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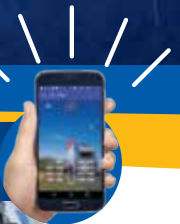


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Truckers: Roll Out!

There is no question: it was the transport industry that has kept us going the past year as the trucks just continued to roll. Without them, there would be no food in the supermarkets, rubbish would not have been collected and much to everyone's relief, the vaccine was moved about on vans and trucks.

Not all trucks kept on running though. However, from what I observe, the industry has been awoken once more and is now getting busy to tackle the issues of post-lockdown. An economy is to be re-build and new projects to be started. A number of brands have already pushed into the limelight again.

One of the brands one has to give a nod to is Daihatsu as they not only had the right product for a drastic change, but delivered on their promise and beyond. With a fresh product line-up, their customers can look forward to improved profitability and enhanced usability.

I have also been following Hammar closely over the years and this time around, they had so many innovations to talk about that it was enough for a cover story. And the

cover also shows that one can be a little bit more artistic and energising when it comes to the way trucks are portrayed. In my view, this is a fitting approach to how we should come out of our lockdowns and enter into a new era of growth.

Maybe Volvo's new Managing Director, Tony O'Connell will have a few words to say about that too, as he is set to improve the readings for the brand's customer satisfaction among the industry players. Having had the opportunity to interview him shortly after his arrival here, we are still due for a Nasi Lemak, but more importantly, we extracted from him how he is going to address the market challenges of today.

With the trucks made for today's needs, UD is also challenging the status quo. Steve Hedouin opens up on how the brand has found a new strategic direction and how this will now guide the brand. Unfortunately, the Extra Mile challenge could not be hosted in Japan with truckers congregating to find the champion among the top drivers. The local competitions seemed to be a lot of fun and challenging enough though. Nine drivers among 500 contestants were crowned ultimate drivers although we could argue that in times like these, every driver is a champ.

Fraud and counterfeiting are serious issues that go beyond product development. When counterfeit products are sold, it is usually the buyer that regrets having being misled by dubious minds. To combat this, Hua Jing is taking steps to ensure their intellectual property is protected so that customer are safe. From my discussions with OEMs, this seems to be a real issue. Are there any transporters that have suffered losses due to inferior quality of copied products? I want to know.

Thanks to the internet, transporters and operators are also improving and innovating their business. In this issue, you will find a number of articles that deal with this topic. Personally, I could not imagine living without the internet any more. Social media might be one aspect that is not so much of interest to me, but there are some applications I would not want to miss. Internet banking for instance. Some of the featured solutions in our Asian Trucker might end up being just that: applications you would not want to work without anymore once you tried.

Now that we are slowly starting to reboot, the one thing we should not forget about: safety. When we hit the road again, we should all remember what it takes to reduce the risks of accidents. Drivers may have "forgotten" their routines and a quick session to remind them of simple steps to drive safe may be a good idea.


Drive safe, stay healthy and Innovate

A handwritten signature in blue ink, appearing to read 'Stefan Pertz'.

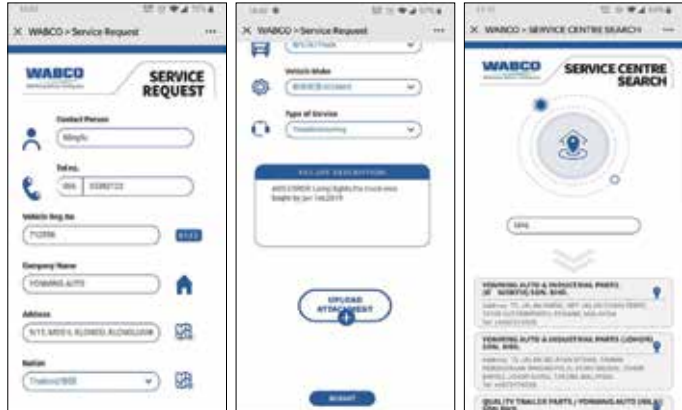
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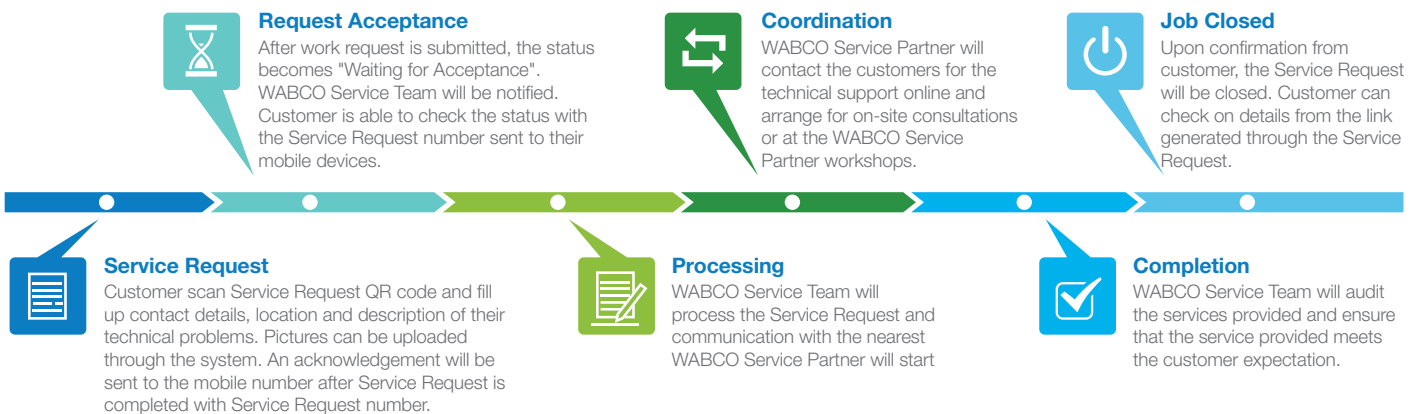
WABCO Service Partner



Procedures of Smart Cloud Service

Service runs through pre-sales, sales and after-sales, and helps improve the conversion rate.

The systematic processing of work orders and queries that enter the service system through various channels, the progress, process flow, and problem-solving efficiency are all recorded in detail. Customers can learn about the progress in real-time, and the management team can monitor each step of the work order process.



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Operation Hours

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Grab Haulier Makes the Connections

After a push to get industry players to try the Grab Haulier platform, feedback pours in, pointing at the app being the right tool for the industry.

There are many ways to bring a willing buyer and a willing seller together. In the case of haulage, there is always someone looking for a counterpart and here again, technology can bridge the divide. Homegrown brand Grab Haulier Sdn Bhd has spent years to get things right with coming up with a solution that is easy to use as well as beneficial for all parties involved.

Early adopters have given Grab Haulier a try and positive feedback has been given. Asian Trucker spoke to the users of the platform to find out more.

Dynamic Alliance Logistics (M) Sdn Bhd

Dynamic Alliance Logistics’ business includes internal freight forwarding services and haulage services. Their haulage division joined Grab Haulier platform in 2020 too. Just as the aforementioned company, they actively grab jobs on the platform provided by Grab Haulier. According to the statistics in the app, Dynamic Alliance Logistics provides excellent haulage services: Grab Haulier customers are impressed with the on-time delivery. Again, drivers ensure the delivery status being promptly updated in the system.

Having used the platform for some time now, Dynamic Alliance Logistics is satisfied with Grab Haulier platform. Feedback from Dynamic:

- Grab Haulier helps the haulier during downtime and provides business opportunities.
- Grab Haulier provides online business opportunities, a digital transformation of conventional logistics industry. Good exposure for haulier to a digital logistics platform.



Shallas Sdn Bhd

As a subsidiary of Taipanco Sdn Bhd, this haulage company joined the Grab Haulier platform in 2020. Since joining the team, based in Port Klang has been actively “grabbing” jobs posted on the Grab Haulier platform. According to a spokesperson, this helped them to maximise the usage of their trucks, reduce idle times and to be aware of jobs that would otherwise not have been made available to them to bid on.

The online tool however is a two-way street where the service provided are being evaluated. The feedback shows that Shallas provides excellent haulage services as Grab Haulier receives good feedback from customers. Among other good practices highlighted is the fact that drivers ensure that the delivery status is promptly updated in Grab Haulier’s system.

Shallas too, is satisfied with the Grab Haulier platform. The feedback from Shallas:

- Transparent pricing list and rebate rate agreed between both parties.
- Grab Haulier’s system is simple, easy to use and providing clear communication between customers and haulier.

Forwarders holding jobs are constantly on the lookout for equipment owners. The hauliers, whilst finding freight forwarders with the need for haulage services, are what operators are looking for. Bringing these two parties together is the backbone of the business model of Grab Haulier. **FT**

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These service vehicles are customised based on the types of service Rentokil Initial offers. For the safety of their service colleagues, the vans must be partitioned to separate the driver's cabin and cargo compartment so that the cabin is not contaminated with chemicals. The cargo compartments are also fitted with racking in different sizes and settings depending on the types of services to be carried out.

Besides storing tools, equipment and consumables securely, after every service collected used consumables must be returned to the office for disposal. All these customisations are done in adherence to their company's Safety, Health and Environmental (SHE) Global Standard.

Rentokil Initial's (Malaysia) current fleet size exceeds 500 vehicles nationwide, comprising a mix of service vans, box trucks and passenger cars. "In late 2020, we have decided to purchase 30 CAM vans. This is our first batch of CAM manufactured commercial vehicles," Chau said.

"As with many companies, we aim to procure vehicles with safety features that meet industry standards. Beside efficient fuel consumption, we put emphasis on after-sales services which ensure minimum downtime so that we can continue to deliver excellent services to our customers," Chau told Asian Trucker. Additionally, value-added services such as extended warranties, driver safety training programs, reliable and accessible service workshops nationwide are taken into consideration. "As our climate continues to change, we are definitely looking into vehicles that are both energy saving and environmentally friendly."

According to him, the CAM team has been supportive from the very first meeting. Throughout the negotiation process, they continued to accommodate requests while providing expert views on how to improve the interior design of the vehicle.

"We would like to thank the CAM management and the team at large who have enabled this purchase and delivery possible within a very short time span. This has helped us in our goals to expand and replace our aging fleet," Chau concluded. **F**

Rentokil Initial Upgrades its Fleet with CAM Panel Vans

CAM Malaysia handed over 30 CAM Placer-X A4 panel vans to Rentokil Initial Sdn Bhd. The handover ceremony was hosted by R&A Marketing Sdn Bhd (a subsidiary of Sendok Group), the sole distributor of CAM, at its headquarter in Sendok Group Building, Klang on February 2nd 2021.

The official handover of 30 Units Rentokil Initial fleet featured the CAM Placer-X A4 Panel Vans which are customised featuring a wider body and offering bigger payloads than the previous fleet. This special occasion also marked the first batch of CAM Placer-X A4 Panel Van going on the road as CAM Placer-X series was only available in 12/18 seater version, a popular people transporters since 2009. The medium roof panel van is the first in the market, with a cargo volume of 7.3 cubicmeters and payload of 1450 kg. This constitutes an 30 percent extra load capacity and improved cost efficiency compared to other panel vans of its segment. CAM Placer-X A4 Panel Van is using a 2.5L engine, model DK4B1 In line 4 Cylinder DOHC 16 Valve, common-rail, and is turbo-charged with intercooler. The van comes with five Years or 150 000km warranty.

During the small event, Ms CH Gwee, the General Manager of CAM Malaysia, express the company's gratitude to representatives from Rentokil Initial Sdn Bhd for their trust placed in CAM Team. The vans will be supported by CAM's nationwide 65 service dealers and 24/7 breakdown support.

The ceremony was attended by Mr Raymond Ng, Rentokil Regional Operation Manager, Mr Eugene Chau, Operations Director, Mr Krishnan Appalasamy, Senior Technical Manager and Mr Kent Tan, Supply Chain Manager as well as the Management Team from CAM.

Rentokil Initial are the experts in pest control and hygiene services. Besides providing effective solutions for homes and businesses, they pride themselves in adopting industry leading technology when providing services to help customers to protect people and enhance lives. All their solutions offered require service technicians to be present onsite. "To ensure we fulfil our service promises to our customers, we will need a fleet of reliable and efficient service vehicles," said Eugene Chau, Operations Director, Rentokil Initial (M) Sdn Bhd.

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Mpire and TheLorry Sign Memorandum of Understanding

With new trucks, drivers stand to improve their profitability. In collaboration, Mpire and TheLorry aiming at reducing total cost of ownership and improving delivery success.



One of the short-term effects of the pandemic is an increased demand for e-commerce. Cascading from there is a need for more transportation capacity to cover the last mile. Reacting to this, Mpire Group has identified TheLorry as a partner to support the local industry by creating another offer that is targeted at a specific group of people. As Dato Billy Goh, Managing Director of Mpire Group told us before, the company is set to be different in their approach.

In order to enable TheLorry’s driver partner community to have a competitive advantage to lower their cost and grow their business, the two parties have teamed up. In a recent online event, Goh and Ethan Lim, Country Manager of TheLorry, signed a Memorandum of Understanding (MoU) that gives drivers enlisted by TheLorry access to a world class vehicle as their key asset.

Lim said “We are excited about the the collaboration between Mpire Group and TheLorry. It will enable TheLorry partners to access not only world class lorries and high quality after sales support and services, but also offers multiple options of vehicle ownership programs.” According to him, the demand for online deliveries is growing at such a rapid pace that supply chains are feeling the pressure to cope. “This pandemic has changed consumer behavior drastically and that has sped up digital adoption.”

Lim hopes that this program, using newer, more efficient vehicles will enable their Partner Drivers to execute the deliveries flawlessly and thus to earn more money.

Goh elaborated that the idea behind this partnership is to offer lower total cost of ownership for some 5 000 drivers currently offering their services as TheLorry Partner Driver. “Also, in view of the current situation, we are adapting towards the new norm, whereby most of the vehicle explanation process will be done through Video calls as a safety measure.”

What is TheLorry?

TheLorry is a fast and easy lorry rental (“lori sewa”), van and 4x4 booking platform. They provide services such as lorry transport, professional house moving, furniture disposal and office moving.

To do so, they partner with reputable and experienced drivers to ensure that your goods will be transported safely and securely to your final destination. **T**



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and safety. In addition to potential interference and distraction from nearby radios communicating directly with the driver. ActivePTT provides instant, team collaboration at the push of a button, requiring little if any upfront investment.

Managing a remote workforce mission-critical and day-to-day operations relies on communication lines that are always open and available. It requires robust and dependable technology to support and secure field workers tethered to home base via a mobile Push to Talk solution.

This platform combines crystal clear one to one and group push to talk communications with multimedia sharing location capabilities, safety, and situational awareness features using any public and private 3G, 4G, LTE, 5G, WiFi, and satellite IP network. Add instant voice, messaging, location, ASEAN roaming, call recording and presence communication as a unified group communications layer within your organization. It features an ultra-reliable carrier-grade Push-to-Talk Platform with high availability and georedundant architecture. Scalable up to 200K (cloud) / 1M (on-premise) users per platform. An integrated ecosystem with a wide range of supported devices. ActivePTT delivers advanced, secure GDPR & ISO 27000 compliant, with voice stream AES256 and combining four layers of encryption, eliminating the risk of interception and tested using Nessus intrusion simulation tools for vulnerabilities.

Airacom has signed a multi-year agreement and long-term strategic partnership with Malaysian telematics provider, Active Telematics Sdn. Bhd. The agreement involves distributing Airacom's highly innovative APPT group communications platform and will provide value-added services in the ASEAN region across Malaysia, Singapore, Indonesia, Vietnam and China. The deal strengthens Airacom's reach into ASEAN & Southeast Asia markets and delivers upon our commitment to providing a truly global service. Active Telematics will launch the solution under their solution ActivePTT. **F**

Next Gen Telematics

Gain a competitive advantage, and outpace your competition with ActivePTT, for better workforce management and near-global coverage over any IP network now available across Malaysia.

In a consumer-driven world, transportation and logistics (T&L) companies must continue the path of digital transformation. They keep pace with technological innovation to meet the growing consumer demand for faster and more efficient supply and distribution. The long-term success and ultimate survival for many companies operating across T&L will be in technology adoption and the speed at which a company can migrate to a digital transformational path.

Companies can drive immediate benefits by updating existing and outdated legacy systems and platforms, which rely on more significant human intervention and high infrastructure costs. Such systems are both inefficient and obsolete and lead to processes that are ineffective and costly. Turning your (T&L) organization into lean and efficient operators requires planning. Capitalizing on the latest software-as-a-service (SaaS) and workforce management solutions significantly reduces cost, decreases unnecessary waste, and drives performance through user adoption while maintaining compliance and regulatory alignment to gain a clear and competitive advantage.

As consumers, we take for granted the speed at which major e-tailer's and high street retailers deliver their products—the efficiency with which supermarkets re-stock and replenish shelves. Digital services across the supply chain transform logistics managers, procurement departments, warehouses, and distribution centres. How they connect and communicate across their value chain will ultimately determine their success or failure.

Back office teams (dispatchers) and logistics managers require up-to-the-minute real-time information ensuring cargo and shipments are delivered on-time. From distribution centres, warehouses and factories, to airports, seaports and transportation and logistics hubs; Enterprise mobility and mobile working is transforming businesses and industries around the world.

For transportation and logistics teams working in the field, nothing is more important than staying connected. ActivePTT is an enhanced subscription-based communication and workforce management platform that helps your field teams be more productive and versatile while operating safely.

Commercial operators require hard-wired devices installed within their vehicles to reduce theft, loss, or devices not being adequately charged. They need a single platform for drivers to communicate and operate more effectively, safely, and with clear communication lines from the field to the office irrespective of the driver being in or out of the vehicle.

Traditionally, in-vehicle communications would consist of in-cab radios hard-wired within the vehicle, operating across VHF, UHF, or TETRA radio frequencies. Challenges faced with this method consist of limited local coverage, let alone national and international range. No exact process of locating and monitoring users when in and out of the vehicle, impacting operational effectiveness and driver health



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ProVia Celebrates its Fifth Birthday in 2021

Launched in 2016 to instant acclaim, it filled a niche in the commercial vehicles aftermarket, delivering no-frills value for money with the peace of mind previously only available from premium brands.

A lot has happened since 2016: ProVia has expanded rapidly, both in terms of its distributor network and also the number of parts it offers. WABCO created ProVia as a trustworthy alternative to the deluge of cheap aftermarket parts that have flooded the commercial vehicles sector.

It is a low-cost brand with no safety compromises. It meets the highest manufacturing and quality standards. This combination was exactly what the market desired, and the growth of ProVia has been rapid. Within three years, the millionth ProVia component had been sold, and we doubled that landmark this year.

The initial offering of 40 parts across four product lines has constantly increased, with the range now including over 300 parts across 30 of the most popular CV product lines, covering 2 700 OEM x-references. The brand is now available in more than 65 countries from over 720 distributors with new outlets coming on-stream every month.

ProVia, however, is about more than just inexpensive, ultra-reliable parts. Backed by WABCO's global network it can offer levels of service usually associated with premium brands. Access to the range has been simplified via the ProVia App, now available in nine languages.

Thanks to the trust placed in it by customers, the business continues to expand, with more parts and product lines being offered every year. For no-frills, no-nonsense aftermarket parts with no compromises on safety, ProVia is the brand on which to rely.

More than a million ProVia parts are now on the road. Behind ProVia is the industry-leading capability of WABCO's extensive global engineering, manufacturing, distribution and service network for aftermarket parts. As a result, ProVia ensures safe, reliable products with quick delivery times and high affordability.

In a Nutshell

ProVia is the no-frills aftermarket brand, engineered by WABCO to provide reliable performance with no compromises on quality or safety. The product range includes all major pneumatic braking replacement parts for the commercial vehicles of leading OEMs. The range is available in more than 60 countries, from a network of over 650 distributors and offers more than 300 parts across 30 product lines, providing more than 2000 OEM cross-references. **F**



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Knorr-Bremse sets up Ecubator

Knorr-Bremse has taken the next step towards the age of electric mobility by bundling its expertise in the field of e-mobility within the eCUBATOR, its own new development unit. Plans envision as many as 60 in-house and external specialists working on innovative future-oriented solutions at Knorr-Bremse's Munich and Budapest locations.

The electrification of commercial vehicles and the accompanying gradual substitution of the internal combustion engine require changes in vehicle architecture. As a result, the advent of electric mobility is set to fundamentally transform commercial vehicle system requirements. From traction, braking and steering, all the way to suspension, damping and supplying the systems with energy, this opens up multiple opportunities for efficient and scalable technologies. For Knorr-Bremse this presents a unique chance to shape future systems for all-electric commercial vehicles. Knorr-Bremse not only commands the necessary expertise to integrate new technologies into state-of-the-art systems that offer maximum customer benefits; the company also already manufactures products for first-generation electric commercial vehicles, and this will help its customers bring their products to market fast.

To prepare Knorr-Bremse for the next generation of electric vehicles (EVs), the eCUBATOR – an agile think tank for future EV system integration – is starting work. This newly created development unit is marked by an agile working environment, cross-functional teams and flat hierarchies. It bundles the company's technical experience and interdisciplinary expertise, and provides a space in which to think outside the box.

Based at external locations in Munich and Budapest, the new development unit with its international and interdisciplinary approach provides a space where, through unconventional approaches, innovative, intelligent solutions for electric commercial vehicles can be identified and then developed in close collaboration with customers, technology partners and

start-ups. Knorr-Bremse is currently engaged in talks with potential business partners. The company is already working on numerous different projects that will be complemented in the coming months by additional ideas for new products.

With a view to second-generation EVs, which will enter the market from approximately 2025 onwards, Knorr-Bremse is working on solutions including future energy management systems, electromechanical actuators and enhanced functionalities related to vehicle stability and propulsion.

In addition, with its solutions for electric vehicles, Knorr-Bremse subsidiary Kiepe Electric is working to support zero-emission public transportation, focusing on the development and installation of complete electrical systems, as well as on top performance and high quality. Among the solutions currently available is the trailblazing Kiepe Traction Inverter (KTI) that combines the power electronics for the traction system and for charging the battery in a single system. The KTI supports the Kiepe Fleet Management (KFM) system and the Smart Fleet Charging Management (SFM) energy management system. The company's continuously upgraded In-Motion-Charging technology (IMC) for flexible trolley-bus operation is already well established across the globe.

Through its innovations, Knorr-Bremse is making a decisive contribution to the societal megatrends of urbanization, sustainability, digitalization and mobility. In recent years, the Commercial Vehicle Systems division has focused its research and development activities primarily on the four industry trends derived from these megatrends: traffic safety, connectivity, automated driving and emissions reduction and electric mobility. Electric mobility represents one of the key levers for reaching the internationally agreed emissions targets. Knorr-Bremse also ensures that the carbon footprint of its own components is kept to a minimum at the production stage and that resources are used as conservatively as possible in the interests of sustainable development. **F**



45ft Sidelifter Extends Possibilities for Teknik Tek Logistik

A special event celebrated the launch and handover of Steelbro's latest 45ft sidelifter to Port Klang-based Teknik Tek Logistik.



This extended version of the SB450 sidelifter, is the first of its kind to arrive in Malaysia. It represents an adaptation of a heavy-duty unit engineered for the Malaysian market and developed to safely transfer containers weighing up to 45 tonnes.

Whilst the typical sidelifter helps to load, transport and unload containers and other cargo, up to 40ft in length, this bigger unit will help the company meet greater cargo demands.

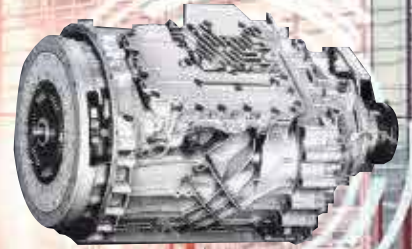
Teknik Tek handles the transportation component and offers a full range of solutions. It recently identified an opportunity to support customers operating 45ft containers, including high cube containers, instead of the standard 40ft. Some clients find the extra 5ft plus extra length increases efficiencies, and allows different types of cargo, e.g. tall plant machinery.

The company already had an impressive fleet of 18 Prime movers and 80 trailers serving the full peninsular and four Steelbro sidelifters delivering within a peninsula, Malaysia. "The new addition to the fleet means we can now handle loads from 20ft, 40ft as well as 45ft including special cargo", says Teknik Tek Logistik, Managing Director, David Lee.

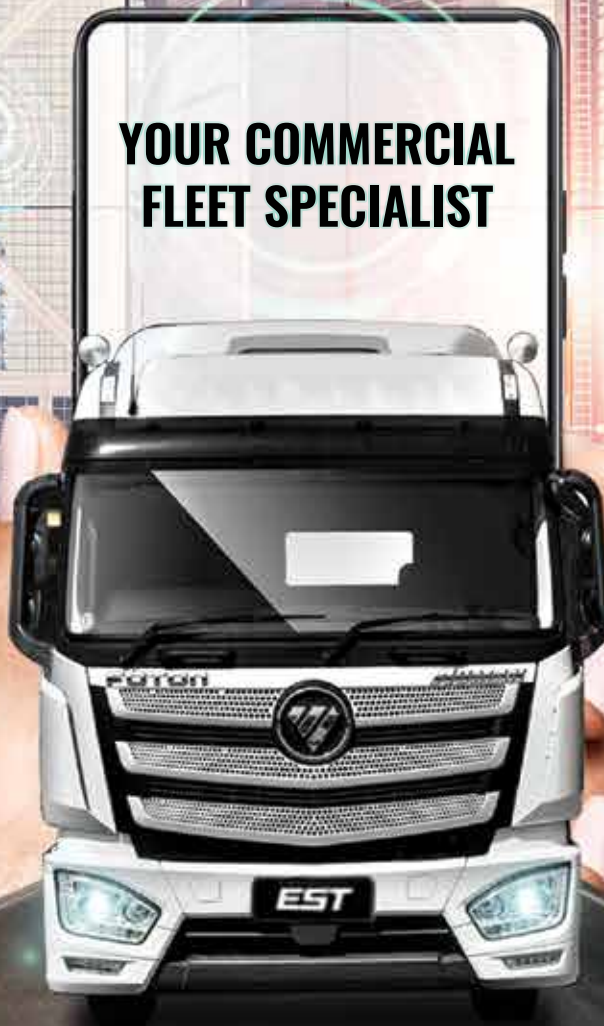


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“The new unit has already been put to work, handling trailer transfers for a special cargo project at South Port, Malaysia.”

David’s association with Steelbro goes back a long way. “Starting from a second hand sidelifter that we purchased in the early days, Steelbro quality and durability has never failed our operations.”

“Being in the service industry, every service failure counts for a transporter. We have found these units have a robust chassis and hydraulics. They are very reliable when required to work long hours.”

David adds, “Steelbro units have helped our operation. They are quick and versatile to manoeuvre and very stable when transferring containers. The operation is quicker and safer as a result and has boosted the volume of containers we can move.”

When choosing the latest unit, David based his purchase decision on safety, robust construction and economic parts. He praised Steelbro’s aftersales service where spare parts are available round the clock.

According to Steelbro, many operators across Malaysia are choosing Steelbro sidelifters because their equipment can stand up to the toughest requirements. Now there are units to cater to the longer containers and special cargo as well. 



SB450RSH2045 Sidelifter Features

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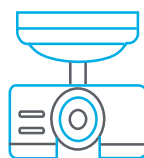
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The UD Extra Mile Challenge finds Ultimate Drivers

Held bi-annually since 2015, The Extra Mile Challenge is a way to promote and recognise the safest and most fuel efficient drivers on our roads today.

The value of this competition is evident when looking at the number of participants. In 2018, when Muhammad Khairul Bin Abd Halim of Setia Maju Jaya Logistik Sdn Bhd, Malaysia emerged as the winner in the category "Most Cargo-Friendly Driving", there were 300 global participants. In 2020, the COVID-19 pandemic forced the cancellation of the Japan Global Final.

Instead of holding such an event, all local market winners have been chosen as Ultimate Drivers - a worthy designation considering these drivers



kept trucks moving in spite of the pandemic, continuing to deliver the goods and necessities that we all depend on. The winners were selected among 500 drivers, who competed in qualifying rounds held across nine countries.

In a telecast, the winners in each country were presented with their prizes. Since the event could not be held in a manner where all drivers come together in one place to battle it out among them, they were all crowned winners. Part of the prize were airline vouchers for a trip to Japan, to be redeemed later. Supported by the heads of the respective UD organisations in their country, the drivers were visibly proud, yet relieved that the competition was over.

Commenting on the event was Jacques Michel, SVP International Sales, UD Trucks, who joined from his office in Singapore. "This is not just a fun event, it is a serious competition and a way to further enhance the skills of the drivers." Admittedly, every company will say that the drivers are the most valuable asset in their organisation and that their driving skills will ultimately impact the bottom line. "It is in the interest of our customers to train their drivers and to also enter them into this competition. The time that the drivers spent are not lost hours, but constitute significant contributions."

Regarding the comparability of the results, Michel further elaborated that the trucks are fine-tuned to perform at an optimal level in each country they are deployed. "Ideally, we would have had the event in Ageo to ensure that everyone competes under the same circumstances. However, as that is not possible at the moment, this is a good compromise in our opinion. What is clear is that each of these drivers has shown outstanding commitment and skills. And that is why they are all Ultimate Drivers."

It was further elaborated that The Extra Mile Challenge is more than just a competition, but a reflection of today's challenges in the transport industry. Cost pressure, increased e-commerce activities and the need to be more environmentally friendly are aspects of trucking that businesses have to address. Good driving is what is promoted through the competition, however, it is the outcome from such behaviour that matters. Reduced fuel consumption and the improved use of safety functions are tangibles that can be observed.

The nine Ultimate Drivers of UDEMC 2020: **F**

The nine Ultimate Drivers of UDEMC 2020:

| Country | First name | Company |
|-----------------------|---------------------------|--------------------------------------|
| Australia, Quon | Steve Gould | B&D Crane Trucks |
| Indonesia, Qvester | Irwan Wijaya | PT. Lancar Jaya Logistik |
| Malaysia, Qvester | Khairul Nafsha bin Ishak | Setia Maju Jaya Logistik Sdn Bhd |
| Qatar, Qvester | Sameer Shah | Power Waste Management |
| Abu Dhabi, Qvester | Khalid Aboud | Western Bainoona Group |
| Philippines, Qvester | Efren Zamora | Mindanao Trucking Corporation |
| South Africa, Qvester | Cederic Ricardo Matthyse | Darling Romery |
| South Africa, Quon | Cornel van der Westhuizen | Grain Carriers |
| Singapore, Quon | Tay Kay Poo | NSL OilChem Waste Management Pte Ltd |
| Thailand Qvester | Suppachai Tacharoen | Nim See Seng Transport 1988 |



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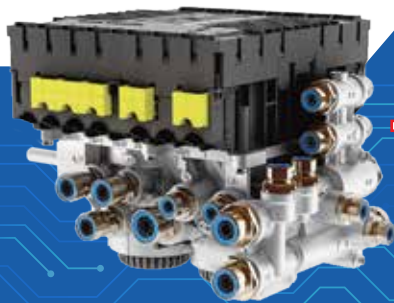
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Tyrexpo Confirms Three-day Tyre Business Summits at Tyrexpo Asia 2021

With Tyrexpo Asia 2021 still eight months way from being staged in November, a steady momentum of international companies is gaining confidence and are confirming their place at the event as exhibitors.

The three-day International Business Conferences and Summits held in Marina Bay Sands Conference Complex in Singapore has been garnering positive interest. Two conferences will be held on each day, and Tyrexpo Asia 2021 have confirmed the details of events on the first day conference 17th November, which consist of two summits covering Tyre Retreading and Fleet Tyre Management.

The Retreading Conference hosted by David Wilson, Managing Director of Retreading Business, will take place in Conference Room 1, will present the following schedule of experts from the tyre retreading industry:

Michael Hutt – Group Marketing Manager – Kit Loong Tyre Group – Malaysia who will discuss the benefits of including Retreading in a Fleet Tyre Management programme.

Karun Sanghi – Managing Director – Tyresoles – India – Perspectives of the Indian Retreading market.

Mohd Azhar Mohd Wazir – Malaysian Retreaders Association – Challenges for Malaysian Retreaders in the post COVID world.

The Fleet Tyre Management Summit hosted by John Stone of Sapphire Media will take place in Conference Room 2, and will present the following experienced industry speakers and topics:

Ralph Dubbeldam – Managing Director – TechnoMarketing Group (TMG) – Netherlands – The future of Mobile Tyre Fitment

Stefan Pertz – Editor – Asian Trucker Magazine – Malaysia – Innovations and trends for Commercial Fleet Managers in South East Asia.

Rutger Veerman – Managing Director – Vimexa BV - Netherlands/Finland – Sales Trends in the European Tyre Market.

Michael Hutt – Group Marketing Manager - Kit Loong Tyre Group – Malaysia – South East Asian Car Fleet Market Update...present and future.

John Stone – Managing Director – Stone Tyres – UK – The growing international Campaign Against Part-Worn Tyres. Each individual business presentation will conclude with a 'Question & Answer Session, more tracks and full conference schedule to be confirmed at a later stage.

A special "Digitalisation in the South East Asian tyre industry Conference" has also been confirmed on the second day, 18th November. Details and the remaining conferences will be confirmed and notified in due course. **T**

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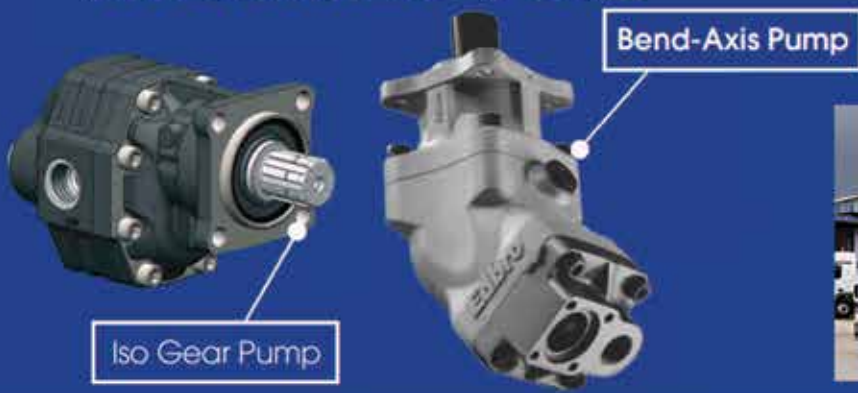


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HAMMAR keeps on Innovating Sideloaders

The Hammar Sideloader as a tool has been around for decades. While the idea behind it remains unchanged, there are lots of clever innovations build into them now, making this kind of trailer even more effective.

The largest fleet of Hammar Sideloaders can be found in Port Klang, where these specialist trailers form the backbone of Taipanco's operation. This is just one example of the success the Swedish brand enjoys. Hammar continues to be the largest Sideloader manufacturer in the world.

Loading Globally

"We have around 60 percent share in the Sideloader market worldwide. We have Hammar companies in Sweden, Malaysia, Vietnam, Australia, New Zealand, USA and South Africa, with the headquarters located in Sweden, and an additional 46 service agents world-wide," Bengt-Olof Hammar, Chief Executive Officer and owner of Hammar Group told Asian Trucker. The current largest markets according to him are South East Asia, Oceania, Africa and Northern Europe. However, the brand will deliver Sideloaders to the whole world and has thus far sold units to 117 different countries since Hammar was founded in 1974.

The ASEAN market is largely untapped due to many reasons. One main reason is the reluctance to adapt or try out new equipment when they are "safe and sound" in their conventional logistics environment. Economically and psychologically, potential buyers see it as a very expensive piece of equipment compared to the Prime Mover. In terms of infrastructure, most ASEAN countries are in developing stages, whilst countries with better developed infrastructures may also have better warehousing. Typically, more sophisticated warehouses will have docking bays that will not require sideloaders. Inevitably, the ASEAN logistics market will progress further and coupled with rising costs





the ASEAN dragon surely will rise and demand for high efficiency modern logistics equipment to stay on top of the competition.

Market Characteristics

Interestingly, Thailand and Singapore do not seem to warm up to the idea of using Sideloaders. There must be a reason for this. It is the Malaysian market that is special when it comes to the use of this type of equipment. Chris Joon, Executive Director at Hammar Malaysia has some answers here. He said "Singapore boasts a very advanced infrastructures and excellent highways. However, most of their TEUs are in transit and not destined for local deliveries or export which makes up a very small percentage of the total TEUs handled. Due to space conservation, which Singapore lacks very much, land for logistics handling is almost zero as compared to other ASEAN countries." To circumvent this problem, their warehouses are many stories high, with trucks and containers going up seven stories and higher. The ramps going up these multiple story warehouses or mini factories or wholesalers, are designed to handle trucks with laden 20 or 40ft containers. However, to conserve space and reduce building costs, etc, the roof height is just sufficient to accommodate the Prime Mover and container's height. Sideloaders will not be able to extend up the lifting arms high enough to be able to load or unload. There are only a few multistorey warehouses with higher roofs that the Sideloader can take advantage of. There are a few Sideloaders in Singapore which handle special cargoes or are deployed in specific situations that demand grounding containers.

Thailand is largely a "mindset scenario" where the logistics players do not want to stray from their comfortable mode of operations. They are not receptive to the costs of a Sideloader versus a Prime Mover. As in both Singapore and Malaysia, the players willing to invest heavily into expensive European trucks know the long term returns. The logistics players here prefer lower cost trucks than



Continental brands; they will shy away from investing into a Sideloader costing as much or more than such European vehicle.

Perfect Conditions

"Malaysia, especially Port Klang, is an ideal Sideloader market," Joon said further. The main Port in Malaysia is Port Klang and there are thousands of small and medium scale factories within a 30 kilometre radius of the port, requiring both export and import containers. The majority of these factories do not have docking bays and limited space in their factory compounds. Furthermore, Sideloaders are allowed into the port to retrieve or unload containers in a specific area reserved for this operation. In doing so, the ports are avoiding long queues with normal container trailers requiring port equipment to load or off load containers. Both, West Port and North Port operate 24 hours. With the advantage of Sideloaders operating 24/7 and small operating radius from the Ports, their returns are very high as compared to a conventional trailer. All these circumstances result in very high demand for Sideloaders in Port Klang (comprising of West and North Ports) due to the very fast ROI, even though it costs as much as a European prime mover.

Although the original Hammar Sideloader has been around for almost 50 years, there is still a lot of potential for improvements of the Sideloaders. "New models and new areas of use are constantly being explored," Hammar explained. There is however a lot of challenge in convincing people to try and invest in a new solution when they have a one that already works.



One of the most promising new ways to use Sideloaders is the handling of cable drums. Here Sideloaders are used to handle large cable drums, weighing 30+ tonnes, essentially replacing the need to hire large mobile cranes to do the lifting. These Sideloaders, which are called "Hammar drum loaders" have purpose build chassis and specialized lifting tools to handle the cable drums. This solution has gained a lot of traction lately in Europe where there are multiple large projects coming up to expand the European power grids. Some of these also come with new challenges which would require new innovations, such as larger cable drums weighing more than 45 tonnes.

Outside expanding Sideloaders to new market segments, plenty of product innovations have been made in the last two to three years, both large and small. Below are a few of the larger ones:

Continuous Innovations

Every year both Hammar and entrepreneurs within the logistics sector find new ways to use Sideloaders. Daniel Ekman, Head of Research and Development at Hammar in Sweden knows about this "It's quite often that we have to adapt our product with new features to accommodate their needs. These cases tend to be either quite unique, or hard to break through with a new solution at a larger scale." As mentioned previously, it is quite a challenge convincing people to try and invest in a new solution when they have one that already works. To mention a few recent examples, Hammar installed the equipment onto a wrecker in the USA to pick up damaged trucks "We built a lowbed Sideloader chassis to accommodate the height laws, and we have a national defense force experimenting with lifting tank engines directly from a tank on the field, using crane extensions and a lifting beam," Ekman said.





New Upgrades for the Hammar 110

The latest Hammar model, the 110, has received two new optional upgrades: Lifting capacity increased from 36 to 40 tonnes SWL, and an extra wide support leg option making transfer operations easier, adding even more stability and allowing transfer from special trailers / wagons wider than normal. The 40 tonnes SWL makes the Hammar 110 the second strongest Sideloader with "StepOver" support legs on the market, only beaten by their own 153/155 model which is available with 45 tonnes.

World's Strongest Crane Extensions for Sideloaders

In early March Hammar released the next generation of the Hammar MegaReach Crane extension. Crane extensions are just what it sounds like, extensions allowing you greater reach and to handle loads further away from the Sideloader. If they can reach 5,5 metres or more (measured from the centre of the Sideloader to the lifting centre) it will allow you to put down or stack containers behind another container in a second row.

The new extensions are integrated, allowing you to reach further and lift much heavier weights. Previous models, both from Hammar and other manufacturers, have been limited to handling empty containers at max range, while the new Hammar MegaReach can handle up to 15 tonnes at six meters reach and stack up to 17 tonnes in a second row without any counterweights.

Light-weight Sideloaders

Low tare weight is important for many Sideloader operators around the world, and Hammar believes the trend will spread and continue. "We have always prided ourselves in being able to offer the lowest tare weights on the market without affecting the performance," Hammar said. But they have done more. Starting in 2017 with the introduction of the Hammar 110 model, the brand worked several years with developing and testing new solutions. As of late 2019 these new lightweight options are available on the market, all while still allowing you to lift 36-45 tonnes.

The new options include "Ultra Light" cranes and Light Weight Chassis. Together they can reduce the tare weight by around 500-1500 kilogrammes depending on the model. Hammar's lightest Sideloader model, the 160 S, with 3-axles, 20'-40' capacity and 36 tonnes SWL can today weigh as little as 7,4 tonnes.



Electrification of Sideloaders

Electrification is on the agenda of many companies these days and Hammar is not an exception. Hammar said "Giving our customers the option to use greener alternatives felt like an obvious choice. It's the right thing to do for the environment and operators and we always aim to be at the front of technological advancements in the Sideloader industry."

On top of that, electric power offers several additional advantages and suits Sideloaders particularly well. As the handling time of the cranes are generally only a smaller part of a working day operators can use the transport distances to charge the power pack.

What Difference it Makes

At a very basic level there are two ways to power a Sideloader; either power it with the truck via a "Power take-off" or use a separate power pack mounted on the Sideloader. The advantages of using a Power take-off are that you get a lighter and more economical solution.

The advantage of a power pack is that you can use the Sideloader independently of the truck. This is very useful if you have a large truck fleet and you want any truck to be able to use the Sideloader. It will also be less complicated to resell if needed.



The electric power pack works much like a diesel power pack except it is electrically powered. One will need an extra power cable and a generator on the truck from the truck manufacturer to use it efficiently. With a diesel power pack one needs to stop, turn on the power pack, handle the load and then turn it off. With an electric power pack it automatically turns on if the operator starts moving the crane, and it automatically shuts down after a short while of no use.

The electric power pack have zero emission while working, while a diesel power pack or a PTO do not. This improves the working environment for the driver, especially in confined spaces as there is no emission of particles with the electric power pack is being used.

Compared to diesel power pack the electric power pack is much quieter. This is a big advantage in the increasingly large dense urban areas, where many countries even control noise and emission levels by law. Other advantages include lower operating costs and a lower weight.

New, with Better ROI

There's a price premium and if you have few or short transport distances a diesel power pack will last significantly longer. Cold weather, around 0° C and below, also impacts how long the batteries last, but it's something we are working on to





minimize. While the weight is less than a diesel power pack, it is more than a Power take-off.

With the new technology also comes the need for specialists. The service team need to get trained especially for this.

As this is a new option, the demand has yet to ramp up. Currently there are 4 Electric powered Sideloaders in operation, with three of them located in Australia and one in Denmark. According to Hammar, electric Sideloaders will be introduced to ASEAN customers who are able to grasp the advantage using a Sideloader. The non-oil producing and environmentally green friendly countries will benefit most from this innovation.

The jump to the idea of using solar panels is not a far one "We are following the technology updates closely. We're currently looking at new batteries, different sizes and technologies, different kinds of engines and pumps. We're also looking at the possibility to charge the electric power pack by the axles,



e.g. while breaking and driving," Hammar said. For Sideloaders, solar panels are a very cool idea but it is too inefficient and/or would require too much space to add enough value.

"We have very briefly looked at electric cylinders, and we believe the technology need much more development before they are commercially viable. It would require a lot of work to use as it is changing one of the core elements of how Sideloaders work. High power cables, new engines, new knowledge, and much testing. Combined with a very high market price compared to hydraulics it's not something we believe will be viable soon," Ekman concluded. **T**

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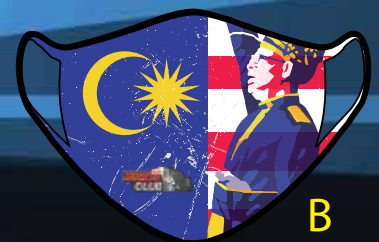


Rekaan Pilihan :



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or



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Icon of the Scene: The Lok Lok Truck

Plying his trade in the Ampang area, Kamaruddin runs his business literally out of the back of a truck. Our Trucker of the Month tells us about his Den Yong Tau Foo Lok Lok.

AT: Please tell us your name, age, hobbies and a bit about your family.

KAR: My name is Kamaruddin bin Abdul Rahman, age 58 years. I am living in Ampang, and I have six kids. My hobby is selling Yong tau foo.

AT: Please tell us about your experience selling Yong tau foo.

KAR: I started selling Yong tau foo as a business at the age of 19 years. I simply used to love to eat Yong tau fu since I was a teenager. When I was 16 years old, I had a part-time job helping a friend and after that decided to start selling it myself. That was in the year 1984. I started selling Yong tau foo at morning and night markets, and during Ramadhan as well. My focus were a few local areas in Kg Baru, Taman Bukit Indah, Taman Kosas and Ampang area.

AT: What made you decide to get a small truck to sell food? Do you need a license? What else you need besides the truck?

KAR: One of the reasons why I decided to use a truck is because there is not much hassle like selling at the night market. When you are selling at a night market you use a lot of energy, you have to set up a table, a standing umbrella and prepare all the food. Basically, you have to be prepare for at least about one to two hours. I choose Yong tau foo because it is my favorite food. The license that you need is just a business license and to be able to use the truck a GDL license is required.

AT: What is a typical day for you?

In my daily routine, early in the morning I go to the frozen food store and stock up. Then I bring everything back home to prepare the ingredients before starting the business for the day. My business starts at 5 pm and goes on till night.

AT: What do you like about driving a truck/don't like about driving a truck?

KAR: It is a different feeling when you drive a truck. Driving a truck is totally different from a car as you have to be more careful and alert to surroundings.

AT: Which are some good places for you to park and sell food?

KAR: My really good place of course is a corner lot, because if I park to sell food in the middle space lot, it will be a tight space and might disturb another business owner. It is also easier for my customers to eat at my truck. So I prefer to take corner space and sell food. My hot spot areas are in Taman Bukit Indah, Taman Kosas and Kg Baru, Kuala Lumpur.

AT: Do you need to be extra careful when driving, taking care of the food?

KAR: Yes because of the gas stove, soup, and the ingredient. You have to drive slow to make sure the liquid does not spill and mess up the tray area.

AT: Has the business changed during the pandemic?

KAR: For me, nothing changes but you will receive three times the orders from before. During the pandemic, the ones affected are restaurants or stalls because they were not allowed to open and people not allowed to dine in. So, when you have a business like this, you do not have to worry, you can sell it by taking orders online or delivering. It is just a "Pack and Go!"

AT: What are the challenges you face while doing business and driving your food truck?

KAR: You have to be careful, because of the food, the soup and gas stove.

AT: Which is your favorite route and why?

KAR: To be honest, I don't have any specific RnR, because when I drive outstation I prefer to stop at petrol



stations like Petronas or Shell. Nowadays, a petrol station for me is like a 1-stop center where you can do anything at the same time. A RnR typically has a bigger space and that takes a lot of time for you to walk and there are too many people. So, I prefer to stop at the petrol station near Ayer Hitam, Johor.

AT: What is the daily routine before driving?

KAR: Just checking the truck and, the ingredient and making sure everything is complete and in a good condition before driving to my business spot area.

AT: Do you think first aid should be compulsory to learn for motorists/truck drivers?

KAR: Yes, this is a must-know knowledge for everyone. Not only for truck drivers. I recently learned it in a first aid course.

AT: What is your favorite truck?

KAR: I don't have any favorites, but what I have now is a second hand Nissan Vanette lorry, which I purchased at RM 20 000 and had it sent it for customization based on my preference. Roughly, I spent about RM 30 000 in total. **T**



Daihatsu Malaysia Launches Gran Max 1.5L (Euro 4)

Enhanced Models Introduced to Provide Improved Fuel-efficiency and Performance

Shah Alam, 18 March 2021 –Daihatsu (Malaysia) Sdn. Bhd (DMSB) today announced the launch of its new Gran Max Euro 4 for both its Pick-up and Panel Van. The improved and enhanced models went on sale nationwide starting from 1st March 2021. The Euro 2 version will be phased out to make way for these upgraded models.

Arman Mahadi, Managing Director of Daihatsu (Malaysia) Sdn. Bhd said, “Demand has always been encouraging for Daihatsu Gran Max as it is used in a wide variety of industries, including in construction, service, agriculture as well as in courier, delivery and logistics sectors. With this upgrade, Daihatsu intends to cater to the needs of those looking for improved fuel-efficiency and performance and to support the work and lifestyles of a variety of customers. With Daihatsu Global Group’s “Light you up” approach, we will continue to provide optimal mobility to every customer with our versatile range of light commercial vehicles”.

The Gran Max Euro 4 vehicles will be produced at Daihatsu’s Indonesian subsidiary, P.T. Astra Daihatsu Motor and comes with several new features.

Main New Features of the Gran Max Euro 4

The new Gran Max Euro 4 models have on board an aluminium block 1.5-litre 2NR engine with 1 496cc displacement. The vehicles are equipped with a new Dual VVT (variable valve timing for both Intake and Exhaust valves) to realise both outstanding fuel efficiency and to boost driving performance. The new engine achieves Euro 4 level reductions in NOx and particulate emissions to help mitigate the environmental footprint of daily operations. In addition, the adoption of a front mid-engine layout where the engine is positioned beneath the front seats realizes an optimal front-rear weight distribution, contributing to superb driving stability at high speeds and during cornering.

The engine size has been increased, building on the previous version, which was hailed for the small, yet powerful engine. The increase in engine size is statistical significance and is in-line with Daihatsu Group’s global market upgrade to the Gran Max with a newly developed 1.5-liter 2NRVE engine.

It is important to note that the new improved and enhanced Gran Max will become a “mobility life” planner that creates specialised and optimal solutions for each and every one of its owners.

The Electrical Power Steering (EPS) in the new models also provides better handling, driving comfort and fuel economy. The vehicles are fitted with 14-inch wheels, which is an inch bigger from the previous model, to provide better stability control on the road and better support on bigger cargo load.

Fuel efficiency

The vehicles come with a 43-litre fuel tank and boast a better fuel consumption as compared to the previous model.

Pick Up (MT) 12.5 KM/L*
Panel Van (MT) 13.3 KM/L*
Panel Van (AT) 13.5 KM/L*

Disclaimer: *The fuel consumption rate is the value under the specified test conditions and varies depending on customer’s usage environment (weather, road conditions, etc.) and driving method.


The New Gran Max fuel consumption was tested based on Worldwide harmonized Light duty driving Test Cycle (WLTC), an international driving cycle based on typical usage distributions of urban, suburban, and highway driving.

Arman added, "We are very thankful for the prompt economic stimulus measures implemented by the Malaysia government as it has greatly fuelled the recovery in the automotive sector since the pandemic struck. The PRIHATIN scheme, together with the National Economic Recovery Plan (PENJANA), introduced by the government to help restart the economy, has resulted in a business resurgence for SMEs, particularly small and micro businesses, with the Daihatsu Gran Max being the best choice of business vehicle for this segment."

Moving Forward

Daihatsu ended 2020 on a high. One can expect this trend to continue with more business owners looking at becoming mobile or leveraging on e-commerce? Commenting on this, he said further "Yes, our expectations stay high as shoppers continue to use online tools, prioritising the use of retail sites that offer seamless buying experience."

Changes in the macroeconomic environment, regulatory trends, technology, and consumer behavior require business owners to be agile and adaptive to rapid change. "This makes the Gran Max perfect and preferred choice of business mobility for its compact and car-like easy handling, in short it is made easier for new drivers to adapt to driving a Gran Max for daily business operations."

Test drives or vehicle viewing appointments with any preferred authorised Daihatsu sales showrooms nationwide can be made via the official Daihatsu Malaysia website. 



Exhaust emissions

Gran Max Euro 4 models produce lower gas emissions as compared to the previous model which are on Euro 2 standards. Malaysia's Department of Environment (DOE) enforced a regulation designed to reduce emissions from petrol engines. All existing or new models, specifically Light Commercial Vehicle, seeking type approval in Malaysia will have to comply with the minimum requirement of Euro IV Exhaust Emission Limit Values for Petrol Engine come January 1st, 2022.

Daihatsu Malaysia are among the early adopters to comply with government regulations of Euro 4 petrol emissions implementation for commercial vehicles.

Other safety features

The new models are equipped with the Vehicle Stability Control (VSC) with Emergency Signal System (ESS) on top of the Dual SRS Airbags for driver and passenger, the Anti-lock Braking System (ABS), Immobilizer, Reverse Sensors and Alarm System that are available in the previous Gran Max.

Spacious loading capacity

Both the Gran Max Van and Pick-up has a superior loading capacity of a light commercial vehicle, with the Gran Max Pick-up having a maximum loading capacity of 800 kilograms while the Gran Max Van's maximum loading capacity is 750 kilograms. Both models cater to the needs of customers who wish to load more cargo than is possible in light commercial vehicles.

Outstanding convenience

The Gran Max Pick-up's spacious, square-shaped deck measures 2 480 millimetres in length, providing customers in a variety of industries with convenient luggage space. The walls of the deck are 360 millimetres in height and feature 20 rope hooks, enabling any cargo to be securely held. In addition, both vehicles have a minimum turning radius of 4.9 meters, making them easy to manoeuvre even in narrow streets. As for the Gran Max Van, a low floor clearance of 620 millimetres and a wide rear door opening makes it easy to load and unload cargo from the hold. The vehicle also features convenient, 815mm sliding doors on both sides, enabling users to load and unload cargo even in tight spaces. When seating a driver and single passenger, the length of the cargo hold is a maximum of 2 075 millimetres. The cargo hold is square and is designed to enable cargo to be loaded to the very corners; it can hold cardboard boxes, tall objects, furniture, and other large loads.

Essential Comforts

Additional practical compartments are included to provide added convenience, along with other essential comforts such as the Passenger Seat Open Tray, the Centre Console Tray, three Cup Holders (passenger, driver and console box).





In Good Hands

Starting a new post in the middle of the recovery from a pandemic, Tony O'Connell is set to expand upon the strong foundation that Volvo Trucks Malaysia is built upon.

Having been in country for a short while only, Tony O'Connell, Managing Director, Volvo Trucks Malaysia, has hit the ground running. Orienting himself, he rolls up the sleeves and goes to work with his new team to prepare the business not only for the re-opening of the economy, but also for long-term growth beyond the national vaccination programme. In our exclusive interview he provides a glimpse at what we can expect from the brand in the coming months.

Local Experience Localised

Calling himself a country boy, O'Connell is a true Australian with a proud background of having earned his mettle by working on the ground for a long time before setting out to see the world. "I would call myself a proud Australian because of the heritage, diversity and what the country has to offer. One would appreciate that all the more once leaving the country and at the same time, one understands that every country has its unique culture," he opened the discussion.

Hailing from Toowoomba, he is no stranger to extremes as his hometown is located on the edge of the Great

Dividing Range at an altitude of 600 meters above sea level. "And that leads to the weather being both, hot and cold throughout the year. And it is a perfect metaphor for what the business climate is like these days. Just like in Australia, it is not just always sunny." As a father of three grown up daughters and a son, his free time is spent on US Muscle Cars and he tamed two Mustangs for himself. While waiting for his wife and dog to join him here in Malaysia, he has been making his rounds as much as he can, given the current limitations, to get the lay of the land.

O'Connell started his career with Volvo in the local dealership in 2000 after a stint with SKF, another Swedish brand. When asked about his passion for the brand, he traces that relationship back to the fact that the values of the brand are aligned with his personal beliefs. "Customer focus and business relationships are at the heart of what we do and that is what I care most about." Before commencing his international career, he worked in Dealerships in Perth, Darwin and Brisbane where he was involved in the amalgamation of the Mack and Volvo brands after the Swedes took over the US brand. In 2001, he boarded a plane for the first time in his life in order to attend the VISTA competition in Sweden.

Absorbing and Adapting

Working in the Swedish Headquarters, he gained insights into project management, global logistics, cost control and other aspects of running a global programme. Returning to Australia in 2010, he set out to improve the customer satisfaction for the brand in his native market, applying his knowledge gained by his stint in Sweden. Heading up Volvo Truck Sales in Australia and New Zealand become the springboard for him to transition to Malaysia. "My experience in the customer service orientated roles has enabled me to better understand the needs of the customers." Having taken the brand to the number one position in customer satisfaction in Australia, he is aiming for an encore here. "We need to remember what we do: we sell trucks and our customers use them to make money. It has to be understood that we are business partners." With that said, O'Connell stressed the fact that, while the business is the same all over the world, the specific needs of each market differ and it is that passion that drives him to translate his experience into tangible measurables that drive the business forward.

Opportunities Abound

"Volvo is an organisation that emphasises personal development. My appointment here is just one example of it." Resulting from a string of promotions and retirements, postings became available and those interested in taking up a challenge found themselves moving about the organisation: Mitch Peden for instance took an interest in a role in Volvo Buses, which freed the position in Malaysia. "We plan for this. Within a month of my announcement for the post in Malaysia, an internal candidate filled my old job, Mitch is replacing someone at the same time, all seamlessly."

The first task for O'Connell was to get to know the team in Malaysia and to assess the strength and possible growth opportunities of the organisation. "The team here is extremely agile and the foundation is solid. It is the attitude of everyone in the organisation that is really positive." As with any house, it needs to be built onto a strong foundation. People are important for O'Connell as they are the ones that make up the business. "Gender equality is also an important belief of mine and I am impressed by the gender equality in the management team for example."


With the backdrop of the economies being opened up again, scenario planning needs to consider how future production and distribution is being handled. The paradigms of centralised or de-centralised production and distribution will have a major impact on the way goods are transported and therein lie opportunities for companies that provide transport solutions.

Eye Level

Set to improve the customer satisfaction levels for the brand requires leadership. "What will help me is that I have been working in a dealership and I can talk to technicians in their lingo, understand their issue and solve problems for staff in any layer of the organisation," O'Connell describes his approach. However, he realises that support needs to come from other sources as well and being able to draw on an international network of colleagues will be another weapon in his arsenal in the fight for market share. Collaborations, global perspective and the challenging of the status quo is what we can expect from O'Connell during his stint here.

Getting to know the market, adapting to the current circumstances is a must. Referring to the need to adapt, strategy may no longer be something that is formulated in five year cycles, but annually. This is also manifested in the way he went about the task to learn about his new home as teleconferences and limited travel are the order of the day. "Listening is highly important in leadership." Listening to the needs of customers will result in action that is being taken and KPIs that will be adjusted accordingly. While acknowledging a very high level of professionalism and brand recognition in the market, O'Connell will set out to improve on the way success is measured for the brand beyond bare sales numbers. "This also means that we need to equip our staff with the tools and skills to execute this."

Product Pipeline

Global trends include autonomous driving and electromobility. Volvo's ambition is to meet customers' needs by matching them with transport solutions. However, O'Connell would like the market to be a bit more critical. While the technology may be available, the question should be if it is sensible to push for it. For instance, energy prices are one of the key factors and in Malaysia, Diesel may still be the best option to fuel the transport industry. "Presently, Volvo has launched a new line-up of trucks and those will certainly be suited to address the needs of transporters today." One task on hand will be to introduce this line-up into the Malaysian market. 



IoT Enhances Waste Management Logistics

The installation of waste level sensors to enhance the efficiency of domestic waste collection in rural areas takes off with KDEBWM.

As the winner of Malaysia Smart Waste Solutions Company of the Year 2018 Excellent Award, Asia Pacific Smart Waste Solutions Company of the Year 2019 Excellent Award and Malaysia Smart Waste Solutions Company of the Year 2020 Excellent Award by Frost & Sullivan, KDEB Waste Management (KDEBWM), the Project Management Company (PMC) handling domestic waste collection and public cleansing services in the entire state of Selangor will continue servicing the public by applying Internet of Things (IoT) technology.

KDEBWM has signed a MOU with the Turkey-based company, EVREKA and its local partner, PCOM Technologies Sdn. Bhd, to enter Proof of Concept (POC) to assess their hardware and software solutions. The POC's objective is to enable EVREKA and PCOM to provide one complete solution for KDEBWM for the waste management and public cleansing operations with Artificial Intelligence (AI) and machine learning be up-to-date and dynamic while delivering value-added service to the people of Selangor.



crews and task. By allowing the communication and monitoring, the planning and operations become simplified and all completed work is reported to the back office digitally.

The application of this technology is expected to resolve these two common operational issues:

- i. Missed collection: by applying this software, none of the bins will be missed to be collected by using RFID solutions. This will ultimately improve operational efficiency and effectiveness.
- ii. Making a trip to rural areas to collect the waste, but bins are empty: by installing the level sensor, the waste in the bins will only be collected when it has reached maximum capacity. This will allow cost-saving because the collection can be planned according to fullness level information instead of a daily collection.

The result of the POC is found to be satisfactory and achieved its objective. KDEBWM is very keen on the waste level sensor and plans to invest and install the hardware in the selected areas in Hulu Selangor in Q1 2021. Hulu Selangor will be a pilot project, and the use of this hardware will be extended to other local councils depending on the outcome in Hulu Selangor.

“As a smart waste management company, KDEBWM will continue to explore the latest available waste management technology on the market and assess its applicability,” said Ramli bin Mohd Tahir, Managing Director of KDEB Waste Management (KDEBWM). KDEBWM believes that leveraging technology will make significant changes in operation and that the public will ultimately benefit from effective and efficient service. 



Photos During The Poc



The system dashboard showing the level of the waste in the bin

Under the POC, Evreka, the reputable technology company will supply the hardware and software solutions to be tested in the selected areas determined by KDEBWM. The hardware solutions allow getting fullness level, temperature, location and task realization information from the containers, fleet and field workers directly with seamless communication. Additionally, the software family developed by Evreka captures the dynamic perspective of human resources and field operations such as truck drivers, supervisors,



The system dashboard showing the location of the mobile garbage bin (MGB) fitted with the RFID tag



Isuzu Elf Smoother AMT Delivers on its Customer Satisfaction Promise

Two years ago when Foo Sek Wee, Director of Tembikar Gemilang Sdn Bhd, a Shah Alam-based commercial kitchenware business which he started more than 20 years ago, finally decided that it is high time for him to purchase a light-duty commercial vehicle to better support his business. Little did he expect to be the first happy customer in Malaysia to purchase the Isuzu ELF with Smoother automated manual transmission (AMT) just right after the launch of this truck model in the local market.

After using his Isuzu ELF with Smoother AMT for two years now, he declared that he is a very satisfied customer given how the truck has tremendously supported his thriving business and made him and his team more productive.

Recollecting on the time when he first started the business by building it from the ground up, Foo shared that the first vehicle he had was an old trusty yellow Suzuki van that was gifted to him by his former employer.

“My former boss knew I was starting my own business and he was kind enough to give me a Suzuki van as a parting gift. This first vehicle served me well for a few years but unfortunately it got stolen one day. I was naturally upset then but it made me realized just how important it is to have a vehicle that you can always rely on”, shared Foo.

Foo is all too familiar with the realities of starting and running a business which require not just time and money but also determination, commitment and courage. Once weighed down with unpaid debts from customers as well as to manufacturers during a market downturn situation, Foo is thankful that instead of giving up, he had chosen to persevere with fortitude and is grateful to those who believed in him.

His experiences have definitely instilled in him the acumen that in order to grow his business and run it successfully, he must adapt to changing situations and invest in new assets. This wisdom is a substantial factor that had led him to purchase the Isuzu ELF Smoother as he aimed to operate his business more competently.

“Our customer base has grown steadily over the years and there were numerous times in which we received bulk orders. We offer a comprehensive range of imported



and local kitchenware products to retail customers, caterers, restaurants and hotels all over Malaysia, thus I greatly needed a truck that could serve my business purpose more efficiently and with consistent reliability. We deliver products to customers as far as in Kedah, Kelantan and Johor Bahru," said Foo.

According to Foo, his Isuzu ELF has been a great addition to his business because the truck is fitted with Isuzu's Smoother 6-speed automated manual transmission which makes it very easy to drive as the gear shift is done automatically and appropriately according to the driving condition. "Based on my experience driving it, I must say that the name Smoother truly lives up to its meaning!" shared a delighted Foo.

He further said that on top of the ease of driving thanks to Smoother AMT, the Isuzu ELF also has a spacious and comfortable cabin as compared to a 3-tonne truck with the same engine capacity.

He pointed out just how important the ease of driving and comfort are as he relayed a past back-breaking story about getting stuck in an 18-hour long journey from Kedah to Kuala Lumpur after completing a delivery to a customer during the Hari Raya week, while driving a fully manual light-duty truck that he had borrowed from a relative.

"That experience was so unpleasant and I was constantly changing the clutch throughout which left me

extremely exhausted. Furthermore, the cabin of that truck was not as spacious and comfortable as my Isuzu ELF now. I am very glad that I made the decision to buy an Isuzu ELF with Smoother, a reliable, comfortable and powerful two-pedal truck with no downtime for clutch maintenance. This is very important because our customers depend on us to deliver their orders as scheduled.

"Also, with our Isuzu ELF, we were able to deliver in bulk without the need for multiple trips like previously when we were using vans. This has hugely increased our efficiency by saving on time, fuel cost and driver's fatigue," added Foo.

On top of that he added that he does not need to worry about reckless driving because the truck's AMT system disallow sudden 'pick-up' and this ensures safety. In addition, the truck's secondary Econo Mode with on/off button enables him to automatically change gears at lower engine revolutions, providing even greater fuel saving. On this note, he shared that for a full tank he would spend around RM160-170 depending on the type of fuel choice and the truck can run up to 460 Kilometres, which is economical.

Koji Nakamura, CEO of Isuzu Malaysia said, "The Isuzu Smoother AMT has evolved and developed based on the manual transmission system. Our AMT system provides higher maximum speed, torque and more efficient shift operation that guarantees smooth gear shifting pattern from start to acceleration, cruising, hill climbing and stopping. Isuzu's Smoother transmission series offer various benefits including reduced lifecycle and maintenance costs, improved fuel efficiency, less driving fatigue and increased safety.

Foo also remarked that apart from being satisfied with the truck, he's also very pleased with Isuzu's dealer team for helping him to keep track of servicing schedule, as this does not only take one thing off his mind but also contributes to low maintenance cost over long-term as wear and tear will be kept to a minimum. At the moment, he stated that he welcomes any plan to buy additional units of the Isuzu ELF Smoother when the need arises. **T**



Why Ventilate Crank Cases?

Modern engines are sophisticated powerplants. Sometimes, they can do with a bolt-on to give an extra boost. Crank Case Ventilation is one option available to operators.

Engine developers sometimes give little attention to crankcase ventilation (CCV). And truly the suspect for a severe engine malfunction is rarely seen in this product range. It could be easier to blame an engine for a bad cylinder head gasket or a sensitive turbocharger than thinking about the real root cause. We present a number of considerations to address this problem.

History of Active CCV

High performance crank case ventilation came up with heavy duty Diesel engines about 15 years ago and nowadays is seen regularly in this segment. The main driver for the installation of those systems at that time was the need to rise boost pressure, either to enable high EGR ratios, or to simply improve engine performance. With rising boost pressure, the boost temperature rises unavoidably, thus leading to severe turbo charger coking while using a closed CCV. And even with having an open CCV system installed the problem was not solved because emission level requirements got stricter and particulate emissions from CCV and crankcase pressure requirements demand for an active high performance CCV system.

The Hengst Solution

In 2014, Hengst started with disk separator research with some passenger car OEMs. The conditions formerly known to be heavy-duty engine issues were identified to be valid for future small engines as well.



Figure 1: development history for Blue.tron high performance crankcase ventilation

As new aspects related to turbocharged gasoline and natural gas engines came up, these were also impacted directly and indirectly by the crankcase pressure. Low speed pre-ignition (LSPI) phenomenon is known as an irregular combustion that can cause severe engine damages. This is due to impermissibly high combustion pressures and that can be caused by oil residuals in the combustion chamber. Those oil residuals can be caused directly by an improper oil separation in the closed CCV or a high/rising crankcase pressure promoting oil carryover at the piston rings in open and closed CCV setup.



Premium Solution for Premium brands

The Hengst Blue.tron disk separator was launched in large scale OEM projects for Diesel and gasoline engines as well as for cutting edge hyper cars such as the Bugatti Chiron and AMGs Project One. All new 3.0 liter Diesel engines from BMW are equipped with the electrically driven high performance CCV from Hengst.

However, the way to a series product has been a bumpy one. On one hand the known hydraulic drive for disk separators seemed to be not the perfect solution for a passenger car application. Thus an electric drive needed to be developed that can rotate the disk stack which is doing the oil separation work up to 16 000 rpm, not just 3 000 rpm like a fan would. This drive needs to withstand high temperatures in the engine bay (up to 130°C) and the acidic blowby.

On the other hand, the next obstacle has been the package space available in passenger cars – so smaller and thinner components needed to be developed and equipped with special materials to withstand the harsh boundary conditions. And finally, the whole concept needed to be cost efficient because cost pressure is tremendous in this vehicle segment.

Off the shelf onto your ride

In the end Hengst come up with a complete construction set of Blue.tron disk separators featuring



Figure 2: Section view of the Blue.tron separator used in BMW I6 Diesel engines

Hengst Blue.tron Sizes - Off The Shelf

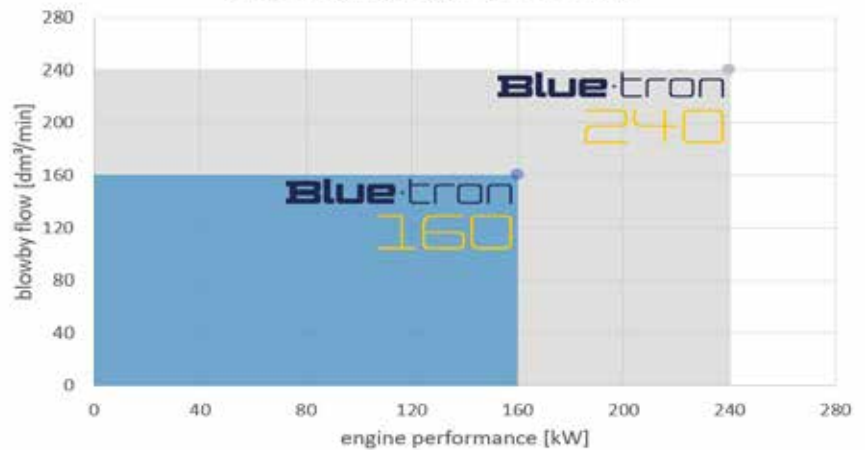



Figure 3: Hengst Blue.tron separator sizes available off the shelf

return is running constantly and accordingly the engine is consuming less oil, does not lose power over time and does not clog a particulate matter filter. Considering all these effects the Hengst Blue.tron can reduce cost of your vehicle operation.

| ISSUE | STANDARD PASSIVE SEPARATOR | Hengst Blue.tron |
|--|---|--|
| turbocharger malfunction due to compressor clogging |  decreased engine power & increased fuel consumption |  consistent power throughout the engine/ vehicle life |
| oil consumption as a cost factor | 10 g/h → 1 l per 5.000 km oil refill | 1 g/h → no oil refill in between service |
| oil consumption leading to particulate filter clogging |  plugged with ashes |  free flow |

Figure 4: effects of high-performance crankcase ventilation with Hengst Blue.tron

Installation of the Blue.tron is easy due to the electric drive. Almost any position in the engine bay can be used to install Blue.tron downstream the engine or an existing CCV system and upstream the turbocharger inlet. The oil return can be mounted at existing interfaces of the oil pan. The electric power supply can be kept simple with constant supply with engine ON or more sophisticated with a LIN bus module featuring diagnosis options. 

two different sizes with multiple installation styles for light duty vehicle applications with engines of up to 4 liters of displacement. And this construction set is OEM quality available as a replacement or add-on part – but how does this work?

What are the benefits?

Hengst Blue.tron separates droplets down to 0.3 μm to an extent of more than 90 percent from the blowby and additionally pumps the blowby from the engine to the intake system. Thus turbochargers are kept clean, crankcase pressure is kept low, turbocharger and CCV oil

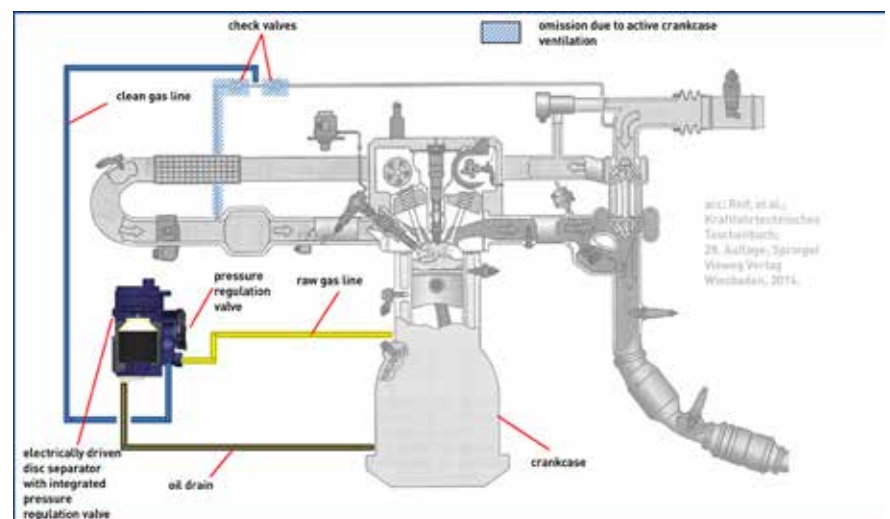


Figure 5: general installation graphic for Hengst Blue.tron



Association of Malaysian Hauliers elects New President

Soo Chee Yeong and new teams take over the reign at Association of Malaysian Hauliers. While the aftermath of the pandemic is a trial by fire, Soo has ambitious goals for his tenure.

After having delayed the Annual General Meeting, the Association of Malaysian Hauliers elected a new president and council members. While congratulatory messages poured in, Soo already assessed the work that he has cut out for him, starting with the gargantuan task of dealing with the aftermath of the pandemic.

What we may have seen from Facebook posts is that there is a congestion in Northport and Westport and that the hauliers are doing their utmost to deal with this situation. "Imagine, if you have a bookshelf that is 70 percent filled. It would be easy to add more books while taking out others. Now, at certain times, we have had over 120 percent capacity in the ports. Imagine the same bookshelf and how much work it would be to get to one book that is hidden behind many others that you cannot simply place into another spot for the time being." This is the situation as Soo describes it, with little that the ports are to blame for as they are too, just at the receiving end of the effects of the pandemic.

When the world went into lockdown, many goods got stuck in ports, many on their way to Malaysia, which serves as a transshipment location for many shipping lines.



recoup this from clients. As if this was not enough, now the shipping rates have quintupled as a result of the cargo previously held up in ports taking up almost all of the space on containerships.

Soo however also sees that the situation has a good side. "The last year has highlighted just how important it is that companies think about digitalisation. When the physical contact between us can be potentially harmful, we can rely on digital tools to get the job done." In his view, many of the processes involving human contact can be streamlined and put into online apps. If not for the sake of fighting a pandemic, then surely for the increase of effectiveness in the industry.

Your New AMH President

President Soo Chee Yeong joined NCT Logistics Sdn Bhd as a Manager in 2000. The company was acquired by Johanlaju Transport Sdn Bhd in 2003, in which Soo was appointed to Director and General Manager of the company. Johanlaju Transport Sdn Bhd was later acquired by the management, which led to the establishment of Vertex Mission Sdn Bhd in 2005.

Soo is a founding member of the AMH, and served as its Exco member from 2003 to 2005 and as Vice President from 2006 to 2012. In 2012 he was elected as Deputy President, a position he held until recently in 2020. In total he has been serving the Association for the last 18 years, representing AMH in participating in discussions and policy settings with MOT, MITI, MIDA, APAD, LPK and various related parties and associations in the industry. In early 2021 following the decision by then President, Dato' Nazari bin Haji Akhbar to not contest for the new 2021 term (Asian Trucker reported), Soo decided to contest for the Presidency. His background and support from members secured him the post as President for 2021 and the coming two years.

Objective to Achieve in this Term


- Propose to APAD to increase the barriers of entry into the haulage industry.
- Digitalization of the haulage processes to enable faster turnaround.
- To encourage female haulage drivers to join the industry.
- Monitoring the infrastructure development to improve traffic situation in the Port areas.
- Participating in all relevant activities concerning policies and planning by Government.
- To establish Johor self-owned AMH branch office with one permanent executive staff.
- Northern branch office once the Northern membership increases to certain number.
- Discouraging price war and to encourage M&A (mergers & acquisitions) of hauliers.
- Closely follow up and respond rapidly to operational issues, e.g. port/depot congestion.
- To collaborate and work closely with the relevant associations namely SFFLA/SAM/FFM/FMFF and others for the betterment of the logistics industry and supply chain management.
- To provide training and classes to members and their staff to improve their deliverables.
- To further address and improve the Condition of Carriage in order to protect the rights of haulage service providers.

When the lockdowns were lifted, the accumulated cargoes were shipped, overloading the ports, such as North Port and West Port. "It was a domino-effect." Soo was explaining that AMH has taken early action to work with the authorities to ease the congestion and also to implement procedures that sustainably alleviate similar issues in future instances of such congestions (refer also to below action points for his tenure).

Faced with complications, such as travel restrictions, implications resulting from the pandemic have burdened the industry hard. "This is not to say that we might be suffering more than others, however, the current situation is putting extra stress on the hauliers." As mandated, gloves and facemasks need to be worn by drivers and office staff. According to Soo, this can amount to several thousand Ringgit per month with no way to

New Team Portfolios

Below are the council members' task force portfolios

- 1 Government Policy Portfolio – Mr. Soo, Mr. Visnu and Mr. Dominic
- 2 Government Operation Portfolio – Mr. Visnu, Mr. Law and Mr. Syed
- 3 Operation Portfolio – Mr. Thomas, Mr. Tee, Ms. May, Mr. Mohan, Mr. Percival, Mr. Steven and Mr. Eric
- 4 IT Portfolio – Mr. Marcus and Mr. Dominic
- 5 Event & Training Portfolio – Madam Judy, Mr. Law and Mr. Dominic 



UD Challenges for a Better Life

the tyre tracks of the new generation UD trucks. Hedouin equates this to climbing Mount Fuji, representing a big task to turn around the brand. Today, UD Trucks has never been as strong in all aspects."

Delayed Only

One can consider the turnaround as the previous strategy, which included a re-thinking of corporate culture, product line-up, distribution and other aspects of the business. According to Hedouin, the brand was ready to execute a new strategy by the end of 2019, however, the pandemic got in the way. "We now have a more international view and perspective, supported by the Japanese management." Following the first phase, the brand needed a new purpose.

Historically, UD has always been a challenger, starting with the famous 3 000 kilometre test drive using the Adachi's legendary LD1, which laid the foundation to the claim of Ultimate Dependability. "Stemming from this, we have realised that there are opportunities as the industry is changing yet again." As a market trend, a middle class is now rising in Asia. Building on the heritage of "Building trucks that the world needs today", UD refined their own objectives. Having completed the goal of stabilising the company, UD's staff needed a new objective in order to remain motivated and sustainable. Challenge Accepted

Prior to the pandemic, last mile delivery and shopping from home have already been popular. Many cite the pandemic as an accelerator that has simply shortened the adaptation period for new technology and methods to go about daily grocery or luxury item shopping. As a provider of transport solutions, UD is convinced



The new year starts with a new strategy for 2021. The brand is re-positioning itself with the guiding principle of UD Trucks' new purpose (From the Japanese 'ikigai') is 'Better Life'. Steve Hedouin, Managing Director, Hub Malaysia, UD Trucks Malaysia sheds light on what that means. His summary is straightforward: "We want to be the Japanese sustainability leader by 2025". However, there is more to this than just jumping on a bandwagon of green marketing.

Origins of the Ambitions

To understand where the newly defined direction is coming from, one has to rewind history and look at where the brand stood ten years ago. Admittedly, at that time, the brand was not in a very good shape with financial difficulties faced by the organisation. Upon acquiring the brand, Volvo Group analysed the UD portfolio and found that it did not match market demand. As a first step, the entire portfolio was revamped with the UD Quester being the direct answer to the market demands of today. "I think we have succeeded with this," Hedouin said. The Quester has since become the hallmark of the brand as it encapsulates everything that a truck owner in this market segment is seeking: competitive pricing for a truck that offers all the essentials without adding functions that are not needed. "This truck is a complete package without any superfluous add-ons, with better TCO (Total Cost of Ownership) than a second hand or European truck. That, I think, is the reason it has been such a runaway success." While remaining a Japanese truck at heart, the TCO has been at global levels. From there, the launches of Croner and New Quon followed in



we are in and that is where we are competing. Thus, we will not offer anything beyond what our customers demand, as summed up by the “focus on the essentials” approach.” Hedouin also promised that the brand will be firm on their approach to be a provider of transport solutions for Asian clients and emerging markets, unlike others that may develop a vehicle for Europe and then capturing market share by exporting it.

Globally Better

UD’s team believes that the strategy will sit very well with the direction many governments are taking. Especially during the pandemic, the ambition for governments was to provide a way to ensure people have a better life again. While the problem is a different one, the ambition is the same. Beyond the pandemic, governments would continue to improve the lives of people, push for sustainable agendas and to make sure that the use of resources is managed in a smart manner. “Transportation is just one aspect that needs to be considered when we are talking about sustainability, however, it is very visible and tangible.” The issue is that governments can not do this without the help from the private sector.

Challengers Forever

Hedouin concluded that there have always been challengers, from Ghandi to Jobs and that we need such characters in order to push the envelope. “As a brand, UD is quiet comfortable to be in the position as a challenger. We have been doing this for a long time and we want to continue to do so in order to do more.” **T**

that we will continue to make use of this new-found convenience and that there will be an increased need for transportation. However, at the same time, this also has an adverse impact on the planet. UD’s chose to address this with their latest strategy, the aim to make everyone’s live better. “As a business, we need to remain sustainable. Also, we all will be facing the same problems when it comes to protecting the environment.” As a global trend, people are more aware and keep asking about the impact of their behaviour on the environment.

UD has identified that there needs to be a balance. According to them, if one uses too few resources, the solution cannot be effective. Using too much of nature’s goods, depletion will be accelerated. “It is this decade that made it clear that we need to do something, now!” New emission norms, such as the EURO VII are being discussed as well as the move away from fossil fuels in transportation. Hence, UD asked the question what they could do to contribute.

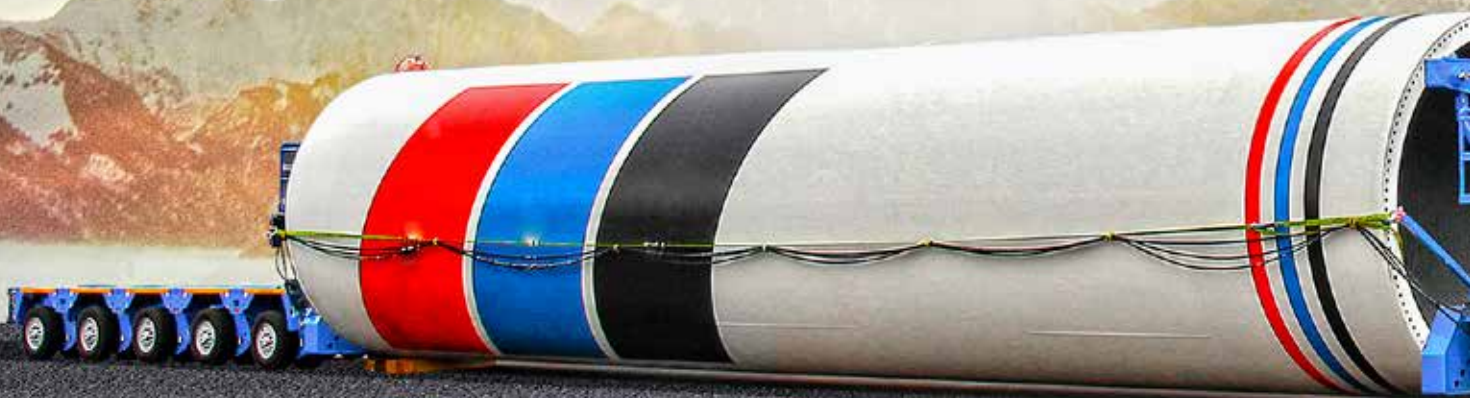
Challenging the Market

Management of the UD brand is very self-aware, knowing that within the four Japanese brands, they are not the biggest and have been a challenger for quiet some time now. However, with said mindset, UD has managed to make an impression. In the Japanese truck market in the heavy duty segment in Malaysia, the brand has established itself whereby UD also takes the leading position for certain industry segments. “What this means is that we will now roll out

more solutions to address the needs of our customers.” Equipped with this, the brand is now poised to be the Japanese sustainability leader by 2025. “Without a clear vision, there is no direction and chances are that one will fail,” Hedouin summed this up.

People need direction and companies are made up of people from diverse backgrounds. To move everyone at the same time and to motivate the foundation has to be the strategy. What is a better live then? According to Hedouin, this has already started as the brand is providing better products and services as well as becoming more sustainable. Also, the brand also wants to become better for employees, being the most desired brand to work for. Customer satisfaction is another aspect of this. “What we will not do is to overdo things. We know which segment





UltralightCombi for the Extra-heavy

Further development of the UltralightCombi series by SCHEUERLE: stronger, fully modular and yet still lightweight.

SCHEUERLE has continued developing the modular platform vehicles of its UltralightCombi series. The new versions now also allow the axle line combination 5+7 thus offering higher payloads. The proven functionality of the UltralightCombi axle lines is retained as is the ability to combine with existing transport equipment.

The name of the series provides the answer: The modular platform vehicles of the UltralightCombi U10/U11/U12 series from SCHEUERLE, a subsidiary of the Transporter Industry International Group (TII Group), have been in particular weight-optimised and score highly with an extremely favourable payload-to-dead weight ratio. The tried and tested models have already set records in its vehicle market segment.

In the course of developing the product range even more, SCHEUERLE design engineers further optimised and lowered the operating costs of the vehicles. The significantly increased bending moment makes it possible to drive more axle lines. Up to now, the combination of a front bogie unit with four pendulum axles, one deck bridge and one rear bogie with six axles has been possible (combination description: 4+6), i.e. the most powerful version of the UltralightCombi. Now it is possible to realise a combination of 5+7 axle lines. This facilitates an even greater payload for the vehicle operator through the use of two additional axle lines.



New models offer increased axle loads

With a permissible axle load of up to 13.4 tonnes at 25 km/h - 80 km/h, the U11 version allows particularly high payloads to be transported. Away from public roads - for example, during internal logistic operations - axle loads of 14.8 tonnes at a maximum of 25 km/h and 17.4 tonnes at 10 km/h are possible.

With a total width of 2.55 metres, the platform vehicles of the U10 and U12 series fully comply with EC standards and Road Traffic Licensing Regulations (StVZO). This offers advantages regarding approval procedures and especially for empty runs. In addition, it is possible to use ferries or other width-critical facilities or routes with these combinations. However, the operator does not have to make any compromises regarding stability compared to wider transport platforms. The UltralightCombi has an identical span as other Scheuerle vehicles with 3 m widths.

Use of reliable and proven assemblies

In the course of the vehicle overhaul, TII design engineers also attached great importance to reducing the number of component variants as well as using components from the other Combi series vehicles. This offers customers a number of advantages.

For example, the new UltralightCombi platform trailer is equipped with the pendulum axles of the EuroCompact models along with the steering of the InterCombi vehicles,

components whose reliability has been tried and tested for many years. The gooseneck is now largely identical to that of the EuroCompact low-bed semi-trailer. As a result, this means that the continuous fifth-wheel load adjustment of the EuroCompact vehicles is also available for the UltralightCombi series.

Suitable for transporting large as well as heavy loads

Vehicles in the UltralightCombi series can be used for a wide range of tasks. Due to the axle line loads and the EC-compliant vehicle width, the modular platform trailers are suitable for the transport of large and heavy loads on public roads. Thanks to their low dead weight, they facilitate far more compact combinations with the same payload compared to the modules of the Combi series or comparable vehicles offered by competitors. Construction machinery, components for wind turbines, containers, transformers and crawler crane components are typical loads.

One series – many versions

The UltralightCombi modular platform vehicles are available in 2, 3, 4 and 6-axle versions. The modular design of the UltralightCombi vehicles facilitates use as a trailer and semi-trailer as well as a bolster or low-deck combination. A comprehensive range of practical equipment options is available. This includes excavator, slab and frame decks as well as wind tower adapters. **F**

Delivering the Delivery Mechanism





Replacing cranes and skips, concrete pumps can offer flexibility in construction sites when delivering the concrete to the exact spot where it is needed. Mounted on a truck, these modern tools are commonplace in projects of all sizes. Thanks to their mobility, these vehicles can be deployed quickly and moved to another site when there is no need for them, thus making them an investment that offers flexibility and greater ROI. Just as the truck itself, a cement pump is helping workers in becoming more effective.

Founded in 1958 on the simple premise of making work easier for an average labourer, Putzmeister today is a 700 million Euro-plus global organisation. Putzmeister provides world class products and services, setting the standards for quality through continuous and significant investment in research and development. These machines are used for a range of applications including civil engineering, mining, tunneling, precast factories, large-scale industrial

projects and power stations. These applications are suitable for all types of projects, irrespective of scale or remoteness of location

Shown here is the Putzmeister's 28Z, which is available in a compact size and offers increased flexibility. This means that maneuvering congested job sites is now easier. Its short vehicle length without the overhang and smaller outrigger footprint allows easy set-up in tight areas. The versatile four-section Multi-Z boom with 89 feet 7 inches (27.3 meters) of vertical reach makes it convenient to place concrete in tricky places.

Straighter pipes mean less stressful flow and less wear on parts guaranteeing a longer life. The detach boom option is ideal for situations where frequent boom transfers are required. Putzmeister's Econo-Gear technology allows improved fuel efficiency by performing operations like setup, pumping and cleanup at lower engine speeds. This ensures reduced stress on wear parts and lowers noise levels. **➤**



Checking In Your Truck – MAN Style

Booking an appointment to service a truck may not seem like a complicated matter. However, there is a lot going on during the process and some of it is rather sophisticated.

The basic steps might still be the same: book the appointment, drop off the truck, have a technician check the entire vehicle and have done what is needed and then drive off into the sunset again. However, modern vehicles and the way businesses operate these days require more than just rough plan for their service and maintenance schedules. MAN in Malaysia is the only Asian subsidiary using a proprietary system and Asian Trucker got to see how it works.

Taking us through the process is Mr Thayalan Subramaniam, who heads the service team of MAN Truck and Bus Malaysia. He explained how the SAP Enterprise Resource Planning system is the backbone of the process. Within the SAP system, parts are being tracked, invoices generated and accounts managed. "When a client makes a booking for service, the parts have to be available and the system manages that for us." Based on each vehicle's service history logged into the system, MAN knows what kind of service is coming up. Having the parts ready in the workshop, the MAN

team just has to wait for the truck to arrive for the scheduled service. Knowing what parts are going to be needed, the satellite workshops keep their stock to a minimum. As transporters are typically rather busy, once the appointment is logged in, automatic reminders are being sent to the customer to ensure they plan for the truck to come in. As a resource, the system also considers manpower and the capacity of a workshop is constantly adjusted to the available staff, even if someone is taking emergency leave.

When the truck arrives is when the magic happens. Service Advisor Nurasyikin Salleh Hodin, a mechanical engineering degree holder, will start up an I-pad with the workshop software. Equipped with a "dongle" she heads out to the vehicle, parked in the workshop. The dongle fits into an outlet just underneath the steering wheel. It is placed in a way that the service advisor can plug it in without having to climb into the cabin. She then transfers all the data from the vehicle to her I-Pad. "The

system captures everything from fuel and oil levels to the thickness of the break pads. From here, I can then see what type of service needs to be performed," she said. In the system she can add or deduct items that the technician has to carry out.

Some trucks may sport damages and the software is prepared to deal with that too: taking pictures of the damages, everything is documented. This is the equivalent of the paper that one used to get with a scheme of the vehicle and circles around parts that have been damaged prior to arriving at the workshop. Once all issues are captured, Nurasyikin then proceeds to preparing a cost estimate for the customer to sign off on before carrying out the work. "This system has actually improved the service delivery a lot. For instance, with break pads we now see the exact condition of them. And if there is no reading, we know the sensor is faulty. Previously, we could look at a brake pad, but wouldn't know if there are other issues with the braking system. Also, when customers describe a problem, the root cause may be located somewhere else and with this system we can pinpoint accurately what is going on." With the photographic evidence being provided to the customer along with the cost estimate, there is little room for error. Signatures are also captured in the system and become part of the record.

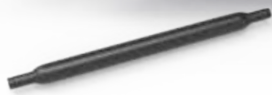
Upping the service level and efficiency even more are upgrades to this system is on the cards. Subramaniam told us that another application is on the way, whereby customers can directly book their slots in a similar way one would book restaurant tables today, seeing which slots are available. The featured dongle may also become obsolete with the next generation truck as the transmitter will be built into the truck and one just needs to bring the I-Pad out. **T**





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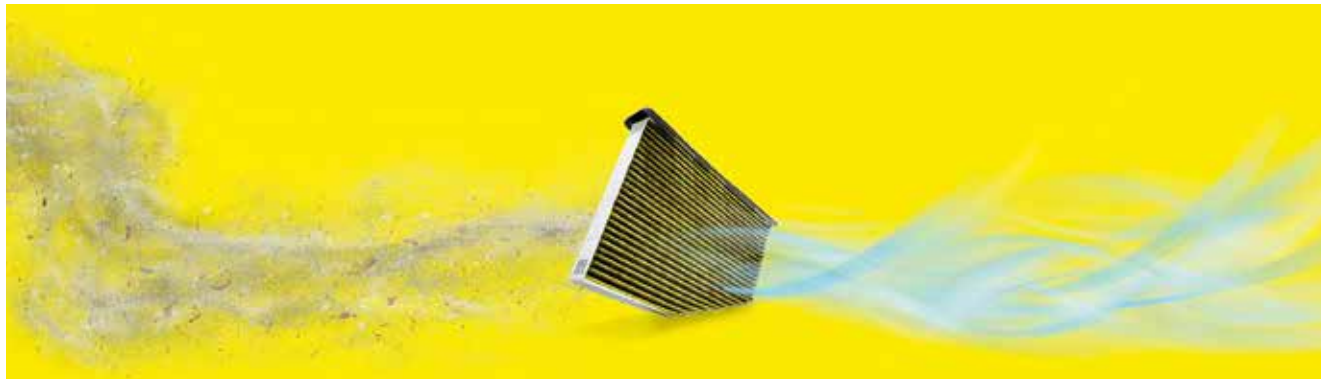
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MANN-FILTER FrecciousPlus Provides Clean Air in the Vehicle Cabin

Around the world, more and more people are suffering from the effects of polluted air. This poses a risk not just outdoors in places with a lot of traffic, but also in indoor areas: According to a study by the American Environmental Protection Agency (EPA), air pollution can actually be two to five times higher there than outdoors. In vehicle cabins, the situation is comparable. "People spend the majority of their time indoors. It doesn't matter whether it's at home, at school, at work or in vehicles. Fine dust, bacteria, harmful gases, pollen and allergens are present in buildings as well as in vehicles. The only difference is what type they are, whether they come from the outside or are present in or originate from the interior," explains Martin Klein, Vice President Engineering Filter Elements at MANN+HUMMEL. In the vehicle, cabin air filters ensure that drivers and passengers breathe in as little as possible of it. Like the MANN-FILTER FrecciousPlus, for example, which reliably filters fine dust and harmful gases from the vehicle air.

Until now, polluted air was only cleaned at a few (traffic) hotspots around the world with stationary filter columns from MANN+HUMMEL. In all other locations, the air pollution remained unfiltered. The high levels of nitrogen dioxide and particulate pollution in road traffic enters the car interior through the ventilation system along with the outside air, endangering the health of the driver and passengers. MANN+HUMMEL has therefore been offering highly efficient cabin air filters for clean air in vehicles for many decades. These are available in the automotive aftermarket as MANN-FILTER in original equipment quality, and are used in vehicles with every kind of drive system.

Highest filter quality thanks to the biofunctional coating

One of these highly-efficient cabin air filters is the innovative MANN-FILTER FrecciousPlus. Its biofunctional coating binds allergens, filters viruses and

prevents the growth of bacteria and molds in the vehicle cabin. It also almost completely separates particulate matter containing particles with aerodynamic diameters of less than 2.5 micrometers (PM 2.5). These particles are approximately 30 to 40 times smaller than the width of a human hair and can penetrate deep into the lungs. Ultrafine particles can even enter the bloodstream via the pulmonary alveoli and can cause respiratory diseases and cancer.

For a cabin filter to function reliably, it must be replaced once a year or every 15,000 kilometers. "We recommend that local experts regularly remind vehicle owners of the importance and benefits of the cabin air filter. Unfortunately, most car drivers are not aware of this," says Klein.

MANN-FILTER offers more than 100 different FrecciousPlus cabin air filter types in original equipment quality, covering almost 70 percent of the European car and van fleet. Additional information about the FrecciousPlus and its functions, as well as the right cabin air filter for the relevant vehicle can be found by wholesalers and workshops in the official website

Decades of experience in filtration

MANN+HUMMEL know a thing or two about cleaning air. For decades, the company has been renowned for its highly efficient filters, which are used in vehicles and buildings. The filtration specialist also uses the proven know-how for the MANN-FILTER cabin air filter in other products: To improve air quality on roads with high traffic volumes, MANN+HUMMEL developed stationary filter columns, which reduce the air pollution and help protect human health. Fitted with an innovative combined filter medium, the patented Filter Cubes trap not just particulate matter, but also nitrogen dioxide from the air. **F**





Building our World

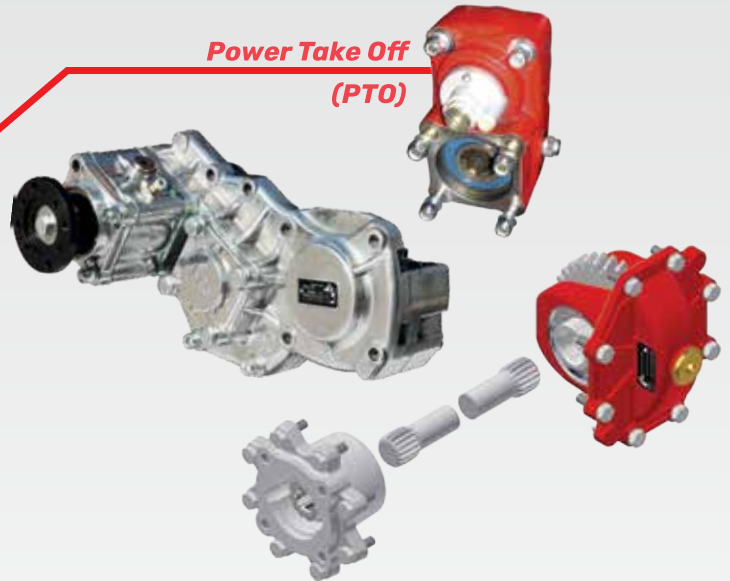


Gear Pumps



Piston Pumps

Power Take Off (PTO)



Tipping Accessories



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SPECIALIZED FOR EUROPEAN & JAPANESE COMMERCIAL VEHICLES

Combatting Fraud and Counterfeiting to Ensure Safety of Your Business

Hua Jing obtains overseas multi-country trademark certification, Hua Jing trademark recognition to guard against counterfeiting.

In today's economic globalization, having a strong brand is the "green card" of Chinese products and the "business card" of Chinese manufacturing image, while a trademark is the most important intellectual property right of famous Chinese brands.

A counterfeit product is usually of inferior quality and buyers may be putting their business reputation at risk should a cheaper, yet fake product be used. In case of a product failure, warranty claims will not be honored, while bodily harm could occur and not be compensated either, should such copied products lead to accidents.

Recently, Hua Jing axle's "HJ" trademark has successfully obtained the Madrid international trademark certification, and successfully passed in India, Malaysia, Tunisia, Algeria, Egypt, Kenya, Morocco and other countries and regions of international registration.

In addition to the Madrid International Trademark Organization multinational certification, Hua Jing also obtained Peruvian national trademark certification. This is of great significance to the global establishment of the Hua Jing brand, commodity protection, trademark investment, prevention of infringement and other aspects. Hua Jing was able to transform technology and brand advantages into intellectual property



advantages through law, and to transform intellectual property advantages into competitive advantages in the market within the framework of the World Trade Organization.

This measure will not only help Huajing's customers identify their brand but also protect them against the counterfeit products which are usually of inferior quality. Huajing understand this customer requirement

and they act in accordance with their demand. Protecting and safeguarding the brand image is of most importance in the coming future, and Huajing is committed to it.



CERTIFICATE OF REGISTRATION

The International Bureau of the World Intellectual Property Organization (WIPO) certifies that the indications appearing in the present certificate conform to the recording made in the International Register of Marks maintained under the Madrid Agreement and Protocol.

Reproduction of the mark

Registration number: 1 569 473
 Registration date: November 27, 2020
 Date next payment due: November 27, 2030
 Name and address of holder: GUANGZHOU HUAJING MACHINE MANUFACTURE CO., LTD. Xiwushe, Zhaidong Village, Yongning Street, Zengcheng District, Guangzhou City, 511300 Guangdong Province (China)
 Legal nature of the holder (legal entity) and place of organization: Limited Company, China
 Name and address of the representative: Beijing Gaowu International Intellectual Property Agency, Room 603, Floor 6, Huayi Holdings Tower, No. 11 Caihefang Road, Haidian District, Beijing (China)
 Classification of figurative elements: 27.1; 27.5
 Voluntary description of the mark: The mark consists of stylized English letters "HJ BRIDGE"; the left slash of the letter H has a white line, and the right slash of the letter H has a circle at the bottom; the letters "HJ BRIDGE" are distributed under the letter H in an arc shape; when read together, the applied trademark has no known meaning.
 List of goods and services (NCL(11-2009)): 12 Axles for vehicles; vehicle chassis; hubs for vehicle wheels.
 Basic registration: China, 21.08.2004, 3422508
 Designation under the Madrid Protocol: India, Malaysia, Tunisia
 Designations under the Madrid Protocol by virtue of Article 6bis: Algeria, Egypt, Kenya, Morocco
 Declaration of intention to use the mark: India, Malaysia
 Date of notification: 07.01.2021

Since its establishment in 2002, Huajing Machine Manufacture Co, Ltd has grown into one of biggest trailer parts solution providers in China. The company has made several technology transformations and built our own production techniques which results in the high and consistent quality of our products. "As our product gains more and more recognition and popularity in oversea market, we are aware that there are increasingly more counterfeit products of HJ available in overseas markets," a Huajing Machine Manufacture spokesperson told Asian Trucker. To ensure you are buying only genuine HJ Brand products and are not cheated by counterfeited products, Huajing requests customer to contact their customer support team via the official website.

"Herein, we declare Huajing original brand trademark is this one:" "Further, we would also like to announce that the legal ownership of this trademark belongs to Huajing Axle, and our company's ownership of this trademark is protected by law."

Unfortunately, fraud and counterfeiting does not stop at actual products. Fraudsters are also trying to deceive users by using fake website addresses. Huajing Machine Manufacture pointed out that they have three official websites:

www.hj-machine.com, which is currently used and www.hjaxle.cn and www.hjbridge.cn, which will be launched in Feb.2021.



Trailerloda - mobile rollerbed floor for trucks and trailers!

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Fork lift truck lifts and slides in each of the pre-assembled roller bed sections into the vehicle. Installation is done under 5 hours by two persons.

Original HJ product



Counterfeit HJ product



As an example, the site www.hjbridge.com is a fake website operated by counterfeit product provider. Huajing Machine Manufacture would like to convey that Intellectual property and product development goes hand in hand. Therefore, in the future, Huajing will continue to strengthen the protection of intellectual property rights, while continuing the effort to become the top trailer parts solution provider with best quality product.

Following images may help you to distinguish the original Logo and counterfeit product logo of Huajing Machine Manufacture.

"We are taking legal measures against counterfeit product seller. If you find any counterfeit Huajing products in your market, please provide relevant evidence to our company or report to the local industrial and commercial bureau or intellectual property office," is the message that Huajing Machine Manufacture would like to convey.

Intellectual property and product development goes hand in hand. Therefore, in the future, Huajing will continue to strengthen the protection of intellectual property rights, while continuing the effort to become the top trailer parts solution provider with best quality product. **F**

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SUBSCRIPTION FORM

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Company :

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have database administrators looking at the best way to access and compare data sets, and have app and web developers completing work to make KLConnect accessible via numerous platforms.

Kenneth Teh, Managing Director of Kit Loong:

“The system we’ve created is all about moving the industry forward with transparency and traceability. For too long, the traditional nature of the industry has created gaps and inefficiencies. We want our customers to have a competitive advantage. We also know the world is shifting, improvements in technology are driving new ways of working and greater profitability for those who adopt it. With better connected infrastructure, and a future that promises the expansion of this, with IoT and 5G on the horizon, we are now positioned to take advantage of these trends and use them for progress and improvement to ways of working. The biggest advantage for any company of adopting KLConnect is true visibility and the ability to predict and make better decisions.”

Their current contract customers all use KLConnect, it allows them to track a very accurate Cost per Kilometre (CPK) for their tyres. So, they understand the true value of their investment and what tyre mix works best for their business. But it’s not just about the right tyre, it’s about having a very clear Standard operating Procedure (SOP) that can be both tracked and adhered to. The advantage of the KLConnect system here is that the tyre supplier understands what is needed for a complete tyre management system as this particular company has been handling contract management for 20 years. It is noteworthy to state here that the financial stability of a tyre supplier offering such services depends on them being able to manage every aspect of an organisations tyres. “We have added technology over time, but it essential to be able to incorporate human recorded data that can then be analysed,” Hutt stated.

Why does a Tyre Services Company need a 30-person Tech Team?

From the November 2020 edition of Asian Trucker, it’s clear that technology is progressing on many fronts within the logistics and road transport industry. However, apart from the big players, tech within the tyre sector specifically is often more about the rubber compound used, the R&D that goes into product and future advances in the tyre itself. Why is there less focus on management of tyres using technology?

Some parties may say that some organisations don’t take tyre concerns as seriously as they should. An asset that directly effects two of the largest cost factors for any transport business (tyres themselves and fuel) is often lest scrutinised or neglected entirely. Kit Loong Commercial Tyre Group has been surveying this aspect for some time now. “One of the issues we see regularly is the ability for organisations to actually measure their tyre spend accurately. Most can tell you what their total spend is, but not any form of analysis of investment vs. return,” says Michael Hutt, Group Marketing Manager, Kit Loong Commercial Tyre Group. According to him, the narrative is often the case that a 1 200 RM tyre will last longer and go farther than two 600 RM tyres. However, how do you prove it? That is where the Kit Loong tech team comes in to play. Their arguments are based on facts and data.

Data drives decision-making in most mature businesses, but you actually need the data to make these informed decisions. Kit Loong has been running a data platform, KLConnect for seven years now. Their contract-based customers do not have to see this data in action (while they obviously can), to know it has saved them hundreds of thousands of Ringgits per year. It has facilitated the implementation of new ways of working and has led to switches in the brand of tyre used based on real usage situations rather than hypothetical assumptions. Hutt summed it up by saying that the more we know, the more control we have over tyre usage and tracking, the more money we can save you by analysing real-life data.

Hutt elaborates “Over the last year, we have been working to make the system cleaner to use, more visually accessible, make the data more accessible and to allow us to put multiple data points together to help customers make even better decisions.” Accessibility is key, as the company is to expand KLConnect to a Software as a Service (SaaS) model, where customers can access the whole platform from the cloud, it needs to be easy for users to access and understand the data presented. Kit Loong now deploys both visual programmers as well as user experience designers (UX) working to improve these elements. In addition, they

For example, some operators can track tyres using RFID chips, so they can monitor movement and see when a tyre comes back into a depot. Linking that information to GPS data, one can see the life of that tyre, how many kilometres it's done and when it needs future attention. This way, one can also track maintenance and predict when tyres need to be rotated, for example. "Other companies can't track using automated methods that feed directly into KLConnect, so we need to make sure we can still capture this essential data," says Hutt. Human input means the exact condition of the tyres can be seen and track each one using its unique ID number. The system can use this data to predict when the next human interaction needs to occur. Even with companies who use a nearly fully automated system, human input is still essential to provide the full picture of the overall tyre situation. Sometimes running our hand over a tyre gives us the best idea of its condition; mixing this with accumulated data that gives us the ability to measure and predict the clear value of tyres to a company.

According to Hutt, this is why their tech team is expanding so rapidly: "We want to help all fleet customers



gain ultimate control and understand the value of their assets, make better decisions about tyre choices and maintenance, improving cost efficiency and safety." To do so, they also need a team that can understand tyres from a hands-on perspective, which is why their team is in-house, and not outsourced. "We pair developers, data-analysts and engineers with technicians, tyre-men and sales, so they actually understand the stresses on a logistics business. This way, we know we're building the right tech for our industry."

That is why KLConnect is the right technology to manage tyres. Real life experience built up over 90 years, mixed with a team intent on making it more accessible to more organisation so they can see the advantages. "Technology is taking over most industries, we recognise the human touch needed when it comes to tyres, but we also understand the value of big data and being able to use it effectively," Hutt concludes. **T**

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Books dedicated to wheel alignment, more so on wheel alignment for commercial vehicles, are very rare indeed. You will not find them in bookstores. Wong Thiam Boon has poured decades' worth of experience into this book and you can now buy it from Asian Trucker for a special price.

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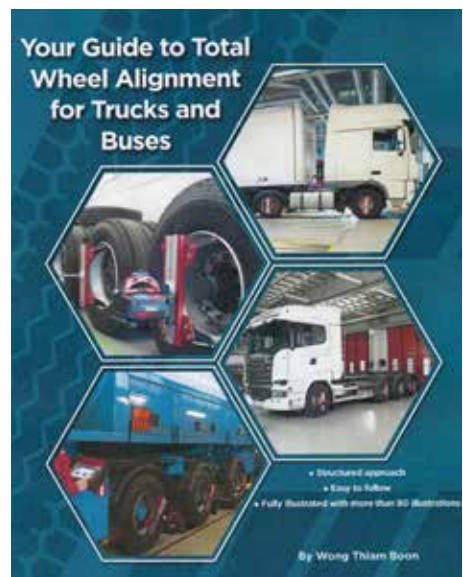
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"This practical and resourceful book will be an asset to any fleet operator or workshop that wants to improve the performance of commercial vehicles. It is TB Wong's experience of decades working with wheel alignment systems that shines through and makes this a must-have item for anyone that is serious about their transportation business. The industry had to wait far too long for a resource like this and I am excited to see TB Wong's knowledge now being available to the market."

Stefan Pertz,
Editor, Asian Trucker Malaysia
Editor, Asian Buses

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Daimler Splits

Daimler plans separation into two pure-play companies and majority listing of Daimler Truck to accelerate into zero-emissions and software-driven future

Daimler plans a fundamental change in its structure, designed to unlock the full potential of its businesses in a zero-emissions, software-driven future. The Supervisory Board and the Board of Management of Daimler today agreed to evaluate a spin-off of its Truck and Bus business and begin preparations for a separate listing of Daimler Truck. It is intended that a significant majority stake in Daimler Truck will be distributed to Daimler shareholders. The Daimler Truck business will have fully independent management, stand-alone corporate governance including an independent Chairman of the Supervisory Board, and is targeted to qualify as a DAX company. The transaction and the listing of Daimler Truck on the Frankfurt stock exchange is expected to be complete before year-end 2021. In addition, it is also Daimler's intention to rename itself as Mercedes-Benz at the appropriate time.

Simplification of Daimler Structure into Two Strong and Independent Companies

"This is a historic moment for Daimler. It represents the start of a profound reshaping of the company. Mercedes-Benz Cars & Vans and Daimler Trucks & Buses are different businesses with specific customer groups, technology paths and capital needs. Mercedes-Benz is the world's most valuable luxury car brand, offering the most desirable cars to discerning customers. Daimler Truck supplies industry leading transportation solutions and services to customers. Both companies operate in industries that are facing major technological and structural changes. Given this context, we believe they will be able to operate most effectively as independent entities, equipped with strong net liquidity and free from the constraints of a conglomerate structure," said Ola Källenius, Chairman of the Board of Management of Daimler and Mercedes-Benz.

As part of a more focused corporate structure, both Mercedes-Benz and Daimler Truck will also be supported by dedicated captive financial and mobility service entities, driving sales with tailor-made financing, leasing and mobility solutions, increasing retention and building customer loyalty. In this process, the company plans to assign resources and teams from today's Daimler Mobility to both Mercedes-Benz and Daimler Truck.

"We have confidence in the financial and operational strength of our two vehicle divisions. And we are convinced that independent management and governance will allow them to operate even faster, invest more ambitiously, target growth and cooperation, and thus be significantly more agile and competitive," added Källenius.

Daimler Truck to Target Growth and Accelerate New Technologies

Daimler Truck intends to generate value for its shareholders by accelerating the execution of its strategic plans, raising its profitability and driving forward with its development of emissions-free technologies for trucks and buses.

"This is a pivotal moment for Daimler Truck. With independence comes greater opportunity, greater visibility and transparency. We will grow further and continue our leadership in alternative powertrains and automation. We have already defined the future of our business with battery-electric and fuel-cell trucks, as well as strong positions in autonomous driving. With targeted partnerships we will accelerate the development of key technologies to bring best-in-class products to our customers rapidly," said Martin Daum, Member of the Board of Management of Daimler and Chairman of the Board of Management of Daimler Truck.

"Daimler Truck already has a solid financial basis, and our business model is robust. We will continue to work on our cash flow management and we know how to deal with industry market cycles – we have proven that again in the significant COVID-related global market reduction. We have clear strategies to raise our financial performance and accelerate

our execution. We will use our strong and well-known global brands, our scale and our exceptional technology to deliver industry-leading returns," Daum added.

Daimler Truck is the world's largest Truck and Bus producer, with industry leading positions in Europe, North America and Asia, and with more than 35 main locations around the globe. With more than 100 000 employees, it unites seven brands under one roof: BharatBenz, Freightliner, Fuso, Mercedes-Benz, Setra, Thomas Built Buses and Western Star. In 2019, a total of around half a million trucks and buses were delivered to customers. Revenue in 2019 for the individual divisions were EUR 40.2 billion for Daimler Trucks and EUR 4.7 billion for Daimler Buses. EBIT amounted to EUR 2.5 billion for Daimler Trucks and EUR 283 million for Daimler Buses.

Important Step for Customers, Shareholders and Employees

Manfred Bischoff, Chairman of the Supervisory Board of Daimler, sees the planned market listing as an important step to create value: „Mercedes-Benz and Daimler Truck enter this transformation with significant strengths and we are convinced they will emerge even stronger as independent companies, serving their respective customers. With their different return profiles and capital needs, the rationale for two independent entities is evident. We are convinced that the capital markets will appreciate the opportunity to invest in more clearly focused, pure-play businesses. The final decision on the spin-off has to be made by an extra-ordinary shareholder meeting of Daimler, which is planned to take place in Q3 2021.“

Michael Brecht, Chairman of the Daimler's General Works Council, endorsed the plans: "The transformation of our industry is moving ahead quickly. In order for us to keep pace, we need to invest in innovations boldly and more quickly. To this end, we will set up an innovation fund with a volume of EUR 1.5 billion for Daimler Truck in addition to our current financial plans. This will enable us to invest in new products and technologies, and we will play an active role by contributing our ideas. This provides additional support for our locations and helps to secure employment. In addition, collective bargaining deals such as our labor agreements will continue to apply until the end of the decade. The planned independence will bring Mercedes-Benz and Daimler Truck many advantages, and we will continue to do everything in our power to uphold the interests of our colleagues. We

have the unique opportunity to proactively and sustainably shape our commercial vehicle sites - from production to the service business - in order to help write the next chapter of the Daimler Truck success story."

Further Details to be Presented at Extra-ordinary Shareholder Meeting Q3 2021

The intended structure of the transaction would involve Daimler transferring the majority of Daimler Truck to its shareholders on a pro rata basis in accordance with existing shareholdings, but it intends to retain a minority shareholding. Representation of Daimler in the Daimler Truck Supervisory Board will be in line with the intended deconsolidation.

This marks the beginning of the process to finalize the planned transaction. Therefore, it will not be possible to provide full details on various financial and technical subjects, including the exact share to be listed and the allocation ratio, until a later date.

All further details of the intended spin-off would be presented to the shareholders at an extra-ordinary shareholder meeting in Q3 2021, in order to obtain their mandatory approval to the plan. **f**



Welcome on board: Karin Rådström takes over management of Mercedes-Benz Trucks

Karin Rådström took up her position as Member of the Board of Management, Daimler Truck AG, responsible for Mercedes-Benz Trucks, today. Rådström most recently has been responsible for sales and marketing at Scania as a member of the Executive Board.

"We are very pleased to welcome Karin to our global leadership team. She has a wealth of international experience in the commercial vehicles industry and a proven track record in shaping a customer focused sales organization and brand experience," says Martin Daum, Chairman of the Board of Management Daimler Truck AG and member of the board of Management of Daimler AG.

Sweden-born Rådström started at Scania as a trainee in 2004 after graduating with a Master of Engineering in Industrial Management from the Royal Institute of Technology in Stockholm. Since 2007, she has held various managerial positions within Scania's sales and service organization including the Head of the company's bus and coach business as well as starting up the connected vehicle business.



Being Profitable with a Scania is More Affordable than Most Would Think


Being profitable with a Scania is more affordable than most people would think. In celebrating its 50 year (F50Y) in Malaysia, Scania is launching an amazing promotion which is valid for trucks ordered and delivered between January to December 2021.

From as low as MYR 6 888 to just over MYR 11 118 per month on-the-road, you can have a Scania New Truck Generation for five different applications. Financial services are subject to credit approval, terms and conditions apply. On-the-road from MYR 9 888 per month plus insurance and road tax with Repair & Maintenance contract is the Scania for container haulage. Specifically for general cargo, bulk transport and tanker haulage it comes with insurance and road tax including 5-year Maintenance services. These three haulage types are perfect for long-haul heavy load deliveries. On-the-road from MYR 11 118 per month plus insurance and road tax is the Scania XT Tipper inclusive of 5-year Maintenance services. Suitable for tough conditions these tippers get the job done effortlessly.

And finally, on-the-road from MYR 6 888 per month plus insurance and road tax is the Scania rigid boxed body inclusive of 2-year Maintenance services, excellently designed for door-to-door deliveries in an urban setting. For those who qualify, Scania Credit could customise the hire-purchase to suit the customers' affordability. A significant number of our existing customers who are realising good returns on their investment, would testify to this. Scania trucks are recognised for their superior fuel economy, safety and reliability in many applications. They



are also designed to give you efficient total cost of operation and increase your business profitability. With Scania Ecolution partnership, operators can also aim to reduce their CO2 emissions to do their part for the environment.

"Scania is leading the shift towards a sustainable transport system with its total solutions subscriptions. All these have helped our customers in achieving their objective of maximising their profits while minimising their carbon footprint," said Daniel Tan, Sales Director of Scania Southeast Asia. 





Time to Say Good-Bye?

Costly and difficult to manage, trucks are the most important investment good a company transport will have as assets. As such, they are being written off over time as their value diminishes. At some point, the value of the vehicle may be listed as just RM 1, being a reminder that the asset is still with the company and that there is some value there. One of the questions fleet managers concern themselves with is the replacement of trucks with new ones and the question is when should that take place.

When buying a new truck, a service agreement may be in place too, along with warranties covering up to five years. During that time, trucks would normally not break down a lot, however, it is the first few years an asset usually loses most of the book value. Trade-ins when the vehicle is young may not be the best option, or is it? Considering that the book value may not be the actual price a truck could fetch, there might be merit to selling the vehicle within a few years. A buyer may value the fact that a truck still has some warranty left.

The milage might be another way of assessing if a truck should be replaced. Low milage is good, right? It may not be a good indicator either. Anyone that has ever been to North Port or West Port will be able to attest that the road conditions are not exactly smooth. Rough roads increase wear and tear and short distance may also add stress to a vehicle. Age, high milage and the road conditions that the vehicles are on are factors that can influence the value of the vehicle to the business.

I have seen fleet managers that spent entire days just rescuing their trucks, arranging spare parts and tow trucks to keep things moving. While an old truck may

no longer need to be depreciated and the truck is therefore highly profitable as an asset, the extra work that needs to go into it may eat into that advantage. In my view, a fleet manager should manage the fleet, not be a fire fighter that runs about trying to put out delivery fires that could end in customers being disgruntled. There comes a point where the joy of having a fully paid truck is no longer as the hassle of keeping it going is just too much to handle.

New technology is also a great motivator. With every new truck being launched we see some nice innovations and advances in vehicle technology. Better axles, smoother ride and lower fuel consumption. Here, the question is if these new gadgets are worth ditching the current fleet for the sake of being an early adopter. Adding in the newest and latest tools may also be a costly undertaking, whereby some of these items sold separately may become standard items later on.

Taking it to the extreme, I have heard of drivers that insist on a certain brand of truck that they would want to drive. It is said that the drivers are the most important asset (non-investment good mind you) and therefore, this might be a consideration if you want to hire the best drivers that there are. Would you sell your trucks and order new ones if that would be required by the drivers you plan to hire?

Obviously, it is not an easy task to plan ahead for the replacement of your new trucks. Naturally, it also depends on your business, cash flow and a number of other factors that I will have not thought of. Maybe you could let me know how you arrive at the point where you say Bye Bye! to your trucks. It would interest me how you go about things. **F**



Meritor to Begin Commercial Electric Powertrain Production in 2021

Meritor, Inc announced that production of its 14Xe all-electric, fully integrated, commercial electric powertrain for medium- and heavy-duty commercial vehicles will begin mid-2021.

Meritor received the first Class 8 truck production contract for electric powertrains in the industry in early 2020. Part of Meritor's Blue Horizon advanced technology portfolio, the 14Xe ePowertrain is the only electric powertrain for Class 8 trucks ready for production, bringing the industry a zero emission, best-in-class, premium solution.

"The 14Xe ePowertrain has been tested in various conditions around the world with several OEMs, vehicle types and applications, so we can offer the industry a proven electric powertrain technology," said T.J. Reed, vice president of Global Electrification for Meritor. "In January

2020, we announced our agreement with PACCAR to be its non-exclusive supplier of electric powertrains. One year later, we are nearing production and preparing to put vehicles on the road."

The 14Xe electric powertrain, which will be produced at Meritor's facilities in Asheville and Forest City, North Carolina, is designed to provide efficiency, performance, weight savings and space utilization.

Key advantages of the 14Xe ePowertrain over remote mount systems include:

- Tighter turning radius due to a shorter wheelbase
- Increased room between frame rails for additional battery capacity, which extends the range of the vehicle
- Lighter weight (up to 800 pounds) **TR**



TRATON and Hino start E-Mobility Joint Venture

TRATON SE (TRATON) and Hino Motors, Ltd. (Hino) have signed a joint venture agreement for e-mobility in order to plan and provide e-mobility products that will be based on the two companies' strategic partnership to offer customers the highest value. TRATON and Hino will combine their unique strengths to consequently develop electric vehicles including battery electric vehicles (BEV), fuel cell vehicles (FCV), and relevant components as well as creating common EV platforms including software and interfaces. They will form a team of advanced specialists from both companies and launch activities in Södertälje (Sweden) and in a second step in

Tokyo (Japan). TRATON and Hino will team up to shorten lead times for future e-mobility products with battery and fuel cell technology. The two companies are convinced that both technologies will be needed in the future.

Yoshio Shimo, President & CEO of Hino Motors, Ltd., said: "I am delighted that we can follow our procurement joint venture and further embodying our synergy with TRATON in e-mobility, helping to reduce global CO2 emissions and fighting global warming. We will combine our strengths as leading commercial vehicle manufacturers to offer EVs with the highest value for customers, through joint planning of commercial EVs."

Matthias Gründler, CEO at TRATON GROUP, said: "TRATON's mission is

to carefully balance the interests of People, Planet and Performance. This new joint venture with our strong partner Hino is our next important step in electrification, pushing our mission further ahead." Gründler reiterated TRATON GROUP's goal to invest 1 billion EUR until 2025 in electrification.

Back in 2018, Hino and TRATON signed an agreement, aiming for a mutually beneficial strategic long-term partnership. Based on their shared principle of offering customers the highest value possible, they established a procurement joint venture in 2019, and have now solidified their collaboration in e-mobility. Both companies have agreed to explore each other's capabilities and investigate further possibilities to collaborate in other future fields of technology. **TR**

New Chief Executive Officer and Managing Director for Tata Motors Limited


Tata Motors Limited announced that Mr Marc Llistosella has been appointed to the role of Chief Executive Officer and Managing Director of the company effective 1st July 2021.

Mr N Chandrasekaran, Chairman, Tata Motors Limited said: "I am delighted to welcome Marc to Tata Motors. Marc is an experienced automotive business leader with deep knowledge and expertise in Commercial Vehicles over his illustrious career and has extensive operational experience in India. Marc will bring this experience to take the Tata Motors Indian business to even greater heights."

Mr Llistosella was most recently the President and CEO of Fuso Truck and Bus Corporation and Head of Daimler Trucks in Asia. He was earlier the MD and CEO of Daimler India Commercial Vehicles Pvt Ltd.

Commenting on his appointment Mr Llistosella said, "I am delighted to become a part of the unique Tata family. Having been bonded to India for so many years, a new exciting chapter is now opened. We would jointly awaken the potential of Tata Motors."

Mr Guenter Butschek has informed his desire to relocate to Germany at the end of the contract for personal reasons. He has kindly accepted the request of the Board of Tata Motors to continue as the MD & CEO till 30th June 2021.

Mr Chandrasekaran added: "I would like to thank Guenter for leading Tata Motors successfully over the last 5 years." Marc Llistosella will take over on 1st July 2021. 


Mitsubishi Fuso Launches the New Medium-duty Fighter truck

Mitsubishi Fuso Truck and Bus Corporation (MFTBC), one of Asia's leading commercial vehicle manufacturers under the umbrella of Daimler Trucks Asia, announces the launch of the new medium-duty Fighter truck upgraded with an advanced safety system. The new Fighter is available through MFTBC sales outlets and its regional sales units across Japan as of March 2021.

The new Fighter comes with the Active Brake Assist 5 (ABA[®] 5) collision mitigation system as a standard feature, enabling more advanced safety support. ABA5 uses a combination of conventional radar technology and a windshield-mounted camera to detect traffic conditions on the road ahead and warns the drivers with a buzzer sound and a visual alerts if there are risks of collision with a vehicle or a pedestrian. The system also activates the brakes when necessary, adding another layer of collision mitigation. With the installation of



ABA5, the Fighter comes with more precise detection; it can now detect stationary vehicles as well as moving pedestrians. Attention Assist monitors and warns against lowered driver attention, while the Electronic Stability Program (ESP) inhibits rollovers by stabilizing the vehicle. Furthermore, Active Sideguard Assist prevents accidents during left turns. All of these safety features combined work to provide an even higher level of support for drivers on the road.

The new Fighter is in full compliance with the latest safety regulations in Japan. The vehicle comes equipped with a Rear Underrun Protection (RUP) device and a Front Underrun Protection (FUP) device to minimize the potential damage from collisions. It also adopts a shock mitigation structure in case of collisions involving occupants. Additionally, the fuel tank been updated to the latest standards in an effort to prevent leaks and fires in the event of an accident. 

IVECO Daily takes Light Truck of the Year in 2021 Van Fleet World Great British Fleet Awards



Adding another string to its bow, the IVECO Daily demonstrates its unmatched flexibility within the 3.5 to 7.5 tonne GVW sector, receiving the title of Van Fleet World’s Light Truck of the Year 2021. Part of the annual Fleet World Great British Fleet Awards, the event celebrates excellence in the fleet sector and is judged by the publication’s panel of experts. This is the second time IVECO Daily has taken the win for this category having first been honoured in 2019.

“The 3,500kg GVW to 7.500kg GVW is a small but significant sector of the market with no shortage of competition. Daily offers the broadest weight range in the sector, a choice of diesel or natural gas power, manual or automatic transmission, as well as an array of body sizes and conversion options,” commented Van Fleet World Editor,

John Kendall. “It is one of the most flexible vehicles in its class. Revised in 2019, Daily is now available with new driver assistance systems and a range of connectivity options. At the end of last year, IVECO re-launched its Daily Driveaway conversions programme and will introduce new additions to the programme throughout 2021.”

Updated in 2019, Daily gained a refreshed front-end design featuring an all-new honeycomb grille, 3-piece bumper and optional full LED headlights. Internally a new, smaller steering wheel and high-quality dashboard can be combined with a repetitive movement-eliminating electromechanical parking brake and a new 7” HI-CONNECT infotainment system. Offering DAB radio, Bluetooth and Apple CarPlay/Android Auto functionality, a native navigation system adds time-saving TomTom LIVE traffic updates and can plan routes in accordance with the vehicles size and weight restrictions. **F**

Hej new home! IKEA Japan uses Daimler Trucks’ all-electric FUSO eCanter for home furnishing delivery

Daimler Trucks’ Japan-based subsidiary FUSO, one of Asia’s leading commercial vehicle manufacturers, has delivered three all-electric FUSO eCanter light-duty trucks to IKEA Japan K.K., the Japanese subsidiary of Swedish home furnishing company IKEA. IKEA Japan is the first home furnishing company to receive delivery of the eCanter. IKEA Japan operates two of the three vehicles and one is owned by SG Moving Co, Ltd., which is a logistics partner of IKEA Japan. In Germany, a further three FUSO eCanter operated by Rhenus Group are used for furniture home delivery for IKEA in Berlin since 2017.



IKEA Japan is committed to providing a positive impact to people, society and the earth through the protection and revitalization of the environment. IKEA has set a target of absolutely reducing energy-related greenhouse gas emissions by 80 percent by 2030. The company also established a target to use a fleet of 100 percent electric vehicles for its transportation by 2025. As its first step toward sustainable transportation, IKEA Japan introduced the locally emission-free eCanter trucks into its home furnishing delivery fleet. One of the three vehicles is used for the delivery of products between the IKEA Kohoku and IKEA Harajuku stores, while the two others are used to deliver home furnishing items directly to customers’ homes. **F**

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