

ISSUE 8, Q4 2013
SGD 8.00

ASIAN TRUCKER

www.asiantrucker.com

SINGAPORE



**Scania Celebrates
10 Years in Singapore**

**Shell & Michelin
Hold Fuel & Tire Workshop**

**No Fuel Wasted
on Volvo Trucks' Watch**

Bus of the Year 2013 Showcased at SITCE



Our greatest
success story.

Continues.



The new Citaro: Setting the standard. As the most successful city bus in the world, the Citaro has been convincing people for the last 16 years thanks to its innovations and superior efficiency. The new Citaro will more than do justice to this heritage – it has already won the title of “Bus of the Year 2013” after less than a year on the market. Committed to responsibility. www.mercedes-benz.com

A Daimler Brand



Mercedes-Benz

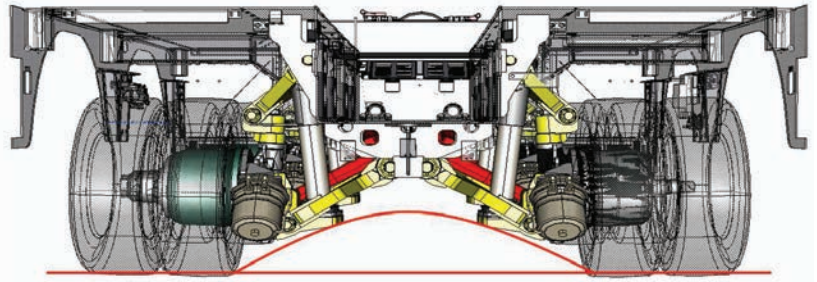
WHY CAN'T ALL COMMERCIAL VEHICLE DISTRIBUTORS HAVE SUCH A COMPLETE OFFERING?



GLOBAL CV & EQUIPMENT

PRIVATE LIMITED

- Sometimes your job requires more than one type of vehicle. This is where you need to turn to a commercial vehicle distributor that can address and meet all the needs that there are.
- Supplying you with a vehicle or trailer is one thing, servicing is another matter altogether. Naturally, getting both from one vendor minimizes admin, makes dealings easy and ensures that the vehicles you have purchased will be serviced correctly.
- Incorporated in Singapore, we operate regionally as your business isn't restricted by boundaries either.
- Turn to Global CV & Equipment for all your commercial vehicle needs. Call us today for an appointment with no strings attached.



Global CV & Equipment Pte Ltd

60 Ubi Crescent,
#01-08 Ubi Techpark,
Singapore 468569

Tel : (65) 6748 4488

Fax : (65) 6862 0908

Mobile : (65) 9816 1922

Email : info@globalcvequip.com



CONTENTS



4 Editor's Note

SPECIAL FEATURE

6 No Fuel Wasted on Volvo Trucks' Watch

NEWS & NOTES

- 12 Milestone for Daimler Trucks in Asia
- 12 Why is Trucking so Detrimental to Drivers' Health?
- 13 Agility Sees Asian Emerging Markets Driving Growth in Logistics Sector
- 13 DHL Expands Myanmar Presence
- 14 DHL unveils International Supply Chain hub in Tanjung Pelepas
- 14 Only Half of all Truck Drivers use the Safety Belt
- 15 Green Freight Association Launched

ON THE ROAD

- 16 On the ARN from Hanoi to Shenzhen
- 25 UD launches the Quester - A truck specifically designed for emerging markets

LOGISTICS

22 What the ASEAN Free Trade Area means for trucking?

STREET SMARTS

26 Shell & Michelin Hold Fuel & Tyre Workshop

PRODUCT FOCUS

- 28 Doll's Panther claws in - Extreme approach to quality pays out in South East Asia
- 30 LuK RepSet SmarTAC - Highest Performance Clutch System

COMPANY FOCUS

32 Scania Celebrates 10 Years in Singapore

PROFILE

34 New Volvo Group Singapore's GM Enters a Demanding Market

EVENTS

36 FIATA Singapore 2013 is "Springboard to Asia"

MARKET UPDATE

38 HAMMAR buys unique TRT sideloader business

CELEBRATE

39 Bus & Truck 13, BITE C, Bangkok Thailand, 7 - 9 November

FACILITIES

41 Unveiling the First Augmented Reality Commercial Vehicle Showroom in Singapore

AFTERSALES

42 Schaeffler Solutions Offer Longer Life

BUSES

- 44 Bus of the Year 2013 Showcased at SITCE
- 47 Yutong Presents with Two World Premieres at Busworld Kortrijk
- 47 Gemilang from Malaysia wins Award

OVERDRIVE

48 Euro 6 Exhaust Law Obligatory From 2014

The Drivers.

ASIAN
TRUCKER

EDITORIAL

Editor

Floyd Cowan

CONTRIBUTORS

Rainer Thiel
Stefen Pertz
Ben Hopkins

DESIGN

Graphic Designer

Daphne Tan
Eng Chuan

Photographer

Jason Leong
Eng Chuan

ADVERTISING & MARKETING

Singapore

Floyd Cowan
Floyd@asiantrucker.com

Hong Kong

Hemant Sonney
Hemant@asiantrucker.com

Malaysia

Nicole Fong
Nicole@asiantrucker.com

Website

Kevin Baum
Kevin@asiantrucker.com

CIRCULATION, CONTRIBUTORS & SUBSCRIPTION

info@asiantrucker.com

WEBSITE & E-NEWSLETTER

www.asiantrucker.com

PUBLISHED BY

FCowan Media
2C Upper Boon Keng Road #29-678
Singapore 383002
T: (65) 6749 3748
F: (65) 6749 3748

MALAYSIA (HQ) ASIAN TRUCKER MEDIA SDN BHD

8th Floor, West Wing, Menara Rohas
Perkasa 9 Jalan P. Ramlee,
Kuala Lumpur 50450, Malaysia

Tel: +60 12 207 5528
Email: nicole@asiantrucker.com

HONG KONG LAUNCHPAD LIMITED

Suites 1801-2, 18/F., Alliance Building,
130-136 Connaught Road Central,
Sheung Wan, Hong Kong

Tel: +60 16 521 9540
Email: stefan@asiantrucker.com

ASIAN TRUCKER THAILAND

Ian Harry - Ian@asiantrucker.com

PRINTED BY STAMFORD PRESS

Asian Trucker is a quarterly publication. All material in Asian Trucker (print and online) is copyright and no part may be reproduced or copied in any form or by any means (graphic, electronic or mechanical including information and retrieval systems) without written permission of the publisher. The editor welcomes contributions but reserves the right to accept or reject any material. While every effort has been made to ensure the accuracy of information Asian Trucker / FCowan Media will not accept responsibility or errors or omissions or for any consequence arising from reliance on information published. The opinions expressed in Asian Trucker are not necessarily the opinions of, or endorsed by the publisher unless otherwise stated.

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.

Saving More than Fuel



In the past two months I've attended two events that have focussed on saving fuel. Shell and Michelin teamed up to hold a workshop for industry people in Singapore, and for a second time I attended Volvo Trucks Fuelwatch, this time held in Brisbane, Australia.

Customers Relationship

While both events focused on ways to save fuel there was far more happening than just talking about cutting consumption. Helping customers save money is one of the good things any business can do. Often we look at our customers only as a source of revenue, where as it should be viewed as a true partnership in that the goods and services we provide customers must support their efforts in equal balance to what they are giving.

Volvo's Fuelwatch is an opportunity for Volvo personnel to interact with their customers – owners and drivers – and gain a better understanding of what their needs are. Sure, this can be done at anytime by picking up the phone, but through the programmes and the social interaction far more is learned, far more is accomplished.

Opportunity to Learn

Those business people that attended Fuelwatch got a more thorough understanding of the product than they ever could by reading a brochure or dropping into the sales office. They also got to know the company and people to understand their philosophy on everything.

However, the bottom line is sales, so I asked two owners if they would be more likely to buy Volvo trucks after their experience in Brisbane. One said, unreservedly, yes! He was impressed with everything Volvo does. The other said no, when buying he would sit down and look at all the available options and make his decision based on what was being offered and how much it would cost him.

Of course that is the smart way to approach any buying decision, but my bet would be that he buys more Volvos because he knows more about them now than what he did before going to Fuelwatch.

2 Billion Vehicles

The other important point in what Volvo Trucks, Shell and Michelin are doing relates to the environment.

Ratchatapong Boonwatsakul, Shell Fuels Scientist, Projects & Technology, says that with the projected global population growth there are expected to be 2 billion vehicles on the road by 2050 compared to the 800 million today. While that boggles the mind on many levels my first thought was the environmental impact. The roads that need to accommodate so many vehicles will be extensive, and what about wearing tires and all that exhaust going into the atmosphere?

The positive improvements in making cleaner running, less impactful vehicles of the last decade make me optimistic that in 37 year's time the way we transport goods will be far more efficient and have less environmental impact than we can imagine today.

Leading the Way

I would never discourage any private person or organisation from doing what they can to improve the environment, but generally what we do as individuals has a minimal impact compared to what business can do.

Volvo and Shell and Michelin have a vested interest in making advancements that will reduce environmental impact from their products. They also have the resources to put into research and development that can have real results. Saving money and competition are the driving forces that motivate businesses, but just like those marching in the streets for the environment there are many many business people who have the same concerns. They no more want to see our planet destroyed by our industrial activity than does the head of Greenpeace.

While the head of Greenpeace can do the valuable work of bringing attention to a problem it is the business and industry people who can, and do, make the real difference through product improvement.

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

No Fuel Wasted on Volvo Trucks' Watch



Floyd Cowan went to Brisbane, Australia for Volvo Trucks Asia Pacific Fuelwatch Championship 2013 where he not only reported on the professional drivers, but had the opportunity to drive a truck as well.

For the second year in a row an Australian has won Volvo Trucks Asia Pacific Fuelwatch Championship. Grant Morice was the most fuel efficient of the 13 drivers who had travelled to Australia from 10 countries in Asia Pacific to compete in Volvo Trucks Asia Pacific Fuelwatch Championship 2013 from October 22 - 23 at Brisbane Australia. In the inaugural APAC championship in 2012 Chris Sanders comfortably won the on-road title.

Good for Everyone

"It's great, really great," said Morice after his win in the new Volvo FH16 6X4 with gross combination weight of 40 tons. "I loved coming here, and I'd like to say thanks! It's just great what Volvo does. Fuelwatch is good for everyone. It's getting the word out for saving the environment and its helping companies save on fuel."

Youngki Park from Korea triumphed in the off-road event driving a Volvo FMX 8X4 with a gross vehicle weight of 21 tons.

Many Benefits

"We know how important fuel efficiency is to our customers' business," stated Christophe Martin, President of Volvo Group Trucks in Asia Oceania. "With Fuelwatch we address this need and show how the right driving habits can dramatically lower the fuel consumption of a truck, and hence save costs," he stated at a press conference. "Therefore, Fuelwatch is not just a competition, but rather a competence development effort.

It benefits the drivers by improving their skills, it benefits our customers by contributing to the bottom line, and it also benefits the environment by decreasing the carbon footprint. That's why, with Fuelwatch, everyone is a winner."

During this annual competition, drivers navigate Volvo trucks along a course with the winner being the one who uses the least fuel. The on-road course twists and dips for 5.8km around the rolling hills of the Mount Cotton Training Facility located 30 minutes outside of Brisbane. The course must be completed within 14 minutes 30 seconds before penalties are incurred. The off-road route was a challenging 4.2km, with no time limit.



(left to right) Managing Director of Y.H.L Logistics, Yeo Chye Wah, Alex Koh, Operations Manager, KKL Enterprise, Valery Muyard, General Manager Volvo Trucks Singapore, Driver, Shawn Lim, KKL Enterprise, Driver, Lim Thiam Chye, Y.H.L Logistics



Mount Cotton Training Facility Brisbane, Australia



Lim Thiam Chye, Y.H.L Logistics accepts certificate from Mats Nilsson, Managing Director, Asia Oceania Sales, Region Malaysia



Valery Muyard, General Manager, Volvo Trucks Singapore

Training Day

Day 1, October 22, 2013, was for driver training and practice. Ian Sinclair, Product Director of Volvo Trucks Asia Oceania, welcomed the drivers, owners and media and introduced them to the facilities. In addition to the two FH trucks to be used in the on-road competition, a B Triple was on display with its three trailers making it 36m long and capable of carrying 90 tons. Participants could take a ride in the truck. "Fuelwatch is not just a competition and it is not just about saving fuel," Ian stated. "It is also about driving safely and smoothly. It is about the core values of Volvo of quality, safety and protecting the environment."

Per Hansen took to the stage to begin the briefing stating that 65% of the fuel used by a vehicle was used for powering it and there are no discretionary options for reducing fuel consumption. This 65% can be optimised by the features within the truck such as the I-shift transmission, fuel-efficient engine and aerodynamic cab.

However, the remaining 35% is determined by other factors. "There is a huge difference in fuel consumption based on how we drive the vehicle," Per explained. There are internal factors, such as keeping the vehicle properly serviced, and external conditions such as snow and route planning. "In reducing that 35%," Per continued, "the most important factor is the driver."



The Volvo FMX 8X4 was used for the off road competition

Fuel Saving Tips

Most often drivers want to get from A to B as quickly as possible over the shortest route, but for fuel economy that may not be the best approach. Per ran through 11 points that could help reduce fuel use such as not overloading a truck, braking, changing gears and reducing idling.

“Try not to stop,” he advised the drivers. “When we walk we look 6m ahead, but when we drive we don’t switch to driving mode and continue to look at what is immediately ahead of us. For a bad driver everything comes as a surprise. You should be looking ahead so you can anticipate what is going to happen. Once you stop it is a huge effort to get the vehicle moving again. You’ve seen a strong man pull a vehicle. I could never do that because I couldn’t get it started, but once it is going I could step in and pull it. The truck has a lot of kinetic energy that keeps it moving even after the power is not engaged.”

Braking is Crucial

Braking at the right time is also critical to fuel savings. When cresting the hill the foot should be taken off the accelerator before reaching the top and the vehicle will continue over the hill and down the other side under its own momentum, saving on fuel.

“Driver attitude is very important. Taking care of yourself is as important as taking care of the vehicle. Get some rest, get some exercise and eat well. Exposure to training will also benefit the driver.”

As in all Volvo presentations and events there is an emphasis on safety. In many Asian countries safety is crucial not just to the driver, but to his family as well. Most often the driver is the sole breadwinner in the family and his loss can have dire effects on them.



Winner of the on-road competition Grant Morige (middle) accepts his prize



Lim Thiam Chye (middle) with Valery Muyard and Yeo Chye Wah before his turn in the on-road competition



Familiarisation of the route in the off-road competition



Christophe Martin, President of Asia Oceania Sales, Ian Sinclair, Product Director, Asia Oceania Sales with the three on-road finalists

Singapore's Champions

Mr Shawn Lim of KKL Enterprise and Mr Lim Thiam Chye of YHL Logistics were the Singapore champions in the off-road and on-road events respectively.

After the morning presentation Shawn, who has been driving truck for one year, but other vehicles for nine years, said he learned a lot about saving fuel. "The presentation emphasised the realisation that taking the shortest route doesn't necessarily help save fuel."

After completing his practice run and the final drive Shawn stated: "Locating the correct gear and giving the right amount of pressure on the gas pedal maintains maximum power. I am still struggling to sort these things out. Once you miss any one of these you use a lot of fuel, increasing your fuel consumption."



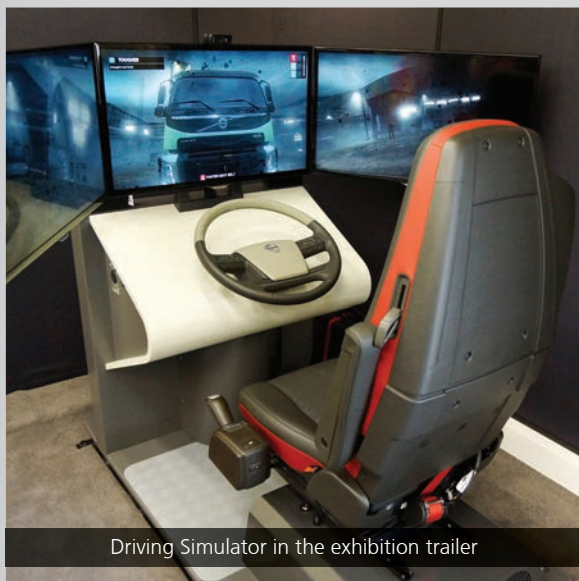
Youngki Park accepts his prize



Shawn Lim, KKL Enterprise accepts certificate from Mats Nilsson, Managing Director, Asia Oceania Sales, Region Malaysia



Lim Thiam Chye gives 2 thumbs up after his turn in the on-road competition



Driving Simulator in the exhibition trailer



On-Road Champ

The 57 year old Thiam Chye has been driving for 20 years, handling prime movers since 1995. He has been four years with YHL. He didn't feel there was any difference between the test truck and what he drove in Singapore except it might be "more powerful".

"I am just happy to be here today," he said in a good natured way. "I've learned many things and I've made friends. The braking system is very good and the seat very comfortable. I improved a lot from the first drive to the last one. I enjoy driving and these events are very good and I hope to participate in more."

Special Relationship

Attending his first Fuelwatch as the General Manager of Volvo Trucks Singapore, Mr Valery Muyard said the value in the Fuelwatch programme is the opportunity to educate drivers about saving fuel. "This is the biggest value, as it helps the environment by reducing our carbon footprint and it helps owners to save money as they spend less on fuel. The competition is only a very small part of the programme."

Valery adds: "Fuelwatch is a very well-organised event that brings people from around the region together. It is a great opportunity to meet the owners and drivers. Part of our goal is to get to understand the driver as they are so important to this industry. We want to know what they like, what they don't like and what we can improve on."

Another important aspect for Valery is the opportunity to build the relationship with their customers. "We want to develop a special relationship with them. We want them to understand where we want to go with the products we are developing. Events such as Fuelwatch also help us to explain our core values."

Winners

While ultimately the goal is to sell more trucks, having a bit of fun is also part of the event. "You are all winners, just by being here," Christophe told the drivers – a theme that was repeated by all the Volvo management.



The Volvo FH16 6X4 was used for the on road competition

I was surprised how easy it was to drive the FH16, which ultimately got me into trouble in the truck. It was easy to get it up to speed, but not so easy to manage the first downhill corner at that speed. I hit the brakes hard and was the only one to leave rubber on the track. On my second drive I didn't repeat that mistake and improved my fuel consumption by over 11%.

A gala dinner was held to announce the winners and present them with their trophies and air tickets to Sweden. The attendees at the dinner were surprised by exciting news.. Joachim Rosenberg, Executive Vice President of Volvo Group, revealed: "I am very pleased to announce that we will have a global final for the year 2014. And we will have this final in Gothenburg, Sweden."

The dinner was followed the next day by a factory tour, at Volvo and Mack Trucks Wacol Plant, lunch at a Gold Coast restaurant overlooking the beach and a trip to Currumbin Wildlife Sanctuary where some had the opportunity to feed a kangaroo. How much more Australian can you get than that? Well, dinner at the Outback Spectacular enjoying The Spirit of the Horse, a live performance that celebrated Australia's history and culture.



Christophe Martin, President, Asia Oceania Sales at the media session

Milestone for Daimler Trucks in Asia



The "Canter – Colt Diesel" truck is a top seller in the light duty truck segment and is contributing significantly to the seven-digit sales benchmark.

(Jakarta) Daimler's commercial vehicle subsidiary Mitsubishi Fuso Truck and Bus Corporation (MFTBC) is celebrating a milestone achievement of one million commercial vehicles sold in MFTBC's largest export market, Indonesia. The company has been present in the Indonesian market since 1970 and has established itself as the leading commercial vehicle brand in that country. FUSO is the market leader in the overall truck segment with a market share of 45.8 % in the period from January to August 2013.

The FUSO Canter truck is a top seller with a market share of 52.5 % in the light duty truck segment (January to August 2013) in Indonesia and is contributing significantly to the seven-digit sales benchmark.

Dr. Albert Kirchmann, Head of Daimler Trucks Asia and MFTBC President & CEO, stated: "One million commercial vehicles sold of our tradition-rich FUSO brand in Indonesia proves that we have the right products on offer for our customers in the country. Indonesia is a strategically

important market for our growth strategy as a country that already ranks third among the largest sales markets for light-duty trucks worldwide."

To enable stronger participation in the growth of sales markets like Indonesia, the two Daimler commercial vehicle subsidiaries, Mitsubishi Fuso Truck and Bus Corporation (MFTBC) and Daimler India Commercial Vehicles (DICV) are bundling their Asia business under the umbrella of Daimler Trucks Asia with the joint goal of 290,000 units sold until 2020. While moderate growth rates are expected for the triad markets (Europe/North America/Japan), Daimler Trucks sees very promising growth prospects in the follower markets (such as Brazil/Russia/China) as well as in the developer markets of Asia and Africa.

The markets of Southeast Asia offer a significant long-term market potential. According to external forecasts, an increase of approx. 20 % to 30 % in annual truck sales can be expected for the entire Southeast Asia region until 2020.

Why is Trucking so Detrimental to Drivers' Health?

The U.S. Bureau of Labor Statistics supports the claim that trucking is an unhealthy profession, calling trucking one of the highest-risk occupations in the US, writes John Lundy in the Duluth News Tribune. While the risk obviously includes the danger posed by highway accidents, unhealthy lifestyles also play a part, said Dr. Clayton Cowl, who practices occupational medicine at Mayo Clinic in Rochester, Minn. "Commercial drivers are some of the most unhealthy of any specific occupational cohort."

High rates of obesity, hypertension, diabetes and coronary disease are not uncommon. "Back pain and obstructive sleep apnea are quite high in this particular population," said Cowl.

Studies cited in the American Association of Occupational Health Nurses Journal in 2010 claimed a life expectancy of 63 years for male, unionized truckers and 55.7 years for independent drivers.

What is it about trucking that's so hard on health? "The one thing that stands out is a very unpredictable and erratic schedule," Cowl said. "There are stresses that go with changes in weather, road conditions or the environment that play a key role in drivers having difficulty in predicting their schedules," he said. "The fact is they are away a lot of the time from the support of friends and family. They are the last rolling cowboys out there on the road."

And when they're on the road, their food choices often are unhealthy, said Keith Terska, a driver for more than 30 years and driver services coordinator and trainer for Halvor Lines.

Cowl agreed, noting that it's hard for anyone who travels frequently to eat well. "If you're in a hurry to get somewhere, most people don't want to take a lot of time to really focus on nutrition."

Agility Sees Asian Emerging Markets Driving Growth in Logistics Sector



Essa Al-Saleh, CEO of Agility Global Integrated Logistics

(Singapore) Speaking at the 'Emerging Markets & the Future of Logistics' conference in Singapore Essa Al-Saleh, President and CEO of Agility Global Integrated Logistics, said that Asia's emerging markets will continue to drive growth for the logistics sector.

Agility publishes an annual Emerging Markets Logistics Index that looks at 45 major emerging markets. "Four countries in Asia made the global top ten in this year's Emerging Markets Logistics Index – China, India, Indonesia and Malaysia – and we expect to see more countries from the region breaking through in the coming years," Al-Saleh said. This is the fourth year that the index has been running and provides useful information to clients on the status of each market together with strengths and weaknesses.

He provided an overview of Agility's expertise and experience in emerging markets, including insights into what companies need to do when they look at expanding into emerging markets. Some of the issues faced include revised product portfolios and R&D, localized marketing, challenges in supply chain management, and talent and staff development.

Agility moved its Asia Pacific headquarters to Singapore in 2011, which places them conveniently at the central hub of these emerging markets in South East Asia. Singapore is also a major logistics hub for Indonesia's offshore oil and gas fields, has world-class ocean and air-related facilities and is also connected to the dynamic regional economies through Agility's cross border trucking service that links Singapore, Malaysia, Thailand, Vietnam, Cambodia, Myanmar, Laos and China.

DHL Expands Myanmar Presence

(Singapore) DHL Global Forwarding has strengthened its Southeast Asian operations with the establishment of a 100% fully-owned country office in Myanmar as part of DHL Global Forwarding South Asia. The move is a culmination of almost 20 years of operations through agency representation and includes the official opening of a DHL Global Forwarding office in Yangon and the appointment of Christoph Beier as Country Manager.

Kelvin Leung, CEO for Asia Pacific, DHL Global Forwarding, said, "As a fast-developing country with a population of 60 million growing at around 6.5% in 2012/13, Myanmar has the potential of becoming one of the largest markets in SE Asia. A favourable production environment is also attracting investments from major international corporations across various industries. DHL Global Forwarding logistics experts based in Yangon will help bridge businesses in

Myanmar with a network of international business partners both within and beyond the region."

Myanmar's growth in 2012-13 has been primarily driven by gas production, construction and services and DHL Global Forwarding Myanmar is fully equipped to support the continued growth of these sectors in addition to boosting the development of the consumer and technology sectors. Its operations will cover the company's full range of services including international freight forwarding, air and ocean consolidation, liner/NVOCC agency representation and customs brokerage as well as local transportation and warehousing.

Reporting to Thomas Tieber, CEO for South Asia, new Country Manager, Christoph Beier, moves over from the company's Bangladesh office to manage day-to-day operations and business development.



Kelvin Leung, CEO for Asia Pacific, DHL Global Forwarding

DHL unveils International Supply Chain hub in Tanjung Pelepas



DHL's hub facility in Tanjung Pelepas, Malaysia

(Johor Bahru) DHL Global Forwarding in November unveiled its new hub facility in Tanjung Pelepas (TPP), Malaysia. Wholly managed by International Supply Chain (ISC), a specialist logistics unit of DHL Global Forwarding, and DHL Supply Chain, the contract logistics unit of Deutsche Post DHL the 160,000sqft facility is situated in the Tanjung Pelepas Free Trade Zone. The facility marks the fifth ISC regional hub in Asia, joining an established network of hubs in Singapore, Hong Kong, Shanghai and Shenzhen.

TPP is Malaysia's most advanced container terminal strategically located within the rapidly growing Iskandar region of southern Malaysia. Just 15km from the Tuas border in Singapore, TPP is ideally situated for the import and distribution of products throughout Singapore and Malaysia. Equipped with advanced CCTV technology and excellent port security, DHL ISC's 24 x 7 hub operations at TPP help global customers realise efficiencies in logistics costs by playing a key role in managing their global supply chains. Given its strategic location, ISC's TPP Hub is fast becoming the premier location for multi-country consolidation and regional

distribution for the U.S., European and Australasia markets.

"Asia is a key sourcing region for the world. Establishing a hub in TPP offers customers unrivalled access to a suite of services which can be tailored to suit specific supply chain requirements," said Kelvin Leung, CEO for Asia Pacific, DHL Global Forwarding. "The strength of our network will help customers in destination markets such as Europe, the Americas and Australia, as well as fast-developing Asian consumer markets, tap into our expertise and realise the significant benefits of streamlined logistics."

Garrick Pold, Global Head of DHL International Supply Chain added: "This capital investment to expand our global footprint in TPP Malaysia is a key part of our strategic growth plan. It is our goal to be the provider of choice for our customers by driving greater efficiencies in their global supply chain. We are fully committed to supply chain innovation to ensure that we are a strategic partner to our customers."

Only Half of all Truck Drivers use the Safety Belt

The safety belt doubles the chances of survival in a serious road accident. Nonetheless, half of all truck drivers choose not to use their safety belts. That is something that Volvo Trucks wants to change. "If more road users wore their safety belts, more than 7,000 lives would be saved every year in the EU alone. Professional drivers should serve here as an example," says Carl Johan Almqvist, Traffic & Product Safety Director Volvo Trucks.

The chances of surviving a serious road accident are doubled if a safety belt is used. The most recent WHO report entitled Global Status Report on Road Safety 2013 emphasises increased belt usage as one of the most crucial issues for improving traffic safety. Today there is legislation requiring safety belt usage in 111 countries. As of 2006, compulsory belt use has been required in the EU for cars and trucks.

"In recent years," says Almqvist "belt usage has increased among truck drivers, but even so, fewer than half use the safety belt. And that's despite the fact that both our own and other European research has revealed that at least 50% of truck drivers who lost their lives in traffic would have survived if they had been belted in. Of all truck drivers involved in fatal accidents, only 5% were wearing their safety belts."

Most truck drivers said they used safety belts when driving a car, but only half did so behind the wheel of their truck. Among the reasons given were that it is difficult, inconvenient or time-consuming to put on and take off the belt.

Almqvist noted: "Bearing in mind that the safety belt can spell the difference between life and death, these are not particularly credible excuses. At Volvo Trucks we invest considerable resources in the development of accident-prevention systems, but as long as the human factor plays such a big role it will never be possible to entirely eliminate the risk of road accidents. I would therefore encourage both haulage firms and drivers to do what they can to improve safety. The simplest measure of all is to use the single most important safety feature on board – the safety belt."



Green Freight Association Launched

(Singapore) Global leading corporations launched Green Freight Asia, a non-profit association of manufacturers, freight logistics companies and carriers to advance green freight efforts that promote greenhouse gas- and fuel-efficient freight transportation and decrease air pollution in Asia.

Joint Initiative

Leading logistics service providers, DHL and UPS, global home furnishing retailer IKEA, and technology leaders HP and Lenovo, supported by partners, Green Transformation Lab and Clean Air Asia, have joined together as founding members to incorporate Green Freight Asia as a non-profit association in Singapore, emerging from an informal network created in 2011 by Green Transformation Lab and Clean Air Asia, along with 25 shippers, logistics companies and carriers.

"Logistics costs as percentage of GDP range from about 14% in India and 18% in China to 24% in Indonesia, compared to about 10% in the US, Europe and Japan. Fuel scarcity and rising fuel prices pose a higher risk to economies in Asia," explained Stephan Schablinski, newly appointed Executive Director of Green Freight Asia.

Environmental Impact

Robert Earley, Transport Program Manager of Clean Air Asia said: "Only 9% of vehicles in Asia are trucks, but they are responsible for 54% of CO₂ emissions and a similar proportion of particulate emissions. By orienting shippers, carriers and other players in the logistics industry to focus on improving fuel efficiency and reducing emissions from trucks, Asian countries can help address climate change while also making their economies stronger and the air in cities cleaner."

Green Freight Asia will work with its members to develop and promote tools for measuring and reporting fuel

Green Freight Association Launched

consumption and emissions from road freight and identify what technologies and strategies will be most effective for carriers to reduce fuel consumption, such as low rolling resistance tires, equipment to reduce aerodynamic drag, alternative fuels, fleet management and driver training.

Benchmarking

A benchmarking scheme will be developed to evaluate and recognize the sustainability efforts of manufacturing companies, freight logistics companies and carriers, and importantly, make these accomplishments visible to consumers and investors. Furthermore, a platform for sharing best practices between member companies will make it easier for others to replicate successes. The association will also focus on working with Asian governments in developing national green freight programs.

Green Freight Asia will create value for its members by helping them to achieve increased fuel efficiency that saves costs and increases business competitiveness, and to recognise the sustainability efforts that are being made, to inform consumers about members' level of commitment to more sustainable transport – all with the objective of decreasing air pollution and GHG emissions in Asia.

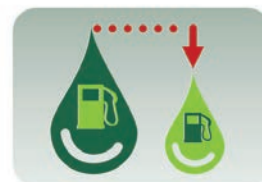
Green Freight Asia is open for companies to join as members, and is also hoping to attract other partner organizations who share the same vision to enable methods and partnerships for industry to accelerate the adoption of sustainable supply chain practices across Asia.

www.greenfreightasia.org

WHY JOIN GREEN FREIGHT ASIA?

By creating a Green Freight Label certification and renewal process, Green Freight Asia helps companies understand where they stand with their sustainability agenda and get recognized for their green efforts.

We facilitate awareness building, education and best practice exchange to help companies understand practical ways to lower fuel consumption, reduce CO₂e emissions and help improve air quality.

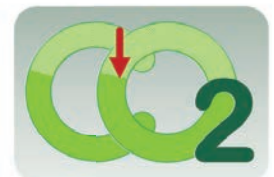


Green Freight Asia helps

- **Lower fuel consumption** across Asia-Pacific sourced freight movements and
- **Reduce shipping costs** across the entire supply chain

Green Freight Asia also helps reduce

- **CO₂e emissions** and
- **air pollution** from these movements





On the ARN from Hanoi to Shenzhen

“Asian Trucker sent Devindran Ramanathan to travel TNT’s ARN from Hanoi, Vietnam to Shenzhen, China. Early this year Stefan Pertz travelled from KLIA in Malaysia to Hat Yai to Bangkok and then into Laos via the Friendship Bridge 2 that was featured in Asian Trucker issue 13. Devindran returned with many insights into regional trucking

“I grew up in Ipoh (the Malaysia mining town that tin helped build) in the 70’s. My home was just off the busy Tiger Lane (now Sultan Azlan Shah Road), then a main trunk road linking cities and towns like Kuala Lumpur, 200km to the south to Penang in the north.

Watching Trucks go by

Many may remember Stephen Bishop’s popular song It Might be You in the 1982 film Tootsie, with the lyrics of “I’ve been passing time watching trains go by.” Now substitute “trains” for “trucks” and you may conjure up an image of me as a little boy watching trucks going by.

Those were the days before the North South Expressway was built and the road fronting my house was the main Federal Route for all traffic and commerce plying their trade from the Malaysian-Singapore border in the south to the Malaysian-Thai border in the north.

Often light and heavy trucks would choose to park overnight for light repairs and rest across from our home. The shade and

safe distance from the busy junction was probably the reason. Timing wise, I guess most drivers, if they were driving solo, would have needed a break, considering a trip from KL to Ipoh or Ipoh to Penang would have taken at least five hours for these heavy commercial vehicles.

My mum would often take pity on the drivers and would send me to offer them a hot drink and biscuits. Thinking back, perhaps that’s why many familiar faces must have chosen the front of our home for their ideal truck stop. When the drivers were free to talk, my conversations with them mainly centred on where they were coming from or travelling to and what cargo they were carrying.

At night, when I lay in bed troubled by the noise they made repairing their trucks, I use to wonder what their daily life was like; what they ate, if their seats were comfortable for the long haul and how long were they going to be away from their families.



Hanoi to Shenzhen

When Asian Trucker asked if I would be interested in participating in a road trip on a truck, I immediately jumped at the opportunity. I was even more thrilled when told I would be completing the Hanoi to Shenzhen leg of the Asian Road Network (ARN) hosted by TNT. Stefan Pertz had earlier completed the Kuala Lumpur to Laos journey (AT Issue 13).

ARN is an integrated road delivery service which is available in Asia. With their tagline "Cheaper than air freight and faster than sea", ARN trucks operate on routes connecting Singapore, Malaysia, Thailand, Laos, Cambodia, Vietnam and China with cost efficient offerings.

I boasted to Stefan that I used to service Volvo prime movers during my college holidays in the UK and was impressed by the level of driver comfort and technology in these vehicles. Mind you, those were the days when tachographs were state-of-the-art tools. Stefan cautioned me about getting my hopes too high on the comfort part as a passenger.

Dinesh Kanapathy, the Regional Operations Manager of ARN was in constant communication with me prior to the trip and provided me with all the necessary names and travel details to ensure my journey went smoothly.

Hanoi Delays

I arrived in the afternoon at Nai Bai International Airport on August 1, 2013 for my journey scheduled for the following morning at 4:00am from the TNT My Dinh depot on the outskirts of Hanoi.

The TNT team recommended staying closer to the depot, at the Grand Plaza Hotel located 40km from the city and approximately 7km away from the My Dinh depot. I contacted Mr Nguyen, TNT My Dinh Freight Manager to inform him that I wished to receive the route to the depot as I wasn't going to be taking a chance on the taxi driver losing his way at 4:00am the next morning.

I grabbed a cab to TNT Hanoi's office, just 15 minutes away to meet Mr Nguyen. With a big welcoming smile he informed me immediately that my departure, scheduled for the following morning was postponed a day due to custom difficulties experienced by the truck from China. The truck from China was scheduled to swap the complete trailer with our Vietnam truck at the border the following day.

A Buzz of Activity

I was told to expect an email to this effect from their County Manager later in the evening. While at the depot, the Freight Manager gave me a quick tour of the facilities to witness activities of warehousing to distribution. In total, TNT has 12 trucks which are sub-contracted, but totally managed in-house. There is a buzz of activity with pickers and packers processing consignments and paperwork to match the smooth physical flow of the goods throughout the country, both inbound and outbound.

"When you consider that the objective is to provide high quality freighting service at attractive prices, the total distribution concept needs to be understood by all the employees in the organisation" Nguyen explained.

I returned to the hotel before dark and walked around to the nearby shops to locate my first local treat. Slowly savouring the steaming hot bowl of Beef Pho noodles for dinner allowed me time to mull over the fact that I had the entire following day to roam Hanoi. I mused about how the delay would affect my plans once I arrived in Shenzhen.





Good Morning Hanoi

It's been raining the entire night as I arrive at the TNT My Dinh depot at 4:00am; the security dogs are first to be alerted of my arrival. I am shown to my truck and the staff on duty beats the doors of the somewhat post war looking American Freightliner with a 6X4 tractor unit capable of hauling up to 40 tonnes. The drivers slept in the sleeper cab the entire night after loading their consignment the night before to ensure we were quick to get out of the city before morning traffic set in.

I immediately choose to "ride shotgun" (an early American term to claim the front passenger seat beside the driver) while the other driver sat in the sleeper compartment as we departed the depot. We cleared the security checkpoint upon showing proof of our consignment documents. Three hours cruising out of Hanoi morning dawns amidst the purring of the Detroit & Cummins engine, trucking an 18 tonne pay load to the Vietnam-Chinese border.

Ease of Driving

The interior of the cab has seen better days, but what seemed most important was the driver's ease of handling the truck with all the necessary comfort features laid out around him. To our driver, having to reach his can of Red Bull and the closeness to the air horn lever seemed to be the most important accessories to keep him alert. At the end of the day, a safe and comfortable driver is a productive driver.

The rain and winds intensify throughout the journey and this is confirmed in the local Vietnam English newspaper which I brought along from the hotel. The paper warned residents in northern Vietnam to prepare for floods as Tropical Storm Jebi was continuing to gather strength and due to hit East China Sea that day.

I couldn't believe my luck as I was going right smack into the eye of the storm as portrayed in the newspaper diagram of the predicted storm path.

As we completed the final part of the Vietnam leg, I get to see the richness of the soil, rice fields and the many river tributaries

crossings as we approach Lan Son, less than 40km from the border.



Gateway to China

Due to its ideal location, it served for centuries as a gate-way to China as well as the path of several invasions including the site of three French defeats during the colonial war in the late 19th century.

Rain began to beat heavier as our driver decided to have breakfast in Dong Dang, on the Sino-Vietnamese border, which is 14km after Lang Son (the last major city before China). Just three kilometres to the east of Dong Dang is the Huu Nghi (Friendship) border where we seemed to be heading for the container exchange. As long as living memory can testify, this gate has been a major point for the exchange of goods between Vietnamese and Chinese.

It was a bowl of hot noodles for me with a cup of hot tea with our drivers and other local truckers at a road side eatery. As the rain got heavier, the drivers exchanged advice, amidst deafening thunder and lightning, saying it would be a good idea to move on to our destination before the roads become impassable due to anticipated landslides and floods.



At the “Friendship Border”

Our truck quickly moved through the heavy downpour to the TNT border office where I alight, bid farewell to my Vietnamese truckers and I am welcomed by the lovely Ms Ngoc from the TNT border office holding an umbrella. Much of my time here, a six-hour wait for the China Truck to cross over to the Vietnam side of the border for the trailer exchange was spent chatting with Ms Ngoc who spoke good English.

Ms Ngoc explained how TNT operates in this region through the three road hubs in the country; one each in Hanoi, Danang and Ho Chi Minh and the fleet size. She also explained in greater detail about the truck departing from China that had an issue with the customs system and which caused the one day delay. The system was only backed up and running the next day.

What added to the delay was that since there was going to be an exchange of containers, and it now being Saturday, the Chinese customs only allowed exports of general cargo for a limited time only between 3:00pm and 5:00pm. The mornings are limited to imports of perishable cargo, hence our delay!

It was apparent that country specific rules and regulations, custom documentations, clearance, swapping of containers are rife with challenges, despite the best efforts by companies like TNT. Delays beyond their control cost money and at times like these, customer service levels must prevail besides the incurred additional cost.

Managing International Road Freight

Witnessing how TNT manages their international movement of goods by road earned my total admiration. It requires a thorough knowledge of documents as well as know-how about country specific laws and practices, policies and procedures on the physical distribution of goods being transported.

Keeping up-to-date with changes is no easy management task, dates can change as I experienced, and staff at various border offices have to work towards a common goal.

Ms Ngoc handed me the cargo manifest which seems complicated paperwork to an ordinary person, but herein contains the critical information on road freighting to the consignor and consignee and the listing of various products due to many Chinese destinations.

Some goods are semi-finished electrical items carefully transported by road for the cost effective frontier crossing and door to door delivery. It's all about the right load, to the right international destination, at the right time, at the right price. The importance of road transport can hardly be over-estimated.

Ms Ngoc explained that as the storm was rather unusual, that I would not be in a position to go to the yard to witness the container swap. Instead she suggested we have lunch at a nearby town and I should make my way across the passenger immigration as the Chinese TNT staff was awaiting my arrival on the other side.



Ni Hao!

I intercept the Chinese truck as it comes off the Ping Xiang integrated free trade control. The Chinese truck clearance was non-bureaucratic and fast from both border check point to immigration control.

As it was still raining, I am quickly whisked into a Sinotruk Howo 4X2 tractor for our overnight journey across two provinces along with our container from Hanoi. Neither the driver nor his assistant spoke English so it was going to be a challenge again.

After a 30 minute drive, the driver signaled in international sign language that we would be stopping for dinner. Everyone seemed to know everyone as it is a frequent stop for local truckers before getting on the inter-province highway. I realized we spent longer than usual as the drivers were determined to ensure I enjoyed some of the best cooked local Chinese cuisine.

“On a normal journey the drivers have KPIs and they are measured on arrival times and departures of the line hauls. Our tolerance is 15 minutes from scheduled arrivals and departures,” Dinesh informed me through my email enquiry after the trip.

Several off-duty truckers who enjoyed my company later convinced me to try their local brew despite me trying to bluff them that I was here to also spend some time behind the wheel of the truck, which they easily realised was not true.

Driver Change

As it got dark and was still drizzling, we set-off and immediately got on the G7211 Nanyou Expressway by passing Ping Xiang, a county-level administrative division of mainland China.

I am quick to doze off after the local Chinese wine and am frequently awakened during driver change every 3-4 hours. “Driver change is governed by local statutory requirements and TNT’s internal health and safety regulations” Dinesh stated.

We travelled by nightfall through the mountainous terrain of Guangxi’s province, in the far south of China. Many rivers have cut valleys through the mountains. Most of these rivers form the tributary basin of the West River.

The roads are smooth and lay-by rest areas are most adequate to refresh us as we continue our journey by-passing Nanning in the night on the G80, Guangwu Expressway.





Devindran is a 23-year “young” veteran in the Malaysian automotive industry and has held several senior management positions. He is now the principal of his own company, ACS AsiaPac Sdn Bhd focusing on Aftersales Training, Consulting and raising the overall image of the Aftersales stakeholders. For information on upcoming programmes, log on to www.acsasiapac.com

Fuel Type	Vietnam	China	Malaysia
Diesel	RM 3.41	RM 3.79	RM 1.90
RON 93	RM 3.76 (RON92)	RM 4.11	RM 2.10
RON 97	RM 3.83 (RON95)	RM 4.46	RM 2.80

exchange rate @ 30/Sep/2013

Into Guangdong Province

When morning comes, we are just going through Guangdong province, the most populous province in China with over 100 Million people. Located in the southern part of the country, our truck soon crosses the scenic Jinma Bridge which is a major bridge in the expressway from Zhaoqing to Guangzhou. Here the rivers still play an integral part in the transport channel in the Pearl River Delta.

We’re now on the G15 aka the 2nd Ring Road travelling around the city heading towards Shenzhen, another three hour journey.

I am unable to continue my journey to Shenzhen and opt to be dropped off in the outskirts of Guangzhou, the third largest Chinese city and southern China’s largest city. As of the 2010 census, the city had a population of 12.78 million.

I’m off at Guangzhou

As I reminisce about this more than 1 000km journey in a taxi to my destination in Shendu, I look back with a tinge of melancholy of the bond I had developed with the truck drivers. They were ever so courteous and wonderful hosts. Ultimately they ensured that not only the truck, payload and driver were safe, but their guest was looked after and cared for.

Coordination and good communication is vital when handling international freighting operations as you’re as good as your weakest link and that one weak link can thwart the entire supply chain process.

The journey raised my respect for humanity, machine and the environment. When a parcel is delivered to our door step, how many of us are privileged enough to appreciate the enormous work that goes on in the background by such companies as TNT to get that package to you quickly and cheaply.



What the ASEAN Free Trade Area means for trucking



About 55 percent of Asia's total trade was conducted within the region in 2012, up from 45 percent 10 years ago. We also see the Free Trade Agreements being signed between countries in Asia as a positive development for the future. Currently the number of exporters using the FTA's is small but growing.

The ASEAN-China FTA will provide a boost for trade in the region and should help ease delays at Customs particularly on the road borders where we see the most potential for growth in trade.

Within Asia, bilateral trade corridors involving China and India will be the fastest growing sectors – leading the way for Asia (excluding Japan) to make up roughly one-third of the world's total economy by 2020, double the region's current levels.

Agility sees import demand from emerging markets in Asia increasing as consumption develops to become an important growth engine for the region. All the analysis we are seeing suggests that there will be considerable growth in disposable income levels, and increased urbanization throughout Asia. A dramatic increase in middle class wealth across Asia is expected.

The establishment of free trade across ASEAN by 2015 is also a key factor higher intra-regional trade. The recently published Agility Emerging Markets Logistics Index, now in its fourth year, China ranked number one and Indonesia at number five and Malaysia at number eight and were among the top performers Asia in the overall Index rankings.

There are indications that the region's dependence on established trading blocs is diminishing as consumer classes across the region grow and internal and intraregional trade becomes more important. Confidence in Asian markets was evident among the trade and logistics professionals survey. They selected Intra-Asia trade as having the greatest potential for growth.

Elsewhere, survey respondents pointed to Indonesia, Vietnam, Bangladesh, Thailand, Malaysia and Pakistan as Asian countries poised to become major logistics markets.



Agility's Established Trucking Network Across Asia

Agility has a long established comprehensive network across Asia including India, China and all countries in South East Asia. Having this presence in the region with our own offices and local staff means that we have considerable reach into local markets where we generate business opportunities.

The company offers international daily trucking services covering China and Southeast Asia, and they view these routes as offering the most growth potential. For example, manufacturing clusters have now been established in Vietnam, and more recently in Cambodia as a result of improved road access to the Thailand and China borders.

Combined with this Agility has a global network, which for customers in South East Asia means they can deliver to their customers anywhere in the world.

Agility has the expertise and experience of working in emerging markets and is able to manage transportation challenges effectively on the ground.

Providing in-country logistics services the company offers cross border trucking that connects all the major economies in South East Asia including Indochina. The network has also been extended into Southwest China through Kunming and Southern China.

Demand for land transportation is growing as economic corridors are developing along the major road networks as trade expands between countries in South East Asia.

Given that some of the emerging markets in Asia face issues with infrastructure, including port congestion, lack of air freight capacity and poor development of rail infrastructure, trucking has become a viable alternative.

Cross-border road freight is proving increasingly attractive to customers because of improved shipper transparency and security, and the ability to offer trucking as part of a multimodal solution or as a time-definite door-to-door service. The mode also offered more flexibility than air on cut-off times and a speed advantage compared to ocean.

Manufacturing clusters are setting up along the highways taking advantage of the improved road access to the growing number of consumers in the region.

For example Agility is trucking electronics components by road from Vietnam to Shenzhen by road. The cost is cheaper than air and the transit time is quicker as the shipment is transported door-to-door.

Every region has its challenges, but in ASEAN the lack of a contiguous highway network adds time and cost to most shipments. This is improving but given the number of countries with infrastructure challenges it will take time.

There is a need for improved customs procedures in order to reduce waiting times at borders, this will support an increase in shippers using international trucking services. If there are improvements to the highway network connecting Southeast Asia and into China and border services improve, the time differential between trucking and air freight between major cities would become negligible and the cost of trucking would significantly lower.

In ASEAN trucking also offers additional options to air and ocean and makes it attractive in the region. Some of the local markets are capacity constrained, in particular, at certain times of the year, and trucking gives providers an option to offer a road/air or road/ocean options.

The ASEAN FTA is hopefully the way forward to removing the trade barriers that inhibit cross border growth.

The major problems that exist are both bureaucratic and infrastructural and common in frontier and emerging markets. But cross border delays are common, poor infrastructure also means there can be delays on the road.

Agility is fully engaged at every level with the Customs departments in Indonesia, Vietnam and Thailand, with an aim to improve cross border processes and procedures.

Delays are also factored into the schedule and there are contingency plans for most eventualities to ensure supply chain integrity for our customers.

Agility has opened a representative office in Myanmar and there are many opportunities for Agility as the company opens up.





About the Agility Emerging Markets Logistics Index

Agility Emerging Markets Logistics Index looks at the world's most dynamic economies and the forces powering them. It ranks 45 major emerging markets and identifies the attributes that make them attractive for investment by logistics companies, aircargo carriers, shipping lines, freight forwarders and distribution property companies. Together, the Index rankings, analysis and survey of 375 industry professionals provide a basis to compare individual countries, weigh their strengths and weaknesses, and gauge their near-term prospect.

Other Sources

UOB Singapore – The Rise of Intra Regional Trade in Asia



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).

Shell & Michelin Hold Fuel & Tyre Workshop



Shell and Michelin, along with Asian Trucker, hosted a Fuel & Tyre Management Workshop for their customers in Singapore that focused on “getting the most out of your fleet.”

By 2050 the number of vehicles on the roads will have more than doubled. If there are no significant changes the large number of vehicles could have a big impact on the environment and energy supplies. Using less fuel not only makes sense for the environment it is an opportunity to save money.

Experts in their fields from Shell Eastern Petroleum and Michelin Tyres Singapore hosted a seminar for people in the commercial vehicle industry to provide information on products and give fuel saving tips.

A Learning Opportunity

Stefan Pertz, Editor of Asian Trucker Malaysia, who assisted in the organisation of the event, introduced the speakers. “When we walk away from this event, we will have learnt something about fuels and tyres that we will be able to apply in our business,” he noted.

Richard Hall, General Manager Commercial Vehicles, Daimler South East Asia/Pacific was in attendance and acknowledged before a video was played showing Daimler’s Record Run 2011 using the new Mercedes-Benz Actros. Shell was a partner in this endeavour.

A new Actros 1845 LS, meeting the Euro 6 emissions standard, and one meeting the Euro 5 standards, set off fully laden on what is a typical European regular service run from Rotterdam to Szczecin and back again covering 10,000km. The Run proved that the new Actros is the most fuel-efficient truck of all times. It not only achieved the targeted fuel saving in comparison with its predecessor, the Actros MP3 was more frugal than expected on the seven-day drive. The new Actros 1845 Euro V achieved a reduction of 7.6 percent and the new Actros 1845 Euro VI recorded a corresponding figure of 4.5 percent.

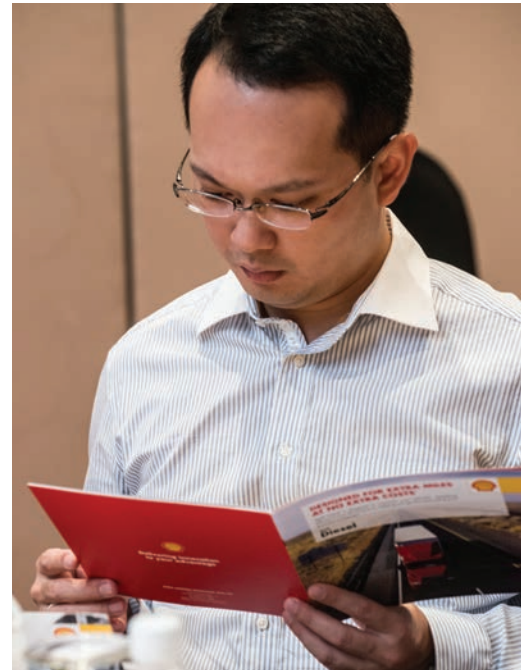
Customer Centric

Louis Tan, GM for Retail and Operations, Shell explained that the company is very customer focused. “Shell has a large fleet of trucks delivering their products throughout the region. Though

it is “a very crowded market” Tan says, “Shell is a very trusted brand and delivers peace of mind.”

Ratchatapong Boonwatsakul, Fuels Scientist, Projects & Technology, delved into Shell’s main presentation of the morning. He spoke of the need to take energy seriously. He illustrated this by pointing out that with the projected global population growth there would be two billion vehicles on the road by 2050 compared to the 800 million today. “There is going to be a lot more need for energy than there is now, and struggling to keep up with the demand is going to be more difficult as there is no more easy oil left. As the number of vehicles is expected to double by 2050 we have to learn to operate them as efficiently as possible.”





The Driver is Key

Boonwatsakul pointed out that the driver can make a difference in the amount of fuel that is used by a vehicle. Matching the load to the vehicle is another important fuel and cost saving consideration. "Don't overload your trucks," Boonwatsakul warned, "as when you do you consume more fuel and shorten the engine life."

Using the correct fuel and high quality lubricants will also reduce fuel costs and extend the life of the vehicle, as will keeping it properly maintained. He advised owners that if they have a new truck, they should avoid using lower standard fuels.

Tyre Management

Managing tyres and how to get the most out of pneus was the main topic of the second part of the seminar.

Melvin Leo, Customer Engineering Support for Michelin Tyres, said that for Michelin, "Tyres are all about safety. Our tyres last longer and they provide fuel savings. The tyre is the only part of the truck that touches the ground so grip and longevity are important while fuel savings can be made by having the best possible tyre. The most important thing that you can do as a driver is to check the inflation pressure of the tyre. A properly inflated tyre will save you money."

Tread Carefully

Douglas Ong, Director of Chin Seng Hin Pte Ltd, Authorised distributor of Michelin in Singapore, spoke about the importance of tyre management. Laying a solid foundation by discussing the production of tyres and their components, as well as elaborating on the markings found on a tyre, Douglas moved on to discuss various issues about tyre management. Videos and practical examples illustrated how fleet owners could improve the lives of tyres in all three stages of use. Ensuring the correct maintenance of new tyres would ensure good re-groove ability Douglas explained. Through re-grooving, tyres can be in use longer before going into the retreading process.

"We mainly operate vans, which are leased," said Teo Chung Pin, Operations Director of Rentokil Initial Singapore Pte Ltd. "However, we always need to improve ourselves. Learning about how proper vehicle management can reduce fuel cost and prolong replacement cycles is crucial for us. Through this workshop we have gained valuable insights into how engines work and how we can use fuels to further improve performance. According to Teo, the group from Rentokil-Initial joined the workshop specifically to learn more about fuels and they agreed that the segment on tyres also added value.

Rolling On

One of the main attractions was the tyres themselves and there was great interest in the tread patterns that Michelin had on display. These commercial vehicle tyre samples were in different states of wear and were used to illustrate the points made in the presentation.

Melvin Leo said Michelin uses such events to promote their products and to give tips on how to reduce operating cost, "which can be done quite easily." He went on to say that Michelin does a number of events like this in Malaysia and he is looking forward to holding more in Singapore.

Keeping Up

Michael Chern, Operations Manager of Goldbell Engineering said the reason he attended the workshop was: "Because things change. I like to keep updated and know about what new innovations there are. I have to keep up with everything."

More workshops will be held in Singapore and Malaysia, with the aim of keeping fleet owners and drivers current on leading edge knowledge and products.

Doll's Panther claws in - Extreme approach to quality pays out in South East Asia



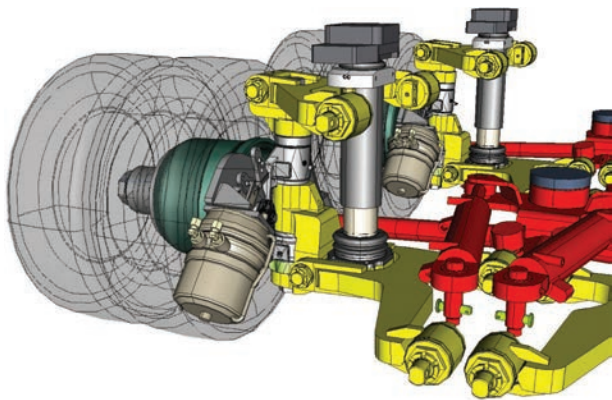
When moving heavy goods, the trailer is the key component in the operation. Global CV and Equipment is the best address to get your hands on one of the Doll Panthers.

By now, for three years it has already been holding its ground on the hard-fought special transport market: the Panther – longer than any other supplier of heavy-duty semitrailers with independent wheel suspension in the industry.

In comparison to the competition, DOLL demonstrates market-readiness with the panther-plus package: 5 years of warranty on all proprietary DOLL components in the vehicle: “After delivery hardly ever any vehicle returns to our workshop. The majority of our service personnel can be used for the production of new vehicles” says Rolf Gerhardt, engineering manager in the house, DOLL employee of 37 years’ standing. The company can be confident about their product quality as they even manufacture their own axles for the Panther.

Third-party components are dispensed with in the Panther to the utmost extent possible, because operational reliability and optimal driving characteristics require particularly precise matching of all components of the independent wheel suspension with the frame and chassis design. This tailored synchronization with the frame enables the specially patented Panther components to completely do without soft bearings and use of rubber in the direction of the axles. Thus extraordinarily low maintenance and low wear are achieved, while driveability is concomitantly improved. This also means improvements in terms of road conservation – sustainability, which is estimated by authorities particularly in times like these when roads require preservation.





The Panther offers:

- 55° steering angle
- Forced steering of all axles
- Best possible axle compensation

Lowest loading height: 850 mm

- At 70 mm stroke and 315 mm total travel
- Single, double, triple, and even quadruple telescopic extension
- Irrespective of the number of axles

The panther's third birthday thus emphasized the maturity of the product, and at DOLL's booth at Bauma earlier this year was celebrated with customers and prospects.

About Global CV & Equipment

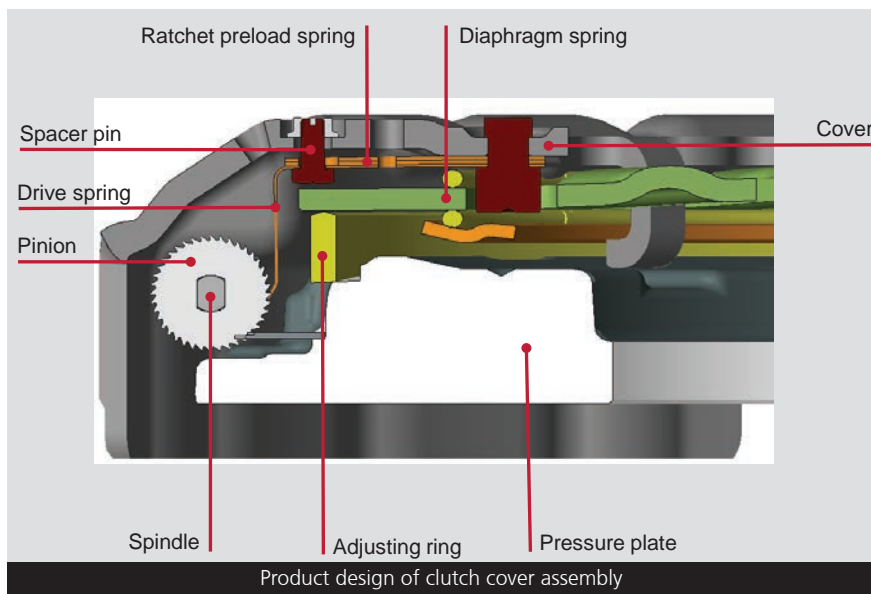
GLOBAL CV & Equipment Pte Ltd is a registered company in Singapore which is dedicated into the development and marketing heavy duty truck, Construction Machinery and special trailers to the worldwide customers. Headed by industry veteran Mr. George Lee, the company has been successful since 1991 as the appointed distributor for Doll trailers.

For more information:

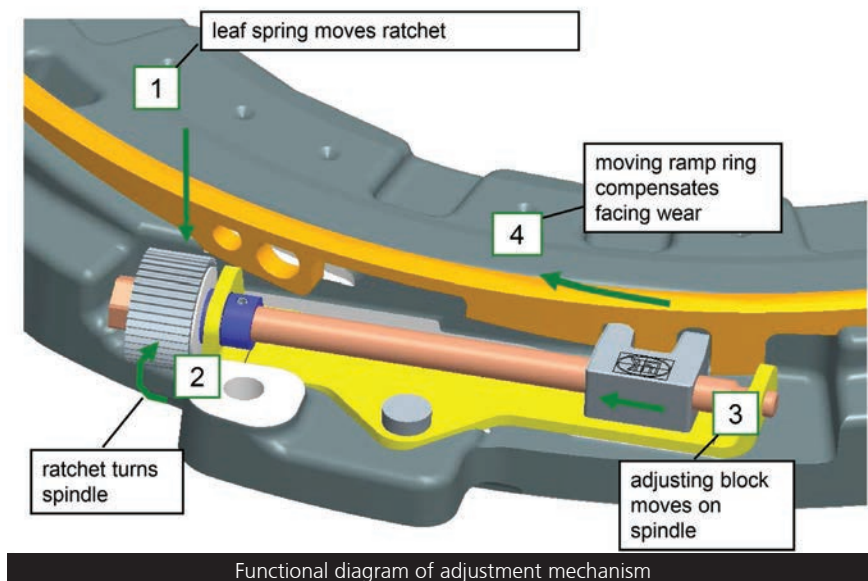
www.globalcvequip.com or www.doll-oppenau.com/

LuK RepSet SmarTAC - Highest Performance Clutch System

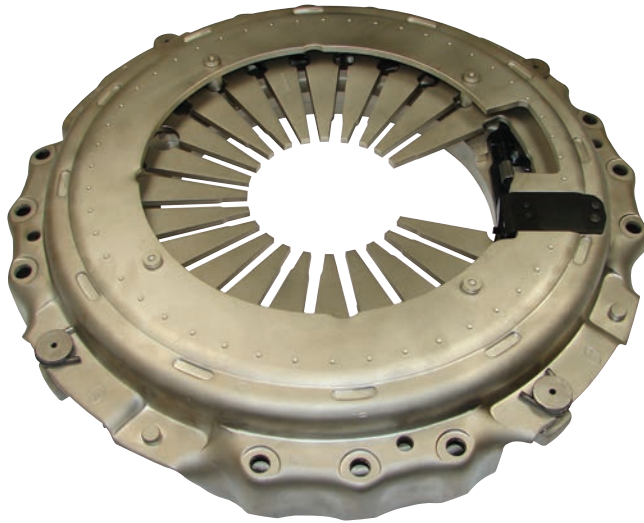
Lower Release Force, More Wear Reserve and First Aftermarket Application for Commercial Vehicles



Schaeffler Automotive Aftermarket has been responsible for the Group's global automotive replacement parts business for the LuK, INA and FAG brands for over 35 years from its headquarters in Langen, Germany. In 2001, LuK-Aftermarket Services set up a representative office in Singapore. In 2007, there was a full legal integration of LuK, INA and FAG aftermarket to Schaeffler Automotive Aftermarket South East Asia (SAAM SEA). Since this legal integration, SAAM SEA offers a vast range of components for the drive train, engine and chassis – for all vehicle classes and in OE quality. Having the three brands and a strategic distribution network in South East Asia, SAAM is able to deliver superior service to their valued customers.

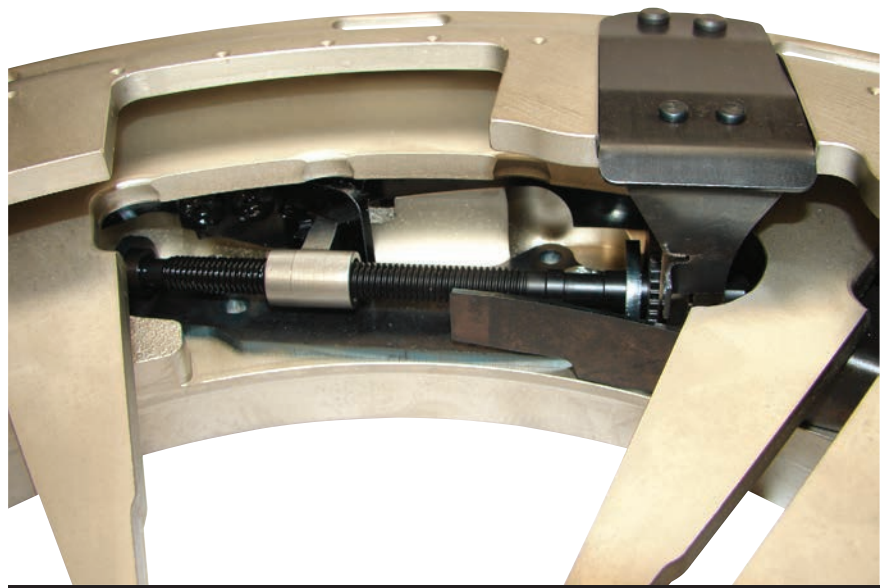


Clutch systems for commercial vehicles are designed for high mileage and long life. It is common to see delivery trucks achieve mileage of 600,000 km, with long haulers travelling over 1,000,000 km. Stop-and-go driving with lots of parking maneuvers, as required by construction vehicles, challenge the wear-resistance of commercial vehicle clutches. Schaeffler Automotive Aftermarket has developed a solution which offers long life clutch comfort for commercial vehicles with its LuK RepSet SmarTAC that features wear reserve levels of nearly twice that of conventional clutch systems.



A maximum wear reserve of up to 6 mm – the LuK travel-adjusted clutch, here a cutaway showing the adjustment mechanism.

Besides extreme demands on wear-resistance, commercial vehicles often have automatic-shift gearboxes with clutch boost controllers that use a flat clutch-pressure curve for clutch control. LuK RepSet SmarTAC is employed here. The adjustment process is initiated by the travel-adjusted clutch measuring the distance during clutch engagement and disengagement. When the distance between the pressure plate and flywheel changes due to wear, the axial amount of change is translated to the adjusting ring by a spindle with a coupled pinion gear. Compensation follows with constant finger height between the pressure plate and the diaphragm spring. And because the entire adjustment mechanism is located on the pressure plate, distortion and torsional forces have no influence on the quality of adjustment. This gives the LuK RepSet SmarTAC a minimum wear-reserve of 6 mm, a true benefit as it is twice as large as that of conventional clutch systems.



The adjustment mechanism of the LuK travel-adjusted clutch.

With LuK RepSet SmarTAC 430 mm (pull-type), Schaeffler Automotive Aftermarket is making a high-performance and long-life repair solution available. It consists of a clutch disc, pressure plate and conventional release bearings, all of them tuned to work precisely together and in proven original equipment quality. LuK RepSet SmarTAC 430 mm (pull-type) has a long-life design, a precise adjustment mechanism and the newest-generation clutch lining with the LuK HD30PLUS that also allows a dramatic increase in mileage, optimal friction values and top comfort. In 2012, the LuK travel-adjusted clutch began being installed as original-equipment in commercial vehicles.



The LuK RepSet SmarTAC 430 mm (pull-type) – an even higher performance, longer-life repair solution for selected heavy-duty applications. It consists of a clutch disc, a clutch pressure plate and conventional release bearings.

Scania Celebrates 10 Years in Singapore



Scania Singapore Pte Ltd is celebrating a decade of being in Singapore. Here are some of the key highlights of the past 10 years that demonstrate the importance of the Singapore market to the Swedish company.



Mark Cameron, General Manager, Scania Singapore

- 1** 973: Scania's first vehicles arrived in Singapore in 1973 under various distributors but it wasn't until 30 years later that Scania Singapore Pte. Ltd. started.
- 2003: Scania Singapore Pte Ltd established. A wholly-owned subsidiary of Scania CV AB, Sweden, this marks the importance of the Singapore market for Scania.
- 2004: Established operations at old Scania centre in Joo Koon.
- 2006: Launch of new Scania P-, G- and R-series truck range; and K- and N-series bus range. Singapore is the first country in Asia where the full range of Scania vehicles are Euro 4 compliant.
- 2007: Announced deal of 100 units of K230 UB city bus – the first Euro 4 city buses in Singapore; and also the first in Asia. The deal is eventually extended to a total of 500 units – one of Scania's largest single city bus deals in the world.
- 2008: Scania's expansion and investments in Singapore continue with the opening of the new Scania Singapore Head Office in Senoko which was officially inaugurated in February 2009. SBS Transit orders a further 400 units of K 230 UB 4x2 City Bus, bringing the total number of the order to 900 units. These buses are also the first Euro 5 EEV city buses in Singapore.

New Volvo Group Singapore's GM Enters a Demanding Market

Valery Muyard discusses his initial views of the trucking scene in Singapore after recently taking over as General Manager of Volvo Group Singapore



“It is a very demanding market,” Mr Valery Muyard replied when asked his impressions of the trucking industry in Singapore. Valery, who has been with Volvo Group for 13 years, serving at various posts within different brands of the Group, namely Renault Trucks, UD Trucks, Volvo Trucks and Volvo Construction Equipment, became General Manager of Volvo Group Singapore in September 2013.

Quick Response

“Everything here moves very quickly,” he continues. “Our customers want quick response to their requests. They want fast delivery of trucks and they expect a high quality service. Uptime is very important to them so we have to ensure that we can service and repair their vehicles in the shortest possible time. This makes this job very interesting and very challenging and I am sure I am going to learn a great deal here.”

Prior to his current post in Singapore, Valery was Vice President of the Aftermarket Commercial & Retail Operations of Volvo Group Thailand from February 2011. One of his most significant contributions during this tenure was the successful development of wide retail distribution networks for the Group.

Sold by Service

In a very competitive market how does he see UD Trucks and Volvo Trucks meeting the challenge of retaining and growing its market share? We have great products so by y keeping

up a good level of service, ensuring that the trucks have the maximum amount of up time, the owners will come to us for new orders. The customers here have very high expectations, but with good support from our team I am confident that we can meet their needs and expectations.” he answers.

For us, selling trucks is not just about selling trucks. “We want to create a special relationship with our customers,” Valery said while attending the Volvo Trucks Asia Pacific Fuelwatch Championship 2013 in Brisbane, Australia. “We want them to understand where we want to go with our new products and services – this is very important. We also want them to be aware of our core values. With events such as Fuelwatch, we are able to help them save on their fuel costs, and it is good for the environment.”



Driver Centric

The relationship does not just stop with the owners, but extends to the drivers as well. "Many of the drivers understand the importance of saving fuel and they like the fact that they can save their employer's money. It is difficult to get good drivers in Singapore, so if we can provide owners with a quality truck that is easy to drive and comfortable, it will help them attract drivers who want to work with them, and help them retain the drivers they already have."

Safety is another core value for Volvo. By explaining all the safety features to the owners and drivers it gives them more confidence in the trucks. "Through our driver training programmes, we can improve the skills and the knowledge of the drivers which will help the owners improve the bottom line as they will save on fuel, save on wear and tear of the vehicles and have a better safety record." "We also want to build public awareness on our core value of safety." Valery added.

Customised Solution

"We have the right vehicles for this market; products that can improve productivity like the Tridem solution. A customer who is happy is one that is going to return to us for the next purchase. Volvo has a good reputation of providing premium products and services."

Growing the Share

After just more than two years in this market, Muiyard says that Volvo is a major player here. "We are seeing more and more of our vehicles on the roads of Singapore and we hope to keep up with this momentum."

The Volvo FH and FM serve the logistics industry while the FE&FL are making inroads in the distribution and medium duty segment such as the waste collection & recycling segment. The FMX is suitable for the construction segment and has been very popular in Singapore."

Aftersales Support

"We are always finding ways to improve ourselves. We believe that the first truck is sold by the sales and the subsequent ones are by the aftersales. Going the Extra Mile is what we strive to do.

Our customers have benefited from the service packages we offer. The service packages minimise the costs for repair and maintenance. With scheduled servicing, it results in the trucks having very good uptime Born and raised in France, Mr. Muiyard is married with two daughters, and has a Master of Science from the University of Lyon. With his extensive experience in the business, Volvo Group Singapore will certainly continue to be a competitive force in the Singapore trucking market.



FIATA Singapore 2013 is “Springboard to Asia”

There have been many changes in Singapore since it last hosted FIATA in 1991 as delegates from around the world met at this year’s World Congress to discuss the issues concerning the logistics industry.

FIATA Singapore 2013, the annual World Congress of the International Federation of Freight Forwarders Associations (FIATA), opened its doors October 15, 2013 at the Suntec Singapore Convention and Exhibition Centre, to welcome 800 delegates from freight forwarding and logistics companies from 72 countries. Guest-of-honour, Singapore’s Minister for Transport Mr Lui Tuck Yew, expounded on the growth opportunities in Asia and Singapore’s proposition as the ideal launching pad to seize opportunities in the region in his opening speech.

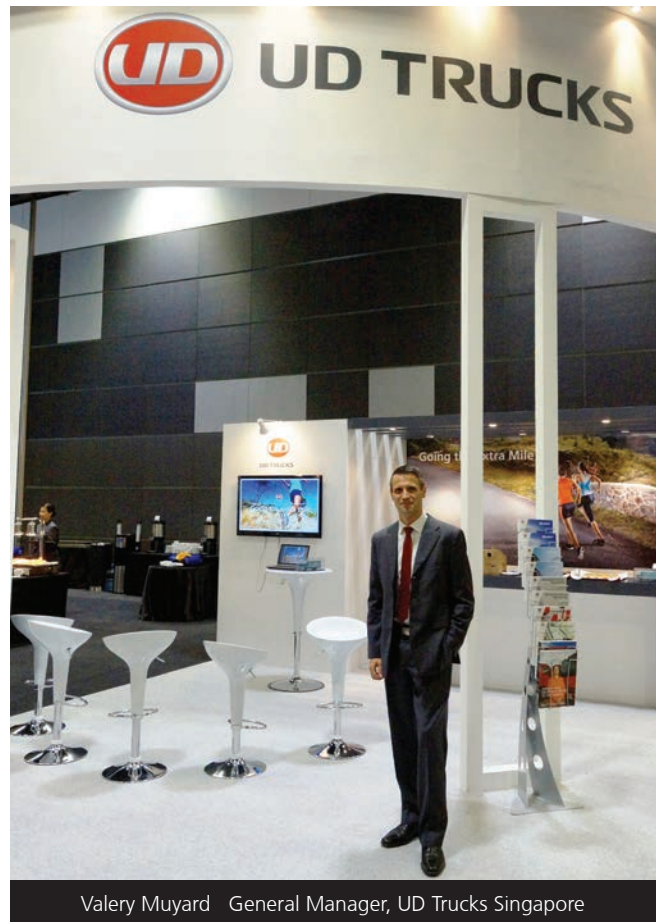
Springboard to Asia

Themed ‘Springboard to Asia, Connecting the World’, the event that ran from October 15 – 19, brought together leading global logisticians from private corporations, governments, institutions, advisory bodies and academia to address strategic factors instrumental to achieving success in Asian markets; as well as the latest regulatory, security, legal and vocational training developments shaping the international logistics industry.

During the three-day conference, 20 international speakers were featured at keynotes and mini forums, exhibitions and networking events. “Since Singapore last hosted the FIATA World Congress in 1991, our logistics industry has grown significantly. Leveraging on our world-class infrastructure, excellent connectivity, a base of leading industry players and customers, as well as thought leadership and knowledge in logistics and supply chain management, Singapore has now become the integrated logistics hub of the region, offering a full spectrum of logistics services and value-added activities and renowned internationally for its quality and reliability,” said Mr Thomas SIM, Chairman of the FIATA Singapore 2013 Organising Committee. “Through FIATA Singapore 2013, we want to highlight the tremendous prospects awaiting global logistics players in Asia, and provide a platform to seed fruitful partnerships to tap on these opportunities from Singapore.”

Congress Highlights

The two keynote speakers on the opening day were Mr Tan Chong Meng, Group Chief Executive Officer, PSA International Pte Ltd who focused on “Internationalisation Strategies for Success – from Singapore to Asia and the World”; and Mr Wolfgang Baier, Group Chief Executive Officer, Singapore Post Limited, who spoke on “Internationalisation Strategies from Singapore Post’s Perspective.”



Valery Muyard General Manager, UD Trucks Singapore

For the first time in FIATA World Congress history, FIATA Singapore 2013 presented mini forums whereby international CEOs and subject matter experts provided delegates with in-depth perspectives on pertinent logistics topics. Mini forum speakers included Mr Leon Jankowski, Vice President, Regional Security Head for Middle East & Africa, DHL Forwarding who spoke on “Overview of Security Issues in the Middle East / Africa Region,” and Dr Hermione Parsons, Director and Associate Professor, Institute for Supply Chain and Logistics, Victoria University who spoke on “The Future in Capacity Building Relating to Developing Human Capital in Transport and Logistics.”



Dignitaries Tour the Exhibition

Innovative Services

Host of FIATA Singapore 2013, Singapore Logistics Association (SLA), staged an exhibition showcasing a unique Singapore Pavilion, featuring innovative services offered by local small and medium sized logistics companies. The initiative was supported by International Enterprise Singapore and SPRING Singapore. International logistics companies and logistics ancillary service providers such as Volvo also presented their latest business solutions and products to facilitate business transactions.

When asked what was the importance of having a booth at FIATA 2013, Mr Valery Muyard General Manager, UD Trucks Singapore replied: "UD Trucks has been serving key logistics companies in Singapore very well and we want to be part of the industry's frontline activities."



Dignitaries Tour the Exhibition

Between East & West

Thomas Sim, Chairman of the Organising Committee, in his welcome address stated: "Strategically located between East and West, Singapore sits on an advantageous geographical location to offer a choice of 200 shipping lines with links to some 600 ports in 123 countries. It is recognized as one of the world's top transportation hubs for sea and air cargo and its container ports are the busiest in the world. Not forgetting the air connection linking Singapore to 200 cities in 60 countries, with about 6,100 weekly flights, providing convenience and effective connectivity for passengers and cargo.

"Singapore," he continued, "provides the necessary land, air, sea and telecommunications linkages to move freight services anywhere in the world. It is apt that the theme for the FIATA

Singapore 2013 is "Springboard to Asia, Connecting the World."

Stanley Lim, President FIATA, International Federation of Freight Forwarders Associations stated, "It is very timely that the annual event is held in Singapore, nestled in the Asia-Pacific region, where the world economic pulses are at this moment. Ample business opportunities to be explored, new business models to be experimented, new grounds to be entered, new possibilities to be envisaged ... there is more than enough room for everyone."



Tan Chong Meng, Group Chief Executive Officer, PSA International Pte Ltd

BOX

Young Logistics Professionals Forum

The Singapore Logistics Association (SLA) hosted the inaugural Young Logistics Professionals (YLP) forum in conjunction with FIATA Singapore 2013, to excite the younger generation of logistics professionals about the vast prospects in the fast-growing industry, and showcase outstanding capabilities of bright young talents. Parliamentary Secretary for Ministry of Health & Ministry of Transport Associate Professor Muhammad Faishal Ibrahim graced the event as guest-of-honour.

During the forum, young aspiring logisticians had the chance to interact with seasoned logisticians and gained valuable insights into the industry from leading international logisticians from the private sector, governments and academia. The speakers talked on a variety of topics such as the latest global trends and developments in logistics, impact of the evolving supply chain industry to career opportunities and work environments in the next few decades, and the potential differences logisticians can make in people's lives. In total, more than 400 delegates attended the event.

"Rapid intra-Asian growth has escalated demand for logistics services and opened up massive career opportunities in Singapore, the number one logistics hub of the region. By organising the Young Logistics Professionals forum, SLA hopes to ignite strong interest amongst our younger generation to choose logistics as their course of study and career, so as to support the industry's need for skilled logistics professionals," said Mr Quek Keng Liang, Chairman, SLA.

HAMMAR buys unique TRT sideloader business



HAMMAR broadens range of sideloaders to cover a wider spectrum of applications

HAMMAR New Zealand Limited, the fully owned subsidiary of Sweden's Hammar Maskin, has purchased the 3-crane Sideloader business of Hamilton-based Tidd Ross Todd (TRT) Ltd to broaden its range in the New Zealand market. It is possible that the model may be marketed worldwide in addition to other HAMMAR models.

Many containers are moved either empty or lighter than 15 tonnes and in some cases it is inefficient and costly to transport them with a Sideloader designed for fully loaded containers. Around 20 years ago TRT was asked by Tapper Transport to come up with a solution and designed the 3-crane Sideloader to be able to lift and transport one 40' or two 20' light containers.



Fred Sandberg (right), Managing Director of Hammar New Zealand, shakes hands on the purchase of the 3-crane Sideloader business with Bruce Carden, Manufacturing Director of TRT.

The TRT 3-crane Sideloader was designed to be pulled by a single drive prime mover at lower capital cost than larger trailers. It has a low twist-lock height for High-

Cube containers and its low tare weight results in greater productivity.

With TRT concentrating on other parts of its business, the Hamilton company has agreed to sell the 3-crane Sideloader to HAMMAR, which has been looking at a similar concept.

"It was very timely – HAMMAR had been interested in the 3-crane Sideloader and we were too busy with other projects to be able to devote the resources to market it and develop it further, so the sale made sense," says Bruce Carden, Manufacturing Director at TRT.

"It's nice to see an internationally renowned company like Hammar to recognise the innovation and engineering know-how at TRT. It's something we pride ourselves on and we are happy that the 3-crane Sideloader is going to live on and benefit." The deal also means that the development and production of the former TRT 3-crane Sideloader will shift to the HAMMAR factory at Takanini, South Auckland.

Chris Joon, Executive Director of Hammar Malaysia is pleased with the outcome, as this will mean a wider market opportunity for other customers who wants to move middle weight containers, cabin containers, speciality containers, etc; customers won't have to invest heavily into heavy duty Sideloaders which will be overly specified as they are meant for heavy loads.

He says: "The TRT 3-crane Sideloader is well proven, with a good reputation in the market and it will fit well into the HAMMAR model programme.

"Fred Sandberg, who spearheaded the purchase of TRT, believes it has a good future, especially with the way traditional Sideloaders will need to be set up as 4-axle trailers, pulled by 4-axle trucks and registered as an HPV vehicle, which will also have an impact on RUC charges in New Zealand. Such a unit may turn out to be quite expensive to use for moving an empty or lightweight box. I am convinced this will open up a growing worldwide market for the middle range Sideloaders."

Fred says the addition of the 3-crane model means that Hammar will be able to offer a more complete range, be more competitive and he can see it working in other countries around the globe, too.

"It will fit perfectly – we have a middle range model, the ML-12, manufactured by HAMMAR Australia, however with this we enter another dimension in the Sideloader world," he adds. "We are ahead of other countries in being able to offer a choice of Sideloaders for light and heavy boxes."



The TRT-designed 3-crane Sideloader will now be produced by HAMMAR New Zealand.

Bus & Truck13, BITEC, Bangkok Thailand, 7 - 9 November



**Put your
business on
free speed.**

Advertise in Asian Trucker.

ASIAN TRUCKER

An ad in Asian Trucker reaches the best, the brightest and the most successful decision-makers in the road transport business in Asia today.

Contact us today on +60 16 521 9540 or stefan@asiantrucker.com to speed up your business.

www.asiantrucker.com



Unveiling the First Augmented Reality Commercial Vehicle Showroom in Singapore



Motorviva Pte Ltd has unveiled the first-of-its-kind showroom that solely showcases commercial vehicle in Singapore. This new showroom is located on Level 1 in the Automobile Megamart on Ubi Avenue 2, a one-stop center for automobile-related services.

Amidst the fine Italian coffee and food, the event highlight was when models, dressed in various lifestyle attire (i.e. delivery girl, surfer babes), exited from the Fiat Professional Doblo, portraying The Fiat Professional Doblo to be a true companion for work-life pleasure.

Customer Interaction

With a distinct focus on customer interaction, the Fiat Professional showroom is designed to provide customers with an experience beyond browsing and buying. Equipped with Augmented Reality (AR) technology, customers are able to visualize the Fiat Professional Doblo's true versatility, browse through features of the vehicle such as safety, cargo space and even different colours of the vehicle.

In conjunction with the the opening celebration, Motorviva Pte Ltd had an official ceremony to commemorate the recent purchase of 58 units of the Fiat Professional Doblo by STVE Pte Ltd to fulfil Fuji Xerox's lease requirements.

Tops in Europe

Being the top European van for the past seven years, (Based on LTA's total annual registration of goods vehicles and buses by make report (2006-2012)) Fiat Professional aims to continue providing Motorviva's customers with a unique experience while shopping at our interactive showroom.

Motorviva Pte Ltd is a distributor of a wide range of light-, medium- and heavy-duty European made commercial vehicles. As the exclusive distributor of Fiat Professional in Singapore, the company endeavours to deliver outstanding customer care and service quality combined with a spare parts commitment.



Schaeffler Solutions Offer Longer Life

There are thousands of parts that make up a commercial vehicle and if anyone of them fails it will create problems for the owner. Schaeffler Automotive Aftermarket goes beyond looking at repairing a single part as an answer to their problems, they have a more eloquent solution.



“We go beyond just selling tapered roller bearings,” says Ramdas Cherupara, Vice President Schaeffler Automotive Aftermarket (SAAM) Asia Pacific, “we offer solutions.”

Crucial Innovations

Schaeffler – with its product brands LuK, INA and FAG has been a pioneer in the automotive industry from its earliest days – in the case of FAG, well over 100 years. The inventions of its three brands have been significant. In the 1860s FAG invented the ball bearing and INA, formed by brothers Wilhelm and Georg Schaeffler in 1946, took this development one step further by producing the Needle Roller Ball Bearing.

Cherupara, who joined SAAM, Asia Pacific as Vice President in June 2012, explains that Schaeffler is comprised of two divisions: Automotive, which is currently 73% of the group’s business and Industry which constitutes 27%. “Currently,” the VP explains, “23% of Schaeffler’s global business comes from Asia.

Areas of Growth

Prior to joining Schaeffler, Cherupara held diverse roles and managerial positions in the Automotive industry in Asia, USA and Germany for the past 22 years. Since June 2012, he has successfully led the operations of Schaeffler Automotive Aftermarket in the Asia Pacific region which includes China, India, Japan, Korea and the ASEAN countries. He is now based in Singapore.

Regarding the Aftermarket segment, which the company has been in since the 1970s, Cherupara says that SAAM has the products; it has a competitive price, availability and quality. “There is no debate about this, but what we do is go beyond that. We offer solutions.”

Simplifying Processes

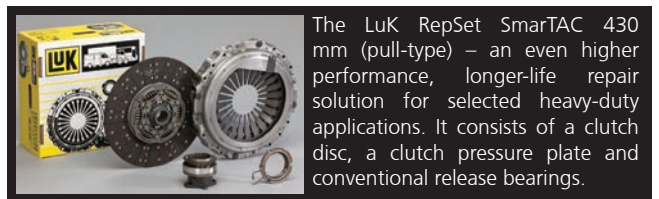
In the Commercial Vehicle (CV) segment Schaeffler’s focus is on European OEMs, such as Volvo, but they are also seeing growth with Japanese companies who are becoming strong global partners.

One area where Schaeffler and Volvo work together is with the patented FAG Repair Insert Unit (RIU). In the Volvo sector three FAG RIU designs allow for the repair of 20 hub types in over 700 different Volvo CV models. The multi-use application requires less warehouse space and considerably facilitates the ordering process.

Solving Problems

Using the example of the FAG RIU, Cherupara illustrates what he means by offering the customer “a solution”. “A shop can buy all the parts needed to do repairs, but it may not work optimally because the mechanic has to put everything together with the right grease at the right amount. We offer a solution. The solution is the FAG RIU, a pre-assembled wheel bearing unit that is comprised of two tapered roller bearings, lubricated for life and sealed, and fixed after assembly by a securing ring.

“This solution is sealed with all the right parts in the right place, the special heavy duty grease and the right amount of it. It is very easy for the mechanic to put the two parts together correctly. He doesn’t need to worry about a large number of parts and the grease. It is not only easy, but it is quick, taking much less time than the conventional way of doing this.”

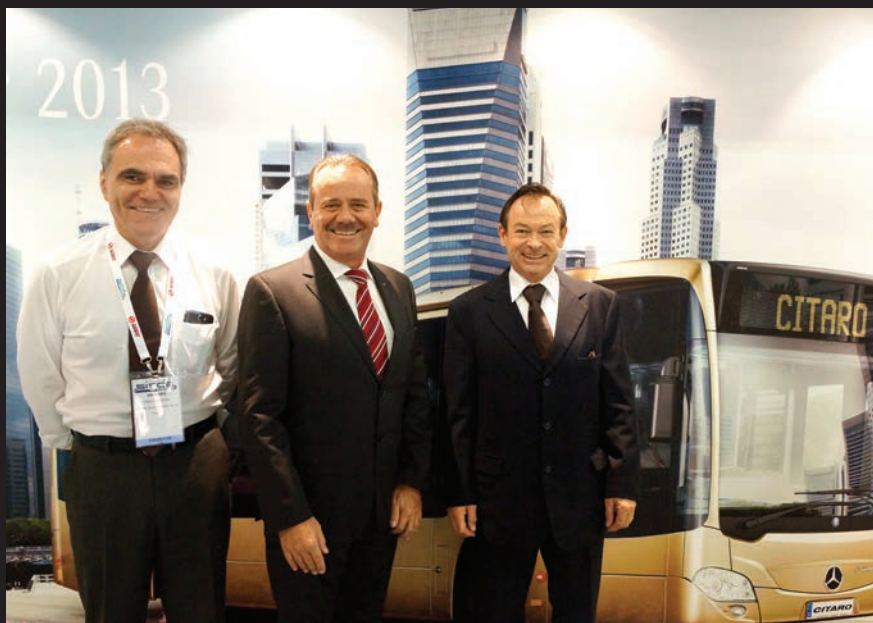


The LuK RepSet SmarTAC 430 mm (pull-type) – an even higher performance, longer-life repair solution for selected heavy-duty applications. It consists of a clutch disc, a clutch pressure plate and conventional release bearings.



Unique Features	Advantages
<ul style="list-style-type: none"> ▶ Complies with ECE-R 66.01 ▶ Pendulum impact test as per Directive ECE-R 29 ▶ Advance compliance with Directive ECE-R 107 (supersedes Directive 2001/85/EC) ▶ ESPfi ▶ XENON light (as special equipment) ▶ New SSTE at door 1 (electropneumatic plug-in sliding door) ▶ Roll-pitch control system (as special equipment) ▶ Brake Assist (as in coach) 	<ul style="list-style-type: none"> ▶ Roll-over strength of body ▶ Safety for Driver ▶ Future-orientation ▶ Driving Safety ▶ Better illumination, less energy consumption, longer service life ▶ Reduction of weight, maintenance effort and susceptibility to failure ▶ Enhanced stability of the vehicle: safety and ride comfort ▶ Driving Safety ▶ Better readability, more comfort for driver

Bus of the Year 2013 Showcased at SITCE



Mercedes-Benz's Citaro was named bus of the year for 2013 and they proudly introduced it to the industry at SITCE held in Singapore in October.

The clean lines, striking form and an entirely new look all contributed in Mercedes Benz's Citaro being named Bus of the Year 2013. Buses proposed by bus manufacturers undergo the bus euro test and based on established criteria, 19 specialist journalists, who comprise the jury Bus & Coach of the Year, decide which will be the bus of the year. The outstanding performance of the Citaro Euro VI was also recognised in the voting.



Measures for economic efficiency

- ▶ Longer maintenance intervals
- ▶ Modular design of the outer skin
- ▶ Headlamps and lighting in state-of-the-art technology
- ▶ Reduction in refrigerant line interfaces
- ▶ New passenger doors
- ▶ LED illumination of driver's area and entrances
- ▶ Electrical compartment to rear of driver's area designed for cards

Advantages

- ▶ Reduced life-cycle costs
- ▶ Reduced repair costs in event of minor damage
- ▶ Reduced life-cycle costs
- ▶ Reduced servicing costs
- ▶ Reduced servicing costs
- ▶ Reduced servicing costs, better illumination
- ▶ Good access, small installation space, improved servicing

With SITCE 2013 being held in Singapore October 7 – 10, 2013 it provided the opportunity for Mercedes-Benz to showcase the Citaro, and with Mercedes-Benz personnel arriving from Europe and around the region, it was the perfect time to network.

With the theme of the inaugural SITCE 2013 being 'People-Centred Mobility for Liveable Cities' the role of the bus in urban mobility was a much discussed topic. Effective public transport is central to urban development and Mercedes-Benz was able to promote their role in Bus Rapid Transit (BRT) as the Citaro is the most successful urban bus in the world, of which nearly 40,000 units have been sold.

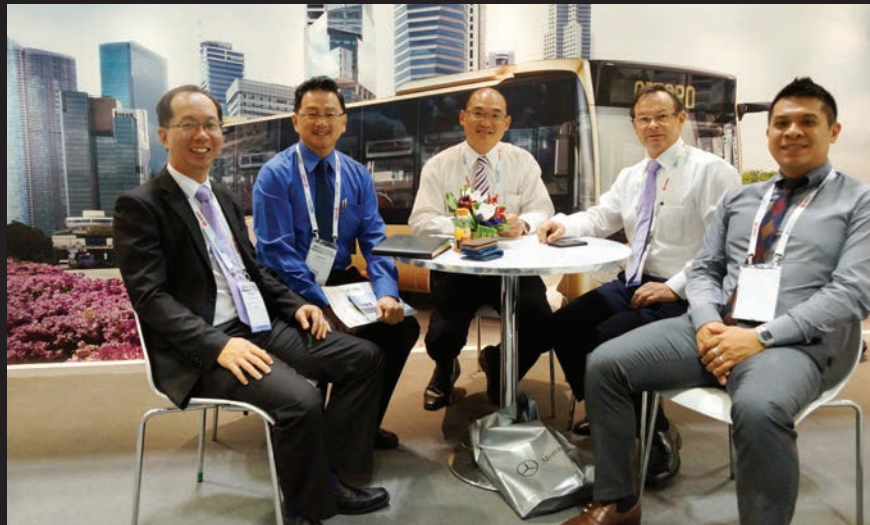
Safety is a key feature of the new bus. "Among the most outstanding new developments for me," says Sascha Böhnke, testing and engineering editor, OMNIBUSREVUE and BUSFahrer, Germany, "are the many safety features, including ESP®, front impact protection and conformance ahead of schedule to

the ECE R66/01 regulation. All of them never before seen in a scheduled service bus."

The interior has been designed to enhance passenger experience and comfort as Saara Remes, editor-in-chief, BUS Professional, noted, "I thought the interior, especially, was very stylish and impressive, with lots of space, and excellent LED highlighting. It is good that the driver's cockpit has also been improved. Drivers spend a lot of time in the bus. Ergonomics and comfort are key."

Understanding the needs of their customers was essential in designing the new Citaro, as Christophe Babé, Chief Executive of Sibra, France stated: "The Citaro has been adapted in line with customers' wishes. Drivers, especially, will be delighted with their new workplace. Passenger comfort has also been further enhanced. All of those attributes make the Citaro a real benchmark on the market."





The Citaro was systematically developed with the Euro VI emissions standard in mind. It is thanks to a holistic approach that, despite the additional components required to deliver Euro VI, the Citaro consumes less fuel than before and doesn't weigh a single gram more. The Citaro saves fuel thanks to its innovative recuperation module: free electricity generated during the overrun phase is stored in double-layer capacitors (Supercaps) and is used during acceleration.

Customers throughout the world have been impressed with the new Citaro – Bus of the Year 2013, and with more cities developing BRT systems they are making this Mercedes-Benz an integral part of their operations. In Singapore the Mercedes-Benz Citaro will soon be very much an established part of the street scene. A major order for 450 Citaro is currently being fulfilled. Singapore previously ordered 300 Citaro.

BRT is a bus-based mass transit system that, with design, services and infrastructure to provide a quality system that removes typical causes of bus delay. The infrastructure should allow buses to operate for a significant part of their journey within a fully dedicated right of way. An effective BRT system has a dedicated busway in the centre of the road, stations with off-board fare collection to reduce delays related to paying fares. Station platforms level with the bus floor reduce boarding and alighting delays and bus priority at intersections. The first BRT system was the Rede Integrada de Transporte in Curitiba, Brazil, but now cities throughout the world are developing BRT systems.

The new beautifully designed bus meets the requirements managers are looking for as Michael Sakellariou, President of Larisa KTEL and Chairman of the CityBus Organisation, Greece points out: "We very much like the improved fuel economy, eco-friendliness and high safety standards of the new Citaro."



Bus Rapid Transit is the way of the future for improving transportation services in large cities with dedicated lanes and facilities for optimising quick loading and unloading of passengers. BRT first started in Brazil and is now spreading throughout the world. BRT in Jiangsu Province, China. (Photo Conny Hetting 2012)

Gemilang from Malaysia wins Award



Franz von Redwitz (right) presents the award to a representative from Gemilang Coachwork.

At the Busworld Exhibition in Kortrijk, Belgium, the Head of Product Marketing Bus & Coach, Franz von Redwitz, presented the MAN Award to the body manufacturer Gemilang Coachwork. In 2012 and 2013 this Malaysian company has built more than 350 coaches on MAN chassis. This makes the company the biggest MAN coach builder. By the end of 2013 an additional 400 city buses are due to be delivered to the city bus operator SMRT in Singapore.

Gemilang Coachwork is Asia's fastest growing bus- and coach-body manufacturer and has been working together with MAN for over 15 years. The two-axle MAN low-floor chassis with modern common-rail diesel engines are produced in the MAN works in Europe and are then shipped out to Malaysia.

Franz von Redwitz noted, "We are very pleased that the implementation of our body-manufacturer strategy has intensified our collaboration with our partners. Gemilang has done a splendid job. I am quite sure that our cooperation over the coming years will mean that we are able to implement many more customer-specific solutions."

MAN collaborates with 75 body manufacturers who construct city buses and touring coaches on MAN chassis for their local markets. The MAN chassis offers body manufacturers the advantage of a mature, perfectly coordinated drive train with efficient engines, transmissions and axles, full air suspension and extensive electronic interfaces.

Yutong Presents with Two World Premieres at Busworld Kortrijk



Yutong at BusWorld 2013

Busworld Kortrijk 2013, the world's largest and oldest professional bus show, attracted more than 380 exhibitors of buses and components from over 32 countries in Kortrijk, Belgium October 16 – 21. As a major global bus and coach supplier, Yutong of China launched two new bus models with Euro VI engines at Busworld, which are specially made for the European market, namely the ZK6121HQ school and intercity bus and the ZK6938HQ intercity bus and tourism coach. Both bus models reflect the Yutong's consistent brand appeal of safety, durability, economical efficiency, and comfort.

Hu Fengju, VP of overseas marketing of Yutong Bus Company, who hosted the bus launching ceremony, said that

in respect to the European market, Yutong will apply a steady market strategy. Yutong will concentrate more on the international competitiveness of its products, spare parts support, after-sales service and customer satisfaction than on export volume. Yutong has exported buses to France, Norway, the Czech Republic, Israel and will gradually strengthen the cooperation and deepen the market process.

Yutong buses have passed the WVTA certification of the EU, covering the market segments of city buses, tourism coaches, and commuter buses. Yutong's service and spare parts networks cover nearly 20 countries in Europe, Israel, and Turkey.

Euro 6 Exhaust Law Obligatory From 2014

Rainer Thiel writes that all relevant parties must be engaged in the reduction of vehicle exhaust emissions.



Again, diesel engines for trucks become more eco-efficient. With the passing of the Euro 6 exhaust emission law, European truck manufacturers have brought diesel engine technology to a new height. Starting from January 1, 2014, these new resolutions will come into effect. This means that, in comparison to the already demanding exhaust emission law, Euro 5, the CO₂-emissions for trucks and busses with a total weight of over 3.5 tons has to be reduced by 80%, from 2.0 to 0.40 grams per kWh while the sooty particle emission has to be lowered by 66% from 0.03 to 0.01 grams per kWh. These numbers have to be implemented in a use period of seven years or, optionally, in a mileage of 700,000 km. Euro 6 technology also covers the exhaust requirements for the US-American market.

Using Conventional Technology

As the required performance of truck motors can only be met by currently used diesel engines, at least in the foreseeable future, utility vehicle as well as diesel engine manufacturers, present an extraordinary example of how proven conventional technology can be developed into an environmentally-friendly aggregation. 1992 marked the start of this initiative with the introduction of Euro 1.

Engineering efforts on the highest level are needed for this, as the implementation

of the exhaust standard can neither be at the expense of industrial safety nor the cost effectiveness of diesel generator sets. Quite the contrary, a better quality and endurance of the generator sets should compensate the rising costs of this new development. It's that kind of development where tricky questions have to be answered while working on the borders of the technical possibilities.

All Stops Pulled Out

The evolution from Euro 5 to Euro 6 has brought us very close to the zero-emission-target. Still, to control the combustion processes thermodynamic implications, large and technically complex upgrades have to be made to engines, which means a necessary rise in expenses. To implement the new Euro 6 exhaust emission law all stops have been pulled out. Common-rail-technology, turbo charger with variable geometry, exhaust gases recirculation, SRC-catalysts, active particulate filter or modern control devices are a few examples of the technical possibilities that are already implemented into vehicles. Combustion engines and diesel engines have, for a long time, represented a choice high-power-aggregation and continue to do so.

A noticeable reduction of diesel fuel is the key element in engine development, which also includes a significant reduction of exhaust emission. This does not only include the aforementioned optimised combustion process, but also weight reduction, for example by using smaller, higher-powered diesel engines. The same holds true in optimising the trucks aerodynamics. As usual, it's all about increasing efficiency.

Economical Upgrade

Reduced fuel consumption is also a perfect example as to why Euro-6-vehicles can be an economical upgrade, even while considering the unavoidable rise in acquisition costs. Under the same circumstances, a 5 to 8% increase is possible. Thus, not only does a company profit from increasing corporate image benefits, it also pays off monetarily.

However, the responsibility to effectively improve the environment and the climate does not lie solely with truck manufacturers. All involved parties in

freight traffic are responsible. Like the ministers responsible for developing an infrastructure are to be able to hold an ever rising traffic volume and, at the same time, provide the means to keep traffic flowing. The same importance holds true for logistic companies, which have to plan and organise an efficient distribution strategy for the freight transport of goods, for economic as well as ecologic reasons.

Management Systems

The development and use of intelligent traffic management systems are of utmost importance. Logistics companies rely on fast and dependable information about traffic jams, speed limits and parking space, for example. Traffic information and control allows for a short-term response time. Alternate routes can be chosen quickly to enhance transportation time. A globally acting, work-sharing economy is in need of calculable delivery times.

The logistic company's influence does not only lie in the acquisition of state-of-the-art vehicle technology and a fitting choice of vehicles, they also take precaution to avoid empty drives, use IT-supported routing and rely on modern communication and navigation systems to ensure economisation. Regardless, these precautions are only effective if the involved parties have the required qualifications. Qualified drivers are a necessary requirement to meet the specifications at hand.

Is it Possible?

Effective climate protection needs the "orchestration" of all involved parties: national ministries, manufacturers of utility vehicles and engines as well as those in logistics. One thing is certain: to guarantee optimal climate protection, joined efforts of all parties is required to establish economical and ecological freight transportation. Euro 6 is yet another step in the right direction!

Still, it's not certain if a zero-emission-solution really is possible. The Euro 6 exhaust emission limit verification has already reached the border of verifiability. It remains to be seen if further engagement into an advancement of exhaust emissions is a sensible investment.



Scania Solutions for Your Best Profitability

With over 100 years of experience in over 100 countries globally, Scania's wide range of industrial solutions offer the highest level of performance, safety, fuel economy, reliability and robustness. With Scania's superior driver training and after sales service, we can optimise your operations for the best profitability.

Trucks

Able to handle long-haulage, distribution, construction and special purposes, our trucks cover your every need.

Bus and Coach Chassis

Our dedication to passenger comfort makes every city or intercity journey an enjoyable one.

Marine, Industrial and Power Generation Engines

Features powerful technology and flexible customer options to power up your business.

Services

Our Scania owned and operated service center is at Senoko Road, providing scheduled maintenance for maximum uptime. No matter the time, location or need, our service teams are always accessible with our 24/7 roadside assistance and mobile service vehicles for difficult-to-reach areas.

Call us at +65 6861 9181 and speak to one of our consultants. For more information, please visit our website.



www.scania.com.sg



Scania Singapore Pte Ltd. 40, Senoko Road, Singapore 758112

Scania pursues an active policy of product development and improvement. For this reason, the company reserves the right to change specifications without prior notice. Furthermore, due to national and legal requirements, some accessories may not be available in local markets. For further information in these respects, please contact your local dealer or visit www.scania.com

To give our customers what they want plus a little more. That's what "going the extra mile" means to us.

We leave nothing to chance. Our customers enjoy the peace of mind that comes with knowing they have the best possible solution. Our aim is to be the most committed partner—to go the extra mile in everything we do.

To learn more about the difference UD Trucks can make for your business, visit www.udtrucks.com.sg.

Going the extra mile



UD TRUCKS

UD Trucks Singapore
12 Tuas Ave 10 Singapore 639136
www.udtrucks.com.sg