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# automechanika

## SHANGHAI



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### Driving trends on a global platform

It's time to enter the fast lane with Asia's prime automotive trade show. In 2018, a new area for 'Tomorrow's Service & Mobility' will represent the future of car electronics and connectivity, while the debut 'Chain Stores Zone' will showcase transforming distribution channels.

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# Next Generation Trailers

I found the story of our Trucker of the Month very refreshing as we hear about a person that is passionate about his job. In fact, he is so passionate that he created his own Facebook page to talk about his profession. To many, this may seem trivial, but to me, this is an important innovation as this kind of communication helps to portray the transport industry in a better light. Given that there is a shortage of drivers all around the globe, I think we can use every bit of help that we can get to promote trucking.

Others, such as MPSI, may not only provide the market with newly developed trailer models, but this company also re-developed its brand image to be up to date with the modern market. Skip forward to our report on this to learn more about the work done there. I am sure that you will be interested to know how MPSI can give you a trailer solution that boosts your business.

And while we are talking about small changes that have an impact on the transportation business, Volvo Trucks has recently presented a radical new idea as to how transportation could look like. Our Cover Story looks into how VERA is likely marking a new era in transportation as it is the very first autonomous transport solution and according to the developers VERA, it can be deployed very soon in restricted spaces. Our test drives, which I really enjoy, will look very different in the future as this vehicle is remote controlled.

Made possible by our advertisers, readers and business partners, Asian Trucker also won big this year. Following our win at the Media Publishers Association Awards last year, we bagged two more awards this time. For the magazine Asian Trucker won "Trade Media of the Year (Bronze)". Not a small achievement and it was only possible thanks to the dedication, hard work and drive of the teams in our three offices. My writing must have impressed some seasoned publishing professionals as I went home with the trophy for the "Editor of the Year (Gold)" award. As you can imagine, I went home with my head held up very high that night. However, this is thanks to the people that let me have their time to conduct interviews and let me have a share of their knowledge. For that, I am grateful, and I will continue to strive to produce the best possible content for our readers.

Drive safe and I shall see you in the new year,

Stefan Pertz  
Editor, Asian Trucker Malaysia

I have always been fascinated by the technical advancements that we make in any industry. When we speak to the manufacturers of trucks, they tell us how they are making the vehicles safer, more fuel efficient and at the same time improving the ergonomics for the driver. While the driver and the truck may be seen as the winning combination when it comes to profitability, many may overlook the trailer. A lighter trailer can have more payload, zinc-coating may fight corrosion, thus improving the lifespan of the investment. Over the past 12 months since the last Asian Trucker Trailer Special I have seen some incremental and radical improvements of trailers.



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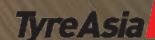
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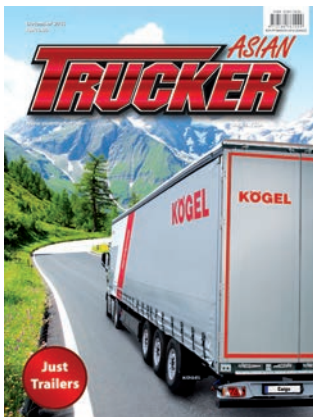
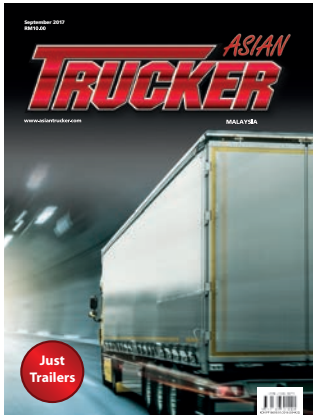


Freight Forwarder



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## Gathering of Industry: MCVE 2019

*Back for the fourth time, the largest commercial vehicle expo in South East Asia is shaping up to be a pivot point for industry players.*

Malaysia Commercial Vehicle Expo, MCVE in short, is making another comeback in 2019. It is the fourth time that the event is taking place. Held in The Mines Exhibition and Convention Centre (MIECC), just outside Kuala Lumpur, Malaysia, the expo will take up again all of the indoor space. This is the fourth instalment of the show and the organisers are delighted to confirm that it is still the largest commercial vehicle exhibition in South East Asia.

MIECC offers 8 000 square meters of exhibition space and MCVE has taken up all of it. Sharing the space among them are the top brands in the transportation sector. Besides vehicle manufacturers there will also be parts suppliers as well as service providers offering their trade to the visitors. The event is organised by Asian Trucker Exhibition Sdn Bhd, a subsidiary of Asian Trucker Malaysia and the people behind the show the same as those producing the Asian Trucker and Asian Buses magazines.

"We don't understand our business as a publishing company. We provide communications platforms for the commercial vehicle industry in South East Asia. As such, the exhibition not only perfectly fits into this concept, but the various channels feed into each other," said Stefan Pertz, Organiser of MCVE 2019. Exhibitors will be pleased to know that the organisers can tap into a massive database to invite visitors. "Exhibitors value that we not only provide the space to them but help them with other solutions to promote their presence during the show. It is therefore not surprising that many of the exhibitors have been exhibiting all four times," he continued.

The fringe programme will comprise of various activities, such as the Asian Trucker R & R, sponsored by Guardian South East Asia and NITTSU Transport, networking sessions and industry talks. According to the organiser, several other activities are currently being planned and will be announced shortly.



The following media partners have been confirmed: Marshall Cavendish, Tyreman, Truck and Bus News and Newpages.

Supporting the event as Official Freight Forwarder is Rogers Asia while the Maincontractor will be ES Exhibition Services once again. Pertz encourages those interested in the event to register for Asian Trucker's regular E-Newsletter as there will be updates about the show, informing the market about the subevents at MCVE and other useful updates. This can be done on [www.asiantrucker.com](http://www.asiantrucker.com) 

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## KEY THEMES



The 2025 Vision  
- **What Will Cars  
Look Like in 2025?**



**Industry  
outlook, recent  
developments and  
regulatory changes**  
for South East Asia's  
E-Mobility market



**Project updates  
from the regions  
leading OEMs;** Car-  
sharing companies  
and Infrastructure  
providers



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partnership and  
investment options**  
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# NEXTT: the New Brake from Knorr-Bremse for Trailers

The new disc brake for trailers and light commercial vehicles from Knorr-Bremse, the global market leader for braking systems and a leading supplier of other rail and commercial vehicle systems, is setting new standards of economy in this segment. The new brake builds on the experience gained with 40 million disc brake systems in the field.

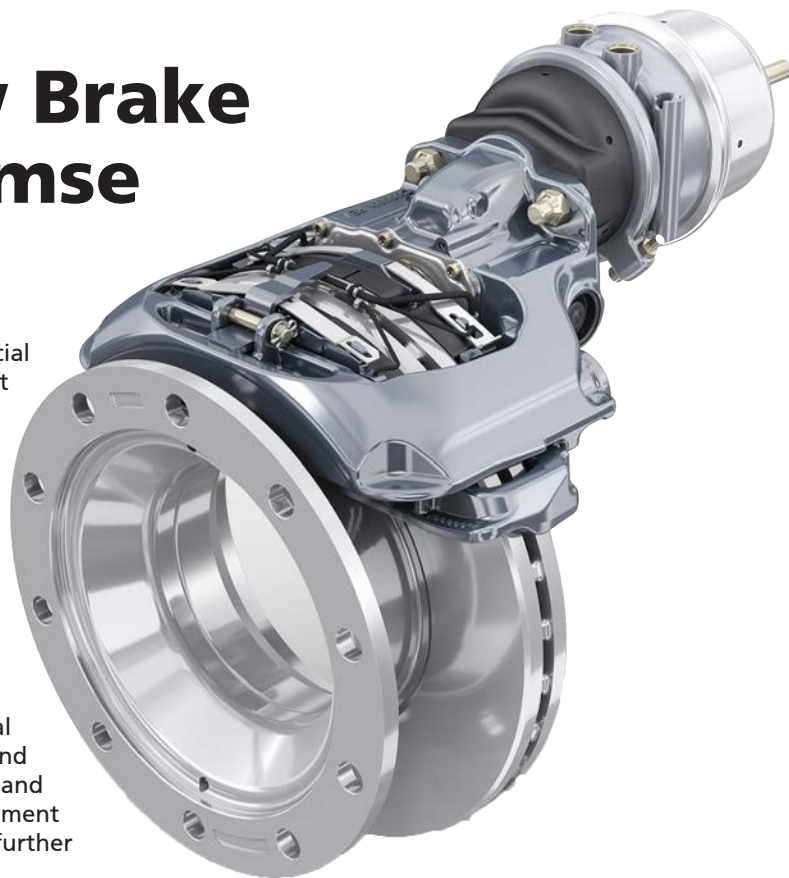
With its single-piston design and resultant low weight of 29 kg, backed up by Knorr-Bremse's hallmark reliability proven millions of times over in the field, NEXTT sets new standards of economy in the class up to 19 kNm brake torque. Thanks to its modular design and standardised internal mechanical construction, the new disc brake can be quickly and efficiently adapted to suit specific applications and regional requirements. Additional optional equipment such as Active Caliper Release (ACR) open up further opportunities for vehicle operators to minimise costs.

As Bernd Spies, Chairman of the Management Board of Knorr-Bremse Commercial Vehicle Systems explains: "When we set out to create NEXTT, our goals were to develop a product that is more compact, lighter and more flexible in terms of adaptability to different regional requirements; a product that features digital capability and is equipped for the challenges commercial vehicle manufacturers will face as levels of electrification and automation increase – all of which we have achieved."

In the words of Ansgar Fries, Member of the Management Board of Knorr-Bremse Commercial Vehicle Systems: "In NEXTT we have a disc brake for our customers that has been developed to meet their specific needs. While for heavy-duty applications that call for up to 30 kNm we use the proven two-piston principle, in NEXTT we apply the single-piston principle to deliver a brake force of up to 19 kNm. Target applications are trailers in Europe on the one hand and the truck and trailer market in North America on the other. The basic version can be equipped with optional additional functions. Behind this solution there is an international team of development engineers with over 30 years' experience in the development and production of disc brakes for global applications – the kind of expertise that only Knorr-Bremse can offer."

## Uncompromising performance with a single piston


On account of their design, single-piston calipers entail a risk of uneven pad wear, meaning that pads have to be replaced before the friction material is worn out across the pad as a whole. To prevent the need for premature replacement, this uneven wear needs to be reliably avoided. The new pad guidance system in NEXTT achieves this over the full permissible wear range of the pads and without any complex additional mechanical systems. At the same time, dispensing



with a second piston makes the overall design of the brake far simpler. This pays dividends in terms of both weight and costs.

## Fuel economy and predictive maintenance options

The basic version of NEXTT will be launched with a new equipment option: Active Caliper Release (ACR) is a mechanical system patented by Knorr-Bremse which, when the braking process is over, separates the pads from the brake disc and at the same time centers the caliper. This minimises brake drag and the resulting power losses inherent to all floating caliper brakes. The resultant increase in fuel economy offers substantial potential savings for the vehicle operator, an outcome not achieved with any other mechanical concept. The electronic brake condition monitoring system currently at the development stage will also prepare the ground for flexible maintenance intervals and predictive maintenance planning. This represents a step into the future, because ongoing monitoring of braking system performance will be a core requirement for the operation of highly automated vehicles.

Powerful overall package NEXTT forms part of the complete wheel end system from Knorr-Bremse. In conjunction with various brake discs, pads and actuators, the new brake generation offers clear customer benefits. These include the special friction pairings (discs and pads) that Knorr-Bremse has developed in collaboration with the pad manufacturers. Today, these pads already meet the requirements of anticipated future environmental legislation. 

# Events & Exhibitions

## INTERNATIONAL CONFERENCE ON RENEWABLE MOBILITY "FUELS OF THE FUTURE 2019"

Date : 21 January 2019 – 22 January 2019

Venue : CityCube, Berlin, Germany

Contact Info: +49(0)228/81002-22 / hartmann@bioenergie.de

Details : On the opening day, the focus will be on mobility, set between the conflicting priorities of climate protection, economic efficiency and user acceptance. In the plenary session, representatives from the Federal Ministry of Transport and Digital Infrastructure, the European Parliament, European agriculture, the petroleum and automotive industries and the scientific community will discuss future prospects for the transport sector.

On the second day of the conference, 11 forums will examine a broad spectrum of topics from all areas of renewable energy in the mobility sector: German and international experts will present news on technical developments, research, certification, market analysis and trade flows, as well as entering into discussions with conference participants. These forums, like the exhibitor forum with exhibition stands, will also offer scope for professional exchanges and networking.



## 3RD ANNUAL AUTONOMOUS VEHICLES

Date : 24 July 2018 – 25 July 2018

Venue : 12 March 2019 – 13 March 2019

Contact Info: <https://autonomousvehiclesasia.iqpc.sg>

Details : How far away are we from self-driving reality? What will it take to make it happen?

Technology and automobile giants are investing significant amounts of capital to secure a strong position in the driverless future, and at the same time, all players ranging from component vendors to municipalities are actively assessing their roles in the ecosystem. Clearly, autonomous vehicles will enable new business models around "Mobility as a Service" (MaaS). Showcasing the key developments in technology, regulation framework and infrastructure in Asia, the 3rd Autonomous Vehicles Asia 2019 will bring together the leading automakers, technology developers and regulators from Asia to examine the future ahead.

## TYRE EXPO ASIA 2019

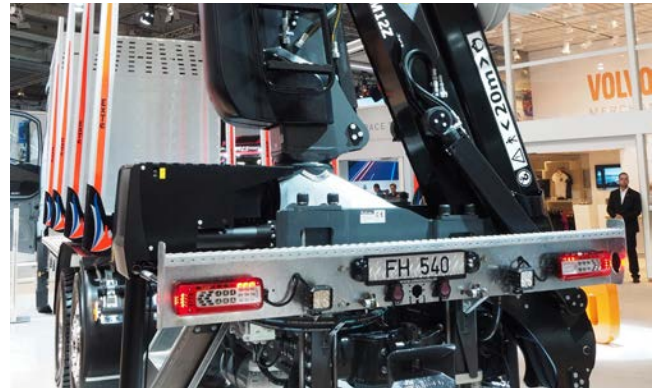
Date : 19 March 2019 – 21 March 2019

Venue : Singapore Expo Hall 1 & 2, Singapore

Contact Info: [faizal.law@singex.com](mailto:faizal.law@singex.com)

Details : Asia is undeniably an important region for the global tyre market, with emerging economies such as China, India, Thailand and Vietnam expected to boost demand especially for the automotive tyre. At the same time, the tyre markets around the world rely on Asia's participation to keep the industry competitive, buoyant and successful. With its strategic location at the crossroads of the tyre market in the region, Tyrexpo Asia plays a crucial role in the future of the tyre trade in Asia. In its 12th edition, Tyrexpo Asia will bring about close to 5,000 industry players from around Asia Pacific to congregate in Asia's leading

platform for Tyres, Tyre Repair Equipment, Tools and Tyre Accessories, to showcase the latest technology and equipment, discuss best practices and solutions to drive operational efficiencies and profits for businesses. Tyrexpo Asia 2019 will once again partner IE Singapore to be co-located with the World Rubber Week, which also includes the World Rubber Summit and a series of networking events and seminar that is designed to address the needs of the different elements across the entire value chain in the global rubber industry. It is aimed at bringing together leaders, experts and stakeholders for focussed discussions to help shape the future of the industry.



## AUTOMECHANIKA KUALA LUMPUR 2019

Date : 21 March 2019 – 23 March 2019

Venue : Kuala Lumpur Convention Centre, Kuala Lumpur, Malaysia

Contact Info: <https://automechanika-kualalumpur.hk.messefrankfurt.com>

Details : The 2019 fair will continue applying

'Sourcing-Training-Entertainment' theme and serving as an ideal platform for local and overseas industry players to build business network and expand business in ASEAN region and other markets. A series of professional trainings on hot topics in the automotive fields will be organised.

## MALAYSIA COMMERCIAL VEHICLE EXPO 2019 (MCVE)

Date : 20 June – 22 June 2019

Venue : Mines Exhibition and Convention Centre

Contact Info: [info@asiantrucker.com](mailto:info@asiantrucker.com) / +60 12 201 5528

Details : Back for the fourth time, Asian Trucker invites you to be part of the largest dedicated exhibition for commercial vehicles in Southeast Asia. Following the success of the past events, we are returning with the show in June 2019 with a new, more exciting fringe program.

Buyers, purchasers and operators have the opportunity to review the latest offers in terms of trucks, busses, services and components. During the show, relevant government agencies, professional societies, and associations will join the organizer to hold seminars and updates on their products, services and the latest in trucking.



# Trailer Innovations at IAA 2018

*Setting yet another record for the number of exhibitors, this year's IAA is bustling with innovative products to be explored. Stefan Pertz went to gather information on the most exciting products and technologies.*

Having taken place in Hannover, Germany, from 20 to 27 September, the world largest commercial vehicle exhibition, gathered the best and most innovative companies from around the globe to showcase their latest developments. While the show was dominated by news around electrification, there were lots of other areas to explore.

## Automated

VERA is the name of a new truck that is trending in a big way within the transport community. Not only is VERA fully autonomous, but it is also electric and therefore the likely first truck to mark a new era. At the show, we spoke with Mikael Karlsson, Vice President Autonomous Solutions, about the developments in automation.

"We are currently working with partners on technologies that would enable a fairly standardised trailer. This would be trailers that have an interface which can manage an automatic connection. Beyond that, we are also looking at specific use cases to make a judgement on what other technologies might be needed. From a safety perspective for instance, equipping the trailers with sensors, cameras and tyre monitoring technologies could make sense. Vera is developed for repetitive transport tasks which means that any trailer technology we develop should be geared towards making that process safer and more efficient," he said

For many, the absolute highlight of the show was VERA. Vera is an autonomous, electric vehicle that can operate with significantly less exhaust emissions and low noise levels. It is controlled and monitored via a control centre, and has the potential to make transportation safer, cleaner and more efficient. Vera is designed for regular and repetitive tasks, over short distances, where large volumes of goods need to be delivered with high precision, such as in ports,

factory areas and mega-logistics centres. This means that Volvo Trucks will not only be a provider of vehicles, but also of trouble-free transportation of goods from one hub to another.

As it is automated, the solution can enable round-the-clock operations, helping to create a continuous flow of goods with higher delivery precision. The electric drivelines can potentially result in reduced noise, fuel consumption and exhaust emissions.

Each vehicle is connected to a control centre. The transport control centre continuously monitors the progress of the transport and keeps an accurate watch of each vehicle's position, the batteries' charge, load content, service requirements and a number of other parameters.

From the transport control centre, the speed and progress of operations is tailored to avoid unnecessary waiting and to increase delivery precision. This way it will be possible





Especially reversing lights must be resistant against water, salt and gravel throw. The company is therefore introducing new reversing and work lights whose plastic housing fully protects them against corrosion. This prevents work light failures and leads to more safety. The glare-free illumination option ZEROGLARE also provides more work safety. Warning lights, such as the K-LED Blizzard, result in greater attention during loading and unloading while marking heavy-duty transport.



to minimise waste with buffer stock and increase availability. Vehicles that operate on the same route cooperate to create optimal flow.

**Illuminated**

Visual stimuli are very important for the transport industry. Hazard lights and reflective stickers play crucial roles in making our roads safer. HELLA (Phonetically the same as the German word for "Brighter"), was showcasing products for improving safety on the road and solutions for an individual vehicle design. HELLA also provided an insight into the future of mobility by exhibiting prototypes.

Increasing safety for professional truckers and other road users is the top priority for manufacturers of commercial vehicles. HELLA offers the matching product portfolio for this purpose. HELLA VISIOTECH projection technology serves as one example here, as it allows communicating via light to optically warn other vehicles and pedestrians or to mark out certain work areas.

When decoupling trailers from towing vehicles and placing them on parking lots or public roads, the power supply for the lighting system has generally been cut off. Only reflectors are then left to mark the vehicle. The missing lighting can present a danger to other road users, especially at night. Lighting and electronics expert HELLA has therefore developed an independent battery-supported power source together with commercial vehicle trailer manufacturer Hüffermann Transportsysteme. The Park Safety Fix product, short PS-Fix, enables the active illumination of trailers even without a towing vehicle. At the IAA Commercial Vehicles 2018, the company presented the first serial model. And HELLA is already introducing a further product development.

PS-Fix can be flawlessly integrated as "Plug and Play" into the existing HELLA EasyConn wire structure of the lighting system. The core of the system is constituted by the electronics box operating the lighting system in the decoupled state. The control unit and battery packs are integrated in a 30 x 22 x 20 cm box to be mounted onto the vehicle's side.

As soon as the trailer is coupled to the towing vehicle, the PS-Fix system becomes inactive. The lighting system can then only be controlled via the towing vehicle. While driving, the motor vehicle's power supply charges the PS-Fix. This requires no additional plug connection from the motor vehicle to the trailer.

PS-Fix gets activated whenever the power supply is interrupted. Switches for the individual lighting functions are situated at the HELLA PS-Fix system. Users can then make targeted use of lighting functions, such as parking and hazard warning lights. In addition, two AUX connections allow for additional special functions, such as work lights or beacons. This enables safe vehicle loading and unloading at all times.

Unfortunately, accidents continue to happen when loading and unloading commercial vehicles. One possibility for improving workplace safety consists in optically highlighting danger zones. This is why HELLA has developed the VISIOTECH projection technology. It allows projecting warning signals and symbols onto the ground. The technology has already been integrated into three products for special vehicles: in the LED Projection Module and the two warning lights SL60 LED and Modul 50 LED Spot. The Projection Module and the SL60 warning light will be presented at the HELLA fair booth. Both products are approved for applications outside the German road licensing ordinance (StVZO). For special applications on the road, special permits are required.

The LED Projection Module was specially developed for original equipment. The projections make it possible to clearly mark, for example, the required loading or safety areas for commercial vehicles or emergency vehicles. It projects an exclamation mark as warning symbol. HELLA develops and realises other projections together with the vehicle manufacturer.

The SL60 LED warning light is available, both, for original equipment manufacturers and on the independent aftermarket. A special lens optic allows the light rays to converge and become so sharply



focused that, depending on the light's orientation, a horizontal or vertical line appears on the ground. This allows warning not only vehicles and pedestrians about an approaching vehicle but the lines also facilitate vehicle navigation. The SL60 LED warning light is available with red or blue projection line.

**One Product, So Many Innovations!**

At the 67th IAA Commercial Vehicles from September 20 to 27, Kögel was presenting its portfolio for the forwarding and construction industry, as well as its expanded range of services on offer. In accordance with this year's IAA motto, "Driving tomorrow", Kögel will exhibit trailers and innovations that will make the freight transport of tomorrow safer, simpler, and more environmentally friendly.

The following Kögel products and solutions were displayed at IAA Commercial Vehicles and are perfectly tailored to the needs of the industry and ensure that even towed units contribute to a more economical "Driving tomorrow":

- \* The flexible and robust Kögel Cargo of the NOVUM generation weighing only 5 920 kilograms in its basic version
- \* The payload-optimised Kögel Lightplus Coil of the NOVUM generation for transporting split strips and coil with up to 410 kilograms more payload compared to the previous model
- \* The lightweight, high-volume miracle: the Kögel Mega of the NOVUM generation weighing only 6 130 kilograms in its basic version
- \* The detail-optimised Kögel Cool – PurFerro quality for even simpler handling in day-to-day use
- \* The lightweight dry freight box body Kögel Box Light with up to 730 kilograms more payload compared to the Kögel Box
- \* The lightweight and flexible Kögel Port 45 Triplex container chassis weighing only 4 550 kilograms with front, centre and rear extension
- \* The Kögel tipper trailer with a clever steel and aluminium material mix and up to 430 kilograms more payload compared to a pure steel tipper body
- \* The Kögel trucker trailer – Kögel Lightplus, now also with a 90 millimetre frame neck for more internal height and a significant weight advantage for diverse individual equipment
- \* The Kögel Strong & Go body fulfils Daimler Directive 9.5 without the use of lattices, and only requiring one row of lattices for transporting single and double layers of crates
- \* The lightweight Kögel FastFix textile lattice weighs only 495 grams for quick, easy, and safe load-securing
- \* The Kögel EasyFix sliding roof stopper for quick and easy securing of the sliding roof when open



“Our ultimate goal, as well as that of our customers, is trailers and solutions with added value,” says Petra Adrianowytch, Managing Director of Kögel GmbH & Co. KG. “With the highlights on display at IAA Commercial Vehicles, such as the NOVUM generation trailers and the innovative new individual equipment, we will achieve that goal and more.”

Packing it all in, Kögel was presenting the new Kögel Trucker Trailer (KTT). The KTT is the outcome of an opinion poll that Kögel conducted with professional drivers at the Truck Grand Prix, the Wolfsmeile festival and at motorway services. We asked what makes the perfect trailer for truckers. The Kögel Development department checked the feasibility of all respondents’ suggestions and incorporated them in the KTT. Drivers’ suggestions were very down to earth: more payload, user-friendliness, and last but not least, an appealing look.

The starting point for the KTT was the payload and weight-optimised frame and body of the NOVUM generation Kögel Lightplus. At the request of the pros who responded to our survey, the KTT has an internal height of 2 710 millimetres, thanks to a 90-millimetre-high frame neck. We were easily able to implement many of the other requests via our extensive individualisation range: To maximise payload, the trailer has lightweight equipment such as

aluminium wheel rims, landing gear, air tanks and roof support frames, and portal doors made of extremely light yet strong duroplastic sandwich panels, with a honeycomb core known for its use in the aerospace industry.

Naturally, the KTT also comes with the familiar benefits of the NOVUM generation. These include the new air and lighting console on the front wall, which transfers the forces into the frame via the side members, the new outer frame profile, which greatly increases the accessibility of the VarioFix lashing points, and the variable lattice pockets of the sliding and corner posts. Axles were another topic close to professional drivers’ hearts: they wanted the trailer to run smoothly behind the truck. Hence, the KTT was fitted with Kögel KTA trailer axles – axle units characterised by easy maintenance, excellent tracking and reliability. The KTA’s unique “double suspension”, made from a soft rubber bearing and a spring steel wishbone, not only enhances the driving characteristics of the trailer but also reduces tyre wear. We also integrated an axle lift in the first and third axles, which complements the dynamic wheelbase control perfectly.


Respondents also had a lot to say about loading and unloading, as well as load-securing. Direct tensioners without a belt to make the tarpaulin easy to open and close. In addition, the floor load-bearing capacity is designed to withstand high fork-lift axle loads of up to 7 200 kilograms. To minimise lashing work, the KTT comes with a non-slip floor. In this optional feature, the plywood floorboards are provided with an anti-slip coating, which makes load-securing much easier and safer. This saves drivers, shipping agents and freight forwarders time, as it eliminates the time-consuming process of covering the trailer floor with anti-slip mats. Thanks to the anti-slip coating’s sliding friction coefficient of  $\mu^* = 0.6$ , fewer lashings are necessary. For optimal load-securing, the VarioFix perforated steel external frame is equipped with 24 pairs of lashing shackles, with each ring affording 2 500 kilogrammes of tensile force. And of course, the DIN-EN-12642 Code XL certification means that no additional load-securing is required for form-locked loading.

As an add-on, the KTT is equipped in accordance with Daimler Directive 9.5. This includes a pallet stop and a double front wall bulkhead, among other things. Also, to dispense with the lattices required for Daimler

Directive 9.5 when transporting pallet cages and strapped loads, the KTT has the Kögel Strong & Go body. This combines the innovative body of the NOVUM generation with a Kögel integral roof tarpaulin reinforced with stiffening belts. For certified beverage transport, only one row of lattices is required for single-level and double-level beverage crates on standard pallets with the Strong & Go body, instead of three or four rows with the normal body.

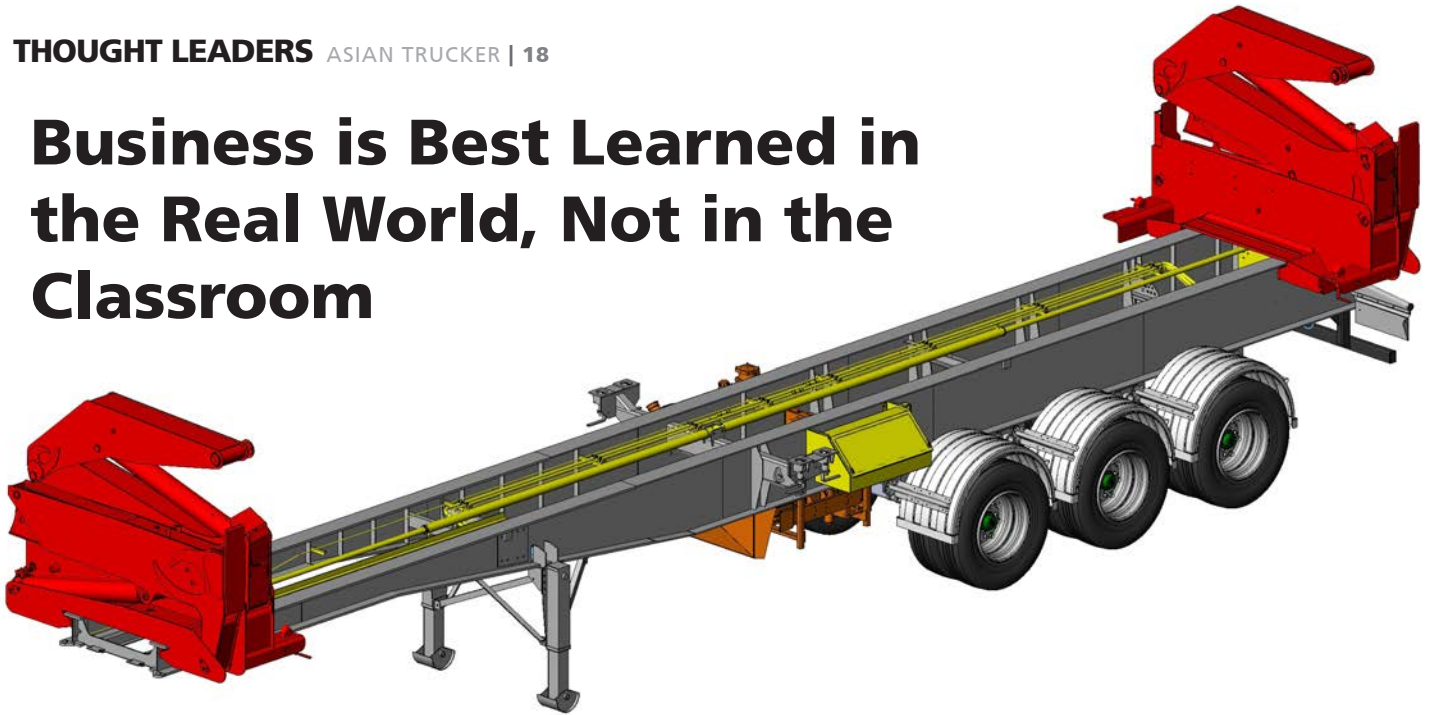
The KTT is also equipped with an ice-free system. This long inflatable air hose is mounted underneath the roof tarpaulin. When inflated, the hose pushes the tarpaulin upward in the shape of a slightly pointed roof, and accumulated water, snow and ice are easily and conveniently removed. This allows drivers to safely remove water and ice from truck tarpaulin roofs before and after driving, preventing serious accidents caused by falling chunks of ice. To improve road safety and prevent turning accidents, this lightweight trailer is equipped with flashing side marker lights. Other individual equipment includes Kögel LUXIMA LED exterior lights, a pair of LUXIMA LED reversing lights at the rear and another pair on top of the landing gear, Kögel LUXIMA LED working floodlights on the internal front wall for interior lighting, rubber ram bumpers, a transverse Delta rubber profile, a pallet stowage box, two large toolboxes, wheel nut protection caps and much more.

#### **Cathodic dip-paint coating: lasting protection from corrosion**

In the KTT, the entire vehicle frame is given long-lasting protection from corrosion by nano ceramic and cathodic dip-paint coating, supplemented with UV painting. 



# Business is Best Learned in the Real World, Not in the Classroom



*A former lecturer, Steelbro's Regional Manager for South East Asia, Andy Ersalle shares his experience and aspirations in the equipment industry.*



In 2004, Ersalle worked as a lecturer at Sunway University for two years but thought that position made him feel stagnant. "Everything was just theory for me. I always considered myself a businessman and as a businessman, I wanted to go out and do things, so I looked for a conglomerate and got the opportunity at UMW Toyota Motor Sdn Bhd." There, he took up many challenges and described working with the Japanese as a tough experience as their culture is very field-oriented. Ersalle was in the after-sales team. "The Toyota way of running business is the kind of real-life situation that you need to be trained as a businessman," he said.

**//** You cannot just study business in a classroom. You have to go out and do things, get things done, make profit, and experience it. That is what a real businessman does."

Although he was himself a student of Business Administration at the University of Lincoln in United Kingdom where he obtained a master's degree in 2002, Steelbro Container Handling Solutions (Steelbro) Regional Manager for South East Asia, Andy Ersalle had always believed that hands-on experiences are the best teachers. During his master's degree programme, he went through a management training programme at an Ivy League group company where he was the personal assistant to the managing director.

"I gained a lot of experience and knowledge in the business industry from working with him. We did a lot of business projects and negotiations with local and international projects, as well as government ventures. I also learned to manage up to 400 manpower, which is something you cannot learn in university. I was lucky to learn all of this from someone whom I consider a mentor, for five years," he told Asian Trucker.

After that Ersalle ran his own equipment business before coming across the opportunity to join Steelbro in 2012 where he started again from the ground level. He had helped to transform the company and initiated a sustenance programme which included financial support, after-sales services, production and spare parts. Steelbro also managed to control its credit collection through a new system and stock programme. "Steelbro used to be focused more on dealership, no after sales, but we have to be current and applicable to the Malaysian market," he said.

Before becoming the Regional Manager, Ersalle managed sales

operations where he brought in a new sales team. The business was then 40 percent sales and 60 percent after sales and parts. His team was careful about their expenses, ensuring that they did not spend on unnecessary things. "If cost was high, we would burden our customers. We always think about our customers but at the same time try to benefit our shareholders as well," he added.

Although the brand has been in Malaysia for over 20 years, sideloaders were not very popular in the general market but Ersalle and his team have been convincing transport operators on the importance of sideloaders not only for their businesses but for the nation's economy, too. Today production has increased and Ersalle is looking for a bigger space and planning to grow his team.

He acknowledged that the industry is not a glamorous one that attracts the younger generation but for the aspiring businessmen and businesswomen who love the challenge, Ersalle said that the transportation and equipment industries are the places to be. "This is hardcore business. People tend to look at the luxurious side of business, but it can be gruelling. In the car business, you deal with the general public, they are your customers but here (equipment business) you deal with other business people in the market, they are hardcore business giants. Working with them is a real adventurous journey. This is better than any certificate. Whether you win or lose, the experience is yours. People can take things away from you but not your experience.



"If our youngsters want to be real business people, they should venture into this industry. It took me a while to understand the concept, but it has enhanced my soft skills as I managed our limitations in order to achieve our target. These challenges shape a person and increases critical thinking skills. At Steelbro we solve at least 10 problems a day without compromising our target. The service industry market is such that everything is urgent, and every decision is money. Also, of course, this industry can offer you big packages. If you are good at what you do, you can really make money here," Ersalle said. **T**



# MPSI Staying Relevant in the Present, Prepared for the Future

After some 20 years without many changes, MPSI this year freshened up its image with a brand new logo, a new tagline and multiple launches of new products, in conjunction with its customer appreciation day in July.

MPSI, according to Executive Director Dato' Sean Chan C.H., is a reputable commercial vehicle manufacturer in Malaysia which has been consistently contributing their resources in producing products and setting benchmarks in the development of commercial vehicles. They are also a licensed pressure vessel (PV) manufacturer registered under the Department of Occupational Safety and Health (Ministry of Human Resource).

Their new tagline, "Drive Work Safely," reflects MPSI's new tackle in safety issues. As Chan told Asian Trucker in an exclusive interview, the market is important and downtimes, caused by accidents and breakdowns, are crucial. "Especially now as the market is more competitive, the logistics industry is not just about getting the goods from point A to point B anymore, but also if we can go to point C and then back to A. Every mile driven creates revenue," he said, adding that this is among the things that triggered the company to rebrand itself.

The first product that was launched was the Z-series dry bulk tanker. It has a 42 000-litre capacity with a unique three-cone design and an automotive standard LED light system. The electrical light system is in compliance with Road Transport Department regulation. Its I-profile high tensile steel construction chassis provides strength and durability. The tanker also has a simple, safe and light weight discharge system with an efficiency of zero product retention.

The second product was a Valart side loader. It carries the 20' or 40' ISO shipping container or ISO tanker, and 40 000 kg lifting capacity with





Although they do not see themselves as a big competitor, MPSI Business Coordinator Tan Meng Ho told Asian Trucker that they have maintained as the market leader in certain sectors for the past four years. These sectors include hauliers, construction, ports and manufacturer for the authorities. "The last few years were tough for us because of the fuel prices but this year we have seen a double-digit growth. The demand is still there," he said.

MPSI's special projects include manufacturing special vehicles for the aviation sector, the Police, oil operators and the Fire and Rescue Department, whose vehicles require special features that are now more sophisticated. "These are of course very niche and not high-demand vehicles. They provide us with requirements that we can follow for example, the different pressures for an oil tanker dispenser or an oil dispenser without a tank," Tan said, adding that as a recognised manufacturer, MPSI has to know the various selections of components available and what is best for their customers.

Last year MPSI manufactured 1 300 units of various vehicle products. Thirty percent of those were tendered purchases while for retail, they catered to the new players in the logistics sector. "A lot of new players are coming up in that area and that stimulates market purchasing. A stagnant market has always been our concern therefore we need these new players to help our industry grow," Chan said. **F**

3.9-meter outreach and lowline crane position. The Valart load monitoring uses intelligent software and sensors to monitor and control the lifting operation every 50 milliseconds. Like the dry bulk tanker, the side loader's I-profile high tensile steel construction chassis provides strength and durability and an automotive standard LED light system which is in compliance with Road Transport Department regulation.

With that said, Chan told Asian Trucker that MPSI does not build standardised or stock trailers as they are made to order and used for special purposes like for the aviation industry or military and local council uses. There are however some standard skeleton trailers which later on might be modified according to customers' wishes. Most of these skeletons are based on European standards while also following local rulings. MPSI also works with used trucks where they would reassemble old trucks before selling them off again.

MPSI office and production plant are located at Shah Alam, Selangor. At present, their business operation occupies a total land area of 32 375 square metres. Within the area, they segregate the production halls according to the products types and production processes.

In terms of government policies, Chan said there are still a lot of grey areas that the government has not covered yet but to stay abreast, MPSI will equip all its trailers with side guards by next year. Truck side guards are vehicle-based safety devices designed to keep pedestrians, bicyclists, and motorcyclists from being run over by a large truck's rear wheels in a side-impact collision. "This feature is not enforced yet by our government, but we take the initiative and prepare ourselves ahead of time," he said. MPSI, Chan said, is not out to compete with anyone but just setting their own pace. "We focus on taking care of our cost, our market and the value that we put back in."

# Solutions For Your Sideloading Needs

*Even if sideloading needs are out of the ordinary, Hammar Maskin will be able to provide clients with customised solutions to help save on time and costs while not comprising on safety.*

## About Hammar Maskin AB

Hammar Maskin AB was founded in 1974. It started when Mr Bengt-Olof Hammar built his first sideloader while studying at the Chalmers University of Technology in Gothenburg. Four sideloaders were produced that year with the third one being exported to Norway. The first factory was built in Olsfors in 1975, a modest building with a floor area of 300m<sup>2</sup>. After only two years, the factory had to be expanded to three times the initial size. From a humble start, today the company has grown to be the largest producer of sideloaders in the world.



**W**ith Hammar sideloaders being used in more than 110 countries around the world today, the company must be doing something right. We take a closer look at the operation in Malaysia.

Hammar Maskin Malaysia was set up in early 2003 as a wholly owned subsidiary of Hammar Maskin AB of Sweden, with the immediate goal to give Hammar operators a better after sales service. Today, more than 600 Hammar units have been delivered to Malaysian customers, with well over 70 percent of all new Malaysian sideloaders today being delivered by Hammar. Malaysia is currently the fastest growing sideloader market worldwide and is the second biggest market with Australia being the largest market in the world for sideloaders.

Hammar Maskin Malaysia's Executive Director, Chris Joon said Malaysia was chosen as a regional hub for several reasons. The main reason being the fact that there were already Hammar sideloaders and those customers needed to be served. Secondly, Malaysia is strategically located in the centre of South East Asia with lower costs compared to other countries. Lastly, land was comparatively more affordable in Malaysia, which was vital as the company needed a large workshop area to service their sideloaders.

After setting up the company, the immediate task of the Malaysian team was to provide existing customers with service maintenance and genuine parts. The first Hammar was sold to Malaysia back in 1986 and the number of Hammar sideloaders had grown to 60 units even before Hammar Malaysia was incorporated.

Next on the agenda was to provide customers with a 24 hours emergency response service, seven days a week without fail. This is done using a van that is always ready to go out with trained technicians, trained to provide on-site service. The service van is fully equipped with fast moving parts and the response team has direct access to







the local spare part warehouse. All technicians are well-trained in all aspects of the sideloaders including hydraulics, pneumatics and electrical issues. Every Hammar sideloader comes with a 12-month warranty covering manufacturing defects but Hammar advises its clients that preventive maintenance will go a long way as these sideloaders are often used non-stop.



Hammar Maskin Malaysia now boasts a dedicated sideloader workshop in the strategic location of Port Klang with an exceptionally long workshop bay. The workshop can accommodate up to 10 vehicles to facilitate efficient service and reparation works. According to Eugene Joon, Sales Manager of Hammar Maskin Malaysia, there was an increase of 40 percent in efficiency since the company moved to the new premise. Every day, the workshop sees about 35 to 40 sideloaders being serviced or undergoing repairs. There has been a significant surge in sales in recent years and the increased workshop area proved timely.

As the largest supplier of sideloaders in the world, most of the units are standardised. However, Hammar is able to provide tailor made solutions for their customers as well. The company applies creative thinking and design in their approach to provide custom Hammar solutions for their customers.



For example, the Hammar Drumloader is one such customised solution for a very specific need. Cable drums with a tare up to 37 tonnes can be transported with the specialised Drumloader series. The drum loader consists of a special Hammar customised chassis in combination with standard Hammar 155 cranes. The Hammar 155 is used to give a higher stability and lower ground pressure. The chassis can be built to transport the drum in different direction depending on the form and size.

Hammar is also capable of producing sideloaders for all environments, even in harsh cold weathers. The Hammar Arctic sideloader solution mounts Hammar cranes onto a sledge, or other suitable vehicle, for loading and transporting 20 inch ISO containers and flats. The combinations are endless as the sideloader is available with easy clip-on mounting on and off the sledge, as well as stacking capabilities. It also comes with extra composite footplates to reduce ground pressure on soft snow or ice. **F**

# Safe Chemical Transportation

The biggest exposure in the petrochemical industries does not lie in its processes or storage where all of the activities are carried out within a plant or depot. These are typically well managed in a contained and controlled environment, where systems and controls are in place and personnel are trained and competent. However, outside of the plant, the transportation of these chemicals on roads has resulted in many serious truck crashes with many drivers and members of the public killed and hurt every year. To highlight the issue, writer Carol talked to industry experts to learn about ways to transport chemicals safely and the issues surrounding it.

Whilst the aftermath of a road accident may be serious, the exposure of a product spill, especially that of a dangerous goods cargo, can be far worse, as the products may not only be flammable but can be explosive, toxic, volatile, carcinogenic and most are environmental unfriendly. Generally, loss of product containment from a road tanker mishap has a far bigger impact on the population and the environment than the vehicle crash itself.



## Steward for Road Safety: Safe Roads Council of The Chemical Industries Council of Malaysia – CICM

CICM was established and incorporated in 1982 as a company limited by guarantee. CICM originates from an industry group under the aegis of the Federation of Malaysian Manufacturers (FMM). The primary objective of CICM then was to organise the chemical industry in Malaysia into a cohesive group to represent Malaysia's interest in the ASEAN Chemical Industries Council (ACIC).

Currently, CICM is the umbrella body representing the various sub-sector chemical groups, ranging from oleochemicals, paints, fertilisers, petrochemicals, agriculture chemicals, industrial gases, coating resins and biodiesel sectors, following a restructuring exercise in 2001 to establish a stronger and better representation of the Malaysian chemical industry.

Today, the Council has more than 120 members comprising of manufacturers, traders, distributors and companies providing services to the chemical industry. It has also established affiliation with the various sub-sector chemical groups in Malaysia with the view to establish a stronger and better representation of the Malaysian chemical and chemical related industry. A key CICM activity is centred on promoting safety in the Malaysian chemical industry, driving continuous health, safety and environmental (HSE) improvement through its responsible care and Safe Roads Committee.

The Committee was formed in 2012 to study the risk and exposures of its member's road transport operations and to identify some key areas where CICM can value add in the reduction of exposure of its members from road crashes. The CICM's Safe Roads Committee comprises of representatives from petrochemical multinationals such as BP, Petronas, CCM Chemicals, BASF (Malaysia), Linde Malaysia and Air Products amongst others. More information can be found on [www.cicm.org.my](http://www.cicm.org.my)

Having studied crashes involving trucks carrying chemical products over the span of a few years, it was discovered that lack of defensive driving knowledge and skills were not the only major contributor but there are other reasons as well, namely:

1. Poor Vehicle Understanding – Most drivers are unaware of the impact and implications on vehicle stability from a high centre-of-gravity in loading their cargo. Other aspects include dangers of rollover from dynamic fluids when taking S-turns, impact of overloading on vehicle stability, performance impact from poorly maintained or damaged tyres and suspensions which drivers of such dangerous cargo as chemicals should be made aware.
2. Fatigue – Most drivers do not seem to understand the issue of fatigue and the consequences that arises from it. Information on causes, symptoms of fatigue and fatigue management should be made readily available to these truck drivers.

The two-day training developed by CICM for chemical industry drivers covers topics and subjects which are all encompassing and fit-for-purpose



addressing all critical requirements in safe driving. The AHV-DCP covers:

**Defensive Driving Skills And Knowledge** – Most drivers have not been taught defensive driving in their career as this knowledge is not part of the driving school curriculum. Most drivers lack defensive driving skills such as in-cab discipline, journey planning, scanning and hazard perception as well as low visibility driving amongst others.

**Fatigue Management** – Most drivers are unaware of the causes and effects of fatigue.

**Vehicle Checks** – Most drivers disregard the importance of pre-drive checks.

**Vehicle Stability And Rollover Awareness** – This includes awareness surrounding the issues and dangers of vehicle instability, overloading, static versus dynamic goods and secure fastening of goods.

**Mindset** – Most drivers are unaware of the magnitude and risk exposure when delivering dangerous goods.

**Legislation** – A majority of drivers do not understand their personal obligation under the law and the penalties that arise from non compliance.



Approved trainers who are experienced Heavy Goods Vehicle drivers themselves from E-Response Alert.



Drivers in training.



CICM and The Institute of the Motor Industry (IMI), UK joined forces in the development of this competency based driver training. IMI collaborated with CICM on the Certification of the Advance Heavy Vehicle Driver Competency Programme (AHV-DCP). IMI has imposed a strict set of standards in ensuring that the training, trainers and the trainees adhere to a strict set of governance and protocol through regular IMI audits and documentation controls. The AHV-DCP certificate is now issued from the UK, by IMI and is endorsed by CICM. Both parties have shortlisted E-Response Alert Sdn Bhd as the training provider.

The AHV-DCP course is designed to be conducted at a clients' location whereby a pre-selected route with a variety of challenges and exposure covering highways and trunk route driving will be part of the training. The course will also utilise the client's vehicle for the purpose of the competency training as drivers need to be familiar with their equipment. All vehicles will be checked for safety i.e. seatbelts and fit-for-purpose, before they are deemed safe before the training. The programme is designed as an adult learning training package with the use of simulators which provide a 'self-experimental and self-realisation' approach. Amongst the simulation equipments used in the course are the Road Environment Simulation Training (REST) kits, the Drug and Alcohol Simulation Exercise (DASE) kits and the Mind Distraction (MIDI) simulation kits. **7**



Field discussion with trainers.



Pre-drive check training on vehicles.



# Carriage of Dangerous Goods: New Regulations

*Dato Ir Foong Choy Chye of FCC Consulting Engineer has a comprehensive overview for us on proposed changes to regulations concerning dangerous goods that are to be implemented anytime soon.*

The rules and regulations are already in place and implementation by the Malaysian Road Transport Department can take place anytime. It is prime time for all stakeholders particularly transport operators, dangerous goods owners, vehicle distributors and body builders as well as truck manufacturers to start making the necessary preparations and amendments to meet the new requirements.

## **There are two principal rules and regulations involved:**

1. The Construction & Use (Dangerous Goods Vehicle) Rules 2015
2. The UN R105 Revision 2 – Uniform provisions concerning the approval of vehicles intended for the carriage of dangerous goods with regard to their special construction features.

## **Technical compliance of the dangerous goods vehicle:**

1. The chassis cab must have UN R105 certification. The Malaysian government had on 20th January 2016 gazetted the use of UN R105. The regulation came into effect on 1st July 2017. The government, via Jabatan Pengangkutan Malaysia (JPJ) will enforce the UN R105 very soon.
2. The body construction of dangerous goods vehicle must adhere to the Road Transport (Construction & Use) (Dangerous Goods Vehicle) Rules 2015, with special reference to Rules 4, 5 and 6.
3. For vehicles carrying Class 1 (explosive) and Class 8 (radioactive) goods, an approval for carriage must be obtained from the Ministry of Defence and Atomic Energy Licensing Board respectively.
4. The Construction & Use (Dangerous Goods Vehicle) Rules 2015 is not applicable to police and armed forces vehicles.
5. The Director-General of Road Transport Department has the authority to exempt Rule 4, 5 and 6 to the vehicle if he is satisfied that it is in the public interest to do so.



## **Road Transport (Construction & Use) (Dangerous Goods Vehicle) Rules 2015**

1. "Dangerous goods": Goods as listed in the First Schedule. Consists of 2901 items.
2. "Classes of dangerous goods": Classes as listed in the Second Schedule. Consists of 9 classes.
3. "Dangerous goods vehicle": Any goods vehicle constructed or adapted

for the carriage of dangerous goods.

4. Any goods vehicles constructed and adapted for the carriage of dangerous goods. These vehicles shall:
  - a) be constructed complying to UNR105
  - b) be constructed according to JPJ approved vehicle plans for carrying dangerous goods
  - c) be used only for the carriage of dangerous goods according to the class approved as shown in the JPJ approved plan
  - d) be constructed and used according to any other requirements specified by JPJ to ensure public safety
5. The dangerous goods vehicle shall be equipped with safety equipment as per Third Schedule.
6. A dangerous goods vehicle shall be fitted with emergency information plate (Hazchem Sign) as per Fourth Schedule.
  - a) The plate shall be fitted at the left, right and rear of the vehicle
  - b) Fitted using adhesive or using a frame permanently fitted to the body of the dangerous goods vehicle.
7. The Construction & Use (Vehicle carrying petroleum product) Rules 1965 is revoked.

e) Electrical installation at the rear of the cab

2. Prevention of fire risk
  - a) Vehicle cab
  - b) Fuel tank
  - c) Engine
  - d) Exhaust system
  - e) Vehicle endurance braking
  - f) Combustion heater
3. Braking equipment according to UNR13
4. Speed limitation device according to UNR89
5. Coupling devices for trailers according to UNR55

**UN Regulation 105 - Uniform provisions concerning the approval of vehicles intended for the carriage of dangerous goods with regard to their specific construction features**

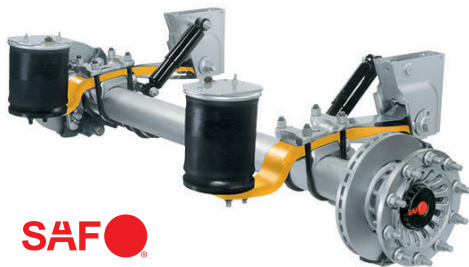
The main areas are

1. Electrical equipment
  - a) Wiring
  - b) Master cut-off switch
  - c) Battery
  - d) Permanently energised circuits





The above information was kindly provided to us by Dato Ir Foong Choy Chye. Dato Ir Foong is the Principal of FCC Consulting Engineer. He is a professional engineer with practicing certificate with Board of Engineers Malaysia (BEM) and a chartered engineer registered in the UK. He was appointed to the Independent Investigation Panel for the Cameron Highlands - Simpang Pulai tour bus crash and also appointed to the Independent Advisory Panel for the Genting Highlands - Kuala Lumpur stage bus crash, both of which was led by the Minister of Transport Malaysia. He can be contacted at [irfoongcc@gmail.com](mailto:irfoongcc@gmail.com)



Trailer Axle Suspension Systems



Fifth Wheels and Landing Gear



## Engineering Your Road to Success

SAF-HOLLAND is one of the world's leading manufacturers and suppliers of chassis-related systems and components for trailers, trucks, buses, and recreational vehicles. The product range comprises of axle and suspension systems, fifth wheels, kingpins, and landing gear marketed under the SAF, HOLLAND and NEWAY brands.

### **SAUER** **GERMANY** QUALITY PARTS

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- Grease
- Brake Pads
- Brake Linings
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- Brake Drums
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**SAF-HOLLAND MALAYSIA**

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# Get the Good Stuff for Your Trailers from Quality Trailer Parts Sdn Bhd

## Customer Testimony:

"Hendrickson axles are the best in the world especially on-air suspensions and they are lighter than their competitors up to 100kg difference. Of course, they are a bit pricier, but I would rather pay more for quality than for downtime," Shaziman Transport Sdn Bhd Managing Director and Chief Executive Officer Ginderpal Singh Gill.

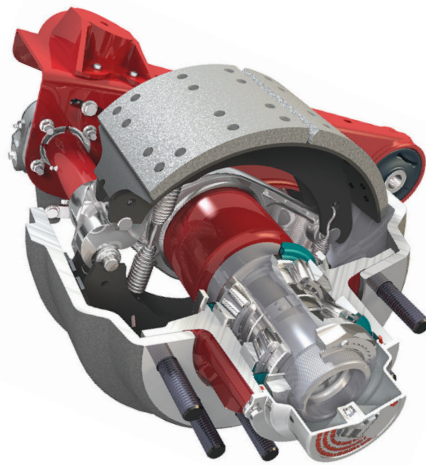
## HENDRICKSON RTR HXL3<sup>®</sup>, HXL5<sup>®</sup> and HXL7<sup>®</sup> Ready-To-Roll<sup>®</sup> Wheel-end Components

For fully integrated solutions that minimize operating costs and improve performance, specify a Hendrickson Ready-To-Roll<sup>®</sup> (RTR<sup>®</sup>) wheel-end package. Available on all INTRAAX<sup>®</sup> and VANTRAAX<sup>®</sup> integrated suspension systems and TRLAXLE<sup>®</sup> non-integrated axles, Ready-To-Roll wheel-ends are approved for applications up to and including 25,000 pounds per axle. Hendrickson's RTR packages offer an impressive choice of hubs, drums, brake chambers, slack adjusters, ABS sensors and other options.

## Air Disc Brakes

Hendrickson addresses the industry's demand for an advanced trailer air disc brake with its proprietary MAXX22T<sup>™</sup> air disc brake system.

Hendrickson MAXX22T offers significant weight savings over similar designs. Additional weight savings



Hendrickson RTR wheelend

Hendrickson Air Disc Brakes



can be achieved with Hendrickson's latest addition to the MAXX22T line up – the Dura-Light Hub<sup>®</sup>.

Hendrickson also offers a full range of air disc brakes for wheel sizes varying from 17.5- up to 24.5-inches for trailer commercial vehicle systems.

Air disc brake packages are available as premium options on many of Hendrickson's INTRAAX<sup>®</sup>, INTRAAX-SP, VANTRAAX<sup>®</sup> and ULTRAA-K<sup>®</sup> integrated suspension systems and TRLAXLE<sup>®</sup> non-integrated axles.

## JOLODA: Manual One-Shot Container Stuffing System

- Self-loads long, heavy and wide indivisible loads from 6m to 13m long up to 28 tons in weight into 20ft, 40ft and 45ft containers
- Comprises of a skate train 28-ton capacity hydraulically elevated 25mm with length to suit load, running in portable track placed on container floor
- Load is pre-assembled on simple dunnage raft 85mm high on the ground on a standard plinth with the container grounded
- Gravity aided self-loading. No power required
- Use end loading low cost containers instead of expensive,

limited availability top or side loading containers for these difficult loads

- Equipment is reusable and removed after loading/unloading
- Handles steel pipes, steel fabrications, steel plate, steel sections, steel rods, machinery and wood
- Used in all end-loading dry freight unmodified 20ft, 40ft and 45ft ISO containers
- Continuous operator control, instant braking to stop load
- Quick release pump and robust construction with minimum maintenance
- Operating worldwide





## SEETRON: Tyre Pressure Monitoring System (TPMS) TP2 for Trucks, Trailers and Buses

Trailer tyres are expensive assets that carry very heavy load, speeding up wear and tear. The expense of tyre and fuel is major cost to operate these vehicles. When steel ply tyres are operated in under-inflation/over-loaded conditions, the steel ply cords are deflected beyond their design limits, much like bending a coat hanger or pieces of baling wire repeatedly. In same result, fatigue failure occurs in the upper sidewall area, beginning with

fracture of one or more ply cords, then processing and resembling a "zipper" opening. The zipper rupture often results in immediate, explosive air loss, generating force that is extremely hazardous-even deadly- to anyone in the immediate area. To avoid the zipper break is top issue for truck and bus companies and one simple solution to ensuring a fleet is 100% free of zipper ruptures is installing and managing a reliable TPMS. With TPMS, costs can be lowered and enhance the drivers' safety.



## INDUSTRIAL BRUSHWARE: Spray Suppressant

Spray suppressant brush is suitable for dust and water spray protection on truck bodies, herbicide or chemical spray heads and many more applications where dust, debris or liquid spray needs to be contained. When used on truck and trailer bodies the brush directs water and dust back to the road surface below the windscreen level of other traffic and away from the truck's mirrors. Spray Suppressant is made by trapping thousands of tough Polypropylene filaments into the brush backing.



## Rigid Back Strip Brushes

Stainless Steel Rigid Back straight strips 3000mm in length with a variety of bristle lengths. Rigid Back Strip Brushes can be manipulated in the factory to form a curved brush for use on truck or trailer mudguards.

## Hard Poly Back and Flexible Back Strip Brushes

Hard Poly Back and Flexible Back Strip Brushes are made by fusing high quality brush filaments into an extruded 8.0mm wide poly backing making the filaments become one with the backing. These brushes won't corrode as they are constructed entirely without the use of any metal parts.

Hard Poly Back Strip Brushes are made in three meters lengths where as Flexible Back Strip Brushes are available in continuous lengths. This type of brush is ideal for forming around uneven or non-parallel surfaces.

## CONTACT QUALITY TRAILER PARTS SDN BHD

Address: Lot 9136, Jalan Perak 1, Kawasan Perindustrian Nilai 1, 71800 Nilai, Negeri Sembilan, Malaysia.

Tel no. : +606-7971 666 Fax : +606-7999 118 Email : qtp@yonming.com



# Trailers Need Lubrication too



costs by providing enhanced protection of critical components to extend vehicle life, reduce lubricant consumption and improve efficiency.

Ajay Agarwal, Product Application Specialist Asia Pacific for Auto, Trucks and Fleet, Shell Global Solutions shares the details with us.

**AT:** What products does Shell offer in terms of lubricants for trailers?

**AA:** We have a wide range of products for all lubrication applications. Shell greases, for example, have been proven to help deliver optimum performance in trailers. The following products are available in Malaysia:

- Fifth Wheel/Turn Table – Grease Gadus S2 V220 AD2
- Wheel Bearing – Gadus S2 V220 AC2 / Gadus S3 V220 C2/C3
- Axle - Spirax S2 A Monograde, Spirax S3 AX Multigrade
- Hydraulic (Applicable for dump trucks/trailers) – Tellus S2 MX 68

**AT:** What is the development process for lubricants used in trailers?

**AA:** At Shell, there are four major stages in the development of lubricants:

1. **Define** - Experts in the field provide deep insights into problems and opportunities
2. **Design** - Fundamental science is applied for complete understanding of lubricant design needs
3. **Develop** - Innovative and bespoke component selection to meet design objectives
4. **Demonstrate** - Rigorous testing using special and advanced methods and facilities

Keeping your trucks on the road and running efficiently is critical for a profitable business. Moving parts require lubrication and trailer components are no exception.

We checked with a major provider of lubrication products on what it takes to ensure that trailers perform optimally from the lubrication point of view.

Shell Lubricants appreciates that to be competitive, you need your vehicles to be reliable and available even as you grapple with the challenges of reducing operating costs and complying with environmental standards.

Choosing the right lubricants and services for your business needs can help to make a real difference to your entire operation and protect your investments.

Shell’s technology-leading heavy-duty truck lubricants are based on extensive research and development (R&D) and backed by technical support from an international team.

These solutions, especially those with synthetic technology, can help reduce operating and equipment ownership



Shell spends more than USD1 billion annually on research and development to develop world class products, higher than any other oil company in the world.

We have four major lubricant R&D centres in Houston, Hamburg, Shanghai and Japan. These R&D centres are strategically placed to support development of lubricants to meet the demands of both original equipment manufacturers (OEMs) and Shell customers.

All the R&D centres are integrated and leverage on the extensive expertise that Shell has built over decades to provide solutions that do not just meet but exceed the needs of OEMs. This is achieved through co-engineering and close collaboration with the OEMs, which enable lubricants and equipment to be jointly developed.

Shell has partnerships with all major OEMs in the truck and trailer segments. Our lubricants have undergone extensive field evaluation across different geographical areas to ensure that they deliver the desired performance. For example, we conducted several million kilometers of field tests for the latest generation of engine oils that meet API CK-4 specification.

We are always pushing the boundaries to develop superior technology which delivers performance for current and future requirements. Our ultra-low viscosity and high oil drain interval (ODI) products are great examples.

### **In Focus: Axle Oil**

Shell Spirax S3 AX is a high-performance axle oil for moderately to heavily loaded on- and off-road drivelines. It helps reduce friction for improved efficiency and can be relied on to help protect axles from pitting, bearing failure and corrosion. This results in lower maintenance and longer equipment life. Shell Spirax S3 AX has excellent oxidation stability for long oil life and contains additives that ensure long-term protection for critical components.

**AT:** Seeing that transportation can now be cross-border through several climate zones, are trailer lubricants specific for individual markets?

**AA:** With cross border movement of vehicles increasing, there is certainly a need for specific lubricants which can perform in extreme cold and hot weather. The biggest challenge for an engine oil is the ability to perform in cold climates.

When designing and developing lubricants, Shell is always guided by global standards such as API, ACEA, JASO, DIN, NLGI and others. However, local requirements are also taken into consideration. Our technical experts on the ground, with their vast field experience, contribute with their knowledge on local market requirements.

Aside from product support, Shell technical experts provide a wide range of technical services to our customers to help them maximise equipment uptime and enhance profitability.

**AT:** How are these lubricants different from engine/drivetrain lubricants?

**AA:** Every application has different requirements from lubricants. Engine oils are expected to perform at various temperatures and yet maintain their properties despite the presence of contaminants such as soot and sludge.

Hydraulic oils are expected to ensure smooth transmission of power while protecting components like pumps and valves and have the ability to separate contaminants like water or air.

As every application demands a unique approach and strategy, oil developed for one application is not suitable for another.

**AT:** What should transporters pay attention to when buying or changing lubricants for their trailers?

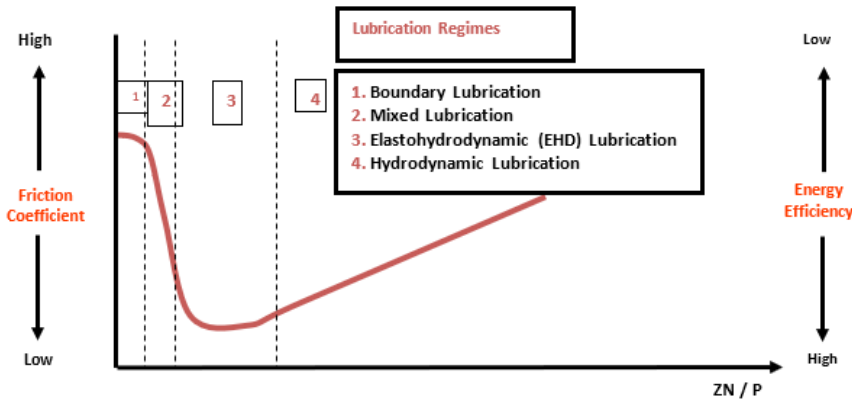


**AA:** In today's highly competitive market environment, profitability is key. Hence, it is important to focus on total cost of ownership. Revenue is generated when a trailer is plying the roads and not in the workshop for maintenance or repair. Hence, all lubricants must be able to offer high reliability, long component life and the lowest downtime.

Lubricants must be able to protect a component to ensure longer life and reduce the need for replacement.

Lubricants must also offer longer ODI to reduce cost and downtime associated with such maintenance work.

Proper lubrication can lead to lower fuel consumption. Better fuel economy is theoretically easy by reducing viscosity to losses as shown in below. However, it is extremely difficult to maintain the durability of equipment. Shell has deep knowledge and experience in developing lubricants that support fuel efficiency. This is important as it will allow users to reduce the cost of ownership as well as the carbon footprint from operations.



**Z = Viscosity**  
**N = Speed**  
**P = Contact Pressure**  
**H = Oil Film Thickness**  
**R = Surface Roughness**

We use various mathematical models and software to assess frictional losses in different components of an engine. This helps Shell in developing fuel efficient lubricants for engines, transmissions and hydraulic parts and these are all crucial to the transport industry.

**AT:** What are some common mistakes transporters make when using lubricants for trailers (axles, fifth wheel, pivot points, etc)?

**AA:** The most common mistakes are:

1. Using the wrong lubricant for axles -- Some use engine oils as they think that if an oil can perform in an engine, it must be suitable for the axle as well.
2. Insufficient level of lubricants -- A low level compromises the oil's performance.

3. Lack of cleanliness--Contamination is the biggest enemy of any lubricant. Most oil change environments lack cleanliness. Broken seals are also a major cause of contaminant ingress.

Common mistakes with regards to the fifth wheel include:

1. Not using proper grease – Due to high sliding load, a good grease should have high EP with solid lubricants to prevent wear of the wheel plate and other mechanisms.
2. Not enough lubrication – This will hasten component wear
3. Lubrication on 'no lube fifth wheel' - Using a retro-fitted lube plate or after-market plate changes the position of the kingpin's lower flange. This affects the fifth wheel's ability to trigger the lock. In addition, after some wear, the lube plates can tear apart and be lodged into the fifth wheel locking mechanism.

Trailers are important cogs in an economy. At any one time, day or night, thousands of them are crisscrossing the country, delivering every kind of goods imaginable.

However, the influence of lubrication on vehicle availability, maintenance costs and fuel costs is still underestimated. At the same time, the benefits of using higher quality lubricants are simply not understood and often overlooked.

Smart fleet operators need to improve their knowledge in this area, especially in choosing and using the right lubricant for the right application to minimise downtime from breakdowns and frequent maintenance work.

Making the right decision is critical especially in challenging times like this when the thin line between profitability and being in the red gets even thinner. **T**



# ASIAN TRUCKER



## SUBSCRIPTION FORM

### Personal/Company details

Mr/Mrs/Mdm/Ms : .....

New I/C No : .....

Company : .....

Address : .....

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Tel no (O):..... (HP:.....

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I hereby enclose RM Cheque.....

being made payable to Asian Trucker Media Sdn Bhd

4 issues RM50

6 issues RM70

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**No. 27-1, Block C, Zenith Corporate Park,**  
**Jalan SS7/26 Kelana Jaya, 47301 Selangor**

**Tel : 03 7886 5313**



# Know Your Trailer Tyres

*Choosing the right tyres for your trailers is crucial as different weight loads and road conditions wear tyres differently. Kit Loong Commercial Tyre Group's Technical Service Operations and Development General Manager, Soh Chong Keng tells Farezza Hanum Rashid more on trailer tyres.*

**T**railer tyres differ from other commercial vehicle tyres. Truck tyres are designed for three-wheel positions namely Steer, Drive and Trailer. The Steering tyre needs good steering response, handling and wear while the Drive tyre needs good traction and wear. The Trailer tyre needs good wear that withstands strong lateral and braking forces, and low rolling resistance which is good for fuel economy, along with the capacity to carry varying loads. Its Non-Skid depth (NSD) could be lesser compared to a Steer or Drive tyre.

The maximum loads that trailer tyres can transport depend on the type and design of the trailer, number of axles and permissible load allowed for each axle. Maximum load also depends on the size and load index (LI), normally the larger the size, the more it can carry. Load ranges for single and dual fitments are between 3 200kg to 11 600 kg, and 6 000kg to 13 400kg respectively. "Always refer to new tyre manufacturers' technical handbook on pressure guidance and pressure recommendation process," Soh advised.

Among the most common trailer tyre sizes used in Malaysia are 11R22.5 and 295 / 80R22.5 but specific industries might use different tyre sizes as their loads are different. There is also the Super Single Wide-base tyre that ranges from sizes 385/55R22.5 to 455/40R22.5. Their advantages include weight saving, reduced rolling resistance (hence a fuel saver), easier to maintain (for example inflation pressure check and tyre replacement, among others) and more stable and stronger.

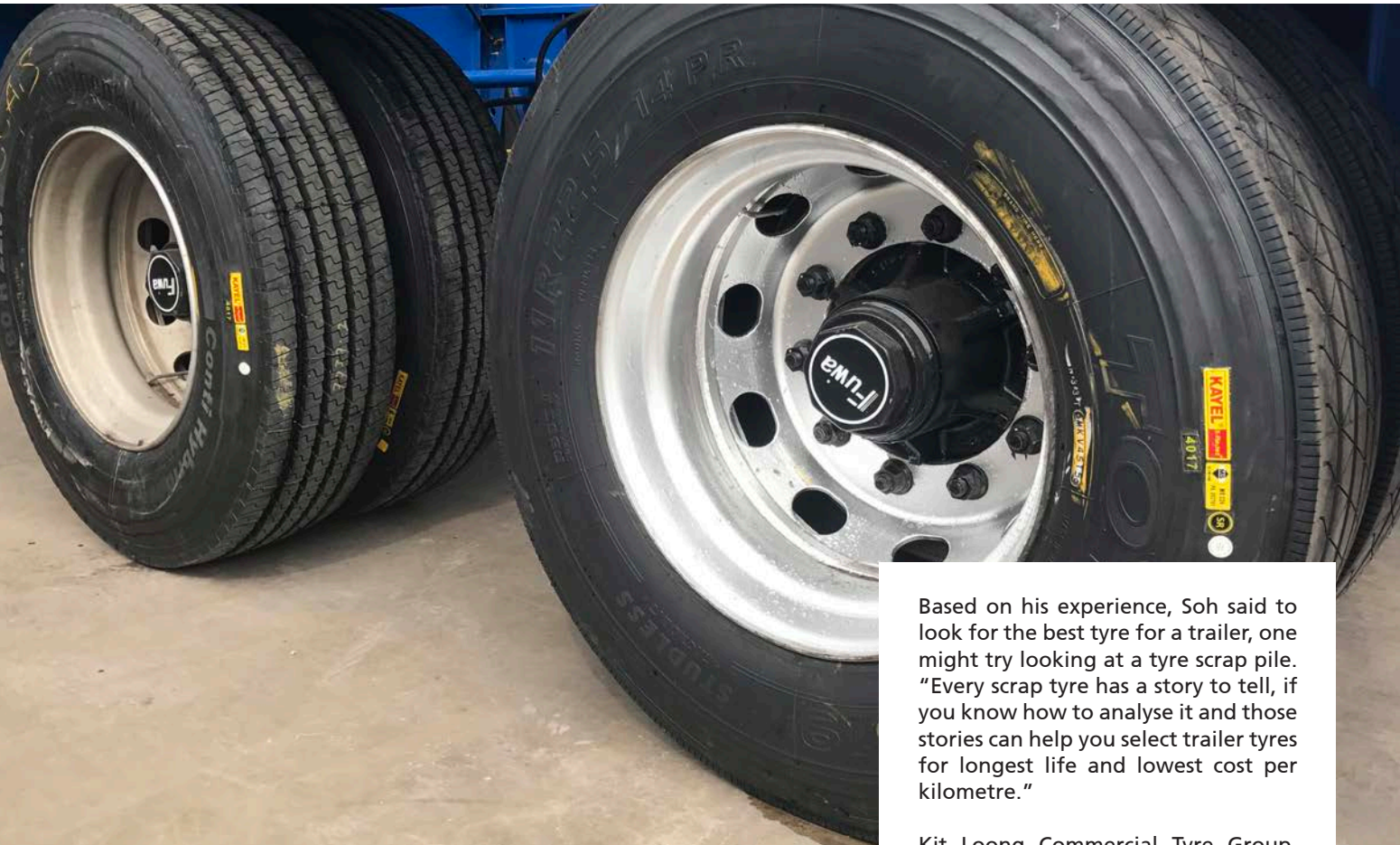
"Trailer tyres' lifespan depends upon the trailer duty cycle (storage time against actual time in use under load) and application (for example, a lot of stopping, starting and manoeuvring scrub). The mileage expectation of trailer tyres can be from 5 000km to 20 000km however, under well-maintained conditions, proper inflation and correct loads, considerably higher miles have been locked.

"Trailers are used for one purpose which is transporting loads. We need to consider how to maximise tyre performance from sturdy tread pattern with low rolling resistance characteristics. Rubber compound contains chemicals to

resist weather and ozone cracking, particularly conditions resulting from extended storage. The unusual duty cycles of trailer tyres and casing construction must also be considered," Soh said.

On cost, he said reducing total tyre cost is a core objective for many transporters. Consumption of tyres generally depend on selecting tyres of the appropriate size for trailer and the loads that they carry, types of application and frequency of usage. In the meantime, good tyre maintenance practices enable fleet managers to retread their tyres and in the process, reduce costs, lengthen tyre lifespan and minimise environmental impact. Depending on how good their maintenance practices are, tyres could make up between 15 and 30 percent of the overall vehicle operating costs in Malaysia, but they could have an influence of up to between 40 and 60 percent of their vehicle running costs, not least of which is fuel consumption.

These days there are many tyre-related technologies available out there to help transporters lower their overall costs. These technologies include the



Based on his experience, Soh said to look for the best tyre for a trailer, one might try looking at a tyre scrap pile. "Every scrap tyre has a story to tell, if you know how to analyse it and those stories can help you select trailer tyres for longest life and lowest cost per kilometre."

Kit Loong Commercial Tyre Group, with more than 85 years of experience in the tyre industry, has accumulated expertise and continuous deployment to enhance its value chain and create benefits for its customers.

"On products, we develop and produce high-quality pre-vulcanised tread rubber, mid-cushion and other rubber blends to provide raw material solutions for tyre refurbishers worldwide. Our tyre retreading plant produces a wide range of quality retreaded tyres to meet the needs of commercial and industrial tyre dealers and end users.

"On services, Kit Loong has the resources to provide comprehensive value-added services to provide effective solutions to create maximum benefits for our customers. We combine the ability to deliver quality products with a wealth of expertise, especially in understanding the customers' needs and the technical and operational aspects that affect tyre performance, developing and delivering services that meet the needs of each market segment," Soh said. **F**

tyre pressure monitoring system or more popularly known as "TPMS", built-in integrated "Radio Frequency Identity" or "RFID" and built-in tyre sealant. Tread compound and casing structure can be made more robust for better durability and retreadability. "Ultimately, tyres will be built embedded with artificial intelligence (AI) that manufacturers are researching, which not only monitors tyre pressures but other factors such as tread depth, temperature, in fact anything to do with tyres," Soh added.

Damage to trailer tyres may be caused by a variety of external factors such as misalignment, accidental cuts, impact damage, curbing, accidental penetration by sharp objects and many others. To ensure safe trailer tyre use, Soh advised the following practices:

- Select the correct tyres to match the application and capacity requirements.
- Do not overload trailer tyres. Maximum loads are listed on the sidewall of the tyre or refer to tyre manufacturer technical handbook.
- Maintain air pressure at the maximum PSI recommended on the tyre sidewall.
- Check tyre pressure when tyres are cold. Check the inflation at least once a week.
- Use a cap on valve stems to prevent contamination of the internal rubber valve.
- Perform a visual inspection of trailer tyres before each trip; inspecting for cuts, bulges, punctures or signs of anything unusual.
- Inspect trailer wheels. If wheels are bent or cracked, replacement or repair may be necessary.
- Check for worn mechanical components.
- Perform proper repair method.
- Keep trailer tyres in a cool dry place and out of direct sunlight during storage.
- Most important aspect is ensuring proper inflation pressure is maintained, especially on dual fitment (inner tyre inflation pressure and accessible for pressure check.)

SAF-HOLLAND (MALAYSIA)



## Connected by Fifth Wheels

*Farezza Hanum Rashid learns a thing or two about fifth wheels from SAF-HOLLAND.*

**F**ifth-wheel coupling links a trailer and the towing truck, tractor unit, leading trailer or prime mover. The fifth wheel securely connects a tractor and trailer together by locking the 2" (or 3.5") kingpin of trailer payload as vertical load over the fifth wheel plate. It supports a portion of the trailer payload as vertical load over the fifth wheel plate. The fifth wheel also provides a low friction turning surface for the interface between the tractor and trailer and allows pivoting at the connection between the tractor and trailer as the vehicle operates over different road conditions and terrains.

As the connected truck turns, the downward-facing surface of the semi-trailer (with the kingpin at the centre) rotates against the upward-facing surface of the fixed fifth wheel, which does not rotate. To reduce friction, grease is applied to the surface of the fifth wheel.

Basic components of the fifth wheel, which also looks like a huge metal plate, consist of a dish, a lock adjustment nuts (infinite adjustment), two lock pins, grease grooves, lock jaws, a bridge, ramps, a skirt, an ear, a bracket pin retention and a release handle. On the bottom part of the fifth wheel are an automatic

secondary lock, a cam plate, a locking yoke, a pocket insert, lock pins, a lock spring and a yoke shaft.

One of the most popular fifth wheels in Malaysia comes from SAF-HOLLAND. For over 100 years, SAF-HOLLAND has engineered premium, light weight, and economical Holland fifth wheels with innovative features and advanced performance. Holland fifth wheels come in a full range of stamped steel, cast steel alloy, and forged aluminium models, depending on the durability and weight-saving characteristics that customers desire. They can also support loads from five tons to 74 tons to transport any type of load.


Most commonly used are the Holland FW35 series. Available in a wide variety of models, the Holland FW35 has had years of proven performances by major companies like MAN Truck & Bus, Hino Motors Sales and Volvo Trucks, among others, with the maximum capacity of 25 000 kg vertical load and 68 000 kg drawbar pull.

Other commonly used SAF-HOLLAND fifth wheels in Malaysia are the SK-S 36.2 for standard long-distance haulage like two- and three-axle tractors, followed by the SK-HD 38.36 and SK-HD 38.36G models for Heavy Goods Vehicle (HGV) traffic or traffic

in difficult terrain. Available although rare, are the FW0100 and FW0165 fifth wheels for extremely heavy goods transports and special transports. According to SAF-HOLLAND Malaysia Managing Director Lee Chong Chew, these last models are only brought in upon orders from customers. "We usually give up to two years warranty for our fifth wheels but with proper use and maintenance, they can last up to five, even 10 years or more," he told Asian Trucker.

Another popular mounting system that serves a similar function as the fifth wheel is the Kompensator mounting system, used on oil or petroleum tankers. The Kompensator is a patented specialty fifth wheel bracket mounting system designed for use with rigid trailers. The Kompensator relieves the twisting force between the tractor and trailer when cornering or going over rough and uneven terrain. It does this by providing both front-to-rear and controlled side-to-side oscillation between the tractor and trailer. It is designed specifically for tanks, dry bulks, B-train and other rigid trailers. Its side-to-side "cradling" action performs reliably and durably for trailers with centres of gravity up to 44" above the fifth wheel. Petronas is SAF-HOLLAND's sole oil customer when it comes to their Kompensator mounting system.

Goh Chin Kiet is SAF-HOLLAND Malaysia's Sales and Service Executive who provides training on maintenance and services to the company's customers. The most common feedbacks he gets from customers, he said, are cracks on the fifth wheels due to drivers' behaviour and road condition. "Although they have already been trained in maintenance, I would still go to visit the customers and check out the problems they are facing and make reports. If I can solve those problems myself, I would just do so. Otherwise, I will bring the issues to our American or German counterparts," he said.

Besides fifth wheels, SAF-HOLLAND distributes the entire range of products available from SAF-HOLLAND Original Spare Parts as well as from their second brand, SAUER Quality Parts in South-East Asia. 



# Shell Rimula Express Workshops

Selected commercial vehicle workshop owners will have the opportunity to collaborate with Shell, when they become part of the Shell Rimula Express network. Through this network, workshop owners will receive support from Shell Lubricants Malaysia to further grow their business. Some of these include exclusive branding that enhances market presence and customer confidence, marketing package and technical support. Asian Trucker visited a number of them to find out more about the people behind the network.



## SS Sri Motor Workshop

Sri developed his interest for vehicles at a very young age. By the age of 12, he was working part-time at a workshop helping out with whatever he could and learning the tricks of the trade. Sri worked at the workshop for eight years. After that, he went to work for two years in Putrajaya where he learnt to repair machines such as tractors and excavators. After that, he worked in a transport company for 10 years and eventually he set up his own workshop in Seremban, Negeri Sembilan. It has been eight years since Sri became his own boss. He mentions of the declining economy and mechanics like him are having a harder time to make ends meet. In order to put food on the table, Sri also manages a logistics company with a few European trucks. He bought them second hand so costs can be kept low and repair and maintenance could be done in-house to further reduce operation costs. Sri has used Shell lubricants for five years now. He first started using Shell products due to customers' request and eventually finding out that the quality of their products were truly exceptional. Sri had nothing but praises for the engine oils as the customers are satisfied with them.



## Bong Keong Workshop

Keong runs a workshop in Jalan Malim Jaya, Malacca. It has been a busy few years for Keong. "The business is picking up and i hardly have time to sit down for a cup of coffee. We have a few heavy machineries waiting to be serviced and repaired and customers usually want them done as soon as possible. I have used Shell Rimula products for six years and will continue using them in the future. The distributors do a good job of delivering products within a short amount of time and the quality of the products are what really makes a difference. I have seen an increase of returning customers since I switched to using products from Shell. Customer feedback has also been satisfactory. It also increases the exposure of my workshop through various activities held for us workshop owners. In all, I am very satisfied with the service and quality of products provided by Shell Rimula" concluded Keong.



## Kok Wah Workshop

Kok Wah Workshop is located in Alor Gajah, Malacca. His workshop has been in operation for over 20 years and he specialises in repairing trucks as well as some passenger vehicles. He started working various jobs at a very young age and liked the idea of working in a workshop. From the age of 23, he learnt the necessary skills from other senior mechanics and eventually saved up enough to open his own workshop. Now at the age of 50, he mostly leaves the repairing works to his employees and occasionally helps out when the need arises. Initially, he started using Shell Rimula products because the cost was more reasonable compared to others but after using them he found out that the quality was not compromised by price. The service provided is also of satisfactory quality and he currently has no plans to switch to another company. **F**



## Complete your Trailers with Parts from YonMing

*As one of the leaders in the sale, distribution, maintenance and service of heavy commercial vehicle parts, YonMing Group’s Senior Branch Manager Lee Chin How highlighted some of the products they carry for trailers.*

**M**odern trailers comprise of various components and assemblies. Depending on the purpose, these vital accessories to the transport industry can be technological marvels. However, there are some systems and parts that no trailer can be constructed without. As an expert in parts distribution, YonMing has a range of them and we looked at some in more detail:

### Hendrickson Trailer Axles

In addition to their integrated axle and suspension products such as INTRAAX and VANTRAAX, Hendrickson also offers a full line of non-integrated trailer axles for the global commercial and industrial markets. The TRLAXLE® trailer axles are available in numerous spindle types, capacities and axle tracks, drum or air disc brakes, 12L- to 16-inch brakes and many RTR READY-TO-ROLL wheel-ends, slack adjuster and brake chamber options – to fit either air or mechanical spring applications.

By combining Hendrickson TRLAXLE trailer axles with HT Series air suspensions, Hendrickson offers a wide variety of suspension / axle combinations and application coverage. The TRLAXLE trailer axles deliver a low cost, low maintenance solution and superior customer and warranty support.

The axle is light-weight, between 80 and 100 kg but its load capacity is from 9 072 kg to 12 247 kg, available in 1/2- to 3/4-inch wall and its patented axle filter protects the wheel-end from contamination. The axle’s HP and HN spindles are friction-welded and parallel to promote even lubrication of inner and outer bearings. The HP spindles are approved for wide base tyres using 2-inch offset rims.

The HTA® Hendrickson Trailer Axle system features a durable design. The five-inch diameter axle bar is heat treated, HN and HP spindles heat treated and hot-formed, with 9 072 kg capacity. The axle tracks are 71.5-inch to 77.5-inch.

To date, YonMing has two-year supply contracts for petroleum companies like Shell, BHP and Caltex, among others, with a two-year unlimited mileage warranty. Hendrickson axles come without U-bolts “so that is one less item to take care of”, according to Senior Branch Manager Lee Chin How. “Customers also like our after sales services as the YonMing network is nationwide while spare parts are common and at reasonable prices,” he said. He added that all petroleum companies under YonMing support Hendrickson products 100 percent, that is more than 250 units of tankers nationwide including Sabah.

### Wabco Trailer EBS-E

Wabco’s latest generation of Electronic Braking System for trailers, Trailer EBS-E, offers trailer manufacturers an even more streamlined, optimised solution. For fleet operators, this offers the benefits of less maintenance, more efficient operations and more time on the road. The Trailer EBS-E has some advantages over the Anti-lock Braking System (ABS) among which is a full function integration. It comes



with a Rollover Stability Support, air suspension, lift axle control and additional braking / suspension controls.

The Trailer EBS-E has fewer components which means faster and easier installation. It also has optimised diagnostics and easier handling on the production line. All components within the system have been designed to be up and running from the onset, including Electronic Control Unit diagnostics.

YonMing has been distributing the Wabco Trailer EBS-E for 10 years. Twenty years ago, the focus was on the ABS but now EBS has taken over, especially since EBS became compulsory for trailers about five years ago, where Wabco covers 99 percent of the market.

"With the Trailer EBS-E, maintenance cost goes down because companies save on brake disc, brake pad and brake drum, and tyres. Trailers do not immediately brake so it saves tyres and adds about 50 percent of tyre lifetime. Companies invest less than RM10 000 to install the EBS which is small money for them, but they can get big Return in Investment (two years for each trailer) and safety," Lee said.

### **Seetron TP2 Tyre Pressure Monitoring System**

YonMing has been distributing the Korean product, Seetron TP2, for the past three years. "For trailers, there are up to 30 tyres to monitor. Drivers would not manually or physically go to each tyre to check on the pressure," Lee said.

The Seetron TP2 consists of a display module, repeater and TPM sensors. The TP2's display module's many advantages include an all-in-one display technology in the TFT display touch panel, RF receiver and LF hand-tool. It has a variety of vehicle selection with nine types of trucks, eight types of

buses, including articulated buses, and 14 types of trailers. Moreover, it could monitor full trailers (trailer 1 + trailer 2) and has multiple repeater functions.

The multiple repeaters deliver real time information to the driver. Most vehicles could work with one repeater that was installed between the monitor and rear tyre axle. The TP2 would alert the drivers if the tyre pressure is low or overheating. Apart from improving safety and reducing downtime, operators will also benefit financially with better tread wear and longer casing life that allows more retreads. The tyre life span is increased by 10 to 25 percent and fuel savings by up to 2 percent.

"We can set the pressure level where warnings will be given out. With telematics, bosses will know if there was a flat tyre as well as the date and time of its occurrence," Lee said, adding that there will be a mobile app launched soon where customers can monitor tyre pressure via mobile phone.

### **Joloda Hydraroll Loading Technology**

YonMing also distributes this world class loading and unloading system from the United Kingdom, which is one of the top suppliers for air cargo. In Malaysia, customers using Joloda Hydraroll include Malaysia Airline, Fed Ex and Sin-Kung Logistics. Here, two types are being sold namely the Mark 21 (Mk. 21) and the manual Skate-and-Track system.

The Mk. 21 is easier to operate, using a pneumatic button hence requiring 20 percent less force to move a fully loaded container compared to standard roller systems. Less force equals less worker strain and improved working conditions. It has 35 percent stronger bearings and 21 percent more roller assemblies mean that the system can operate easily with five tracks instead of six. It also has fewer tracks to maintain, more payload capacity and better fuel economy. The Skate-and-Track, meanwhile, is a manual pallet loading system ideal for trucks and light vehicles. It is suitable for businesses that deal with manageable quantities of material and operate using rear-truck loading. **T**



*At the age of 45, this trucker is living the life of his dreams. We met with a truck driver who chose to embrace his job with joy and positivism.*

# A Passion for Driving

“I started working in 1991 when I was 18 years old. Once I turned 21, I immediately took the CDL test and started working as a truck driver. Initially, I drove a 40 feet cargo trailer for a year then I switched to driving a low loader. I started from the bottom and worked with a double axle then a triple axle. In 1996, I was already driving a four axles truck and by 1998, I was tasked to drive trucks with five axles by my then new employer, Sunway Construction. I worked there for approximately 11 years until 2010 when I decided to join my current company, Trans Elite,” Judy shared.

He recalled his times in school when he would be in awe whenever he saw trucks passing by. After finishing school, he had a tough time finding jobs and a fellow friend brought up the topic of truck drivers which reminded him of his love of trucks and that being a truck driver was also a career option. “I also liked that I was not confined to a desk as a truck driver. I love travelling and it is great that I get to travel around with work too. There was once I was tasked to deliver something to Langkawi and I took the opportunity to travel around and enjoyed myself. I had a great time in Langkawi,” he continued.



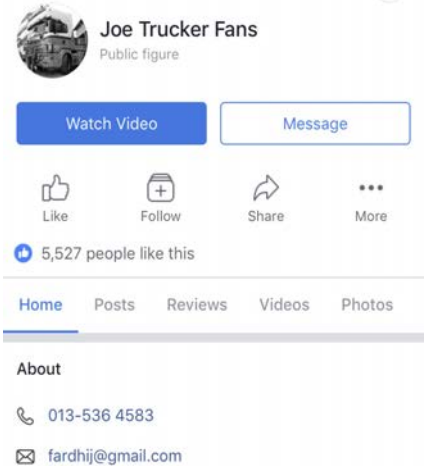
Judy is more commonly known as Joe Trucker to those that have seen his Facebook page, Youtube channel and blog. He constantly posts videos and updates on his Facebook page "Joe Trucker Fans". With just one look through his page one would be able to see some interesting videos showing him when he is on the job such as crane transportation and other interesting truck videos. It is evident that he truly has a passion for trucks. Judy also tries to make time out of his schedule to make Youtube videos. His videos record some memories with his colleagues, his truck adventures and also some personal videos of his family. His blog [www.joetruckers.blogspot.com](http://www.joetruckers.blogspot.com) takes on a more serious tone and entries are more informative in the sense that they provide more technical details and some tips and tricks of a low loader driver.

"I started my Youtube channel in 2009. When I was with Sunway, I had a lot of free time at night. I had regular working hours. Weekends were free as well. That was when I learnt how to create Youtube videos. I currently have more than 2 000 subscribers. One of my videos got more than 40 000 views. I am quite proud of myself as I never thought I would get such a huge following when I started the channel. I hope that my videos will be informative to my viewers. As for my Facebook page, I started the page in 2016. I now have some 5 000 followers who sometimes asks questions about how to handle trucks. I am currently unable to update my blog as frequently as I would like to as my current job has a more demanding schedule. I am always on standby and whenever I am needed, be it day or night, I will have to be prepared."

"I am also the admin of the Malaysian Truckers page as well as the Malaysian Low Loader Group on Facebook. I am also the secretary of the Malaysian Truckers Association. We frequently communicate with each other and share our interest in trucks amongst each other. I am honestly very happy with my current situation. I have learnt to appreciate my job even though I frequently have to work at night," shared Judy.

Judy also shares with us that he is very appreciative of his company, Trans Elite for being very supportive of his social media activities. He is thankful that his superiors constantly show support by liking and sharing his posts or videos and have told him that they are proud of what he is doing. The support is what keeps him going. "Honestly, they could have just acted like they were unaware of what I was doing but they choose to show their support and I am thankful for that."

However, Judy also shared of some sombre times during his work. "Even though I love my job, I inevitably see a lot of accidents as I am constantly on the road. That is the only thing I dislike about my job. It constantly reminds me of the fragility of life. I hope that more awareness can be raised about the blind spots of trucks so that other smaller vehicles on the road do not keep such a close distance to trucks. It is extremely dangerous and sometimes we cannot brake in time due to the weight of the vehicle. I try my best to avoid accidents by constantly being on high alert but sometimes it cannot be helped.



Like when I was driving back from Damansara yesterday, one of the tyres from our cranes failed and we had to stop by the roadside. Of course, we set up the emergency lights and cones to inform other road users of the hazard. However, the driver of a car was speeding and got into an accident with another motorcycle. Even though the accident was not due to my mistake, I still felt bad. We called for an ambulance and helped the victims until the ambulance arrived. It is times like this when I wish I had a desk job instead," added Judy.

Talking about career advancements, Judy says that he loves driving and wants to drive for as long as he can. "I know some drivers who have gone on to become trainers and I am truly happy for them but I am happy with the way my job is right now and I want to drive until I am not allowed to. Till then, I am content with the way everything is right now. Unfortunately, I cannot continue sharing my stories. I just received a call asking me to prepare for a delivery to Kota Damansara. Before each job, I must ensure the truck is in good condition and the cargo is securely fastened. I can always be contacted on the various social media platforms should you have more questions" he concluded. **T**





## First Dinner & Meet-up for York and SAF-HOLLAND in Thailand

**S**AF-HOLLAND (Thailand) and York Sales (Thailand) staff had their first meet-up session after SAF-HOLLAND Group officially acquired York Group at end of April this year. The two teams will be merging and continue to serve all their Thailand customers.

Mr. Albert Van Der Poel, Head of R&D & Engineering / Country Head Thailand / Application & Service Manager, and Ms. Apirom Mattayomjan, General Manager of SAF-HOLLAND Thailand are confident that the merged team will provide the customers with excellent services and a wider range of products. Mr. Ng Poh Beng, Interim Managing Director (SEA) & Chief Financial Officer (SEA & India), also participated in the meet-up session. He encouraged the team to drive the business to a new height and build strong relationship with the customers. At the end of the meet-up session, both teams expressed their gratitude as they had enjoyed the meet-up session and became knowing each other.

Mr. Albert Van Der Poel, Country Head of York Sales (Thailand) for 4 years, will be returning to Singapore for his new assignment as Chief of R&D/Engineering/QA in the month of August. Ms. Faifun Sodkhomkham, Administration Manager organised a farewell lunch for Albert and his wife with York Sales (Thailand) team to express their appreciation for the years that Albert had spent with them. "Albert is like a walking encyclopedia, and he has always been giving us many precious and helpful guidance." commented Mr. Siam Tanon, Assistant Sales Manager.

York Sales (Thailand) team has fond memories of working together with Albert for the past four years as an encouraging superior and a caring friend. The team will definitely miss him and wish him all the best in Singapore. **F**

## Wheel Nut Checks Made Easy with Checkpoint



**A** near wheel loss incident with a tanker vehicle carrying toxic waste in the 1990's has led to the invention of the Checkpoint wheel nut indicator, by Mike Marczynski. It is a very simple device, but the concept of indicating a loose wheel nut was a major development towards improving road safety.

"Imagine a truck with 10 tyres. There are 10 wheel-nuts to check. Who has time to check them one by one?" said YonMing Group Senior Branch Manager Lee Chin How.

As they come in bright colours, Checkpoint gives users improved visibility of nut loosening. Checkpoint is a proven safety system that provides an early indication of wheel nut movement and wheel overheating in commercial vehicles. Drivers and fleet managers can see at a glance if the wheel nuts are loose and can take remedial action, demonstrating to transport authorities that the users are taking a responsible attitude to improving road safety. However, regardless of their effectiveness and popularity in Europe, Lee said they are not so popular in Malaysia.

Checkpoint's primary functions include to provide a clear visual indication of wheel nut movement that will eventually lead to a catastrophic wheel-off. It also provides an indication of wheel overheating which is otherwise difficult to detect, usually because of brake sticking or problems with the bearings.

Designed with safety and quality in mind, it is easy to guide the indicator on while also retaining a stronger, more durable hold on the lug nut. Made of high-grade polymer, it is designed to melt at a specific melting point which means it can identify heat related issues at the wheel such as sticking brakes or failed bearings. A higher temperature version is also available for more severe applications.

The Checkpoint wheel nut indicator comes in 21 different sizes to cover a wide scope of applications throughout various commercial vehicle segments. The most common size is the 33 mm which fits most commercial trucks, and in six standard colours. The 33 mm comes in two different configurations; the daisy chain and the point-to-point configurations. The latter makes it easier to tell if a lug nut has moved and needs to be inspected especially in a quick walk around the vehicle.

In Malaysia, Checkpoint are distributed by the YonMing Group. **F**

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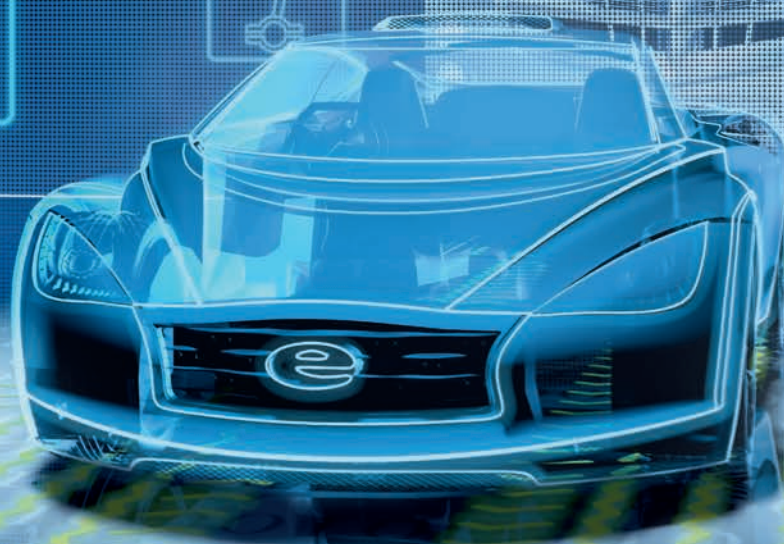


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