan Tanjung Pelepas (PTP) insist that at terminal tractors are used for the wharf operations. But generally, the global practice is that there are those that allow road trucks to work in terminals, usually countries that are less focused on safety.

The Terberg Terminal Tractor

BOO: When you want to travel in the port, you do not want to go fast because it is a very short distance and your load is very heavy, so that is where Terberg comes in. We are also serving customers like steel mills and shipyards. We have some units running in the Malaysia Marine and Heavy Engineering (MMHE) in Pasir Gudang, they are basically a ship repair workshop where they have very huge and heavy fabrication parts that they need to transport from the fabrication area to the assembly area or to the shipyard area.

Terberg is 100 percent auto transmission. Road trucks used in ports are mostly manual transmission, but you do not go beyond the third gear. Imagine for 20 hours, you keep changing only between the first, second and third gears which is a lot of burden on the gearbox. With Terberg, there is no clutch contact.

The Terberg is a 4x2, so the drive axle is at the rear in order for us to have high torque. When I carry 60 000kg payload I can still move powerfully from static to dynamic. We use very high reduction ratio with the rear axle. Our rear reduction ratio is about 12 while a normal truck is usually 4 to 5. So, you see the entire driveline, the engine coupled with the gear





box, coupled with the drive axle, that makes our machine move and for that we are very different even with the reduction ratio. It gives you a lot of traction when you move, that shows you how much more traction is in a terminal tractor compared to a road truck. The giveaway of a high reduction ratio is that you cannot run fast, so that is why our machine is low speed, high torque. Meanwhile normal trucks are high speed, low torque machines.

Other differences include the chassis which must be built more sturdily and a lot stronger than normal trucks simply because of its application. Just look at the cycle, five cycles in an hour of loading and unloading. For a normal truck, based on their application, maximum is three to four cycles a day so for a terminal tractor, we need to build our chassis very sturdy. Road trucks need a lot of flexibility because they travel long distances at high speed where they tend to run into potholes and stuff, so the skeleton is flexible like a squid. They need the flexibility to move long distances whereas a Terberg moves short distances within the terminal. If a road truck does 100 cycles in terminals, the chassis will start cracking. Sometimes the crane does not accurately drop boxes onto the trailers. They could drop from a metre high and by the time it lands on the machine, you can see it bouncing under the weight and the chassis is bound to have cracks. Not that road trucks are not strong, they are just not built for the application of 100 cycles of loading and unloading.

AT: What sets TTM/Terberg aside from other terminal tractor suppliers in terms of service offerings?

BOO: Leaving the customers focus on the core business where the repair and maintenance of equipment falls back to the manufacturer whom knows the equipment the best. This is a win-win model where customers enjoy the high uptime of the equipment for operation while the manufacturer takes care of the equipment and ensure it performs to its optimum level

AT: What are one of the major achievements that sets Terberg terminal tractors apart from the rest?

BOO: We dominate the PSA Singapore market through meritocracy. Our machines have been proven to be superior from various aspects including performance, reliability, durability, competitive owning and operating costs as well as operators comfort and safety. PSA is the leading port management company and our machines account for more than 85 percent of their total fleet.

AT: Are terminals facing the driver shortage problem which hauliers are facing today? How is Terberg addressing this?

BOO: Not so much in Malaysia but it is a big issue in Singapore. Driving terminal tractors is a very laborious job but if you go to Singapore, you can see elder lady drivers because there really is a difficulty in looking for drivers. In Singapore we have over 1 000 units running in the port so if you take three shifts a day, you need 3 000 drivers and 80 percent of them are foreigners (in PSA Singapore).

To address this problem, Terberg has the Autotug which was launched in 2017 and has been through the POC (Proof of Concept) at the Rotterdam port. It is driverless, there is no cabin. We purposely cut off the cabin to show to the market that no drivers are needed. You must plant a transponder on the ground throughout the area that the machine needs to travel on and then we will program the truck so that it will move according to the program routing based on the transponder signal.

Technical Comparison of Terminal Tractors with Road Trucks

No	Feature	Terminal Tractor	Road Truck
1	Distance	Short Distance Haulages	Long Distance Haulages
2	Speed	Designed for low speed at 37 km/h	Designed for high speed at 60-100 km/h
3	Performance (moves/hour)	Max 4 to 7 moves/hour – according to working environment	Max 2 to 3 moves/hour – according to working environment
4	Gross Combination Weight	85 000kg	60 000kg
5	Engine	Electrical engine with low horsepower, 180-220Hp (lower fuel consumption)	Mechanical engine with high horsepower, 300-400Hp (higher fuel consumption)
6	Transmission	Automatic transmission with only 5 gears forward and 2 gears reverse (smooth driving)	Manual transmission causing frequent component wear and tear (jerking feel during operation)
7	Manoeuvrability	Shorter Turning Radius due to smaller wheel base approx. 3100 mm	Larger Turning Radius due to longer wheel base 3500-4000mm approx.
8	Front and Rear Axle	Axle capacity (static rating): 13 000kg front axle & 40 000kg (on one single axle)	Axle capacity (static rating): 7 500kg front axle & 21 600kg (tandem axles) Rear axle reduction ratio: 4.625:1
9	Chassis	Rear reduction ratio: 11.98:1 200 x 100 x 10mm thick chassis frame with box section	300 x 90 x 7mm chassis with parallel
10	5th wheel	Fifth Wheel Loading capacity is 36tons with Heavy duty lifting frame	Fifth Wheel Loading Capacity is 23 tons without lifting frame
11	Availability	<ul style="list-style-type: none"> - Ergonomically designed in-board door cabin design - Automatic Transmission - Higher rear axle and Fifth Wheel Loading Capacity 	Higher Breakdown frequency; <ul style="list-style-type: none"> - Accidents due to larger & enclosed cabin leading to poor visibility of driver; - Manual clutch operation leading towards higher failures of clutch/pressure plates - Rear axle failures due to lower loading capacity on prime movers - failures of clutch/pressure plates - Rear axle failures due to lower loading capacity on prime movers
12	Safety in Container Terminal Environment	<ul style="list-style-type: none"> - Higher standards for ROPS/FOPS with strong frame & structure - Optimum view from all operator's position 	<ul style="list-style-type: none"> - Lower standard of ROPS/FOPS as no specifically designed for container terminal environment - Large & enclosed cabin

It is an automated tractor rather than an autonomous tractor. Automated means that it is guided, for example with the transponders, if one of them is not functioning and the machine does not get a signal, it stops as if it is lost and does not know where it is. There is no intelligence built in the machine because the intelligence falls within the system, with the programme. The programme is the brain, it tells this tractor what to do and where to go. Again, it is guided. An autonomous drive, on the other hand, there are some artificial intelligence built in the car

and it does not need signals. The signals come from satellite and the vehicle makes its own analysis like if there is a car in front of it, it knows that it has to make a left or a right turn. There is a "brain" to the vehicle itself. The decision making is down to the vehicle. The advantage of automated is that it is accurate, because if it loses one signal, it will stop which makes it very safe. You do not trust it to make its own decisions, which is scary if they do. However, the disadvantage is that everywhere this machine needs to go, you need to plant a signal underground.

For the situation in Singapore, as they are moving towards the Tuas terminal by 2022, they have a good opportunity to turn their terminals to automated terminals.

For us at Terberg, however, we believe that our autonomous journey is going to take a lot more time, because even the autonomous cars are not ready yet. To build up our AI, we basically need millions of trials. We want to jot down every decision, every time, of every situation. For a port environment, there is no existing study on it so we still have to correct millions of data.

A port is an ecosystem, we cannot just put an automated truck there and expect it to work. The programme must be ready. For boxes to get from A to B, there could be three different routes, so the mastermind must be able to calculate all the vehicles running, and decide, if two vehicles are going to the same destination, they must decide which vehicle takes the first route and which one takes the second. Those calculations need to be made in a split second.

For us, we are only able to provide you with a vehicle that but how you want to control it within your terminal is lot more work at the back end. Singapore is quite far with this while Malaysia is still behind, still understanding the concept of automation. In a 100 percent automated terminal sea port, if an identified or unplanned object, like a cat jumps into it, the terminal stops. That is how stringent it is. If I have visitors, they must be registered with the system.

How Hauliers Work in a Port

We also wanted to know how hauliers are involved in the extensive port procedures. Kontena Nasional, one of Malaysia's earliest hauliers, gives Asian Trucker an insight to what they do.

Prime movers are just as important in the running of a port as terminal tractors or quay cranes and rubber tyre gantry (RTG) cranes, especially in taking containers into and out of the ports. To operate their prime movers inside a port, however, haulier drivers need to obtain a special license called the Special Proficiency Card (SPC).

Kontena Nasional's Chief Executive Officer, Mr Afri Affandi Bahruddin, explained that first things first, a haulier driver must be qualified to operate inside a port. All haulier drivers are to possess the E License to qualify he or she to handle Prime Mover with containers on trailers. Kontena Nasional, in addition to standard haulage operations, also operates inside Northport.

"The E License (Heavy Motor Car unladen weight exceeding 7 500kg) alone is not enough to drive around in the port, you need to acquire the SPC," Afri told Asian Trucker when met at the Kontena Nasional headquarters.

For within Northport operations, SPC is required. It is acquired after a driver passes a test which is conducted by Northport. Before that, the drivers must go through a 21 to 38-day training inside the port where they practice

driving in the port environment which is very narrow and has its own set of rules with many restricted zones. This is called the familiarisation training.

"There are a few operations that we are involved within the port environment," Afri said. "We have the QTS, or Quay Terminal Services, Inter-terminal Transfer (ITT) where there are various container terminals in a port, and we also have the Container Freight Station (CFS). We also do empty transfers where we transfer empty containers from ships to the container yard and vice versa."


Afri added that while some ports are very strict, where only terminal trucks are allowed to operate at the wharf, there are others that also allow prime movers to be at the wharf to receive or deliver containers to the quay cranes, to and from the container yard or storage yard. There are also cases where hauliers will get instructions from the customers or agents for direct loading. In this case, once the container gets off the ship, it will get loaded directly onto the trailer which will then immediately take it out of the port without having to stop at the yard.

"All movements are controlled by the port. We just move our equipment to the positions that they need to be. There is nobody physically watching us because the controller sits elsewhere, and it works through a two-way communication. When we complete a task, we will inform the controller and they will tell us what to do or where to go next.

"With the VMT, or Vehicle Mounted Terminal, communications between the terminal or port control with the driver can be done swiftly. The instructions, for example at the QTS stage, is between the container yard and the ship. Quay Crane operators will also communicate with the controller, who will then communicate with the drivers. When there's an instruction for Container ABC to go to Ship 123, then the driver assigned to that container will know which ship to go to," Afri said. In all of these processes, the driver does not get off his truck for safety reasons.

There is a time frame for all port tasks to be completed. Ports operate in three shifts and there is a certain volume that needs to be completed within each shift, but it is subjected to the port itself. Some days a port will experience heavy traffic whereby every movement will be slow

"If there is heavy movement and things get delayed, priorities are always given to the ships, the ships must be cleared off first because delays in ship movements are not permissible. Operations on land can be settled later but the ships must go off as soon as possible," Afri said, which is why ship delays are almost unheard of.

Kontena Nasional is one of the 200-plus haulage companies operating in Port Klang. They also operate at the four main ports in the country namely in Penang, Johor and Pahang. Kontena Nasional began operations in 1971 when containerisation was introduced to the country. They also have offices in Melaka and Ipoh. In its total haulage operation, Kontena Nasional has over 200 trucks and 46 operating inside Northport in Klang. 

Fertiliser Producer Grows with Trucks

When service delivery is crucial, taking matters into own hands might just be what is needed. Having the right tools is crucial, such as the Steelbro sidelifter coupled to Scania trucks.

When thinking of fertiliser production, the connection to trucks and trailers may not be that obvious. Meeting with Yap Boon Chin, Managing Director at Yal Bulk Packing Services Sdn Bhd, we found out what motivates the company to invest heavily in machinery that is not part of the core business.

A successful track record spanning more than 35 years has made the YAL Group one of Malaysia's foremost fertiliser handling service providers. Often regarded as the preferred fertiliser partner, the company handles and packs an impressive 500 000 tonnes of fertiliser per annum.

Changing Business Environment

Yap explains "Historically, fertiliser used to be moved in huge quantities. Mainly on barges and on board of big ships. However, nowadays, we see that the quantities have become smaller and also more manageable as the fertiliser is loaded into containers." As a result, smaller players are entering the market and the average size of a shipment has shrunk. Where previously some 30 kilotonnes of materials needed to be moved, it is now 25 tonnes. "Today, some 30 to 40 percent of our shipments are containerised," Yap says further.

Having been in the business since 1982, Yap was called on board in 2003 to help his father in the company. He then took over in 2012. Seeing that the competitive landscape had changed, he saw a need to adapt to the times.

Integration of Transportation

The product itself is easy to handle as it is powder that doesn't pose any difficulties in moving it around. Yal Bulk Packing Services Sdn Bhd moves the chemicals needed to



produce fertiliser from the port to their batching plant where the fertiliser is being produced, packed and commissioned to customers across Malaysia.

“Previously, we used third party transporters. However, we found that this could be sometimes impractical, tedious and inflexible. We therefore decided to add own transportation to our business.” With the goods being heavy, Yap opted for European trucks as these have higher specs than other makes. The containers may be small, but they are heavy. Today, there are some 21 trucks and four Steelbro Sidelifters.

Smart Solutions

Looking at the operations, Yap realised that the equipment needs to be sophisticated to address the issues faced with the delivery of his product. For instance, all of Yap’s warehouses are on the ground floor with no ramps. In most cases, customers’ premises are featuring the same set-up. Loading and unloading therefore becomes an issue when time is of the essence and bringing in cranes is too costly or complicated.

“Hence, we opted for sidelifters. One may argue that these, in combination with European trucks, are a heavy investment. However, we are now able to discharge an entire container within only 40 minutes using standard forklifts. Also, we don’t have to worry about our trucks idling. In case we need to leave the container, we simply place the container at the client’s yard and the truck moves to the next delivery.”

When asked why Yap Bulk Packing Services Sdn Bhd opted for the Steelbro Sidelifters, Yap mentions a few points. Most importantly, both arms of the Sidelifter can be operated independently. This is crucial when loading and offloading on uneven ground. “Older warehouses are typically very uneven.” According to him, Sidelifters are also helpful when the container is tilting.

“We were lucky to be able to attract drivers that were already familiar with the Steelbro equipment.” However, additional training was provided over courses lasting up to two days. Safety is one of Yap’s main concerns, and therefore the extra training plays a part in his effort to ensure a safe work environment. This is also to ensure that all drivers are on the same level of expertise when it comes to handling the equipment.

Future Expansion

Satisfied with the results of integrating transportation as well as using the Steelbro Sidelifter, Yap is hinting at further expansion of this business arm. Doubling the fleet size and adding some four to six units of Sidelifters is on the cards for the near future as the company is now also moving goods for third parties. “What we need to remember is that we are doing this in order to improve our service, which we have, and not to compete with other transporters.” **F**



Kedai Alat-Alat Pembaiki Lori 東明羅哩維修工具有限公司
DC TRUCK TOOLS SDN BHD
 DC Truck Tools



How well do you know your tools?

Tools: They appear to be insignificant objects when your truck is up and running, but when the need for it arises they help you accomplish your goal of getting your truck up and running again in no time.

In this interview, we met with Mr Dennis Chin of DC Truck Tools Sdn Bhd to find out how this family-run business started out a decade ago and why they chose to do what they did. DC Truck Tools was established in 2008 with the intent to supply special truck tools in the Malaysian market. “We mostly sell truck repair tools, i.e. tools and equipment needed by workshops for example air wrenches and hydraulic presses.”

DC Truck Tools started importing truck special tools from Taiwan many years ago. While they started off as a small trading company, the business eventually advanced into the import business when they saw a demand for it. Even when they were trading with local suppliers, they have built themselves a reputation of being a dependable supplier. “My father saw an opportunity to import the tools ourselves instead of through local suppliers,” shared Chin. “We traded tools for passenger cars during my father’s time but he thought the industry was beginning to get oversaturated. There were easily over 200 suppliers for passenger car tools in Malaysia alone. My father had to think out of the box to be able to compete with the others. He then thought of bringing in tools for trucks instead since there was an increasing demand for them. It can be said that he was one of the pioneers to bring in truck repair tools to Malaysia. He had put in a lot of money for the business and when business was stagnant, he knew he had to do something else. Once he saw the opportunity to expand into the truck repair tools industry, he jumped at the opportunity and here we are today. He explored truck tools suppliers from both overseas and local market and eventually found a truck tools manufacturer from Taiwan that met his requirements.”

Reminiscing of the times, Chin shared with us that he remembered it was difficult times for his father back then. His father had to go around persuading potential customers with presentations and demonstrations. It was no easy feat gaining the trusts of customers and ensuring them that these new tools were of superior quality. Finally after years of hard work, these special tools have become a familiar name in the market.

“After that, we brought in air hydraulic jacks and air impact wrenches. These are our star products. We imported them and sold them to the local markets. We also provide repairs for those tools. We put a lot of effort into providing our customers with the best service. We believe after sales is one of the most important concern for our customers and we go to great lengths to ensure the tools they purchased from us are of great quality and service.”

Addressing the issue on how they thought about modifying the tools for local use, Chin shared that there were various methods that helped them build their expertise in tool modification. The most obvious method was to invite the mechanics from China over to assist in the modification process. “We also sent our talents over to learn from the suppliers in China to ensure that they are constantly up-to-date with the latest advancement and technology.”

Adding on to their service, DC Truck Tools also provide repair services for the tools they supply. As a majority of the nature of business operates on a cash-and-carry basis, keeping a healthy amount of stock is an integral part of the business. “It is very difficult to predict the sales and it is not uncommon that we might not have enough stock

What is an air impact wrench?

An impact wrench is a socket wrench power tool designed to deliver high torque output with minimal exertion by the user, by storing energy in a rotating mass, then delivering it suddenly to the output shaft. Compressed air is the most common power source, although electric or hydraulic power is also used, with cordless electric devices becoming increasingly popular since the mid-2000s.

Impact wrenches are widely used in many industries, such as automotive repair, heavy equipment maintenance, product assembly, major construction projects, and any other instance where a high torque output is needed. For product assembly, a pulse tool is commonly used, as it features a reactionless tightening while reducing the noise levels the regular impacts suffer from. Pulse tools use oil as a medium to transfer the kinetic energy from the hammer into the anvil. This gives a smoother impulse, a slightly lower torque to weight ratio and a possibility to design a shut off mechanism that shuts the tool down when achieving the correct torque. Pulse tools are not referred to as "impact wrenches" as the performance and technology are not the same.

Impact wrenches are available in every standard socket wrench drive size, from small 1/2" drive tools for small assembly and disassembly, up to 3" and larger square drives for major construction. Impact wrenches are one of the most commonly used air tools.

should a surprisingly large order come in that month. Luckily, we have built up a good relationship with our suppliers over the years and they always try to send over the items as soon as possible," continued Chin.

Product Focus: Hydraulic Jacks

Hydraulic jacks are typically used for shop work, rather than as an emergency jack to be carried with the vehicle. Use of jacks not designed for a specific vehicle requires more than the usual care in selecting ground conditions, the jacking point on a vehicle, and to ensure stability when the jack is extended.

A hydraulic jack uses a liquid, which is incompressible, that is forced into a cylinder by a pump plunger. Oil is used since it is self lubricating and stable. When the plunger pulls back, it draws oil out of the reservoir through a suction check valve into the pump chamber. When the plunger moves forward, it pushes the oil through a discharge check valve into the cylinder. The suction valve ball is within the chamber and opens with each draw of the plunger. The discharge valve ball is outside the chamber and opens when the oil is pushed into the cylinder. At this point the suction ball within the chamber is forced shut and oil pressure builds in the cylinder.

Recently moving to a bigger and better location, DC Truck Tools is expanding as they had grown-out of their previous warehouse. They are also expecting to import bigger and newer tools so the move was necessary to house the incoming stocks. "We are also keeping tabs on the latest technology in China and are constantly looking out for more innovative products to bring to the Malaysian market," Chin concluded. 



Pneumatic Hydraulic Jack



Air Impact Wrench



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Are Female Truckers the Only Way Out of the Driver Shortage?

With seemingly no other answer to the problem, some have turned to women to solve the ongoing issue of driver shortage. Female truckers however may encounter a different set of challenges from their male counterparts. Are we recognising the hurdles they face?

Although there are some physical challenges, companies are still looking to women to solve the issue of driver shortage. Research has shown that women drivers drive more cautiously and thus have a lower risk of having accidents while driving. This also goes hand in hand with the tendency to cause less vehicle damage. There have been instances where trainers thought women were easier to train as they were more engaged in the process and less likely to “get it right on their own”. Male drivers, on average have twice the number of crashes as women. They are more likely to be involved in crashes that occur on curves, in the dark or while passing other vehicles, according to a report by the Social Issues Research Centre in Oxford, England. Women take fewer risks, therefore accidents involving women occur at slower speeds resulting in less damage to the equipment and most importantly, less loss of life.

But are we getting enough women to sign up to be truck drivers? The number of female truckers is still on the lower end of the scale. To begin with, the misconception that trucking is a male career is still prevalent. Many women do not think about it without uncommon prompting, such as growing up in a trucking family or marrying a trucker. Those who do consider the career may rule it out because they have doubts about what society will think of them or what the job will be like. They may worry about sexual harassment or discrimination in a male-dominated field, but there are many female truckers out there telling women to not let that stop them. It is a rewarding and enjoyable career, and all-in-all, being a female does not cause them much problem when performing their duties on the job. **F**

We can safely assume that the trucking industry is mainly dominated by men. For the minority women in the industry, taking the first step would inevitably be filled with doubts and nerves. As it is, trucking is not a job for everyone, regardless of man or woman, big or small, strong or weak.

There are however, some physical challenges that apply only to females compared to the opposite gender that makes it a tall order getting more females into the cab. With a lower average height and weight, the smaller and shorter stature makes it harder for women to reach the controls. Even though truck companies have started designing cab designs with females in mind and have made changes to make their trucks more female-friendly, i.e. changes to seats and pedals configuration, it was only in recent years that companies have begun doing so. Trucks used to be designed with men in mind, with their taller statures and bigger size. Climbing into the cab of a bigger rig can prove to be a challenge for more petite persons.





Coasting Through Life

In this edition of Trucker of the Month, Carol interviewed a trucker from our very own Asian Trucker Driver's Club to find out about the ups and downs in the life of your everyday trucker.

I met with Jainuddin from Tawau, Sabah at the Air Hitam R&R. He had just returned from an assignment in Semenyih and had agreed to meet me there for an interview. He introduced himself to be forty this year with three kids. His wife works in a factory and they currently reside in Klang.

Jainuddin shared that he started driving trucks when he was 22 years old. He was first driving mixers for two years, then moved on to tippers for three years. After that, he drove cargo trucks and is now a haulier. He has hauled

containers for 11 years now. Before he came to Kuala Lumpur in 1999 to build his career, Jainuddin had driven vans for three years while in Kota Kinabalu.

He started driving due to his interest in trucks since young. He had dreamt of driving petroleum tankers and thought they looked really cool. However, his dream to be a truck driver was met with backlash by his parents who wanted him to go to university. But Jainuddin had plans of his own. Even though he got an offer to go to university in Kedah, he chose to go to Kuala





Lumpur to drive trucks. He had to lie to his parents and they eventually relented when they found out.

His daily life starts at seven in the morning when he has to be in Port Klang to wait for the loading of containers onto the truck. Then he brings the cargo to his designated destination for the day. It would either be between Semenyih, Serdang or Puchong. He arrives at his destination for the day and waits for the cargo to be unloaded. He will usually be done by noon and he is then expected at his company's freight yard to park the truck and he is officially done for the day. He then goes home at around 4pm and spends time with his kids.

Compared to his previous job, his wife likes his current job better as Jainuddin gets to go home every day. She had previously been discontented when her husband had to be away from home for days at times. As they have three young kids together, she hopes that he spend more time with their kids.

Jainuddin however, was a little dejected as he is paid per trip. He generally makes a trip per day. He mentioned the economy to not be the same as say

five years ago. "Truckers used to be able to make two to three trips a day. Nowadays, I only make a trip a day. Even though I get to go home earlier, my take-home-pay is also lesser. With my kids going to school, expenses are increasing so both my wife and I have to work to make ends meet."

When I asked Jainuddin regarding the shortage of drivers, he was of the opinion that even though companies claim there is a national shortage of drivers, drivers themselves have been given less trips hence he does not feel like there is a shortage of drivers around. "Given the reduced workload, I don't see why companies are saying there are not enough drivers around to meet the demand."

Asking if he would recommend the younger generation to dip their hands in this career, Jainuddin shared that he would object if his children were to one day say that they want to be truck drivers. "It is a very sedentary job. You are alone in your truck for hours and days at times and there is this public perception that truck drivers are uneducated people. Other drivers on the road detest the existence of your large truck. If an accident happens between a truck and other vehicles, people automatically assume it is the fault of the truck driver. I hope my children do not have to go through what I went through."

Jainuddin has been with his current company for a couple years. He had stayed with his previous company for an astounding eight years. He left due to a conflict with his previous employers. "When I was the previous company, drivers were paid by load. So to make more money, drivers were encouraged to overload their trucks. The authorities on the other hand, were hounding on us because they knew most of these trucks were overloaded. We were issued summons and we had to pay for them out of our own pockets. It was a difficult time for me. It was ironic because any extra income I had made from overloading the truck was channelled to paying for the summons. I am glad I no longer work with such a payment scheme. It was frustrating having the authorities constantly on to me as well."

When asked what are some differences between the various types of trucks he had driven before, Jainuddin shared that with mixers, punctuality is key because the cement can only last for four hours and will harden if there are any delays. Therefore when he was driving the mixer, Jainuddin was always stressed and rushing to meet the timeline. Nowadays, he does not have to rush and takes it slow. "I like that I do not have to rush now. I was always on edge when driving the mixer due to time constraints and yet I have to drive safely. Now I just focus on driving safely and ensuring the load arrives in perfect condition."

Talking about his future plans, Jainuddin hopes to own a truck. "Since it has been almost two decades since I started driving, my only skill is truck driving. It seems a little too late now for me to start over with a new skill set. Hopefully in the near future I can save enough money to buy myself a truck and operate it myself. Maybe then my wife and kids can join me as well. Or maybe I could retire and return to my hometown. It has been three years since I last went back to Tawau. I miss the simple and relaxed lifestyle there. These are some of the plans and thoughts I have whenever I am driving. They help me get by another day at work," concluded Jainuddin who seemed deep in thought. **➤**

Safety First!

The Association of Malaysian Hauliers (AMH) with its current membership of about 125 haulage companies strives to provide a safer environment through various channels and initiatives. Asian Trucker reached out to AMH for more in-depth details.

How does AMH regard the safety of drivers?

The safety of truck drivers has always been an important focus for the association and its members. Safety is our priority and it ensures our members' well being. The association, through collaboration with various bodies such as SPAD, safety training providers, JPJ, police, truck manufacturers and other concerned authorities are continuously creating awareness and educating the members and container truck drivers' community on road safety and safer driving.

What is the current situation on road safety?

A lot more can be done to improve the road safety condition in this country especially with regards to legislation, enforcement, creating awareness and education on road safety. Penalties for the operators and penalising errant drivers alone cannot ensure a reduction in road accidents.

If things can be improved, what are they?

Such improvements can include early childhood awareness programmes, better assessment and training for new driving licence applicants, better road conditions and lightings and yearly assessment for drivers wanting to renew their GDL licence to track their health condition and driving records. The list is inconclusive. We try to provide a safer environment for all as much as we can.

What are AMH's thoughts on "truck drivers mainly causing accidents"?

We cannot blindly blame truck drivers for causing accidents. There are many factors to be considered with each accident that involves a truck driver. Road condition, truck age and condition, driving pattern and behaviour, traffic condition and flow, surrounding environment and placement of industrial area are amongst the factors that may cause an accident. There are many cases where the accident was due to the negligence of other road users rather than the truck driver. Most of the population is unaware of the typical manoeuvring characteristics of a truck and its trailers on the road which could explain why there are many cases of accidents involving trucks. Many

road users are unaware that the blind spot of a truck and a passenger car is vastly different.

What is the assessment of the condition of the roads in our country?

The highways are considerably well maintained but the problem lies with local road infrastructure. They are usually too narrow for the bigger trucks. Key issues identified by AMH are:

1. Poor and non-consistent road maintenance towards Westport and exit from Westport to Northport via the flyover between the two ports as well as most roads in the Klang Districts.
2. Non-functioning street lighting, which is one of the main causes of accidents at night on KESAS towards Westport, flyover between the two ports and towards Northport .
3. SKVE lighting to and from Westport not sufficient, especially on the slope going downwards and many accidents happen along this stretch of road as many hauliers use the road towards the South.
4. Consistent maintenance and servicing of pot holes and creating an even surfacing as well as lighting should be prioritised to ensure road safety at all times.

Is there anything AMH can do to improve the situation for truck drivers?

AMH within its means and through its active members are always doing our best to improve the livelihood and wellbeing of our truck drivers by continuously training and retraining our driver community by engaging with various parties including truck manufacturers to ensure road and public safety are constantly on their minds; be it for themselves or other road users. The members have also individually placed importance in ensuring their drivers are well-trained and trucks are safe to be used with periodical PUSPAKOM inspection done without fail. Furthermore with SPAD's initiative in introducing the SPAD ICOP standard for the transport industry, all our members welcome this positive initiative and are trying their level best to meet the standard put under ICOP. AMH also consistently engage in dialogue with other stakeholders such as the port authority, container yard operators and consignee in ensuring basic facilities are supplied to our truck drivers. An example would be the recent congestion at Westport where food, drinks and mobile toilets were provided for immediately. **T**

CICM Responsible Care Awards 2016 / 2017 & Safe Road Award 2017

A total of 18 chemical companies were recognised for their efforts in continuous improvement of their safety, health and environmental performance in responsible care and six chemical transport companies win the CICM Safe Road Award 2017.



Petronas Chemicals LDPE Sdn Bhd recently took home the prestigious Platinum Award at the Chemical Industries Council of Malaysia (CICM) Responsible Care Awards 2016/2017. They have successfully sustained their performance as the Gold Award winner for the Community Awareness and emergency Response Code in the Petrochemicals category for the last three consecutive years.

This was held on December 12, 2017 where 18 companies in the petrochemicals, oleochemicals and general chemicals sub-sectors, including four SME chemical companies were announced as winners of various categories at the 14th instalment of the Awards.

The Awards, which began in 2002, were organised to promote greater awareness of the Responsible Care Programme (RCP) and its principles, and to give recognition to Responsible Care signatories who have made the most progress in implementing the Responsible Care's Six Codes of Management Practices in their organisations.

Responsible Care is the chemical industry's unique global initiative that drives continuous improvement in all aspects of safety, health and environment performance, together with an open and transparent communication with stakeholders. It was initiated in 1985 in Canada and has since been adopted in more than 65 countries worldwide, including Malaysia. Since 1994, CICM is the main steward for the Responsible Care initiative in Malaysia. To date, a total of 134 chemical companies in Malaysia are signatories to the Responsible Care initiative.

The Safe Road Award, which was first introduced in 2014, recognises good performers and identifies best practices among chemical transporters under the CICM membership. It complements the objectives of Responsible Care and is open to CICM members and Responsible Care signatories

who manage their own transport operations or are their main transport contractors.

Other winners of the Responsible Care Award 2016/2017 were - for the Corporate Awards for the Six Codes of Management Practices - Petronas Chemicals Derivatives Sdn Bhd, Petronas Chemicals Ethylene / Polyethylene Sdn Bhd, Petronas Chemicals Fertiliser Kedah Sdn Bhd, Petronas Chemicals Ammonia Sdn Bhd, Petronas Chemicals MTBE Sdn Bhd, Petronas Penapisan (Terengganu) Sdn Bhd, IOI Acidchem Sdn Bhd, Pacific Oleochemicals Sdn Bhd, IOI Pan-Century Oleochemicals Sdn Bhd, Linde Malaysia Sdn Bhd, CCM Chemicals Sdn Bhd, Akzo Nobel Paints (Malaysia) Sdn Bhd and Fimachem Sdn Bhd.

For the Special Awards for SMEs, the winners were Schaefer Kalk (M) Sdn Bhd, Kimia Zue Huat Sdn Bhd, i-Chem Solution Sdn Bhd and Stereo Sdn Bhd.

For the Safe Road Awards 2017, Konsortium PD Sdn Bhd (Shah Alam) and Linfox Transport (Malaysia) Sdn Bhd were announced as the Gold Award winners and Min Soon Transport Company Sdn Bhd as the Silver Award winner while L.T.S. Haulage Sdn Bhd, Lee Thong Hung Trading & Transport Sdn Bhd and Konsortium PD Sdn Bhd (Kapar) were given a Merit Award respectively.

These two Awards were jointly sponsored by Synthomer Sdn Bhd and Schaefer Kalk (M) Sdn Bhd, members of CICM and Responsible Care signatories in Malaysia. Synthomer was one of the founder signatories to the Responsible Care Programme in Malaysia when it was launched in 1994. Schaefer Kalk (M) Sdn Bhd has been a signatory since 1998.

The Awards were presented by Dato' Seri Ong Ka Chuan, Second Minister for International Trade and Industry at the Chemical Industry Dinner, held at DoubleTree Hilton, Kuala Lumpur. **T**

Be Brutal for Safety Awareness

In her column, Farezza Hanum Rashid addresses the question if Malaysians' sensitivities should matter when it comes to speeding awareness?

What does it take to make a road safety campaign in Malaysia effective? I have, on many occasions, driven on our roads and highways to get overtaken by trailers and express buses going at speeds way beyond the legal limits. They were so fast that my pickup truck shook as they passed. Surely their schedules have considered time of travel, speed limit and traffic and weather conditions so what is causing such a rush?

Malaysia's road accident fatalities are so high, even Deputy Transport Minister Datuk Abdul Aziz Kaprawi had, in November last year, admitted that the nation's road safety campaigns have failed. This was based on the number of accidents in 2016 which recorded 960,569 cases besides the increase in mortality rates recorded above the 7 000 figures, where 2.3 percent were contributed by bus and freight.

Addressing this, the Land Public Transport Commission (SPAD) had a brainstorming session with various stakeholders at the "Bus and Freight Safety Transformation Programme." But knowing how stubborn drivers can be, are tighter policies, higher fines and more stringent punishments going to be enough? How many more deaths do we need until we finally wake up?

Malaysian drivers do not seem to be wavered by summonses. They'll just pay and continue speeding anyway. In fact, some would not even rush to pay for their offences, knowing that there are those occasional discounts offered for limited periods of time. How are they to learn any lesson this way? And when it comes to death, even with a high fatality rate, we still have the "it will never happen to me" mentality.

And then there is the dependency on modern technology. Last year a video went viral, showing how a Volvo truck's highly efficient brake system had saved a boy's life. In the video, a group of school children disembarked a school bus and kids being kids, two of them dashed across the road without realising a truck was coming their way. Comments on the video read praising the truck maker for the sophisticated technology.

But the question that came to my mind was: If it was a spot to drop school children off, it must have been a residential area where there would be an approximate of 30km/h speed limit, shouldn't there? The truck was definitely not moving at a low speed and even if there was no speed limit, what if the truck's braking system had failed to function quite as efficiently? Whatever top technology this modern day offers us, we need to first and foremost ensure that we, as humans, are not only skilled drivers but obedient to the rules. There is, after all, a good reason why rules were made.

When it comes to awareness campaigns, how far is our government willing to go? While we have a culture of not being too gory and respecting the public's sensitivity,

we also have a culture of saying "Tak apa (never mind), it only happens on television." I had also recently stumbled upon a video which was so moving that I thought maybe Malaysians needed something like it to fully grasp the concept of "awareness".

The abovementioned video was an ad from Thailand (whose people are known for their effective ad campaigns). In the video, drivers were asked what speed is okay to drive at residential areas. The average answer was 50km/h while one man said even 80km/h was fine, in a residential area, if you were in a hurry.

People behind the campaign then brought those people to a simulated residential road and told them to drive based on their answers, at the speeds that they thought were okay to drive in that environment. Life-sized cardboard cut-outs of little children would then "jump" out of nowhere into the street, just like what had happened in the previously mentioned truck video. Although 50km/h feels safe, and the drivers tested looked competent enough, all of them had run over the "children."

Clips of actual accidents were then shown in the video, without blurring or censoring out real children tumbling in the air after being hit by all sorts of vehicles. The images were shocking. It was of the kind that would be reported as inappropriate by Facebook users and most probably would not have passed Malaysia's censure board.

Drivers in the ad campaign were given a second chance, this time driving at the designated 30km/h speed limit. Again, cardboard children were pushed into the road and although they were caught by surprise, all the drivers managed to brake in time. All this just to prove a point.

After watching that video just once, I became more aware of speed limit signs on the way to work, especially on smaller roads or residential and school areas. Imagine the change that could take place if most of our drivers watch that video every day before hitting the road. Maybe just for this purpose, our government could do away with sensitivities and censorship, and show Malaysian drivers the reality of disobeying speed limits. **F**



A cardboard kid in the Thai ad



Volvo Trucks Gives Back To Bario Community in Sarawak

Volvo Trucks continues to drive progress for a safer and more sustainable future with a corporate social responsibility contribution via the Volvo Group Seasonal Gift programme to the Kelabit community of Bario in Sarawak. The Seasonal Gift programme is part of Volvo Group's corporate social responsibility efforts which is carried out globally to help support local country social causes. The objective is to help create prosperity for the communities where Volvo Trucks operates. Malaysia was one of the countries that was selected, with Bario chosen as the recipient of the Volvo Trucks-funded RM500,000 Seasonal Gift contribution for improving the lives of the Kelabit community.

Volvo Trucks' Seasonal Gift contribution to Bario focuses on two key efforts, one of which includes the construction of a fire-fighting system with a water tank and eight hose reels for the Bario Asal Lembaa longhouse settlement, which is the oldest longhouse in the area dating back to 1958. The fire-fighting system is intended to safeguard lives and the longhouse which is the pride of the community as well as a tourism draw and a living historical monument.

The second effort entails the construction of five eco-shelters, where all materials were carried on the backs of porters and shelters built by hands, along the 25-kilometer distance Bario ancestral trail. The estimated distance between each shelter in the ancestral trail is five kilometers apart. The eco-shelters are also equipped with working toilets via a sustainable water harvesting system and a safe resting area. It will take about five to six days of trekking to reach the last eco-shelter. The eco-shelters will help to make the trekking journey through thick jungle terrain more manageable for locals and hikers alike, as well as encourage more tourists into the area, thus helping to generate more source of income for the locals.

The Bario project commenced in mid-2017 and was completed in December 2017. An official handover event to mark the completion of both the fire-fighting system

and five eco-shelters was held recently on the grounds of Bario Asal Lembaa longhouse settlement. The event was attended and launched by Dag Juhlin-Dannfelt, Ambassador of Sweden to Malaysia, Mats Nilsson, Managing Director, Volvo Malaysia, Penghulu Robertson Bala, and Laju Balang @ Aren Lemulun, Headman of Bario Asal Lembaa longhouse.


Mats Nilsson, Managing Director, Volvo Malaysia Sdn Bhd said "The primary objective of our Seasonal Gift contribution and other corporate social responsibility initiatives is to give back to various stakeholders in the society. Volvo's commitment to social, environmental and economic responsibility has been carried out yearly since the day the business started. Our dedication to this commitment means that we support a range of health and safety projects that are in line with our core values of quality, safety and environmental care."

Laju Balang @ Aren Lemulun, Headman of Bario Asal Lembaa said, "We are incredibly grateful for all of the work Volvo Trucks has put in for these two projects – the fire-fighting system and the eco-shelters. To have a partner who shares our vision for heritage and the environment has been a dream come true. For us, this has been more than corporate social responsibility – it has been an opportunity to learn from experts in leadership, quality and the environment. These projects will have a profound impact on the community here for generations to come."

Under the Economic Transformation Programme, the Government aims to establish Bario as the world-class hub destination for AgroBiodiversity and to obtain UNESCO World Heritage Status. This initiative for Bario also received the full support and partnership from Sarawak Tourism and Ministry of Tourism and Culture Malaysia (MOTAC) with special thanks going to CM Global Sdn Bhd, Dai Lieng Machinery Sdn Bhd, AirAsia Berhad, MAS Wings Sdn Bhd, Perk Events, CJ Bug Production and LNT Advertising Associates. **F**



Western Star 5700XE Standard Specifications

BBC	126"
Wheelbase	Up to 250"
BA	50"
Engine	Detroit DD15, 14.8L (455-505 hp 1550-1750 lb-ft)
Integrated Powertrain	Detroit DD15, 14.8L (400hp 1750 lb-ft, Downsped) with Detroit DT12 Direct Drive Automated Manual Transmission and Detroit tandem (6x4) or single drive (6x2) with specially matched final gear ratios and tag axle @ 40,000 lbs
Transmission	Detroit DT12 Automated Manual Transmission
Cab type	Welded galvennealed steel with roped-in or bonded windshield
Cab Interior	Base: Agate/gray two-tone interior
Grille	Polished stainless steel with perforated steel bug/rock screen
Bumper	Modular 4-piece bumper with under-valance panel and polished stainless steel fascia
Headlights	Modular three-piece headlights with projector beam halogen bulbs and LED marker lights
Air Intake	Dual side hood air intakes with high capacity air cleaner
HVAC	Standard with two-stage filter system
Front Axle	Detroit single 12,000-14,700 lbs
Rear Axle	Detroit tandem 40,000-46,000 lbs
Front Suspension	Taperleaf 12,000-14,600 lbs
Rear Suspension	AirLiner 23,000-46,000 lbs
Brakes	WABCO 4S/4M, 6S/4M, 6S/6M Anti-lock Braking System (ABS) with and without traction enhancement
Safety	Enhanced stability control
Frame	Rugged single channel lightweight frame
Fuel Tanks	Aluminium 25" Cylindrical 50-150 gallon (189-567 liter) RH or LH
DEF Tank	13 or 23 gallon (49 or 87 litres) 



Automation in the Horizon

Volvo Trucks' director of Environment and Innovation talks to Asian Trucker about how self-driving trucks not only works in a tough environment but will also increase productivity.

In its continuous efforts to improve efficiency and safety, Volvo Trucks is also focussing on the megatrends of electro-mobility, connectivity and automation.

Relating safety with connectivity, Volvo Trucks director of Environment and Innovation Lars Martensson said his team is putting in sensors, cameras and most importantly, intelligence, into Volvo's trucks in their effort to prevent accidents from happening.

"If the driver does not act, then the truck will. Automation is a big spectrum where a self-driving truck is one of that spectra. The first stage is a normal cruise control, supporting the driver by taking up some of the functions and making them electric," he told Asian Trucker when met in Gothenburg, Sweden, recently.

Volvo has been testing a truck in a mine in Sweden where it has been driving all by itself in normal operations.

According to Martensson, the interesting thing about a self-driving truck is that, not only is it working in a tough environment but is also increasing productivity by 50 percent however, in a city environment it is much more difficult as the environment changes where the truck needs to avoid accidents with other road users.

Moving in stages towards a fully automated truck, he added that one of the earlier stage could be a truck driven by a human when it is on a highway but when it comes to a harbour, the driver gets off and the truck drives itself and does whatever it should be doing at the harbour. "When it comes back to the gate, the driver jumps back on and continues to drive. That is one level of automation among many various levels. Self-driving is just one part of it," Martensson said.

Although having admitted that fully automated trucks could push truck drivers out of their jobs in the future, Mårtensson stressed that it is important to recognise the difficulty of replacing human beings.

"The way we perceive the environment around us, how we interpret, use our experience and knowledge to avoid certain things and plan what we should do, are extremely difficult to put into the computer.

"Another thing is we need to have reliable sensors so if it gets dark or rain or snow, then the sensors should always be working. Reliable sensors that are intelligent



to interpret the situation is a critical area, so there is still future for the truck drivers for many years to come, except maybe in some very hazardous environment like mines where there would be other solutions," he said.

Automation, he added, could also help with the lack of good truck drivers where it would assist those who are less skilled to drive as good as the better ones.

For automation to be realistic for trucks with heavier loads and longer distances, a continuous supply of electricity is needed, which led Mårtensson to the discussion of electric roads.

"Automation for long hauls will not be realistic if we are to rely on batteries because there will not be room for transport except for batteries therefore, especially outside the city, electric roads will be of great interest.

"In Gothenburg we have a test truck and electric road, where the truck has an 'arm' that goes down and touches the road to get its power and as it gets off the electric road, the arm goes up and the truck continues to drive on diesel engine," he said, adding that this could be expected to be in use in the next 10 to 20 years. 🔥

Proving on Own Grounds



PT Gajah Tunggal Tbk, one of Giti Tire group's world class manufacturing plants, inaugurated its tyre testing track facility (proving ground) which is located in Karawang, West Java, on Thursday, 19 May 2016. This inauguration ceremony was marked by the signing of an inscription by the Indonesian Minister of Industry, Mr. Saleh Husin and witnessed by the company's President Director Mr. Christopher Chan along with other members of the Company's Board of Commissioners and Board of Directors, Karawang district officials and all other invitees.

During his speech, the company's Vice President Director, Mr. Budhi Santoso Tanasaleh mentioned that this tyre testing facility (proving ground) of which construction started in 2013, is part of the company's major strategy to improve the company's capabilities in producing high quality tyre products to meet local and international customer's needs, through its research and development center of international standard. With this proving ground, the Company is more able to develop and create innovative tyre products for passenger cars, commercial vehicles and motorcycles.

The construction of this 65 hectares proving ground facility is conducted in two phases. The first phase focused on the construction of the testing facilities namely ISO Noise, Vehicle Dynamic Area, Wet Braking & Handling and Longitudinal Hydroplaning.

This facility also has an operations center which is equipped with the latest tyre repair and maintenance equipment. The second phase will be conducted according to the future needs of the Company's research and development.

By having this proving ground facility, the product development cycle and the time to launch the company's new products are expected to be shortened, hence Giti Tire will be more competitive in the domestic and global market. Apart from being used to test the Company's tyre products, the proving ground can also be used to test the prototypes and products of the Giti Tire's OEM partners. This proving ground will support the company's motto which is "Driven by National Pride".



Five Logistics Trends to Look Forward to in 2018

Dhruvil Sanghvi, CEO, LogiNext



The year 2017 has been exceedingly good in terms of logistics innovation. We saw logistics management take centre stage in many high-profile shopping extravaganzas such as Singles' Day, Black Friday, Big Billion, etc. We saw last mile delivery being used as the key input in all omnichannel strategies. We also saw localisation in distribution strategies centred around making last mile delivery more effective. We saw the transport industry open-up to 'freight as a service' where full-truck load shipments were optimised for route, time, and capacity giving the service providers (and the companies availing the service), effective economies of scale. We also saw machine learning being, not just talked about, but also implemented successfully in logistics and field workforce planning.

Omnichannel Integration to Spike with Smart Stores

Smart stores will be coming up in a big way in 2018. Multiple stores under a brand would be interconnected among themselves and interlinked with the website. Consider the situation where you are ordering a printer online. The brand promises to deliver it in a day. Behind the scenes, the model would be checked along the available inventory in the stores. If the nearest store (Store A) doesn't have the item, the order would be sourced from the next-nearest store (Store B). The order would be processed at Store A, bought in from Store B (on the same day of order placement), and then added to the delivery schedule on the next day for Store A.

Alternatively, the order can be processed at Store B and added to their delivery schedule depending on the distance between that store and the destination. In this situation, the route taken would be optimised to include this new delivery while maintaining the ETAs of all other deliveries scheduled at Store B.

Either way, the customer would receive the order on-time as promised. The technology behind enabling the omnichannel strategies for retail and e-commerce is executed in three steps:

- schedule planning and order allocation
- delivery route optimisation and real-time tracking
- electronic proof of delivery and feedback capture

Companies would use cloud-based optimisation to better manage their omnichannel strategies. LogiNext is currently enabling the omnichannel integrations for companies such as Al-Futtaim and Landmark in the middle east. These companies would then join the global omnichannel bandwagon with other stalwarts such as Walmart,

Amazon, Alibaba, JDA, Lazada, etc. The year 2018 would see many more companies turn omnichannel using cloud-based last mile delivery optimisation as a leveler.

Growth of New Last Mile Infrastructure

There is an uptrend in last mile delivery management which deals with localisation of distribution. The idea is to leverage pre-existing last mile distribution infrastructures and optimising them through technology. The recent Singles' Day saw the State Post Bureau partner with Alibaba to ensure same day deliveries. It has proven time and again that effective last mile deliveries push e-commerce and retail sales. With omnichannel strategies spreading, last mile delivery management is the key factor which would shape the new marketplace.

New last mile infrastructure is about doing more with less. Our resources in terms of vehicles and delivery personnel are limited and would not scale as fast as the demand grows. Cloud-based optimisation is the load-balancing platform which would help logistics and supply chain companies satisfy the fluctuations in demand through better planning and scheduling of orders and parcels.

Many retail and e-commerce companies are vertically integrating with logistics partners to streamline their last mile deliveries. Late in the year, Target acquired Shipt for the same reason. Shipt is fresh-food delivery aggregator who has more than 21 000 drivers optimised for on-demand deliveries. Shipt will boost Target's same-day delivery capabilities. Target had previously acquired Grand Junction for the same reason. Localised ground-level intelligence would show more such acquisitions and consolidations soon.

Orders Returns to be a Necessity Feature

Parcel returns were a luxury not a few years back, but 2018 would see returns become a necessary feature for all retail and e-commerce companies. Returns add the assurance of post-sales service and make it easier for customers to fulfill their buying decision. While returns become a necessary feature, the feasibility of reverse logistics would have to be simultaneously improved. Promising quick and easy returns is one thing, executing them on the ground is another.

Here again, cloud-based optimised would be the driving force. Dynamic schedule planning can allocate pick-up requests to the delivery personnel nearest to the returns origin point. The delivery person can pick-up the returned parcel directly from the home of the customer and drop it back at the hub. These reverse logistics processes can function in parallel to the last mile delivery schedules. The balancing between both schedules would be done through dynamic route optimisation where an algorithm suggests the ideal sequence and pick-ups and deliveries to be done to ensure maximum efficiency. In a nutshell, reverse logistics market is going to get a huge uplift through the growth in returns.

Growth of Freight as a Service Markets


Freight management industry is an upswing across the world. However, due to resource constraints such as shortage of skilled drivers, or road-infrastructure bottlenecks, the freight management industry would adopt more technology-backed optimisation in the near future. A key segment that would see more growth is the Freight as a Service (FaaS). Aggregated shipments give these companies the economies of scale which can be passed back to the clients in terms of competitive freight rates. Specialised FaaS companies would be better equipped to localised and skilled drivers leading to more efficient freight movement. This is not to say that companies would not prefer to use their own fleets for their shipments. They would just be more comfortable than before regarding partnering with FaaS companies.

Logistics Application of Machine Learning

As we have seen in some of the above points, the upcoming trends would be either influenced or centred around technology, especially cloud-based technology. With the internet penetration increasing across all major countries, manufactures, logistics partners, retailers, and customers are all much better connected than before. This interlinking of communication and visibility of operations is best orchestrated through cloud-based optimisation technology.

When you look into this technology you would find the most beneficial applications of machine learning. Machine learning has been talked about for years, but right now we are at the juncture of realising its potential. The year 2018 would see more and more applications of machine learning.

For each of the above-mentioned cases, machine learning backed algorithms could make the processes much more optimised. For FaaS providers, machine learning would streamline their delivery points to maximise their carrying capacity while complying with all service level agreements with their clients. For the returns market, machine learning would optimise the address locating mechanism to ensure that the delivery personnel doesn't waste time in locating new pick-up points. Within the new last mile infrastructure and the omnichannel shift for companies, the applications of machine learning are more profound. Machine learning would power the smart stores and the connected last mile infrastructure to enable faster deliveries and better customer interactions.

The future holds bright for logistics, and next year would embrace more than we ever did before. The tech adoption rates would soar, and customer-centred logistics and supply chain movement would become a priority for many companies. It's time to realise this future, now. 

Qamar and Her SPAD Team to Spend More Time and Energy on Freight

Asian Trucker interviewed Qamar Wan Noor exclusively on her 95th day as SPAD's Chief Operating Officer.



Before her move to the Land Public Transport Commission (SPAD), Qamar had a long career with oil giant Shell and served in senior posts in Malaysia, Asia-Pacific and the Middle East. In Shell she also headed supply and marketing distribution teams at marine logistics and land terminals in Oman, United Arab Emirates (UAE) and Singapore.

At SPAD, Qamar is responsible for the transformation of the transport industry encompassing goods transport, bus and taxi services and related infrastructure. With a lot of time and energy already being spent on the bus industry, Qamar will be paying more attention on freight and how to make the road safer regarding these heavy vehicles. Read the full interview to find out what Qamar and her team have in the pipeline to achieve SPAD's aspirations.

AT: What has it been like, nearing your 100th day in office?

Qamar: The first 95 days have been very exciting, filled with many challenges and opportunities. We have many programmes and initiatives planned for all industry players and I hope I can work together with my team, the SPAD team in general and with the various other authorities. Of course, not to forget, the operators who hopefully will work together with SPAD.

AT: Can you share with our readers what those programmes and initiatives are in terms of freight?

Qamar: As a road user I am extremely annoyed seeing overloaded vehicles. I cannot measure the weight, but I can see when they

are dangerously loaded, and we have seen accidents and deaths caused because of this. We are putting in an initiative and collaboration with PLUS, for example, to see whether we can manage the overloading issue by using technology for example weight-in-motion. It's a new thing and we plan to start a pilot with PLUS in December 2017. By doing the pilot, our enforcement team, PLUS and the enforcement can really find out what can we do to make it work by working with the highway operators. Separately, our enforcement team will be getting some new portable axle weighing machines to replace the old ones and these can be deployed wherever and to curtail on incidences of overloading of vehicles. Additionally, we haven't worked on this yet, but we will discuss with operators on weighing at source. This will be something new and I hope to work with operators especially those sizeable ones, so they can put weighing machines at source.

On tow trucks, now there are no licencing or regulating bodies looking after tow truck operations and we have been getting some reports of illegal tow truck operators, which then raises the issues of insurance, accountability and price overcharging. Road users are already in trouble by having their cars break down and then they face the risk of getting fleeced by tow truck operators. I have been told that associations welcome this regulation for the tow truck industry.

We are now reviewing all licence applications for all types of trucks, regarding what type of cargo they can carry, the type of truck for different types of cargo, what time certain trucks can move, which type of roads they can travel on, technical specs, everything will be considered so that our licence conditions will be more structured. This will make it easy for us to act against offenders. We have at present general conditions, now we want to consider special conditions, more tailored to specific types of trucks. We want to really specify the types of goods and how they are being carried. We also want to review ICOP audits on freight. For many years we have been focusing on buses so now it's time to spend a bit more time and energy on truck operators.

I came from the oil and gas industry and I was very much involved in the logistics part of it. The standards are much higher, and the compliances are at a different level altogether, and their so-called benchmark when it comes to road safety compliance. Even at the commercial level, on how they optimise the use of assets and in terms of driver management. These were all good learnings that we can cross-fertilise from one industry to another, but surely the regulators like SPAD will have to take

leadership. The next focus will be on the safety part which I have explained, and in terms of regulation. We are also communicating with trucks associations to set up a training centre like the one in Johor (Note: the one mentioned is the centre by the Johor Sand and Granite Lorry Operators Association). They have opened their own training centre there and now we are looking at other associations as well, to have training centres for their drivers. We can always give our support in terms of ICOP training.

I think when it comes to licencing, SPAD will continuously consider ways to improve the process so we can reduce forms and processing time. We are not only trying to improve regulation and road safety but also counter service, so when applicants come to SPAD counters, they get faster, clearer and more transparent service.

Complaints Management

SPAD has the APM (Accident Prevention Management) which the public can call at the toll-free number, 1800-88-7723. Some drivers won't be too pleased if you try to intervene immediately so if you call that number, our staff at the complaints department will answer in less than 10 seconds. They will call up the operator of the vehicle if you give the plate number. The operators will then call the drivers and tell them to bring the speed down, for example. Within 24 hours, the company must surrender to us their GPS reading of that particular day, from morning to night. If we find speeding in the report, administrative action will be taken like suspension or revocation of the driver's licence, depending on the seriousness of the offence. With that said, all trucks (and buses) must be equipped with GPS, it's not optional. If they fail to give the GPS report within 24 hours, the ICOP (Industry Code of Practice) team will be dispatched to further investigate. The questions raised would be, for instance, "Why are you not giving us your GPS report? You don't have one? You did not install a GPS? You installed something that isn't working? Are you not monitoring it?" We have had situations where buses have GPS but they are either not working well or not being monitored at all, which is a joke. With complaints apps, to date we saw a 44 percent decrease in speeding complaints.

Safety Workshop

This month (December) we are leading a workshop on bus and freight safety transformation where we have invited folks from MIROS, JPJ, JKJR and the police, among others. Our aspiration is to reach zero fatality for bus and freight by 2022. There are about 7 200 road fatalities every year and if we do not do anything

extraordinary, nothing will change. In 2017, out of that number, 2.3 percent were contributed by bus and freight. We are now hitting about 22.6 percent road fatality per 100 000 population in Malaysia which is very high compared to let's say, Sweden (2.8 percent), Japan (4.7 percent) and Australia (5.4 percent), and if we don't change our numbers will remain or go up, either way is not good. One fatality is one too many and we don't want people to die on the road. We want to see a targeted reduction in the fatalities as per the Road Safety Plan of Malaysia whereby by 2020, which is 16.2 percent from the existing 22.6 percent fatalities per 100 000 population.

We will focus on the vehicle criteria, the driver competencies and safety management. It will be a short but very intense workshop, a combination for buses and freight.

AT: The media has reported an increase in road fatality. We see JPJ, JKJR, MIROS, SPAD and others put in initiatives into place, yet the number of fatality is rising. Are these initiatives not working? Or is there something wrong with the mindset of road users that these initiatives are not working?

Qamar: It's a mixed bag of answers to that question. To say that any initiative is not working is not right. We can say that if we do not allow anyone to ride motorbikes anymore, immediately 60 percent of road fatalities will be eliminated but that will be a socially and economically not feasible initiative or directive from the government, it just doesn't make sense. People still need to get from point A to point B and for many people, that's the only way for them to move around. So, I don't think there's any one kind of answer solution, otherwise it would've been done a long time ago.

So, we can talk about more awareness, perhaps? There is no harm in having more awareness so if JKJR is doing so every month and targeting school kids, for example, they can then bring it back to their families. They can remind their parents to put on their seatbelts or helmets, just something basic that you can start with the young. Also, we need motorcyclists to wear something bright and not looking "cool" all in black at night.


It's not an easy question. It is frustrating in my view, very frustrating, seeing how many unnecessary deaths we see on the road but again to have a quick solution is not possible. But then I agree, from my experience changing behaviour will take a longer time and a more sustained approach, it's not easy. From our side we are focusing on regulating the operators. We want to make sure they comply with our licencing conditions and ICOP, but to ensure they comply we must put in quite

a lot of effort. And I think, with the police putting in more AES (Automated Enforcement System) cameras will help with curbing bad behaviour side.

AT: 70 percent of accidents occur due to road users' behaviours. Where do you stand on autonomous vehicles for both bus and trucks?

Qamar: It might be the answer to it, but we must consider the technology itself, the availability and cost. Now it might not be as affordable. We must look also into the readiness for the adoption of such technology into the market. We don't have a policy on it yet, so we will wait and see pilots being done elsewhere and we try to learn from them, see what's happening say in Singapore, with the pilots that they are doing now and learn from them. SPAD as a regulator must be flexible and more adaptable to the changes in the market, and then come up with proper licencing conditions to suit the changes in the industry.

AT: From private sector to government body, what motivated your move?

Qamar: I was in this multinational oil company and it's known to be quite a benchmark, at least in Malaysia, when it comes to road safety. I was involved in the logistics operations in downstream in Malaysia, Singapore and the Middle East for quite some time. Based on my own experience in the industry, the way the company has achieved when it comes to road safety in a quick time, from planning to implementation, I have learned a lot from it. So here I am, wanting to be able to help bring the overall public transport in Malaysia to resemble somewhat what we could do in the oil and gas transport industry. We are talking about the same people in the same nation, driving the same vehicles on the road and using the same road. And if it can be done successfully in one industry, I'm sure we can replicate the success into the existing freight and bus industry. Of course, this is a bigger ecosystem than what I was involved in before so that is the bigger challenge, but I'm looking forward to it and looking forward to meeting with the associations, bus operators and terminal operators, and improving the freight and public transport industry. 



Disruptive Reality or Illusionary Fiction?

I have, for a long time, fought an inner conflict about writing about the new Tesla electric semi-truck. In many blogs, publications and on social media, this vehicle is hailed as the guiding light of a new future, a future that is electric and a radically different design from what we are used to.

If you follow my columns, then you know that I am an early adapter, someone that likes tech and new stuff. But I am also critical. Some may say I am cynical and sarcastic. Yes, that I am too. One of the things I learned in university though was to always look at everything from more than one angle. Now, let's do that with the Tesla Semi-Truck and find out why I am not so sure that this vehicle is going to be the game-changer it is said to be.

Remember the Audi truck study that went viral? Yes, the one with the drivers sitting outside the cab, exposed to weather. It looked cool, but was impractical. The Tesla Semi-Truck reminds me of that. It is a study, but not a ready-to-be-made truck. For one, the Tesla truck doesn't have mirrors. And I doubt that it has already been given type approval.

Elon Musk highlights the capabilities of the truck by citing top speed and capacity. Now, when was the last time that you bought a truck based on the ability to outpace other trucks? Furthermore, an electric truck needs to be charged. Look at Malaysia and it wasn't even possible to put a satisfying infrastructure in place for LNG. While the truck may have an 800 Kilometre range, it still needs to be charged. And what good will it be if you can't run it continuously for several days without coming back to the yard.

Musk also promises a 1.6 Million kilometre warranty (!!!). Good news for owners, surely. But does he know what he is getting himself into? In the case of transportation in South East Asia, this means he would have to have spare parts for about 10 – 15 years. Some commented that the electric motor is less prone to failures than the common Diesel engine. Fair enough, that is the case. However, there are many other components that can fail. For instance, such electric truck

would need computers to manage the drive train. One component that can fail is being replaced by another one that can. There are to be flatscreen computers. My laptop needs updates all the time and replacement after two years. Latest at this point you have to ask: so, what about a service network? Ask all the established brands as to how slow and painstaking it can be to build a service network. It is not just about the investment into a workshop, but keeping it busy with enough trucks to service. And even if the electric truck from Tesla would only be sold in the US, I am sure there need to be hundreds of service points.

Wouldn't anyone think that the same design features have been thought of by others before? We have seen a single-seater cabin by Iveco in 2016 at the IAA. Sure, it would reduce weight, offer more space for the driver to have just one seat. But, for the past 100 years, why hasn't anyone else done this in production model trucks? The answer is in the range of the truck: you need to relief the driver when doing long haul operation or even when you do short trips. After several hours of driving, you need to rest. Given that there is an autopilot, the operator may not just drive though. But it is still work. And a range of 800 kilometres would mean operating time of 10 hours or so.

The one point I don't have a problem with is the cost. Sure, at some 200 000 USD it is not a cheap piece of equipment, but cost will come down once the truck will be in mass production. But then again, at that time, others may have countered with their version of an electric semi-truck. Don't get me wrong: I really like the idea of having electric trucks. But for now I am a bit critical as to the viability of this particular vehicle.

When I first moved to Australia in 1999, my parents gave me a little framed proverb. It still sits on my desk right now. It says "Some people dream of carrying out great tasks. Others are awake and are handling them." **F**

Hengst Oil Filters: Not Just Clean, But Pure

To ensure reliable performance of the engine, one needs protection for all applications, starting with the delivery of oil that is free from harmful substances.



Oil filters made by German brand Hengst are high-quality products that ensure engines are efficiently lubricated at all times and under all conditions. Efficient filtration forms the basis for optimal performance and safe operating conditions. They filter dust, metal abrasions, soot and other impurities.

Pure Oil Guarantees Consistent Performance

Depending on the application, several hundred litres of oil are pumped through an engine to reduce friction of moving parts and thus, premature wear-out is prevented. Today, engine technology has become much more complex and the oil drain intervals have been prolonged significantly. These developments demand higher specifications from the engine oils as well when it comes to the purity of the lubricants. To ensure that the oils are pure and free from harmful substances, the use of high-quality filters is necessary, also in view of the prolonged intervals for filter changes. Hengst filters contribute positively to the reduction of wear, thanks to the highly efficient filtration, and thus, increase the lifespan of the engine as well as its performance. This way, increased fuel consumption and the increased emission readings that would come with it, can be avoided.

Engine Oil Filtration at Highest Levels

Oil filters made by Hengst are matching OEM quality. To reach this level of quality, the company is only using the latest and most up-to-date materials, applying synthetic fibres, impregnation and grain sizes that ensure the highest dirt collection in their manufacturing process. In addition to that, Hengst filter offer high temperature stability and mechanical integrity to withstand pressure differences, as well as high-quality sealants that withstand extreme variations in temperatures. A reliable connection between seal, filterpaper and the end plate is the guarantor for hassle-free performance.

All engine oil filters from Hengst are equipped with highly dependable back-pressure valves, which prevent the filters from running completely dry when the engine is switched off. Furthermore, these filters are equipped with valves that bypass the filter during the cold run phase to ensure a continuous supply of engine oil to the engine.

Screw-On Filters – The Easy Way


With this type of Hengst filters, the housing, with its pressure-sealed and flared, treaded end plate form a complete unit together with an integrated filter element. In case servicing is needed, the entire unit will be exchanged. All required components and valves, such as the filter bypass and back-pressure valve are housed in the case and are included in the unit. This ensures that the engine is protected during cold-run phases and in case the service intervals are extended beyond the recommended mileage.

Filter Inserts – Eco Friendly and Easy to Service

These are part of the innovative ENERGETIC-Concept. With this system, Hengst is offering clients a more eco friendly solution whereby ease of service is also ensured. In case of a filter service, only the insert needs to be replaced for this system. All other components, such as valves, lids and housing will remain mounted to the engine block for the entire lifecycle of the engine. Mechanics will love the fact that the filter change of this sophisticated system can be done without any contact between oil and skin. To do so, the lid will be loosed, causing the oil to drain via a valve into the oil sump. Once the unit is drained, the clip-on filter can be extracted together with the lid from the housing.

The use of Recyclat-materials is an important contribution to the protection of our environment. This allows for filter inserts to be recycled according to materials in a cost effective manner, whereby the filters are dismantled and materials are kept pure.

Pro-Tips

Whenever oil is changed, the oil filter should be changed as well. This is necessary as the duration for how long a filter can be used is defined by the OEM and the filters are engineered in accordance. When doing so, one should ensure that the spare parts used are always in OEM quality. Only such parts guarantee long lasting functionality through the use of high quality materials, precise manufacturing and air-tight wrapping. 

Dongfeng Commercial Vehicle (Malaysia) Sdn Bhd Receives the “Outstanding Overseas Distributor” Award from the Principal

On the 16th December 2017, Dongfeng Trucks China organised a grand 2018 Dealer Assembly in Wuhan, China that included distributors from overseas. During the event, Dongfeng Commercial Vehicle (Malaysia) Sdn Bhd (DFM) received the prestigious “Outstanding Overseas Distributor” trophy from the principal, Dongfeng Commercial Vehicle Company Ltd. (DFCV). This is in recognition of DFM’s contribution in building up the Dongfeng brand name in Malaysia for the past nine years.

Mr Lim Khoon Yee, the Managing Director of DFM commented that he is proud of the company’s achievement to date with Dongfeng trucks represented in every sector of the logistics and transportation industries. The Company has three branches and 20 service outlets throughout Malaysia. “The employees played an important part and we will continue to build the Dongfeng brand name. We aim to increase Dongfeng truck sales in Malaysia with new products introduced every year,” he said.

During the conference, Dongfeng China introduced a new sales and marketing concept themed “One Goal, Five Strategies”.



Hartmut Schick to lead Daimler Trucks Asia

Hartmut Schick (56) will be the new Head of Daimler Trucks Asia (DTA). He will succeed Marc Llistosella (50), who will leave the company by March 31, 2018 in order to pursue new career challenges. DTA is the Asian subsidiary of Daimler Trucks and Buses, the world’s leading manufacturer of trucks and buses, and includes the Japanese Mitsubishi Fuso Truck and Bus Corporation (MFTBC) and the Indian Daimler India Commercial Vehicles (DICV).

“Marc Llistosella has contributed to many important milestones of Daimler Trucks. We thank him for his great commitment and wish him all the best for the future,” said Martin Daum, Member of the Board of Management of Daimler AG for Trucks and Buses.

Since April 1, 2015, Marc Llistosella has been CEO of MFTBC and Head of DTA with responsibility for the worldwide business of FUSO and BharatBenz. Since then, he has repositioned both MFTBC as a company and also the FUSO brand through investments in products, production, quality management and digitisation and the launch of E-FUSO, the first product brand for electric trucks and buses.

Hartmut Schick has been Head of the Daimler Buses division and CEO of EvoBus GmbH since January 1, 2009. Under his leadership, the division has developed into the world’s most profitable bus manufacturer and at the same time, as the only bus manufacturer that continues to produce in Germany. In addition, Daimler Buses further extended its technological leadership in the last years, not least due to the Mercedes-Benz Future Bus, the world’s first city bus to operate in autonomous mode.

Hartmut Schick joined the Central Research Department of the then Daimler-Benz AG in 1986 after graduating in mechanical engineering. After a period working in car production at the Sindelfingen plant, Schick joined the Marketing department of DASA in Munich in 1990. He was appointed Head of the Corporate Secretariat and Head of the Office of the Chairman of the Board of Management in 1993. In 1995, he returned to Stuttgart and took charge of the Chairman’s Planning Staff. Two years later, he was given the task of establishing the Mercedes-Benz plant in Juiz de Fora (Brazil) as Head of Production and Logistics. From 2002 onwards, he headed the global communications of the Daimler Group.

ZF Expands Development Capabilities for Autonomous Driving

ZF Friedrichshafen AG is expanding its development competences in the autonomous driving field: On December 1, 2017, 20 developers from the IEE Sensing Germany GmbH, based in Kösching in Upper Bavaria, will become part of the ZF Group and work for ZF's subsidiary "Zukunft Ventures" under the name "Zukunft Mobility".

IEE Sensing Germany GmbH specializes in the development of functions for driver assistance, integrated vehicle safety and autonomous driving. Its 20 employees include computer scientists, physicists and software developers, and have many years of experience in the automotive industry. They will be working on developing these functions for the future, particularly in the sensor and software development sectors, and the simulation and test procedures, to make them ready for production. To achieve this, they will also use their many years of expertise in the field of artificial intelligence.

For ZF, the development of functions, systems and algorithms for automated and autonomous driving will be at the forefront of its activities. This could include, for example, environmental detection of vehicles or objects for automated parking scenarios. Data fusion is a focal point: This enables the vehicles to process data from various sensors and from car-to-x communication, and generate the appropriate responses. With the new location in Kösching, situated just off the German A9 freeway, ZF also gains direct access to the A9 testing ground and can test autonomous driving in real traffic conditions.

IEE Sensing Germany GmbH was previously part of the IEE Group, a global automotive supplier with headquarters in Contern, Luxembourg. The team will continue to be led by its current general manager, Dr. Frank Keck, together with Dr. Martin Randler, who is responsible among other activities for the pre-development of sensor technologies at ZF. They will remain at their current location in Kösching. **T**

Successful launch of AMERIGO International: 2 months in, 12 distributors from 4 continents have already signed up



Olivier van Ruymbeke AUTOMOTOR France



Sylvain Abergel AUTOMOTOR France



Yves Mailliere AUTOMOTOR France

The AMERIGO International project was launched in Paris on October 19th, 2017 by Olivier van Ruymbeke, CEO and shareholder – together with independent private-equity firm Pechel Industries – of AUTOMOTOR France. AMERIGO International is a projected international service provider that will operate as a network. The company will bring together the skills of AUTOMOTOR France, distributors who take an equity stake in the project, and suppliers seeking to expand in emerging markets. AMERIGO International is planning to be up and running by September 2018 at the latest.

AUTOMOTOR France is the leading French exporter of spare parts for passenger cars and trucks. It has over 40 years' worth of international expertise in sales, purchasing,

and logistics. AUTOMOTOR France boasts a multicultural team comprising 15 different nationalities, and is present in 70 countries, with forecast sales in 2017 of EUR 62 million.

"AMERIGO International is an innovative project of international companies working as a network," said Olivier van Ruymbeke. "It sets out to combine our clients' needs and expectations with the incomparable experience gained by AUTOMOTOR France's teams who have been serving them in emerging markets for 40 years. AUTOMOTOR France will be the main shareholder but we want to open up the capital of AMERIGO International to our distributor partners with whom we have established long-lasting relationships of trust over many years". **T**

Get Potholes Patched for a Smoother Drive in Selangor with Waze

To ensure a smoother drive in Selangor this school holidays, road users are encouraged to take advantage of the collaboration between Waze and the Selangor State Government to patch potholes with quicker efficiency.

“With this initiative, drivers in Selangor have a simple and effective way to report potholes directly to the authorities, so they can get patched quickly,” said Edward Ling, Country Manager for Waze Malaysia.

“Waze has always been about the community. It is the members of the community who are the ones constantly sharing real-time traffic data and other relevant information in order to help ensure smoother journeys. We hope more government bodies will come on board and partner with Waze through this free data exchange program,” Ling added.

According to Smart Selangor Delivery Unit (SSDU), this initiative covers all twelve Selangor State Local

Authorities, namely: Petaling Jaya (MBPJ), Shah Alam (MBSA), Hulu Selangor (MDHS), Kuala Langat (MDKL), Kuala Selangor (MDKS), Sabak Bernam (MDSB), Ampang Jaya (MPAJ), Kajang (MPKJ), Klang (MPK), Selayang (MPS), Sepang (MPSepang) and Subang Jaya (MPSJ). However, some roads in Selangor are privately owned or separately managed by the Public Works Department (‘Jabatan Kerja Raya’), the State District Office (‘Pejabat Daerah / Tanah’), or the Malaysia Highway Authority and Concessionaires.

SSDU Deputy Program Director Dr Fahmi Ngah said that from January to November this year, the Selangor State Government has received more than 19 000 reports via Waze users and have patched almost all of those that are on Local Authority roads. “This citizen collaboration has shown tangible impacts and we hope that Selangor citizens continue to assist the state in pothole detection via the Waze app.”



IVECO Stralis NP crowned Low Carbon Truck of the Year

IVECO’s Stralis NP range has beaten off competition from rival manufacturers to be named Low Carbon Truck of the Year at the Commercial Fleet Awards 2017. The title recognises IVECO’s commitment to using technology to improve sustainability, and the strength of its natural gas powered heavy truck offering.

Pierre Lahutte, IVECO Brand President, commented: “It’s fantastic to see IVECO’s market and technology leadership in Natural Power is winning the recognition it deserves. This latest victory is further endorsement that natural gas represents the future for sustainable transport, and a proven technology which fleets can adopt today. Stralis NP is a hugely capable heavy truck which, following the launch of our new Cursor 13 460hp engine, offers a solution for even the most demanding long-haul missions.” The new Stralis NP 460 hp was launched internationally in October 2017 and can deliver up to 2 000 Nm of torque, matched with a 12-speed Hi-Tronix automated transmission for excellent driving comfort and performance. It joins the existing Stralis NP 400 hp model, with both vehicles configurable to run on CNG, combined CNG and LNG, or LNG – with twin LNG tanks offering a range of up to 1 600 km.

Both Stralis NP models are packed full of IVECO fuel-saving technologies, delivering as much as a 15% improvement in fuel economy and up to 9% lower Total Cost of Ownership (TCO) versus an equivalent diesel vehicle.

Snap Poll

Should truck drivers pay for their own training to improve their skills and knowledge?

Yes - 33.3%

No - 66.7%

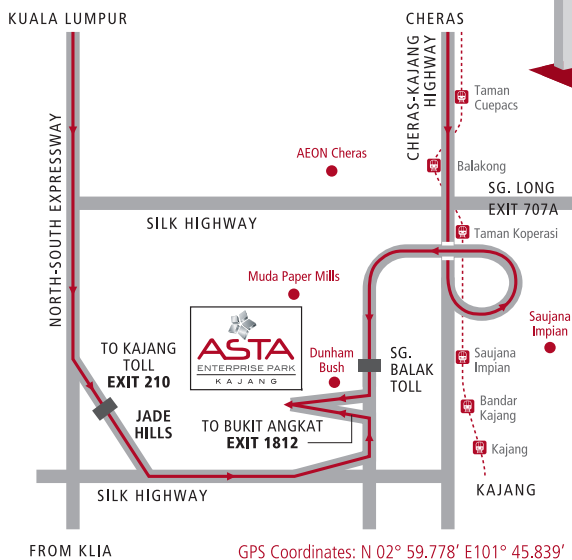
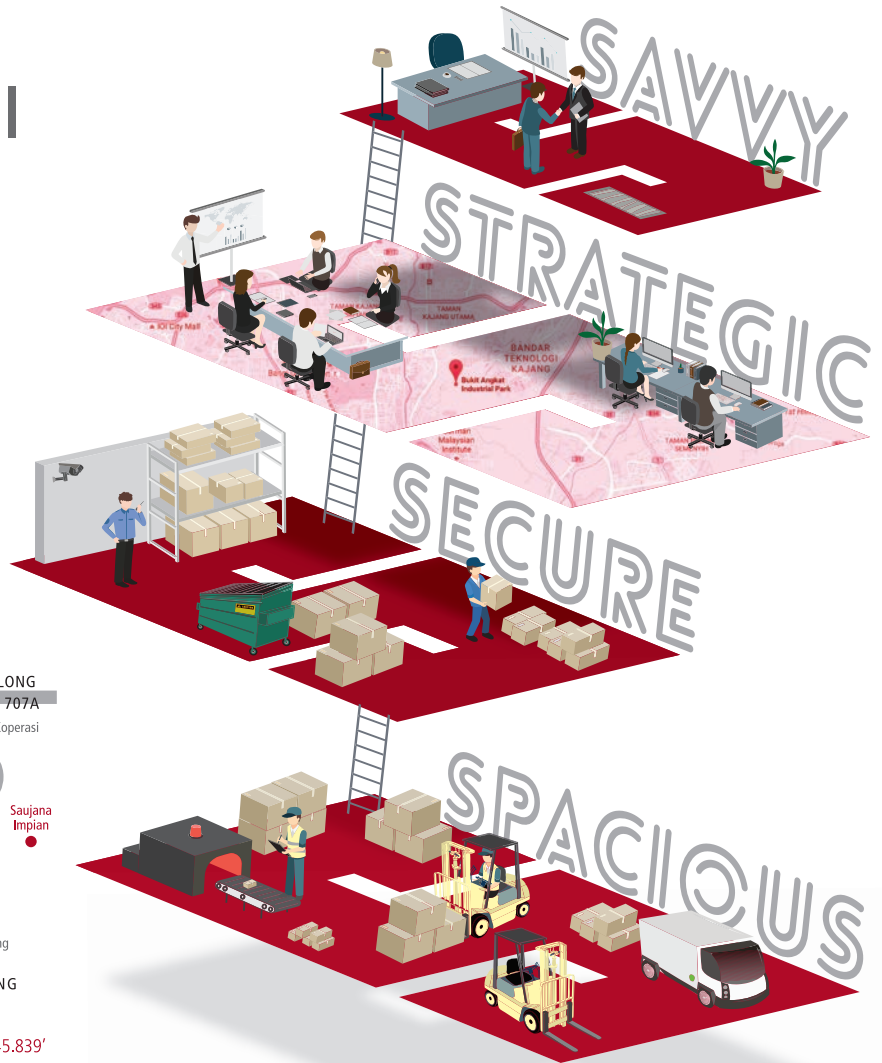
Yes, up to a certain amount - 0%

The voting for this poll has ended

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FM65FN	270ps - Common Rail System	4 x 2
FN62FM	270ps - Common Rail System	6 x 4



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