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SINGAPORE



Company Focus
Global CV & Equipment

**Volvo Singapore digs in
presenting the new FMX**

New Canter launched in Singapore

**Shell Powers
up Businesses**

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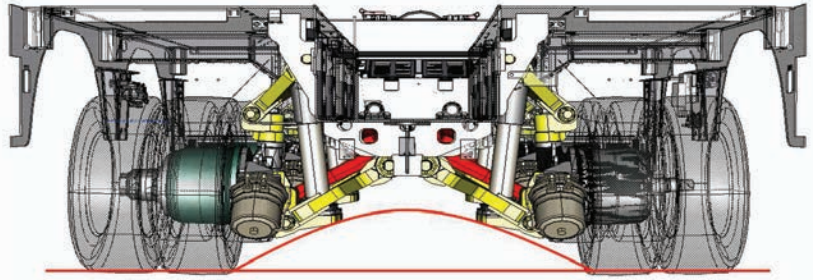
WHY CAN'T ALL COMMERCIAL VEHICLE DISTRIBUTORS HAVE SUCH A COMPLETE OFFERING?



GLOBAL CV & EQUIPMENT

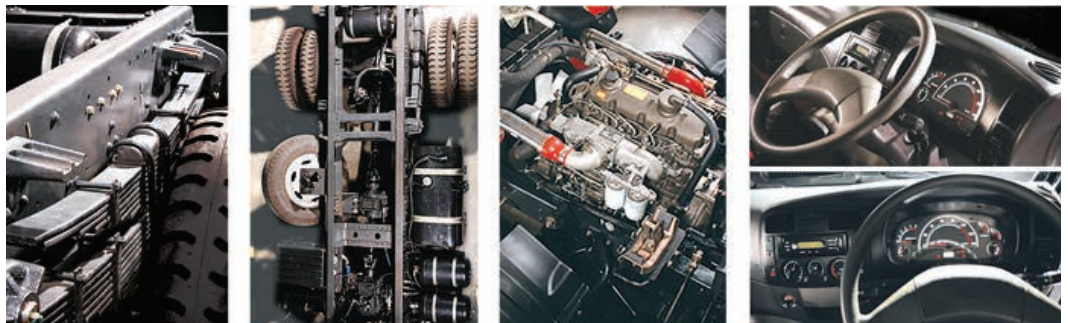
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Boost your business with a listing on our new website.

Find businesses or sell your truck, upload your events or images to the gallery.

Visit our new website www.asiantrucker.com to put your company on speed.

Emphasis on Drivers



More and more we are seeing truck manufacturers take a greater interest in the people who use their products – not the owners – but the drivers. Owners and manufacturers realise the importance of the driver in maximising their investment in the truck and utilising this investment. When it comes to fuel consumption, as Volvo constantly highlights through their Fuelwatch Competitions, it is ultimately the driver who can save the most fuel. Scientists can squeeze every ounce of energy out of gasoline, diesel or whatever it is you are putting into your tank, and designers can make the slickest most aerodynamic vehicle on the road, but how the driver handles his vehicle has the biggest impact on how much fuel is needed.

Appreciating the Driver

An article that will be in the next issue about UD trucks refreshing drivers with drinks and massages, shows the OEM taking a real interest in the drivers. “This campaign is a gesture from UD Trucks to demonstrate care and appreciation to those truck drivers. After all, being in daily contact with the product, the drivers are a major interaction point for any truck manufacturer.”

In the new trucks that are being rolled out, there is greater emphasis on the driver's creature comforts. An alert, healthy and happy driver is less likely to plow into another vehicle on the highway. From a fleet owners point of view, taking care of their employees should be their highest priority. Often, however, it isn't. Making money is the highest priority. The smart owner knows that quality drivers will result in greater profits.

Why does it seem that nobody really cares about the driver in every aspect of his/her job? They are too often viewed as just one more cog in a machine to get a job done.

High Pressure

Providing the drivers with refreshing drinks and a massage is a nice gesture, but the strain of driving is not just physical. Despite the image of truck drivers being big burly tough guys, the reality

is that today's truck driver sits for extended periods of time, they get little exercise, they eat poorly and probably drink way too much coffee. It is not a healthy lifestyle.

My eldest brother and his son were drivers in North America – driving long haul across the continent. For my brother, Bill, in many ways it was a good job, but it was a strain on his marriage being away from home for long periods. Mind you, I think whatever job Bill did, it would've been a strain on his marriage. There was, at times, opportunities for Barb and their poodle to travel with him. I am sure that made life a lot better – Bill really loved that dog. When he visited me one time he preferred to spend the night in his truck (it had a bed in the cab) rather than stay in our guest room. Not being able to smoke in our house probably played a part in that decision.

A Gentle Man

His son, Bob, was a gentle man who seemed to enjoy being a truck driver. From a little good natured boy with thick glasses I saw him grow into a good natured adult with a very thick waste line. Exercise never did seem to be much a part of his lifestyle. I didn't see much of him over the years, but the last time I talked to him, he still demonstrated the positive, warm spirit that was his character. He still had his cheerful attitude despite the fact that he was battling cancer that would soon take his life. He was only in his early 40s.

Ultimately, one's health is a personal responsibility, but, as in all occupations, the workplace should be a situation where employers, associations and government should contribute to educating drivers to a healthy way of living.

Total Involvement

In the trucking industry it is all the more important that government and trucking associations engage the drivers as often trucks are owned by the driver or a small fleet operator who is often at the limits of his time and ability just keeping the operation afloat.

It is seldom that drivers are viewed as being over educated, so it is important that those responsible people in their industry do what they can to improve the education that they need. Drivers spend long times being alone and not engaged with anyone more than those they meet when they stop to eat. Certainly, it is a challenge to upgrade skills for professionals who spend far too many hours behind the wheel. It is obvious there is a lot of creativity in the industry –more of that needs to be focused on the driver.

I will always be sad to think that cheerful little boy left this life all too early, when it was likely that he didn't need to. A healthier lifestyle, or another profession, may well have extended his life.

Floyd Cowan
Editor-in-Chief

TO PROVE THAT NOTHING BEATS FUELSAVER AT REDUCING FUEL COSTS, WE EXPOSED IT TO THE MERCY OF THE WORLD'S TOUGHEST CRITICS.

High performance diesel engines are used in mining vehicles for maximum hauling performance, one of the most demanding mining applications. These vehicles, as any mining manager would tell you, can consume enormous amounts of diesel fuel and generate lethal toxic emissions.

So naturally, underground mining scoops and trucks seemed like perfect vehicles to find out exactly how well the Green Genius Fuelsaver™ would fare at saving money on diesel when used in mining operations.



We are fanatical about testing

We tested Fuelsaver not just for a few days, but for thousands of hours. If it sounds a bit fanatical, it is.

So what did this admittedly unorthodox test reveal? Quite simply, nothing the people at Green Genius hadn't already predicted.

When the Fuelsaver was installed in mining vehicle fuel tanks, they had an immediate positive impact on reducing fuel consumption by 5% to 12% (an 8% average), thus increasing the mining company's ROI and their bottom line.

The Fuelsaver also reduced toxic emissions by up to 35%, improved performance, and reduced the need for engine maintenance.

It works to save you money

What does this mean for the transport truck and bus fleet manager? On the highway, transport trucks can drive an estimated 120,000 km a year—that's the equivalent of circling the entire world three times over.

On average, it means fuel cost savings of up to US\$1,900 or RM6,000 per year per vehicle. For truck and bus fleets with 100 vehicles, fuel cost savings can average up to US\$190,000 or RM600,000 per year.

To further ensure even more fuel saving kilometres and maintenance free driving, the Green Genius Fuelsaver™ is guaranteed for up to five years of usage.

After considering everything that went into testing the Green Genius Fuelsaver, it's no wonder the Fuelsaver is the world's only proven "Genius in the Tank".

GREEN GENIUS FUELSAVER™

Genius in the Tank

Volvo Singapore digs in presenting the new FMX



Taking a full service approach to mining and quarries, Volvo takes customers from Singapore to Gothenburg to experience the new FMX



"Volvo everywhere!" exclaims one of Volvo Singapore's customers upon arrival in the Gothenburg airport. A Volvo display, complete with the new FH 16 is welcoming visitors to the home of Volvo. We are landing in Sweden on a Monday morning, 16 customers, staff from Volvo Singapore and myself from Asian Trucker. We are to experience "Volvo in Quarries and Mining" and to test drive the latest FMX. One model, we are told, is an extraordinary engineering feat. Naturally, the air is filled with excitement as truckers can't wait to get their hands on the steering wheels of these trucks to give them a thorough checking.



Lobby at Volvo

Updates on Volvo's Business

Re-connecting with Joachim Rosenberg (in his new role as Executive Vice President based in Japan) we follow up on some of the questions we have asked him during the opening of the Singapore Distributorship (Asian Trucker reported in Singapore's issue 9). Volvo Group is going strong. According to Rosenberg, Asia now constitutes some 23 % of the truck business. This figure is up from just 5 % a few years ago. Not only is Asia the currently the strongest growth market, it is also one from which many inspirations come from. "In order to design the latest trucks, we have listened carefully to the requirements of the Asian customers" Rosenberg explains.

The latest FMX is an engineering masterpiece. It has a new steering, which will make it even more comfortable and easy to steer in even the harshest conditions and the chassis is a completely new one. It is, according to Volvo, the most rigid chassis ever produced. There is also air suspension thrown in for good measure. Rosenberg beams while stating these facts "This clearly says something about our products. It is quite remarkable when VOLVO says that we have improved the safety and rigidity of a truck!"

But not only is it the most robust and solid truck ever made by the Swedish marquee, it is also one that now beginning to rival passenger cars when it comes to fuel consumption in terms of kilometres driven per litre of fuel. The FMX is going back to the grass roots of the mining and construction industry while also being in line with a global trend of platform based truck making.

Currently, Volvo is the only truck maker that can also provide the entire spectrum of machinery needed in mining and quarries. Our Singaporean group will experience all this in a quarry not far from the city during this week. "We now offer the whole range of construction equipment: from graders and excavators to trucks and Actuated Haulers" said Rosenberg.

Each of the brand in the Volvo portfolio is carefully positioned and this means increased profitability for clients as the company can match the exact right product to the needs of clients. Also, this makes Volvo more profitable and this profit will be reinvested into the brands themselves.

Things you didn't know about Volvo

Monday was a bit hectic as our luggage did not arrive with us and everyone needed to get used to days as long as 22:30. Tuesday started with an exciting program. First off, a convoy of Volvo busses took the group to the Headquarters of Volvo. After everyone had a picture taken next to the FH 16 in the lobby we went on to see a presentation by Mr. Ricard Fritz, SVP Volvo Trucks.

Trucks make up about 65 % - 70 % of turnover for the Volvo Group. In 2012, some 224 017 trucks were sold by the group, out of which a whopping 51 514 vehicles found a new home in Asia. Gothenburg has long been the automotive centre of Sweden and it is apparent the second you take a drive about town. These trucks are being produced in some 35 plants around the world and an additional 9 plants produce powertrains. In the Tuve plant, we find some 1450 male blue collar workers and 296 female workers.

Volvo actually means "I roll", and stems from Latin. In 1915, the Volvo brand name appeared for the first time on a ball bearing. As soon as 1927, the first vehicle was produced and even then the company's motto was to be driving progress. Interestingly enough, not one truck is identical to another as each truck is custom made. Alone for colours, some 2 000 (!!!) variations are available. In one instance, a client apparently had the truck's colour matched to the paintjob on the wife's fingernails.

Looking at Sweden's geography, it becomes very clear why reliability is such a key issue. With the vast distances to be covered by the trucks, it is imperative that the vehicles are robust and sturdy. Sweden's conditions are also harsh with tough winters and wide temperature gaps between summer and winter. While a big country in terms of space, it is a small one for businesses. This meant that many Swedish companies will be exporting their goods very quickly after an initial success in the home market. Volvo wasn't an exception and as a result of this, Volvo trucks can be found in most countries of the world today.



Lord of the helmets - As always safety comes first

In 1954, Volvo introduced the turbo for trucks and in the 1970s, the company was the first to fit intercoolers to their vehicles. The tilt-cab was introduced as early as 1962. Volvo trucks will be even more exciting as of lately. Recent developments include features that will make drivers and owners surely salivate! Individual front suspension, I-Park, I-See and I-Torque are just some of these. One of the features we thought most interesting is the idea of running the aircon of the electric system and no longer using the engine. This means that the truck can switch off the engine during rest times over night, significantly reducing emissions and saving money! Additionally, it is worthwhile to mention that by 2020 some 10% of all Volvo vehicles will be running on gas.

Why mining?

One of the mega-trends currently is an ongoing urbanization. With this comes the need for more energy and raw materials. This brings also an increased car-ownership with it as well as infrastructure projects. A problem the mining industry is facing is the fact that the raw materials are deteriorating in quality. This means more material needs to be mined in order to get the same amount of raw material. As such, more efficient material movement, handling and transportation solutions are needed.

With a full range of excavators, graders, actuated haulers, trucks and other machinery, Volvo addresses the needs of the mining industry, offering a total solution approach. For example the use of the same engines minimizes warehouse cost and reduces downtime. If trucks can carry more payload, the number of trips will be reduced. Faster cycle times for unloading / loading also results in improved efficiency. Volvo is working on all these aspects to ensure that owners and operators of mines will get an optimised solution for their operation.



This truck is REALLY high!



Volvo Singapore clients posing with the star



“I said full acceleration!!!”

Finally we arrive at the quarry. An impressive line-up of FMX trucks, interactive showcases and presentations await. There are FMX trucks in all variations: 6 x 4, 8 x 4 and the mightily impressive 5 axle FMX variant. Capable of taking a payload of over 40 tonnes, this 60 tonne-truck is set to give other mining trucks a run for their money. Using the most advanced Volvo axles, the 5-axle FMX can handle such payloads easily, drawing on some 500 horses under the driver’s seat. Warming up on the 8 x 4, I found this truck to drive incredibly easy. Stepping up to the fully loaded 5-axles FMX was the highlight of the trip. Driving around in a fully operational mine that sees some 250 trucks a day being loaded, we take the truck for a spin.

“You have some 40 tonnes in the back. It is fully loaded and when I say to accelerate, I want you to floor it” my instructor tells me. We drive along the ridge of the quarry with barely a half meter between the “road” and a sheer wall that drops some 50 meters. As we come down into the bottom of the pit, I am being given the command to floor it. Being a bit hesitant, I get to hear “I said full acceleration!”. And man, does this thing pull away! The steering is super smooth and you would not believe that there are 40 tonnes worth of stones in the back. When I am back, I need to trade in the Myvi!



By now, there must be some 20 FMX trucks in motion around the quarry. "Wow, this is so exciting!" says one participant that came all the way from Singapore. "This is such fun time driving these trucks in this environment. The instructors are doing a real fine job and the entire event is really great. This event is quite an experience as it is not only about trucks, but we also had the boat rides powered by Volvo Penta engines and we get to see all the machines used in construction too.



One of the highlights was the Gala Dinner during which a dance group performed five different dances that symbolised all new ranges of newly launched trucks. After a fun filled evening we would all step out of a converted warehouse in which the event was held just to walk into bright light, still day at 23:00.

Safety - First and foremost

Volvo stands for safety. The group spent a full day in the visitor centre, the Volvo Museum and an interactive hall that teaches guests about safe driving. During this day, everything is about safety and how safety features are being incorporated into the vehicles. An ambitious goal, but Volvo plans to reduce accidents to zero. The latest technology detects other participants on the road and takes active measures to avoid accidents. During the entire trip, almost every time we board the bus, an announcement is being made to use the safety belt, a Volvo invention that revolutionized safety in road transport and passenger cars. During the one-week visit, the topic of safety is a key message that is being repeated over and over. Visitors were exposed to a lot of safety messages and at the end of the day, one would understand why Volvo is all about safety.



Yeo Chye Wah from Y.H.L. Logistics Pte Ltd, sums up his experience in Sweden: "This is very good! I like that we have the opportunity to drive these newly launched trucks. In Singapore, I was the first to order the new FMX. To me, an important aspect is how to get a fast return on my investments."





Arriving in Volvo City - Display at airport



Yeo Chye Wah checking out the Volvo FH

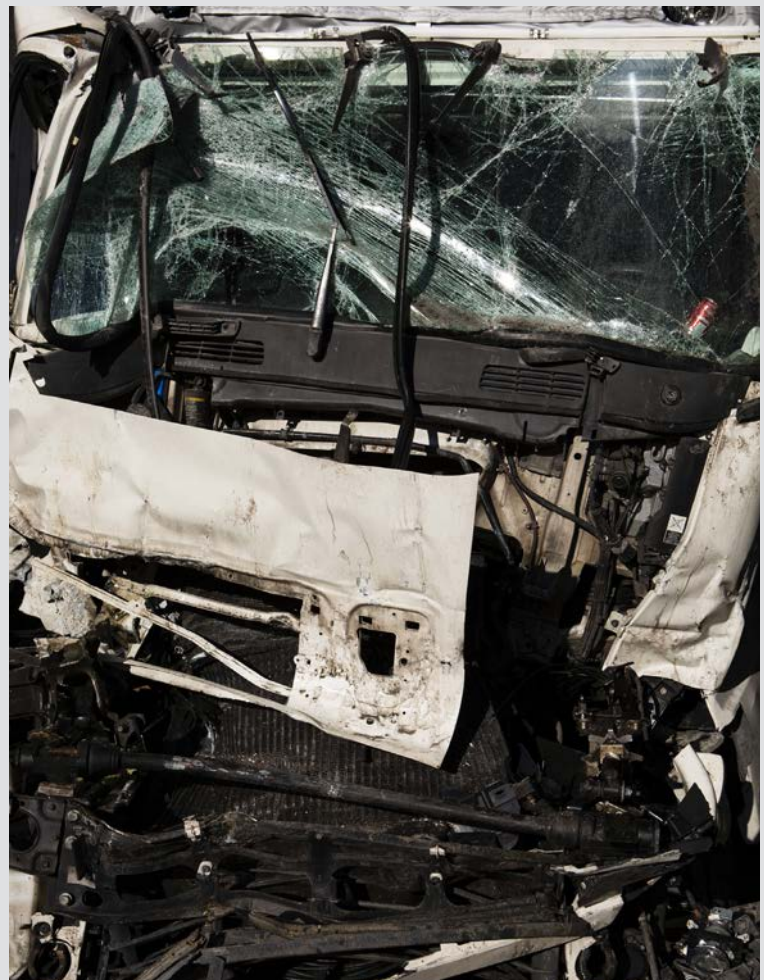
Seat belts - It's more uncomfortable if you aren't coming home tonight

Volvo actually has a team of specialists that analyses accidents. A somewhat macabre job, but it actually helps to understand accidents and to work on improving trucks to make them safer. Founded in 1969, the Accident Research Team has investigated thousands of accidents. We met with Karsten Heinig, to learn more about the team's tasks. The Team's efforts are two-fold:

1) Forensic engineering: Here the group visits accident sites to gather valuable information about accidents involving trucks. During such investigations, the team looks for clues on how to improve the cabin of a truck, provide a safer environment for the passengers inside the vehicle and outsiders that may be involved in the accident. Naturally, during such investigations, all existing safety features are being checked regarding their performance and if they had a positive impact during the accident, i.e. did the safety feature reduce the impact and chances of injuries.

Simulations and recreations of accidents help to improve and create active and passive safety systems build into Volvo trucks. For this, site visits are part of the job as well as computer simulations. Volvo has taken an interesting approach with this as the Accident Research Team is part of the Volvo Group managing trucks but not passenger cars after the split of the two segments. However, the two parties are working closely together when it comes to vehicle design and the safety features on a Volvo truck as synchronised with the designs of a Volvo passenger car.

2) Engineering: here the team tries to look into the future to analyze driver behaviour in order to create safety features that will address needs arising from new vehicle designs or traffic conditions. Interestingly enough, the feature that still saves most lives is the seat belt.

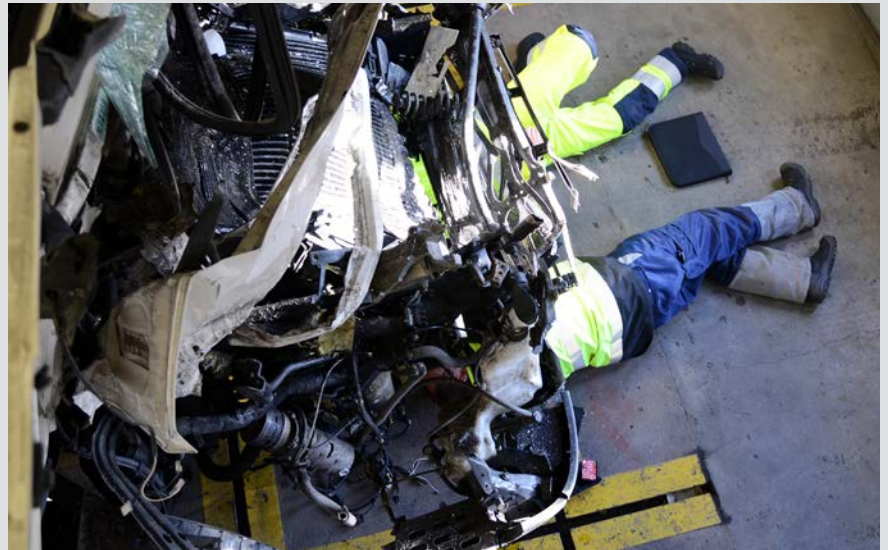




Karsten Heinig

Dr. Karsten Heinig is the manager of Volvo Trucks Accident Research Team, which is one of the driving forces behind Volvos safety developments. Dr. Heinig obtained his PhD in Transport Science from Technical University of Braunschweig, Germany in 2009. Since joining the Volvo Group in 2007, Dr. Heinig managed and coordinated vehicle and traffic safety related research projects at Volvo Technology, the research organization with the Volvo Group. His research focus is on the interactions between drivers and advanced driver assistance systems in field studies. Dr. Heinig has been involved in various related international and national related research projects.

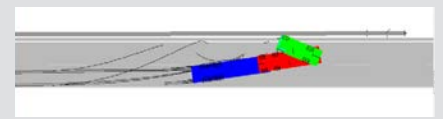
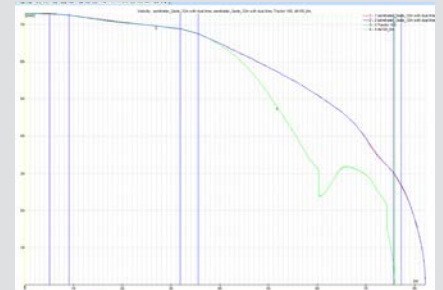
He is a member of the Scientific Advisory Board of the iSTREC project in Malaysia, which aims at understanding and eventually reducing the number of accidents between heavy trucks and unprotected road users, specifically motorcyclists. Dr. Heinig is also a member of the Scientific Committee of the Sweden-China Research Centre on Traffic Safety, which has been established to facilitate the collaboration between Sweden and China to improve traffic safety in China.



"It is amazing what difference the seat belt can make" Karsten says. "We have had the exact same type of accident, whereby a truck ran off the road and overturned. In one case, the driver used the seat belt, in the other case, no seat belt was worn." Apparently, the person wearing the seat belt only had a broken collar bone while the non-user of this crucial safety feature died in the accident.

In Malaysia, Volvo's initiative under the name iSTREC aims to reduce the number of accidents between trucks and motorbikes. On Malaysia's roads, some 60 % of the fatalities are motorbike riders. Heinig calls these participants in traffic "Vulnerable Road Users". Interestingly, again it is Asia that takes the lime-light for this study. Results from SEA are being used for the development of safety features in Europe. "This is a sad aspect of this job and approach, but here in Asia we currently still have more accidents" Heinig elaborates. The idea is to understand the behaviour of participants in traffic and to find appropriate ways to reduce accidents. Following the current analysis phase, Volvo will roll out an awareness campaign to educate the market. Next, Volvo will expand the iSTREC studies to other countries to find out what are the reasons for accidents with motorbike riders. "It could simply be a lack of understanding. In Sweden we had a period where we glued tilted images (mirrors) to the side of the trucks. When a vehicle was in the blind spot, the rider could read a message that he was invisible to the truck driver and hence in danger.

The Volvo FuelWatch is also one of the activities that create awareness for these issues (Hint: buckling up is one of the items that give you points!). Heinig concludes "It is good and needed to carry out this research in Asia. It will make a difference and that is why I like my job. We will be able to gain new insights and match this with already existing knowledge. Being out here allows me to meet with a lot of people."



Safety explained in the Visitor Center

New Canter launched in carnival style event



Stefan Pertz visits the launch of the latest generation Canter in Singapore



"Yes," disclosed Mr Arthur Chua, Director for Goldbell Engineering, exclusive distributors of Mitsubishi Fuso Trucks and Buses in Singapore, "as never before has car-like comfort, spaciousness and above all, tested reliability coupled with Goldbell's comprehensive customized packages and proven customer-oriented after sales service, made the purchase decision easy."

Explaining his rationale to introduce what may possibly herald the new signs of the times in Commercial Vehicle design and manufacturing during Mitsubishi Fuso's Canter 50th anniversary this year, Mr Chua reiterated that change is what the industry has long been anticipating, after news of the launch of the Mitsubishi Canter Commercial Vehicle in Japan created headlines.

Even after 50 years in the market, the Canter still surprises with handling that matches passenger cars and an service package that is outstanding.

An amazing party

To launch the new truck series, Goldbell organised an event in the heart of the city, inviting truckers and non-truckers to experience the brand, the new truck and Goldbell. It was a carnival-like atmosphere with games, attractions and test drives. Not only did Asian Trucker take the Canter for a spin, we also won in the lucky draw, making this a truly memorable session.

Amazing offer

Would you trade in your old Commercial Vehicle for the new award winning Mitsubishi Canter with its car-like features and comfort, and a testing mileage that equals 7 trips to the moon?



DUONIC® Technology – Car Like Smooth Drivability

The line separating a Commercial Vehicle and a Passenger Car is getting blurred after Mitsubishi started incorporating car-like features into its Commercial Vehicle, clinching the RJC Car of the Year 2013 Special Award, an honor normally reserved for passenger vehicles.

Thanks to the cutting-edge “DUONIC®” 6-speed, Dual Clutch Automated Transmission with a built-in hybrid motor - a world’s first technology to be ever featured in a Commercial Vehicle, the “DUONIC®” offers smooth and seamless gear change without shock or torque interruption, fuel efficiency, clean emissions and reduced operating costs, creating new standards in all sectors.

The newly introduced high output, high revolution motor generates optimum torque and recuperation forces at every gear/speed, while the high power motor offers a maximum output of 40kW (200 Nm).



In combination with its compact, high-performance laminate type lithium (Li)-ion battery, the system significantly contributes to overall vehicle performance. The same innovative “DUONIC®” transmission is offered on diesel versions too.

New 4P10 Engine

The newly developed 4P10 engine developed in collaboration with Fiat Powertrain Technologies S.p.A. and tuned Asian users is a 3-litre Variable Geometry (VG) turbo diesel engine with in-line 4 cylinder and a DOHC 4 valve structure. Flat torque characteristics and higher revolutions significantly enhance drivability.



it has real-life improved fuel efficiency by as much as +12%; 4-wheel disc brakes that shorten the braking distance from -6 to -15%; innovative fail-safe brake over-ride, and improved ride comfort, with its newly designed independent front suspension. (see Appendix 1 for Canter's features)

Improved Productivity & Efficiency

The Canter relishes its role as a tough work partner with the added advantage of a plusher cabin interior to enhance driver comfort and increase efficiency, breaking conventional Commercial Vehicle stereotypes, especially when usage is elevated with its numerous innovative features.

A value-added feature that owners will welcome, is Goldbell's Advanced Fleet Management System (AFMS) that offers real time data on your Canter's location at all times, maximizing efficiency and raising fleet productivity, reducing fuel wastage in idling conditions.



Revolutionary BlueTec® Emission System in a Commercial Vehicle

To protect the environment, Mitsubishi has adopted the BlueTec® system, recognized worldwide as an environmentally-friendly exhaust gas after treatment system on some model variants.

By delivering optimized engine combustion and the intelligent shift-change program of the "DUONIC®" equipped with ECO mode, Nitrogen Oxide (NOx), Carbon Dioxide (CO₂) and Particulate Matter (PM) emissions are greatly reduced, fulfilling stringent Euro V, JP09 as well as US EPA10 regulations.

Setting New Standards

The new Canter has incorporated a number of revolutionary features compared to conventional CVs, benchmarking several technological firsts, based on factory tested results in Japan





Funding Under PIC Grant

Customers can take advantage of 2 schemes to enjoy funding under the PIC and ETS. The PIC Grant is applicable to organizations that employ the Advanced Fleet Management System (AFMS) to raise productivity, while the Early Turnover Scheme (ETS) rewards the early replacement of old Category C diesel engines with models that comply with Euro V diesel standards.

"With the Canter's development targets set to benchmark low emissions, low fuel consumption, high reliability and superior drivability, we believe that these innovative features, strongly fulfill and exceed those targets.

Awards

Goldbell Group has been recognized for outstanding performance through its clinching of International "Distributor of the Year 2013" and "Best After Sales 2013" Awards by Mitsubishi Fuso Truck and Bus Corporation, Japan.

In addition, over the years Goldbell has received 7 Mitsubishi Triple Diamond Commemorative Awards by Mitsubishi Motors Corporation and 3 Service and FUSO Awards By Mitsubishi Fuso Trucks & Buses Corporation.

Certainly, Goldbell also deserves an award for the organisation of the fun-filled event that launched the latest Canter series.



New Strategic FUSO Truck Rolls Out in Kenya and Sri Lanka



(Kawasaki, Japan) Mitsubishi Fuso Truck and Bus Corporation (MFTBC), has unveiled its new strategic FUSO truck in Kenya. Under its 5-pillar growth strategy FUSO 2015, the company is strengthening its global operations to better position itself in the new growth markets in Asia and Africa. The new robust trucks are built at Daimler Commercial Vehicles India Pvt. Ltd. (DICV) Plant, Chennai, India, and exported to select Asian and African markets.

Rigorous testing has been assessed under the most strenuous driving conditions at DICV to ensure maximum reliability of the trucks. Following the launch in Kenya, the new robust FUSO trucks will be soon available in Sri Lanka.

Mr. Kai-Uwe Seidenfuss, MFTBC Senior Vice President of Sales & After Sales, said: "While the Japanese market, the home turf of MFTBC, remains one of important focus markets for us, we see significant growth potential shifting to Asia and Africa. Our new FUSO FJ truck is tailored specifically to meet the needs of customers in these rapidly growing markets and is another example of the excellent cooperation and integration within Daimler Trucks."

The all-new FUSO truck range comprises five new models, the light-medium-duty (GVW 9-16 tons referred to as 'FA' & 'FI') and the medium-heavy-duty (GVW 25-49 tons referred to as 'FJ', 'FO' & 'FZ'), thus providing more choice to customers. These trucks will be exported and sold through MFTBC's global network to total 15 markets in Asia and Africa in the first phase with further markets currently evaluated.



WABCO Delivers Record Performance Earnings



(Brussels, Belgium) WABCO Holdings Inc., a global technology leader and tier-one supplier to the commercial vehicle industry, reported Q2 2013 sales of \$678.2 million, up 6.8 percent from a year ago, reflecting an expected sequential industry uptick for the quarter. "In Q2 2013, WABCO delivered yet another record quarterly performance fuelled by our continued ability to outperform a sluggish market," said CEO Jacques Esculier.

In Q2 2013, WABCO's factory in Miass, Russia, made its first delivery of products as WABCO has now begun locally supplying

UralAZ, a major manufacturer of trucks. Miass is the company's newest factory in its global network of 20 plants in 10 countries. UralAZ is part of the GAZ Group, Russia's largest manufacturer of commercial vehicles. WABCO manufactures innovative pneumatic braking components and parts in Miass for Ural trucks in series production in Russia and is headquartered in Moscow.

WABCO reported in Q2 2013 that it continues to expand its global remanufacturing capability as the company has recently been granted a license by Chinese authorities to remanufacture air compressors in China for commercial and off-highway vehicles. WABCO is the first and only supplier in China authorized to conduct this type of remanufacturing activity. WABCO Reman Solutions is remanufacturing air compressors locally for China National Heavy Truck Corporation (CNHTC) and for WABCO's customers in the independent aftermarket in China. WABCO expects to expand its remanufacturing scope in China to add other products, subject to government approvals.

WABCO is a global supplier of technologies and control systems for the safety and efficiency of commercial vehicles. Founded nearly 150 years ago, WABCO continues to pioneer breakthrough electronic, mechanical and mechatronic technologies for braking, stability and transmission automation systems supplied to the world's leading commercial truck, bus and trailer manufacturers.

DHL Express Improves Carbon Efficiency



(Singapore) DHL Express has improved its carbon efficiency year-on-year in Asia Pacific for the fourth consecutive year with an improvement of 7.4 percent despite a significant volume rise. Top country performers include Thailand, Australia, Japan, Singapore, and Bangladesh. In total, Deutsche Post DHL, parent company of DHL, has now achieved a 16 percent improvement in its carbon efficiency since the launch of the GoGreen programme in 2008 and is over halfway to meeting its target of a 30 percent CO₂-efficiency improvement by 2020.

Jerry Hsu, CEO, DHL Express Asia Pacific, said: "Demand for DHL Express services has increased in Asia Pacific. Last year, we saw a double-digit growth in volume, yet overall we managed to achieve a 7.4 percent year-on-year improvement in carbon efficiency. Despite opening new and bigger facilities to serve growing customer demand – such as

the North Asia Hub in Shanghai – our increasingly efficient ground operations, energy efficient buildings have enabled us to lower overall carbon emissions for the fourth year in a row, showing our absolute dedication to growing a sustainable business."

Fleet modernization such as the introduction of new and more fuel efficient vehicles in ground transportation was a major contributor to improved CO₂ efficiency in the region. Over 500 vehicles in Asia Pacific were replaced with new units that feature innovative systems such as GPS and telematics to help monitor, measure, analyze and improve the carbon efficient behaviour of drivers, in addition to continued effort on route optimization and asset utilisation. Most of the vehicles are Euro IV and V emission standards, which are defined by the European Commission as the acceptable limits for exhaust emissions for new light duty vehicles sold in the EU.

Thailand achieved an outstanding performance with a 36.2 percent year-on-year improvement in CO₂ efficiency, followed by Australia at 22.7 percent. In Thailand, diesel vehicles were fitted with gasoline engines running on 100 percent Compressed Natural Gas (CNG). Australia's older fleet was also upgraded with new and more fuel efficient vehicles meeting Euro V standards. Changes to ground facilities with improved energy utilisation also played a big role in achieving CO₂ improvements. In Australia, all of DHL's facilities are currently certified as ISO 14001 (Environmental Management System), and staff is fully engaged with the environmental programme initiating different activities around energy savings, paper reduction and waste recycling.

Among other top performers of CO₂ efficiency improvement are Japan (18.6 percent), Singapore (17.9 percent), and Bangladesh (12.4 percent). DHL's Central Asia Hub was the top hub with an 11.4 percent improvement in CO₂ efficiency.

DHL Express Asia Pacific started the assessment of its carbon footprint from energy consumption in real estate and ground transport to measure and improve carbon efficiency through abatement programmes. This programme was first introduced by DHL Express in 2008 and now covers over 1,000 facilities in 27 markets across Asia-Pacific.

Tata Motors partners with DRB-HICOM for Commercial Vehicles in Malaysia

Tata Motors has announced its partnership with DRB-HICOM, Malaysia's biggest conglomerate, for the import, distribution and assembly of Tata Motors Commercial Vehicles in Malaysia. Tata Motors signed a Distribution Agreement and Technology License Agreement ("TLA") with USF-HICOM (Malaysia) Sdn. Bhd., a subsidiary of DRB-HICOM Berhad. Tata Motors also signed another Importation Agreement with another DRB-HICOM subsidiary, DRB-HICOM Auto Solution Sdn. Bhd. ("DHAS") and USF-HICOM.

Mr. RT Wasan, Head, International Business, Commercial Vehicles, Tata Motors said, "We are proud to announce

our partnership with DRB-HICOM, one of Malaysia's leading corporations in the automotive space. One of the key parts of our business is the importance of our partnership with DRB-HICOM, which will not only help us service this market well, but also play a significant role in ensuring that we are listening to our customers."

YBhg Tan Sri Dato' Sri Haji Mohd Khamil Jamil, Group Managing Director of DRB-HICOM Berhad said, "It is indeed an honour for us that Tata Motors known to be among the world's top truck and bus manufacturers, has chosen to partner with DRB-HICOM to start this new chapter in their engagement with the Malaysian market. Through our subsidiary, USF-HICOM, we at DRB-

HICOM intend to establish the Tata Motors brand, and promote its products and services, providing the best customer experience".

The agreements will enable DRB-HICOM via USF-HICOM to become the exclusive distributor of selected Tata commercial vehicles, as well as expand its vehicle assembly business and distribution network in Malaysia. The Importation Agreement will enable DRB-HICOM via DHAS to become the exclusive importer and logistics service provider for Tata Motors Completely Knocked Down and Completely Built Unit vehicles in Malaysia.

New Lubrication Facilities Planned for Singapore



Signing ceremony for the Singapore Lube Park Pte Ltd, a joint venture between Shell, Sinopec and Total. (From left to right, seated) Dr Huck Poh (Director, Shell), Mr Francois Dehodencq (Director, Total), Mr Pei Wenjun (Director, Sinopec). Photo credit: Singapore Lube Park Pte Ltd

(Singapore) Singapore Lube Park, the joint venture of Shell Eastern Petroleum, Sinopec Lubricant (Singapore) and Total Oil Asia Pacific, will build new facilities in Singapore at Tuas, to support the lubricant and grease manufacturing plants of the partners. Singapore Lube Park came out of studies conducted by the partners. Looi Nai Tze will be the General Manager of Singapore Lube Park.

The lube park concept, which is expected to be completed in 2015, is the first of its kind in the lubricants industry according to a press release. "It will cover operations of shared facilities, including an import and export jetty, common pipelines, infrastructure and exclusive storage facilities to service the partners' respective new lube oil blending plants and grease manufacturing plants, which will be located on separate sites adjacent to the lube park."

Dennis Cheong, Shell's lubricants supply chain vice president, stated: "Our Singapore operations are a vital part of our global lubricants business, as it supplies lubricants and greases to more than 30 countries in the Asia Pacific region. These new facilities, when operational, will ensure we remain competitive, but more importantly, allow us to enhance our offerings to our customers."

Jiang Yunde, vice president of Sinopec Lubricant Co added: "Through the unique and innovative model, three multinational oil and gas companies have achieved a win-win situation, which will benefit our lubricant businesses respectively and offer all a prosperous future. Based on the successful cooperative, we will continue to explore the possibility of enhancing this win-win relationship."

"Besides substantial cost benefits from the economies of scale, this equal collaboration will allow us to exchange technical expertise and standards across the three global organizations with diverse culture and strengths," stated Tan Pai Kok, Total's vice president of lubricants.

The announcement also outlined the three companies' plans for new plants on separate sites adjacent to the lube park. When completed, Shell's new lube and grease plant in Tuas will replace its plant in Woodlands, Singapore. Total will construct a new blending plant in Tuas to replace two existing plants in Jurong Pandan and in Pioneer. Sinopec's new plant just started operations.

"Lubricants are high value products that further diversify the refined products

manufactured here," commented Eugene Leong, Director of Energy and Chemicals, Economic Development Board. "This joint initiative illustrates how Singapore's business environment allows industry leaders to come together and develop new business models. We welcome more of such innovative industry solutions being explored here, as companies look to optimise resources to improve their overall business efficiency."

Oman Commercial Vehicle Registrations Grow 20.1%

While there has been a decline of 11.5 percent in the number of new private vehicles registered in Oman during the first seven-month period ending July 2013, over the same period commercial vehicles rose 20.1 percent. According to data released by National Centre for Statistics and Information for commercial vehicles, the numbers jumped to 15,139 from last year's 12,604.

China Commercial Vehicles Show



Building on the success in 2012, CCVS 2013 will be held at Wuhan International Expo Center on 30 October-2 November, 2013 in Wuhan, China. The scale of the show will be expanded to take up both Area A and Area B. The concurrent China International Summit Forum will be moved from the exhibition hall to the newly built convention centre of Wuhan International Expo Center. And henceforth, China Council for the Promotion of International Trade, Automotive Sub-Council will join in the show as an organiser to take full part in the organisation, exhibitor recruitment and management. China's Wuhan and Germany's Hannover will take turns to organize the commercial vehicles show from 2013 onwards.

CCVS 2012 took up six halls in Area B of the fairground, including a separate area of auto parts. On a total display area of

60,000sqm, CCVS welcomed more than 350 exhibitors from home and abroad exhibiting nearly 300 vehicles. The three-day event attracted 21,723 visitors.

Faw Jiefang Automotive, Dongfeng Motor, Foton, Sinotruk, Shannxi Automobile, Mercedes-Benz, Scania, C&C Trucks, SAIC-IVECO, Yangtse, CIMC, Michelin, and Palfinger. They all brought the representative featured exhibits, covering different types of vehicles, as heavy trucks, buses, light trucks, pickup trucks, commercial vehicles, special-purpose vehicles, modified vehicles as well as auto parts. CCVS held a series of supporting activities on several themes in various forms in order to further expand the value of the show. China International Commercial Vehicle Summit Forum, held at the registration hall in Area A, was an industry summit tailored for the show, and it was highly evaluated by onsite media and trade visitors.

Tata Motors launches first of its kind Triple Benefit Insurance



Tata Motors has launched a new premium 'Triple Benefit Insurance' across its range of M&HCV, ICV & LCV Trucks and Tippers, yet another first from Tata Motors in the Indian commercial vehicle space. Designed specifically to minimise the financial impact to Tata Motors CV customers, the new premium 'Triple Benefit Insurance' maximises peace of mind, to the extent of full protection from loss of time and income, caused due to accidents.

In partnership with Iffco-Tokio General Insurance Company, the New Premium

'Triple Benefit Insurance' is available under the "Standard Motor Insurance" policy with three specifically designed add-on covers - Depreciation waiver / Zero Depreciation Coverage, New Vehicle Replacement Coverage and Loss of Income/ Vehicle Hire Cost.

"We at Tata Motors are proud to introduce the new premium 'Triple Benefit Insurance'", said Ravi Pisharody, Executive Director, Commercial Vehicles, Tata Motors. "We remain committed to listening to our customers, understanding their needs and fulfilling these with new products and services that provide greater value. While we do so, our new offerings are being backed by technology – enabled dealerships, providing all-encompassing sales, service and spares."

Yogesh Lohiya, Managing Director & CEO, IFFCO Tokio added, "We at IFFCO-Tokio General Insurance are committed to developing and providing reliable insurance products and services that work for our customers 'real time'. Having constantly strived to enhance our customer satisfaction through fairness,

transparency, and quick response, we are delighted to have found partners in industry leaders like Tata Motors, having designed with them a first-of-its-kind comprehensive insurance package which is revolutionary and complete value for money."

Tata Motors recently doubled its Warranty, on its entire range of heavy trucks, with 25 tonnes and higher GVW, to an unbeatable four years. With this, Tata Motors has become the first company in India to offer a standard warranty of four years on heavy trucks. Similarly, for a relatively small amount, Tata Motors launched 'Tata Alert', where drivers will receive on-site breakdown assistance within four hours of dialling a toll-free helpline number. The 24x7 'Tata Alert' service ensures a vehicle is put back on the road within 48 hours from the time restoration work begins. In case of major repairs and a vehicle carrying perishable goods, 'Tata Alert' will provide load transfer assistance.

MAN Truck & Bus on a Roll

Michal Luberadski, MD of Man Truck & Bus says there are a lot of things to do in the growing Malaysia market, Floyd Cowan reports from MIBTC 2013.



“We are generally doing well,” said Michal Luberadski, Managing Director of Man Truck & Bus Sdn. Bhd. when his company was exhibiting at MIBTC 2013 held in MINES in Kuala Lumpur in June. “Malaysia is quite an exciting market, especially if you compare it to the commercial vehicle market in Europe. Here there are lots of things to do.”

The company was incorporated in Malaysia in September 1991 and commenced operation in May 2001 as a joint venture between MAN Truck & Bus AG at Munich, Germany and MBF Holdings Bhd.

“There are many opportunities in this market. There are many really old trucks still in use. In Europe they change trucks every five or six years. In Malaysia they change on average, seven, eight or nine years. They need to do more forward planning. It is a question of safety and ecology.”

Luberadski says there is not a great deal of interest in change in Malaysia. “In Europe they have an incentive to change – there is none here.” One of the areas where change could take place is in financing of commercial vehicles, according to Luberadski. “In Malaysia companies buy commercial vehicles either with cash or credit. In Europe 90 percent is financed by leasing, but in Malaysia they don’t do it. It doesn’t happen here.”

Euro standards are another area where changes are being made and are coming, but they might take some time. As Europe moves from Euro 5 to Euro 6 Malaysia is looking at Euro 2 to Euro 3. “It is not technically possible to get to Euro 6 here at the moment,” says Luberadski, “The fuel quality for trucks is not high enough, so it is not possible.”

While changes are needed it is still a good market for MAN. “The past two years have been quite successful for us,” Luberadski reveals. “For our Rubbish Compactors it is an entirely new market, though worldwide we’ve been in it for some time. We’ve sold 158 units in this segment in Malaysia. In trucks we are a supplier of Prime Movers, specialised chassis and construction vehicles. The long haul market is stable. The total market is about 2,500.

“The commercial vehicle business is the same all over the world,” adds Luberadski. “There is strong competition everywhere there is a good market. That’s business and the challenges are really not a problem.”

MAN, of course, also manufactures buses and Luberadski is upbeat about the Malaysia market. “We are doing 40 to 50 units per year in coaches,” the MD relates. “In 2011 we did 150 city bus chassis and we expect to do more in both segments in the future. There are new tenders coming up as the Malaysian authorities recognise the need for more public transport in the cities.”

The upbeat mood in the commercial vehicle segment was certainly evident in the activity at MIBTC 2013. “My response to the event is positive, more than positive,” stated Luberadski. “There are lots of people here. I am very surprised by the good turnout.”



SAF Holland Provides High End, Quality Products



Speaking to Floyd Cowan at MIBTC 2013 Per Boehnke explains about his company's determination to grow its market share in SE Asia.

Per Boehnke, SAF Holland Director of Sales explains that his company is studying the market to understand its needs as it strives to grow its market share. "SAF is an old German company," Boehnke explains. "Holland is an American company that has been in this market for 20 years. In 2008 the two companies merged and they have products that are well suited to the Malaysian market."

Quality components for tractors such as GF and HOLLAND Fifth Wheels and Mounting Plates, NEWAY Rear Axle Air Suspension Systems, TRILEX Wheel Systems and Suspension Systems are some of the products they offer.

"We are now selling our new INTRA ALL-IN axle system," Boehnke explains. "People in this market haven't heard of us, but they are very open minded to the possibility that we might have the right product for them. Being a German product customers are willing to give us a chance, but it is a very competitive market here."

Boehnke's first priority is to make his market share grow. "The market is here," he says, "and it will grow. We are a good

company and we do business all over the world. We have the people and we have the products. We are a very innovative company"

However, SAF Holland, even with their years of experience and quality products, is studying the SE Asia market. "We are researching what is needed here," Boehnke explains. "Twenty percent of our products will be developed with our engineering team as we will do everything to meet the needs of the customer."

Products such as special suspensions to protect the gas tank are being. "We will use air suspension for this," Boehnke explains, "and there we will have a chance to grow our market share as we will be providing a product that customers need and is developed specifically for them."

SAF Holland is all about high end premium products. "We cannot compete on the low end with the Chinese. What we are doing is getting adapted to the Asian market and the Asian way of living. We have to be patient, give them space and let them know what we can do and what we can't do. To grow our market share it will come down to a matter of

trust and what we can offer in after sales," he says.

In SE Asia, Malaysia, Indonesia and Thailand are SAF Holland's first priorities that they are targeting for growth. "Singapore is important for us as it is easy to get goods in and out, but the bigger potential is in Indonesia, we'd like to dig into the mining industry. We are studying these markets to see what they need. The smaller markets we'll get into over the next decade are Vietnam, the Philippines and Myanmar. There really is no market for us in Myanmar at the moment."

SAF Holland recognises that the transport industry is under pressure with rising costs and increasingly difficult conditions. New safety and reliability requirements for vehicles and transport, puts a strain on margins so fleet owners need to maximise the use of their vehicles. "In addition to our insistence on quality," says Boehnke, "our weight-reduced components help reduce the operating costs of trucks and trailers over their lifetime."



Continental – Reducing Driving Costs

Continental’s Benoit Henry says that a tread only makes money when it moves, but he might be biased in favour of radials when it comes to 16” tyres.

“Owners are reluctant to change from bias to radial tires in this market,” says Benoit Henry, CEO Continental Tyre Malaysia Sdn Bhd, “even though the future is in radials as they have many advantages. There are few applications that justify using bias, however, in the Medium Truck segment (16”) 80% is still using bias.”

Why is there a preference for bias when the advantage goes to radials? “It has been that the three local manufacturers used to offer only bias tires,” explains Henry. “That was right up until last year. It has only been Continental that has offered radials to that market. Now we are offering radials to all segments, but the change is not happening overnight. OEMs still offer bias as standard, but I am confident that some major OEMs will soon be moving to radials.”

Why is Henry so biased towards radials? “It is clear,” he says, “that radials have advantages in terms of cost. They are a much better solution to most situations. Bias has the edge when it comes to heavy loads and with overloading a common practice in the market you can see why many owners are reluctant to move from bias. However, overloading is coming down and in a few years it will not be as prevalent as it is now.”

To get owners to move to radials in the 16” segments there has to be a change in mind set. “Continental is educating fleet owners to the reasons why they should be using radials, and we are seeing radials going up in percentage of sales and bias coming down, but it will take years before we see radials dominating. We don’t want to sell tires,” Henry emphasises, “we want to bring owners the lowest overall driving costs.”

Talking about the Truck Tyre market in general, another way that Continental can help owners reduce their cost is through the use of retreads. “Retreads are an integral part of our offering,” Henry explains. “More players are interested in retreads than in the past. Before it was mostly the smaller shops that produced retreads, but now we are seeing the big guys getting into it.”

It is not just the cost of the tire that fleet owners should be considering. “The savvy fleet owner says to us, ‘don’t give me a good tire as cheap as you can. I want you to optimise my tire costs.’ For a fleet owner fuel is number one operating expense, tires are his number two cost. Proper tires, properly mounted, inflated and maintained will help reduce fuel costs as well.”

Keeping trucks rolling is the highest priority of all owners. “They don’t want downtime,” says Henry, “We offer 24-hour roadside assistance to help reduce downtime on any roads.”

However, there are more services that Continental offers which is the reason the company is offering a new comprehensive approach. “It is best that all our services be integrated. This is why we have launched Conti360°,” explains Henry.

Conti360°, which was just recently launched includes: Fitment Service, Fleet Check, Breakdown service, Casing management and Fleet Reports. “More and more and more owners are coming to us for our Fleet Reporting. Continental offers a pretty good fleet reporting system which is a great advantage to fleet owners. We are educating them to look at tires not as a cost, but a P & L element that they can optimise. The tread only makes money when it moves.”

Hino – Delivering QDR

Hino's Yuichi Naito says his company's customers are everyone, as all people benefit from the QDR products Hino makes.



Though Hino Motors has been established in Malaysia since 1977, and was the first in Malaysia to assemble Japanese-built diesel-engine trucks on a commercial scale, according to Yuichi Naito, Advisor marketing Strategy & Product Planning Division Hino Motors Sales (Malaysia) Sdn. Bhd people don't know what "kind of technology Hino is offering."

"Everyone is our customer," Naito states. "Everyone benefits from Commercial Vehicles as they supply the products that we use. Without logistics we could not survive. If you use a bus, then you are our customer as we strive to make a bus that is not just a good, efficient bus for the bus company and the driver, but that it is a comfortable and safe ride for the people who rely on it to go about their daily lives. So you see, everyone is our customer. We need our products to meet everyone's needs."



While keeping the big picture in mind meeting the needs of the people who directly use their product is very important to Hino. "Truck driving is a tough job," says Naito, "so we have developed a truck that will give more comfort to the driver. One of the technological advancements we have developed is the automatic transmission. We are making a safer, more efficient truck that will deliver cost savings and happy driving."

In Malaysia Hino has a 37% market share of trucks GVW 4 tons and above and with buses that are 25 seats and more. "We are also unique," claims Naito, "in that we are the only supplier that provides every truck from small trucks to heavy duty trucks. We provide Prime Movers and all sizes of buses. We are a one stop provider."



The image that Hino is building for its brand is QDR. "The message that we wish to convey is QDR, that is Quality, Durability and Reliability. Our product concept," Naito continues, "is value for money. Customers should look at the lifetime value of the truck. We provide trucks that are fuel efficient and with the high cost of fuel there can be big savings. Customers also have to look at repairs and maintenance. As we provide quality and durable products they are not going to break down as often and be in need of costly repairs as a truck that may have been initially cheaper to buy. This is another real value that we deliver to the market."

Hino will soon be delivering more trucks to the Malaysian market that are assembled in the country. A new Manufacturing Plant that is to handle its manufacturing activities is expected to be officially in operation in the first half of 2014. It will be located in Sendayan Tech Valley, Negeri Sembilan. The new plant will have a 10,000 unit per year capacity to assemble HINO vehicles to be able to meet "the dynamic market needs".

Sums up Naito: "Our trucks are an investment, not an expense. Our customers get value for money."

Ctrack continues its expansion in Asia

MIBTC was a timely event for Ctrack's Omar Hatmi as the global company that is a specialist in fleet management and vehicle tracking expands its presence in Asia.



"MIBTC has given us the opportunity to educate the end users on what technology they have been missing," says Omar Hatmi, Managing Director, Ctrack Asia Sdn Bhd. "This has not been a show for the general public, but one for the trade and end-users, giving us the chance to talk directly to the people we need to meet. We have also concluded a few deals arising from opportunities we created."

Ctrack has been in Malaysia since 2007 through a distributor network, but a decision was made in 2012 to form the Mega Fortris Ctrack Solutions (MFCS) joint venture to expand Ctrack in the region based from Malaysia. Current population of Ctrack units in Malaysia is over 3,000 and growing. The total installed base for Ctrack Asia in the region is 113,000+.

"Asia is the fastest growing market for us offering the most opportunities," Hatmi explains. "We have expanded our presence by adding Singapore (MFCS), Indonesia (Distributor), Papua New Guinea (Distributor) to the existing Malaysian setup. Later in the year Thailand (MFCS) and China (MFCS) will commence operations. We are able to support cross border tracking using a global SIM, resulting in no roaming charges, from Singapore to China. Ctrack applications are multi-lingual and available in over 16 languages and soon will be available in Chinese as well."

Ctrack provides Fleet Management and Vehicle Tracking solutions and value added services to individuals, businesses and industries. During their 28 year long history in this industry Ctrack has grown its global client base and is recognised as a world-leading provider of advanced telematics solutions.

"We are a Tier-1 service provider meaning we design, manufacture and own the IP on our technology," Hatmi points out. "Everything is proudly done by Ctrack". Ctrack's end-to-end research, design, development, manufacturing, sales and

support of Ctrack solutions for customers is serviced by its global network of staff and team members in over 54 countries and 5 regions.

"Price is not the barrier for our potential customers. Our challenge is to get them to know about the products that we offer and how these products and services can improve their operations and save them money. Region is ready for a global brand and Ctrack delivers on our promise with a solid range of products."

Customers are offered products as follows:

- Ctrack Secure (iS100 Series 2) – insurance and individuals
- Ctrack Lite (iS100 Series 2) – insurance and fleet owners, focus is on Driver Behaviour.
- Ctrack Assist (iS100 Series 2) – Fleet owners, focus is on Driver Behaviour and Driver ID
- Ctrack Solo (iS200/300 Series) – Fleet owners, focus is on CANBUS data, Driver Behaviour, Driver ID and peripherals.

Over the past six months the group's engineering divisions in South Africa, UK and Australia have made significant progress with the roll-out of the new generation S2 hardware platform for Ctrack products and solutions globally. 2G and 3G versions have been developed to aggressively compete in the low cost insurance and SVR markets. Bluetooth capability has also been introduced to Ctrack's solutions which allows for seamless integration to the new generation in-cab navigation and messaging device, Ctrack OntheRoadTM (OTR), which is fully connected to the internet allowing rapid online searching. Live traffic, Driver Behavior Indication and truck attribute-based navigation are but a few of the latest features, which is also available in multi-lingual.

Ctrack's Online application has received a significant improvement in that the user is now capable of full self-administration functionality. This feature allows the user to manage their fleets independently from the Ctrack bureau service.

Asia has commenced migration to Nokia Here maps, which offers many more features compared to Google Maps.

About Ctrack

DigiCore the corporate entity was founded in South Africa in 1985 listed on the Johannesburg Stock Exchange in 1999. Ctrack's coverage spans six continents managed by 5 regions, annual turnover exceeding US\$ 120 million, with over 1,000 employees and close to 750,000 active systems. Ctrack offers turnkey products and advanced software solutions combined with industry-leading customer service and support. The company's continual emphasis on research and development of next-generation products ensures it remains ahead of the market, meeting demands for value-added, flexible, feature-rich and cost-effective technology.

RC Track Takes You for a Remote Control Spin



While most of the exhibits at MIBTC 2013 were large – very large – one exhibit had some very small trucks that got big attention.

In one corner of the exhibition hall at MINES that hosted MIBTC 2013 there was a steady hum of activity. While many people posed in front of the big trucks on display a lot of attention was garnered by the specially built race track for remote controlled trucks.

"I made this track especially for MIBTC," said RC Track's Derrick Chua, who along with designer Eiho, put together a detailed track to test the skills of RC drivers. Along with a suspension bridge and with twists and turns and slopes the track was 6m x 12m and offered many challenges for the remote control drivers.

Chua, who is from Singapore, has been involved with remote control trucks for many years. "There is a lot of interest in Singapore for RC Trucks. In Malaysia they are quite popular too."

Not only does Chua build tracks he also built the remote control excavator – with full hydraulics – that entertained with its ability to perform operations such as move a pile of sand. It loaded the sand into a dump truck which then transported it to the opposite end of the track. The tipper was also built by Chua. It is a SCANIA 8X8 Tipper Truck with full hydraulic bucket lift and all axle drive.

"We build remote controlled vehicles for others," Chua continued. "They cost between RM20,000 to RM30,000. If people can't find them locally they will go on-line and order them from overseas. Japan, Germany, the USA are the big producers of remote controlled trucks."

In Singapore there was no place to operate the trucks. "For competitions we had no permanent place to go. We would operate them in the public parks – which isn't the ideal situation." Chua made a track where competitions could be held.

At MIBTC, competitions were held during the three days of the event with competitors trying to complete the circuit of the track in the fastest time – "Time Attack". They also had reverse parking and side parking competitions.

Twenty people entered the competition and the fastest Time Attack was 1 minute 33 seconds.

Time Attack:

1st: Mr Alex Goh - Singapore
2nd: Mr Mohd Nor Fadly B. Ashiam (PRINCE LEY) - Malaysia
3rd: Mr Helmi Salleh - Malaysia

Reverse Parking:

1st: Mr Mohd Nor Fadly B. Ashiam (PRINCE LEY) - Malaysia
2nd: Mr Albert Chia - Singapore
3rd: Mr Alex Goh - Singapore

Side Parking:

1st: Mr Mohd Nor Fadly B. Ashiam (PRINCE LEY) - Malaysia
2nd: Mr Mokhtar Amit - Malaysia
3rd: Mr Helmi Salleh - Malaysia

For more information go to <http://my-rc-page.blogspot.sg/>

Shell - Investing in the Future



General Manager of Commercial Fleet Asia, Baljit Singh, tells Floyd Cowan that one reason that Shell was a sponsor of the highly successful MIBTC 2013 is so that it could get closer to its customers.



Shell Malaysia Trading Sdn Bhd was a Silver Sponsor of the first Malaysia International Bus, Truck & Components Expo 2013 [MIBTC 2013] the first ever Exhibition in Malaysia that catered specifically to the needs of the regional trucking, logistics and bus industries.

“This event, with the kind of scale it has achieved, is a great success as it brings so many different sectors together. This event will grow from strength to strength” said General Manager of Commercial Fleet Asia, Baljit Singh of Shell Malaysia Trading Sdn Bhd. “Shell Commercial Fleet serves over one million customers directly and indirectly as a global supplier. But,” he adds, “we are a customer as well. Our haulers, just in Malaysia, number over 800 drivers and they do 70 million kilometres a year on Malaysian Roads, distributing our products.”

Singh elaborated: “We are a customer of this industry and suppliers of this industry. This industry is vital to Shell. By being a sponsor of this event it was an opportunity to get closer to our customers and suppliers. This was a terrific platform to do that.”

One of the messages that Shell wanted to convey to its customers was the state of the industry. “As a leading energy company we are in a position to share with our customers the changing energy landscape. By understanding the changes that are occurring it will help them compete more effectively.”



Looking ahead to 2050 Mr Singh sees a world in which the energy landscape has changed significantly. "The demand for energy will double. At the same time, we expect the energy supply to be a mosaic of solar, LNG, biomass, electricity and others. We would like to share the changing landscape with our customers and suppliers. We would like to inform them about the technological advances that are being developed by Shell in fuels and lubricants. We would like to tell them about our fuel cards and our fleet management programmes. We invest \$1 billion in R&D yearly to advance our products and in software for the industry."

The information and education Shell would like to impart to its customers and suppliers applies to every area of the business. "We are incentivizing our customers to use less and to emit less. Asia Pacific will grow 5 – 8% per year for the foreseeable future. The commercial fleet is the backbone of the economy. Rail distribution in SE Asia is in its infancy – mostly transporting people. Commercial vehicles transport goods, services and people."



Singh would like to see Shell grow along with the region. "We aspire," he says, "through our investment in products, software and services to achieve high rates of growth. This growth is going to be assisted through significant product development. The use of information technology and management information systems will be used to improve end to end operational efficiency. For fuel and fleet management," he continued, "the Shell card on-line system will help control fuel consumption and will reduce fraud."



Changes are coming in the fuels that we use, according to Singh, as new developments take advantage of new sources of energy. "There is rapidly growing acceptance of the use of LNG," he noted. "In Europe and American there is wide spread use. In Asia, Japan and Thailand are leading the way."

In Gas & Oil," Singh continued, "there are more reserves in gas. Shell is looking for new ways to monetise gas and put it to use in the economy. Cost savings can be realised as it burns cleaner and gives better mileage – as well as being quieter. When it can be distributed through the existing infrastructure it will change the landscape of fuel consumption. Shell is heavily invested in this development. The initial costs will be higher, but in the long term it is the way to go."

MANN-FILTER – filter solutions for your commercial vehicles



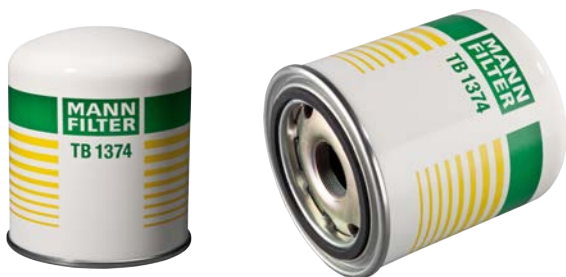
MANN-FILTER air dryer cartridges for compressed air systems provide optimum operational reliability and numerous benefits for commercial vehicles that standard filters do not.

Standard Air Dryer Cartridge

Dependable compressed air conditioning is obtained with the tried and tested air dryer cartridge from MANN-FILTER. MANN-FILTER standard air dryer cartridges maintain optimum operational reliability in the air brake systems of commercial vehicles. By effectively removing moisture in the compressed air system they help prevent corrosion and freezing.

As well as the drying function, MANN-FILTER air dryer cartridges also separate dirt and soot particles from the compressed air, which helps make braking more reliable and safe. What's more, they can be fitted in virtually all current compressed-air brake systems.

MANN-FILTER air dryer cartridges contain an extremely high quality drying agent demonstrating high water resistance and mechanical stability.



Air Dryer Cartridge with Coalescence Filter

A further development for enhanced system protection is MANN-FILTER's Air dryer cartridges with an integrated coalescence filter. These cartridges retain particles, dry the air in the compressed-air brake system and most effectively separate fine oil droplets. The coalescence effect combines oil droplets (aerosols), which can damage the system components, into larger droplets, thus ensuring reliable system protection.

Benefits

There are a number of benefits to using both types of MANN-FILTER air dryer cartridges. They help to reduce running costs because the service intervals are longer and they require lower maintenance. MANN-FILTER air dryer cartridges have more trouble-free operation and lower repair costs than standard filters. The immobilisation times for service are shorter than other filters, and they provide a longer service life for the vehicle's compressed-air system. The air dryer cartridge with integrated coalescence filter is also easy to retrofit to replace standard air dryer cartridges.

For more information, please call +65 6586 8181 or visit www.mann-filter.com



Continental ProViu

360-degree monitoring system for special and construction vehicles reduces risks

Continental presented a unique camera-based all-around surveillance system for special and construction vehicles named ProViu at the Bauma 2013 in Munich. With this innovative system for risk-free maneuvering and electronic viewing of the blind spot – the system has already been released for field testing – Continental is once again catering to megatrends in the vehicle industry as a whole. Through the innovative ProViu, not only is the safety of the driver, vehicle and other road users improved; this camera-based assistance system also enhances the efficiency of vehicle operation because maneuvering with it takes less time and results in a lower risk of damage, less downtime and reduced repair costs. Moreover, the Continental camera-system is a further step towards improved information and data exchange between driver, vehicle and infrastructure.

The heart of ProViu are four microcameras mounted on the outside of the vehicle, which thanks to fisheye lenses and high resolution sweep the complete sides, rear and front of buses and trucks. As in a television director's control room, an electronic control unit merges these four digital, high-resolution camera images on a display – automatically optimized for contrast and brightness – in the cockpit giving the driver a bird's-eye view of the vehicle, as it were. Live, in real time, and at the push of a button even from different angles, Continental provides an all-round view: At a glance, thanks to Continental 360-degree monitoring the driver can even see objects in the so-called blind spot, the area that is not covered by the wing mirror and in the case of construction vehicles often is large enough to conceal pedestrians, bicyclists and even entire cars.

Wall projections, corners of buildings and other vehicles are immediately visible, and the vehicle driver can maneuver safely

in critical situations, in dense city traffic, at narrow loading ramps, in cluttered factory yards, or at bustling building sites.

The system enhances safety even when the vehicle is standing still, as it can be configured to be permanently active; this means that even while parked the driver can keep an eye on the vehicle and cargo just by glancing at the monitor.

For the panoramic view of the vehicle, users can choose between two display modes: At the push of a button it switches between 2D and 3D representation. In two-dimensional mode, the driver's view is focused on the immediate surroundings, whereas in the 3D mode the relations and elevations of the surroundings, as well as other road users, are more easily recognizable. For even better visibility, the driver not only can change the perspective but also control individual cameras to get a yet more precise view of critical areas in tricky driving situations. With the optimal overview provided by this new system, Continental improves both the safety and efficiency of commercial vehicle operation. Maneuvering is faster, loading and unloading times can be shortened. There are fewer accidents, shorter idle time or downtime, lower costs for damage and repair, as well as reduced risks for the parked vehicle and its cargo.

In cars, camera-based systems as park aids are fairly widespread in the higher vehicle classes, but Continental has now developed a system specifically tailored for use in trucks, buses, agricultural and construction vehicles. The developers take into account not only the different proportions of such vehicles and pay attention to simple integration in vehicle production. They have also made allowance for the changed spatial relations in the cockpit and the usually much tougher operating conditions in commercial use.

UD launches the Quester - A truck specifically designed for emerging markets



Taking the notion of “providing customers with solutions that fit their needs, UD has launched the “Quester”. This truck was designed specifically for the needs in emerging markets, but we shouldn’t be surprised to see it entering other markets soon too.



“This truck is a game changer” said Mr. Joachim Rosenberg, Executive Vice President Group Trucks Sales & Marketing and JVs APAC, during the global launch of the new UD Quester in Bangkok, Thailand on 26th August. The all-new Quester is a complete and modern heavy duty truck platform designed to serve a wide range of applications including amongst others mining, construction, distribution and long-haul transportation. Quester is a robust, reliable, and efficient truck range combining the best of global technology and Japanese craftsmanship, sourced and manufactured close to its first targeted customers in mainland Asia.

Global quality designed for growth markets

“UD Trucks, with a proud tradition of developing high quality trucks for the Japanese market, has for a long time successfully exported trucks across markets in Asia, Africa, Middle-East and South America. However, we have previously never developed products specifically for customers outside Japan”, said Joachim Rosenberg, Chairman UD Trucks. “With Quester, UD Trucks is now entering a new era by introducing an additional truck range – designed especially for growth markets.”



validate and industrialize Quester and its associated services”, said Rosenberg. “We have amongst others spent 1,500,000 engineering hours and 65,000 tests hours to ensure that Quester delivers as good in real life as when it was conceived by our skilled engineers”.

Seven Different Configurations

“One of the most obvious advantages with Quester is versatility. Quester offers users a unique experience of adaptability that is currently not available on the market”, said Taizo Matsuo, Vice President UD Trucks Product Management. Quester offers ideal axle positioning available in seven different configurations - 4x2R/T, 6x2R/T, 6x4R/T and 8x4R configurations for distribution and long haul, and 6x4R/T and 8x4R for construction and mining work. The 6x4R/T and 8x4R are designed for rough conditions and particularly suitable for construction where durability and high reliability are of the highest importance. The 6x2R/T can be provided with a bogie lifting axle which is used to lift the axle in the unloaded condition.



It is also UD Trucks’ first completely built-up truck range manufactured outside Japan, leveraging expertise from both UD Trucks in Japan and the Volvo Group’s global development resources. “More than 400 full-time experts from different nationalities with different knowledge and experience have been involved to contribute to design, develop,

Launched globally in Thailand, the Quester is a Euro 3 truck and will be available in selected markets only.

As the truck addresses the needs of specific market conditions, it is going to be available in certain countries only (Currently, the truck will not be available in Singapore).

Volvo Trucks Fuelwatch Challenge held in Singapore



Two Singapore drivers will be going to Brisbane Australia to compete in the Asian Finals of Volvo's Fuelwatch competition.

Volvo Trucks Singapore held its very first Fuelwatch challenge in Singapore to encourage maximum fuel efficiency and profitability for their customers.

Programmes Objectives

The key objective of Fuelwatch is to encourage drivers to operate the truck in the most fuel-efficient manner possible. The driver development that is directly addressed by Fuelwatch aims to improve driving skills, including proper maintenance and management of the truck.

Through individual driver training and evaluation of nominated drivers from the construction and logistics sectors, two drivers were selected to represent Singapore in the on-road and off-road categories in the Asian Finals in Brisbane coming October. The winners will go from there to the World Finals.

The Competition

A total of 10 drivers competed in the finals, which encompassed driving a loaded Volvo FMX 6x4 a 6km distance for the off-road category while for the on-road category drivers drove a loaded Volvo FM 4x2 over a distance of 10km.

On August 30, 2013 Mr Shawn Lim of KKL Enterprise (Pictured Middle Row, Left) and Mr Lim Thiam Chye of YHL Logistics

(Pictured Middle Row, Right) were announced as the winners in the off-road and on-road categories respectively. Both completed the challenge with the least amount of fuel compared to their fellow contender.

"I am surprised and extremely delighted!" said Shawn Lim of KKL Enterprise with a huge smile. "I look forward to participating in the Asian Finals in Australia this year. I have to thank my boss and Volvo Trucks for giving me this opportunity. It also makes me proud that I can help my employer save costs with my way of driving."

About Fuelwatch

Held for the first time in 2007, the Fuelwatch competition has turned into a flagship event of Volvo Trucks' efforts in Asia. The purpose is to encourage maximum fuel efficiency when operating a truck or a fleet of trucks. Fuelwatch is committed to training truck drivers on how to achieve maximum performance, while minimising cost and decreasing fuel consumption.

It is a creative and unique approach towards environmental responsibility, as well as maximizing customers' profitability. Fuelwatch is a part of Volvo Trucks' broader commitment, as well as one of the corporate visions, to sustainable technology and reducing carbon emissions.

Foreseeing Continued Growth for Volvo Group Singapore

The man behind the success of Volvo Group Singapore reflects on his eventful tenure and the remarkable progress the team has achieved in 2.5 years.

Mark Gabel is moving on from Singapore to take on a larger role in the region as the Business Director of Volvo Construction Equipment Indonesia from September this year. I caught up with him before his move to talk about his perspective on the two and half year's tenure as the General Manager of the Volvo Group's multi-brand truck dealership in Singapore.

Thrives on Challenges

"When I first joined Volvo Group Singapore in February 2011, I had only six months to recruit the whole team and set-up the Volvo, UD and Renault truck business, but I thrive on challenges so that worked in my favor." he enthusiastically said.

Mark had the vision to shape the Singapore truck industry and he shared that with all his team members since Day One over lunch at the initial office at 33 Joo Koon Circle, overlooking the AYE. He recollected the exact words he said to his staff : "In a few years, every two trucks you will see on the roads of Singapore, will be either a Volvo or UD!"

Mission Accomplished

Today, after just two years, Volvo Trucks is the leading European truck brand in Singapore with more than 50 percent market share in the heavy-duty truck segment and every third newly registered heavy-duty truck is a Volvo or UD.

Mark attributes this success to team-work and the dedication of each and every staff in the company. "The 35 team members make it a priority day in and day out to contribute positively to the growth of the business and to make the customers the center of all endeavors."

Developing Together

The relationship the team has built with its customers is priceless to Mark. He believes that the entrepreneurial spirit from both sides inspired fruitful discussions that resulted in the surfacing of many mutually beneficial business ideas. Singapore family-run businesses account for 75 percent of the company's customer base. "The hardworking nature, flexibility to adapt to the dynamic business landscape and profit-orientated customers that we have, also allowed us to develop business opportunities together," Mark added.



Mark was a big supporter of Volvo Trucks Fuelwatch programme

Mark touched on the example of the talk-of-the-town, the Volvo Tridem solution, which he took the lead on to introduce it into the Singapore market. This very first truck was delivered to one of Volvo Trucks Singapore's fleet customers at the beginning of this year. A 12-wheeler (8x4 wheelbase) in the construction or waste industry despite their 15 percent higher capacity was not commonly used in Singapore as its turning radius was not small enough.

However, the Volvo Tridem provides increased productivity with higher payload and better fuel economy with the same turning radius as a 10-wheeler (6x4 wheelbase). This product is now well-accepted by key construction companies in Singapore as they have realized benefits from it.



Mark visits his customers where they work

Community Leadership

Fueled by his passion for his job and trucks, Mark chaired the Commercial Vehicle Committee of the European Chamber of Commerce in Singapore. Along with all the other major European truck manufacturers based in Singapore, regular meetings with the Land Transport Authority, National Environment Agency and Ministry of Transport took place to address key topics on environmental care, road safety and more efficient transport solutions.

The recently introduced early turnover scheme which incentivizes replacement of old category 'C' commercial vehicles with cleaner emission vehicles is just one of the positive outcomes of the committee's initiatives.



A Fond Farewell

Volvo Group Singapore hosted a Farwell & Welcome Reception on August 21, 2013 that was graced by Volvo's key customers and business partners. Mark introduced his successor, Valery Muiyard, who takes over the role from September, 2013.

In his fond farewell Mark shared, "When you start a business from scratch, you treasure it like your own baby and it is very hard to hand it over to a new leader. Nevertheless, I trust our customers and the team will support Valery as much as they supported me, to continue the Singapore success story."

He ended our interview with a huge smile and nod "My sincere appreciation goes out to all of our customers and business partners for their strong support and trust over the past two and half years. I look forward to staying in close touch."



So Long Mark, Hello Valery



Volvo Group Singapore hosted a reception to thank Mark Gabel for his service and to welcome Valery Muyard who has taken over his position.



A reception was held at the Regent Hotel, Singapore by Volvo Group Singapore to thank Mark Gabel for his two and a half years of service as its General Manager and to welcome Valery Muyard who will step into his shoes. Mark will take on a role in the region as Business Director of Volvo Construction Equipment Indonesia from September.

Celebrating Achievements

Some 130 Volvo clients joined the Volvo team to celebrate Mark's achievements in Singapore where he has done an outstanding job. Many people are becoming more familiar faces to each other and to Volvo as great relationships have been built over the years.

During the event, an artist entertained the guests by telling the story of Volvo Group Singapore using sand images.





Home in Singapore

According to Mark, it has been a remarkable journey that saw him launch the first Multibrand Distributorship for Volvo in Asia. His first task was to set up the business, find people to serve customers and to launch the business. "My team has done an outstanding job and this has been a fantastic assignment," Mark said. "My new job will be with Volvo Construction equipment in Indonesia, however, my home will continue to be Singapore. You will be seeing me here very often," were Mark's parting words.

When Mark stepped off the stage Valery Muyard came on to address the audience. Having worked in the Volvo Group for 13 years, Valery will be taking over Mark's role. "I am obviously filling some large shoes here in Singapore. Mark has done an amazing job in setting up and growing the market for us. With the team he has put in place we are now ready to take our brands to new heights here in Singapore."

Among the guests were industry leaders from Singapore's transport and construction sector, colleagues from Malaysia and business partners.





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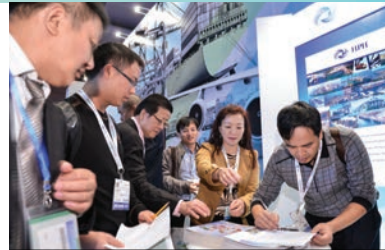
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Trucks, trailers and in one hand: Global

Some jobs require more than one application.



GLOBAL CV & Equipment Pte Ltd, registered in Singapore, but active regionally, is dedicated to the development and marketing of heavy duty trucks, construction machinery and special trailers to customers around the world.

Heavy duty trucks for the toughest jobs
For the trucking segment, Global CV & Equipment has chosen Beiben as a reputable heavy duty truck for its customers in the transportation sector, logging and mining operations. These trucks are produced

in strict accordance with the best vehicle design philosophy, advanced technology and feedback from customers for improvements from experience over the years. This way, all the truck's safety, stability and comfort are guaranteed. This truck offers good performance with high power, high torque, good dynamics and large loading capacities.

At present, a heavy duty truck series, special propose truck series, chassis truck series for oil field and fire fighting, and many other models, are available. With its own R&D

capability, Global CV & Equipment has developed a new model of dumper truck and truck tractor with stronger carrying capacity, reaching up to 100T payload and above. All the trucks strictly meet compliance regulations and have passed the test of the National Truck Quality Supervision and Inspection Centre. With safety, stability, high efficiency, environmental friendliness, and energy saving, these trucks have been in a leading position in the heavy duty truck industry.

construction machinery CV & Equipment

This company may have all the answers



To support the sales and marketing network, Global CV & Equipment also takes the after sales service very seriously and are setting up stockists in each country. They stock inventory for big fleet customers to fully support the performance and reliability of the trucks.

According to George Lee, Managing Director of Global CV & Equipment, "The goal is to make Global CV & Equipment P/L the most reputable name among heavy duty truck suppliers in the region and to meet the demands of customers who expect nothing less than the best in business."

It ain't that heavy with a Doll trailer

Initially, Global CV & Equipment started business dealings by selling Mercedes truck

spare parts to logging customers. Customers also requested help to supply other logging and mining equipment spare parts. Global CV & Equipment has taken over the task of promoting Doll products to the Asia Pacific market. Lee says "Doll has four core products: Logging, Heavy Haulage, Mobile-Highlift loader and after sales service. Doll logging equipment is very popular not only in Malaysia, but in Indonesia where logging industries are still strong and require much more logging equipment for Mercedes, Renault trucks. Doll products are also popular in Papua New Guinea and Africa."

To respond to a slowing down of logging in some of the countries, Doll started to promote their heavy haulage equipment to Asian markets a few years back. This heavy

haulage equipment entered the Asia market with the first unit of T4H telescopic hydraulic steering trailers sold to CFW Enterprise Sdn Bhd Malaysia. Mr Stanley Ng of CFW Enterprise is very happy to have the unit. Most of the over height cargo and lengthy cargo the company moves is hauled using this trailer. Now CFW Enterprise is negotiating with Doll for another model which will help in their operation. Ng has high confidence in Doll engineering products.

In addition to the logging and heavy haulage trailers, Global CV Equipment is also promoting Doll Mobile equipment; the highlift loader for airport ground support. Doll highlift loaders are sold to major Asian countries as well as European and Middle East countries.



Hyundai launches Xcient

With improved styling and efficiency, the new truck is expected to raise Hyundai's presence in the global commercial vehicle market

Hyundai Motor Company's commercial division unveiled its new heavy duty truck Xcient at the 2013 Seoul Motor Show. The next generation of Trago, which debuted in 2006, returns with greater styling and a variety of improved features.

According to Hyundai spokespersons, the Xcient is expected to set new standards in the heavy duty truck market with an impressive combination of grand, dynamic style, best-in-class fuel economy and spacious cabin room. The name 'Xcient' was made combining XC, the biggest unit measuring data, and the word 'efficient,' conveying the truck's power and efficiency.

"The Xcient is the result of Hyundai Motor's relentless pursuit of excellence and technology innovation," said Hanyoung Choi, Hyundai Motor's Vice Chairman. "We believe that this new vehicle will help us achieve our goal of becoming a major player in the commercial vehicle market."

The Xcient, which took three years and 200 billion won of investment to develop, offers a full lineup including cargo, tractor and dump. From the early development stages, truck customers' needs and market trends were fully reflected.

The wide grille strengthens its confident look, while side character lines add to its bold yet sophisticated image.

The cabin height was increased by 330 mm to 1,895mm, giving drivers more space. The width of the bed inside the cabin has also been increased to 800mm from 650mm, optimizing the truck for long distance driving. The 1,046 L storage room offers more convenience as well. The Xcient comes with two diesel engines: 10L H-engine, with maximum output of 420ps, maximum torque of 200kg•m (1961.33 Nm), and Powertech engine, with maximum output of 520ps, maximum torque of 255kg•m (2500 Nm).

Due to improved engine performance, the new model's fuel economy has been enhanced by seven percent from the previous model. In addition, the new model boasts enhanced durability resulting from improved components, including dump spring, twin clutch and air suspension, making the truck more economically efficient by lowering maintenance costs.

The Xcient adopted a number of convenience features for the first time in the commercial vehicle market, such as driver seat with cold/warm air ventilation, button-start. In particular, Hyundai's advanced in-vehicle telematics service 'Blue Link' was included for the first time in its commercial vehicles.

Hyundai Xcient will go on sale in the second half of this year with a target of 60,000 global sales by 2017. Hyundai is set to hold events for the new car in overseas markets including Peru and Russia.

During the 2013 Seoul Motor Show, Hyundai displays a total of eight models, including the Xcient, CNG hybrid bus and electric bus at a separate booth dedicated to commercial vehicles.

About Hyundai Motor

Established in 1967, Hyundai Motor Co. has grown into the Hyundai Motor Group, with more than two dozen auto-related subsidiaries and affiliates. Hyundai Motor -- which has seven manufacturing bases outside of South Korea including Brazil, China, the Czech Republic, India, Russia, Turkey and the U.S. -- sold 4.06 million vehicles globally in 2011. Hyundai Motor, which employs over 80,000 worldwide, offers a full line-up of products including small to large passenger vehicles, SUVs and commercial vehicles.



Shell powers up businesses in Johor Bharu

Choosing the right fuels and solutions for your fleet business can significantly improve your bottom line and give you peace of mind. The right partner on your side helps you to reduce the risk of fraud in your operation, thus retaining the gains you make by using fuel saving quality fuels.

This third installment of our seminar series with Shell saw us visiting Johor Baru, KSL Resort. A good crowd from JB was joined by participants from Singapore. We have had again the possibility to talk to our readers directly and many commented that this event has given them insights that are valuable for their business.

The seminar took place on 4th July, 2013 Thursday in the KSL Resort Johor Bahru.

How Quality Fuels Can Save For Your Business

First up on stage was Amir Abdul Manan, a Shell scientist with over 6 years experience in fuels product research and development. After a short re-visit of how Diesel engines work, he then demonstrated and explained how fuels can affect the performance of engines. Several videos and animations were used to demonstrate how fuels for example can help clean injectors and keep engines running at peak performance. One animation showed how a cleaner engine can help speed up the overtaking process, saving valuable time and therefore making overtaking safer.

Following his presentation, many of the participants had questions pertaining fuel qualities and the Shell team answered them well into the coffee break. Shell's information packs were in high demand by that time.

Partnership Approach To Reduce Fraud

Lim Kee Wa, the second speaker for the day is the Regional Fraud Case Manager of Shell for the East. He has many years of experience in dealing with card fraud and risk management in the Payment Card Industry.

In his presentation, Lim dealt with the issues of fraud confronting the card payment industry and how Shell and its customers can work together to prevent it, using modern fraud detection technology and the security features of Shell Card. It became obvious that many of the participants were just waiting for a solution to their problems in this regard. Mr. Lim also shared the latest plans of Shell on how to further improve their online portals and shared the new developments currently in progress to better support the industry.



Third installment of seminar series sees a good crowd from Johor Baru and Singapore.



Again, participants shared their experiences and concerns when it comes to fraud and a lively discussion started. Many walked away having learned more about the possibilities they have to curb fraud and how to better make use of their tools, such as the Shell Fleet Card.

Proven Performance

Shell works closely with OEMs and customers in order to test and demonstrate the performance of our products in real driving conditions. This helps us to deliver lubricants and fuels designed to provide tangible benefits and continuously enhance the quality and formulation of their products. These partnerships include:

The Record Run – in 2011, Shell helped Daimler set a new standard in truck fuel efficiency during its test, "Record Run". A new Daimler Actros Euro V and a new Daimler Actros Euro VI were exclusively fuelled with Shell Diesel with Fuel Economy Formula and lubricated only with Shell Rimula R6 LME during a 10,000 kilometer journey between Rotterdam (Netherlands) and Szczecin (Poland). This took place in normal traffic conditions and was monitored by the German Motor Vehicle Inspection Association (DEKRA). Shell fuels and lubricants helped the trucks improve fuel economy by 7.6 per cent and 4.5 per cent respectively when compared to the current Actros Euro V truck versus the Actros Euro V 1844, which itself had set a Guinness World Record for truck fuel efficiency in 2008. The fuel savings equate to an impressive average fuel consumption of 25.1 liters per 100 kilometres for the new Actros Euro V and 25.9 litres per 100 kilometres for the new Actros Euro VI.

Berliner Verkehrsbetriebe (BVG) – during joint tests with Berlin's public transport authority in 2011, Shell Rimula R6 LME delivered an annual potential saving of 150,000 Euros across the tested bus fleet through improved fuel efficiency. The same high level of operational reliability was maintained.



Cummins Shares Plans for Profitable Growth With Investment Community



(New York) Senior leaders of Cummins Inc. on September 17, 2013 shared their five year plans for profitable growth, emphasizing the opportunities presented by tightening emissions regulations in many parts of the world, the acquisition of its distributors in North America and highlighting the roll-out of a broad range of exciting new products.

Opportunities

Speaking at a meeting with more than 100 Wall Street analysts and shareholders, Cummins Chairman and Chief Executive Officer Tom Linebarger, Chief Financial Officer Pat Ward and other top leaders of the business, discussed opportunities for all four of the Company's operating segments to generate strong revenue growth and increase profitability.

Cummins expects to grow revenues at two to three times the rate of growth in global GDP and laid out its targets for revenues and profitability in 2018 under two different economic scenarios to reflect the uncertain economic conditions ahead. Assuming a higher growth environment in the global economy, the Company expects to deliver revenues of \$31 billion and Earnings Before Interest and Taxes (EBIT) of 18 percent in 2018 and achieve Return On Equity above 25 percent. The Company said that in an environment of lower global growth, it expects to deliver revenues of \$25 billion and EBIT of 16 percent in 2018 resulting in Return on Equity above 20 percent.

Linebarger and other Company leaders covered a number important topics including:

- key macroeconomic and industry trends that are driving growth opportunities for Cummins;
- investments in new products that will help Cummins continue to strengthen its competitive advantage and capitalize on these key growth trends;
- plans to acquire the North America distribution businesses; and
- continued focus on profitable growth to drive long term shareholder value.

"We are confident in our plans to grow faster than the end markets we serve," said Linebarger. "Our leadership in technology, strong partnerships and unmatched global presence allows us to deliver the best products and services to help our customers win in the markets where they operate all over the world. Cummins has made, and continues to make, significant investments in a range of exciting new products and in our distribution system to ensure that we continue to deliver profitable growth and help our customers succeed."

Cummins Announces New Global Heavy-Duty Engine Platform

In a separate announcement Cummins Inc. announced a new global heavy-duty engine platform that it has developed to complement its existing global product offering. The G Series platform is an in-line six cylinder engine and will be available in 10.5 and 11.8 liter displacements to meet a broad variety of on-highway and off-highway global market requirements and emission standards. Initial engines are designed to run on diesel fuel.

Design and development of the engine was led by a team in the United States and supported by global technical and marketing resources with deep knowledge of local market and customer needs. This global design approach utilizes the latest advanced technologies to develop an adaptive architecture, with each engine designed to meet unique performance and cost of ownership expectations for its target market and region.

"The G Series global design approach is a vivid demonstration of how Cummins is transforming from a multinational to a truly global company," said Steve Chapman, Cummins Vice President and Group Vice President - China and Russia. "This engine platform has been designed for diverse and global markets by utilizing the expertise and local knowledge of our engineers from around the world."

The G Series minimizes engineering requirements for vehicle and equipment manufacturers with a common, compact installation envelope. A key design focus for the G Series has been to achieve significant weight savings in order to increase the power-to-weight ratio.



A sculptured block retains high rigidity while removing unnecessary mass. The use of composite material for the oil pan and valve cover provides further weight savings. With this innovative approach, the G Series achieves a remarkably low engine weight of just 1900 pounds (862 kg) while retaining all the structural strength and durability expected of a Cummins heavy-duty engine.

"Cummins G Series will set a new benchmark as a global heavy-duty engine platform," said Rich Freeland, Cummins Vice President and President, Engine Business. "With innovative and leading technology, the G Series will deliver superior performance to drive our customers' success."

The G Series will initially be manufactured in Beijing Foton Cummins Engine Company, serving customers on a global basis. Production will start during the first half of 2014.

Long-distance Coach Trends Tested

MAN Effizienz Blog Redaktionsteam on posted this article on MAN Truck and Bus' website. While the story takes place in Europe, the results of the study are certain to impact bus travel in Asia.



Perfectly organized: digital check-in in at the central bus station in Munich

6:20. Coaches from different lines are waiting at daybreak, at Frankfurt am Main bus station. The market for coaches is booming and a number of new providers are coming into the market. Yet, travelling long distances by coach is still new and providers and passengers are still learning about what is needed to make it a good experience.

Understanding Passenger Needs

At MAN we want to know and understand more precisely what passengers would most like to do on the trip, what their expectations are in terms of media usage and concerning the buses in general. This is why a specially equipped NEOPLAN Cityliner was on a four-week special mission.

"It's very important for us to engage in a direct dialogue with providers of coach services and with passengers so that we can recognise the trends in long-distance coach travel early," explained Heinz Kiess, the initiator of the project at MAN. "Our objective is to offer coach operators vehicles with exactly those features that passengers expect. The focus of passenger interest is on reliability and ticket price, but also on comfort. Passengers want to be pleasantly and sensibly occupied while on board."

Expanded Media Offerings

There are various media offerings on board to be tried out on iPads which passengers can borrow. One of the partners in the test was the publisher Burda who offered a continually updated selection of popular magazines that could be read in digital form on the tablets. Also available were travel guides from publisher Mair DuMont, which can be read on the iPad and are coordinated with the sites along the route.

On the day of our test run, demand for digital reading matter is heavy and the iPads are out on loan almost the whole time. During the test, stewardess Albina Oskina distributes the tablets in exchange for a deposit. However, technical solutions which could handle the tablet devices in bus are also conceivable.

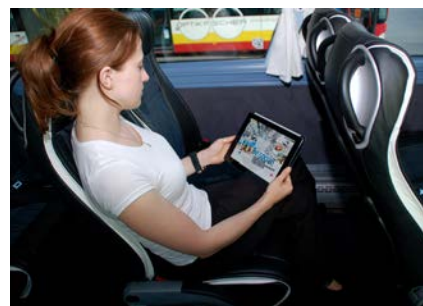


Media offerings are stored on tablets and on a server on the coach

Reading Options

Reading offers like this can easily be stored on a server on the coach and be downloaded very quickly by passengers onto their own devices by WiFi. It goes almost without saying that coaches provide stable Internet access by WiFi free of charge – in comparison with rail and air travel, this is a unique selling point. A QR code at every seat guides the user to the media offering without any typing being necessary.

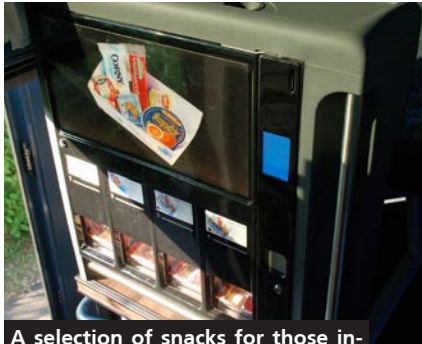
Technically far simpler, but not able to update itself is the on-board book box. Experience so far is, passengers have been keen to take advantage of this – it's uncomplicated, and the books and magazines are, in general, returned after reading.



On-board Catering

No one needs to take lukewarm tap-water along on a coach trip: beverages are available from the driver straight from the Cityliner's refrigerator at the very fair price of 1.50. Not only that, but there's also a specially designed (by Frenzel) snack dispenser installed above the rear door of the test vehicle stocking breakfast and lunch boxes.

What makes this special is that the boxes are supplied by Lufthansa caterer LSG Sky Chefs. "The idea behind this is to enable coach operators without catering logistics of their own to offer on-board refreshment, which is a little bit more upmarket than usual," is how Heinz Kiess describes this aspect of the coach test run.



A selection of snacks for those in-between times

Across Germany

The Cityliner’s trip takes it right across Germany: starting in Frankfurt at 06:20, then Heidelberg, Heilbronn, Stuttgart, Tuebingen and Stuttgart, arriving in Munich at 15:10. Here, driver Steffen Paul takes over the wheel and I’ll be on the go with him for the second part of the day. We start from Munich at 15:40, then it’s Stuttgart Airport, Tuebingen, Stuttgart Airport again and back to Munich. Time of arrival, 23:40.

Driver Steffen Paul checks passengers in on a tablet PC. Travelling by coach is more similar to flying than going by train, seats are guaranteed when a passenger is booked in. Generally, passengers seldom come late. “If passengers fail to check in on time, we keep an eye open for them, but in the interest of those passengers who were punctual we don’t wait for more than two minutes after our scheduled departure time. In the end we have to arrive punctually at the various pick-up points and at our destination.”



Efficient Embarkation

The interim stops see passengers boarding and alighting within a matter of minutes: we arrive at the Stuttgart Airport terminal at 18:23, four minutes later we’re already on our way again. Only another 30 kilometres to our destination, the main

railway station in Tuebingen, where we arrive precisely as scheduled at 18:55.

Just how does one manage that? After all, traffic jams can happen at any time. The drivers are familiar with the routes and alternative options. On long hauls, a satnav for up-to-the-minute traffic reports is in operation. Buffer times are built into the last stops on each route.

Down Time

23:40. Back in Munich, arrival at the central bus station. Here in Munich it takes just a couple of minutes for travellers to change to the suburban rail network.

Bus driver Steffen Paul has another short stage ahead of him – because the coach is on the road again with its next passengers at 07:00am the next day, he hands it over to the service team at the Autobus Oberbayern depot in the north of Munich. Around midnight, the interior cleaners take over, while the pump attendant fills the fuel tank and tops up with AdBlue. Then the Cityliner’s locking system flashes. Work is over for a few hours.

Umwelt Energieverbrauch

Coaches in regular service on long-haul lines are in operation almost around the clock and their annual mileage is enormous: after 12 months the odometer shows around 300,000 kilometres. The coach is a particularly eco-friendly means of transport: At average capacity passengers are travelling on board the luxury coach in the test at only 20 to 25 grams of CO2 emissions per kilometre.

Coaches are permitted to travel at 100 km/h. At cruising speed, the 440hp engine provides the necessary propulsion at an efficient 1,200rpm. Electronic assistance systems, such as adaptive cruise control and the lane guard system, support the driver on long distances.



23:40. Arrival at Munich’s central bus station

Staying Flexible

How flexible is coach travel? The different providers offer completely different terms for cancelling and changing bookings. My ticket tells me that I could have cancelled my trip up to 24 hours beforehand for a fee of three euros – money back at the click of a mouse. This makes the coach more flexible than plane or train.



Punctual to the minute: interim stop at Stuttgart Airport

Asian Trucker Networking Night at MIBTC 2013 brings together truckers from around the region



The Transportation Industry's Role in Climate Protection



The transportation industry is coming under greater pressure to reduce CO2 emissions, writes Rainer Thiel, but the solutions to the complexities of this issue may not be easy to reach.

Albeit currently not in the public focus, the efforts for worldwide climate protection through the reduction of greenhouse gases are ongoing. This is especially true for Commercial Vehicles such as trucks, busses and vans.

Operating companies of truck fleets in commercial transportation are getting more and more pressure to reduce emissions. Manufacturers of products, goods and services have to answer for the consolidated balance sheet of carbon dioxide appearance in their processing chain for products. The reason is the so called 'Greenhouse Gas' Protocol, which is setting a new set of rules, and consequently is gaining more and more acceptance from companies.

Currently, companies, especially the big international OEM's, are trying to adhere to the new protocol regulations. These allow for the introduction of an additional Scope 3 classification, representing the category of indirectly generated CO2 emissions, where all upstream and downstream production processes are

integrated. This additional Scope is set beside the already, as Scope 1 and Scope 2, defined greenhouse gas emissions, which account for all of company produced bad carbon dioxide output. In a work-sharing, globally acting economy, this especially concerns logistic and freight companies that are responsible for the transportation of materials and manufactured articles.

Therefore, the future strategy regarding the management of CO2 emissions is clear. Manufacturers will increasingly pressure their suppliers and logistic partners to reduce carbon dioxide gas in their own interest. More and more manufacturing and trading OEM's will demand that their logistic partners need to certificate their CO2 emissions, in a verified way. They will also check conditions at their partners at an increasingly stronger rate because logistics and transportation represent a huge part of the value chain. The management of carbonate dioxide will rise to be a determinant success factor for logistic companies.

It is indispensable to find new technological-organisational solutions for a sustainable increasing efficiency of resources and environment, regarding the increased and obviously shared responsibility in the production CO2 emissions, to uphold competitiveness within the business.

This is also partially due to the expected growth of the logistic branch itself. The growth in the truck business has to be separated from their impact regarding environment and greenhouse gas. To achieve that there is a choice of opportunities available. There is more to do than to optimise engines – the Euro 6-engine technology is already available. The optimisation of the power train, truck manufacturing, the organisation of truck operations, the operation of the truck fleet, including the utilisation of alternative fuels, such as biodiesel, natural gas and biogas, service and repair, as well as the lifecycle process of the used-truck fleet, has to be considered as well.

The most important factor of efficiency in using trucks is the driver. Nothing determines efficient fuel consumption – and respectively the minimisation of

CO2 emission – more than the driver. Because of this, it would be irresponsible and economically careless to neglect to train drivers in the efficient utilisation of their vehicles. Every person with a valid driver's license is able to move a truck while abiding to traffic rules. This does not mean everyone is able to effectively manage fuel consumption as well as the selection of the correct kind of fuel.

The calculations, and therefore the determination of the CO2 output for any logistical assignment, seem to be relatively simple. One has to multiply the fuel consumption with the fuel related equivalent of the CO2 emission. Handling this method for any truck fleet can be of relative ease.

But how does this process work, if the logistic chain involves trucks, planes, ships and trains? Or what happens if subcontractors are involved? Regarding a defined logistical assignment, is an equal allocation of CO2 emissions possible if a truck is fully or partially loaded with goods of different customers? How can varying distances be considered?

There are quite a few questions to which answers have yet to be found. France and Britain have been acting as pioneers in defining the first guidelines and engineering standards for different logistical processes. This year France will introduce a law where logistic companies and carriers will be obligated to disclose the related amount of CO2 emission on their bills. A Europe-wide regulation is soon to follow.

For a clear and fair transparency the release of CO2 emissions, calculated by fuel consumption and the emission equivalent, has to be done automatically. This process needs to become a norm in the truck management system. Logistic companies will be under increased pressure and therefore heavy negotiations between the business partners will be one of the consequences as a result of this new situation. The target: the pressure for cost effective productions will release a creative power that will help find or develop new and better solutions in reducing logistic based CO2 emissions for the collective good of our environment and the maintenance of the living quality in our cities.

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