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# ASIAN TRUCKER

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SINGAPORE

## Marriott Wins Volvo Fuelwatch Challenge 2015

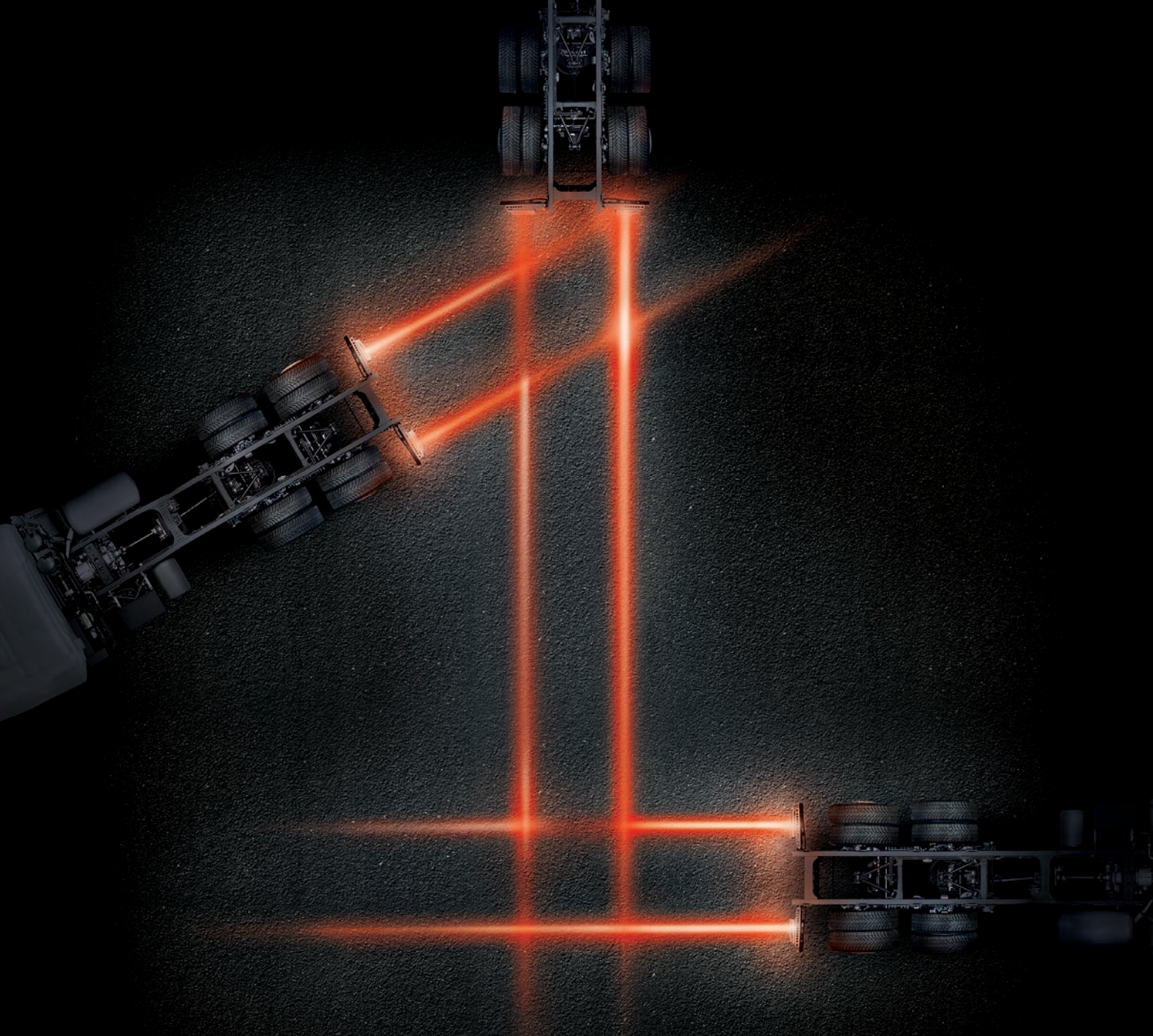
Meeting Volvo  
Trucks GM  
Metzger

New Scania  
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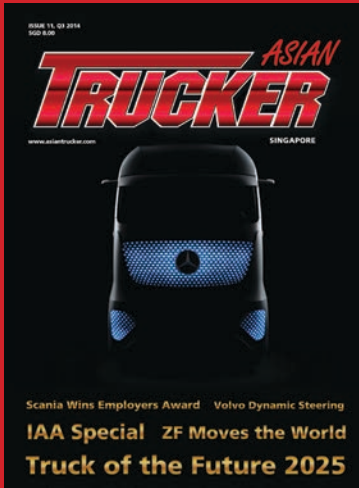
# SSAB

SSAB is a Nordic and US-based steel company. SSAB offers value added products and services developed in close cooperation with its customers to create a stronger, lighter and more sustainable world. SSAB has employees in over 50 countries. SSAB has production facilities in Sweden, Finland and the US. SSAB is listed on the NASDAQ OMX Nordic Exchange in Stockholm and has a secondary listing on the NASDAQ OMX in Helsinki.





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# The Cost of Fuel

**W**ith the cost of oil currently quite low you might think that the trucking companies might ease up on their fuel saving campaigns. But, as you can read in our **Cover Story** about **Volvo's Fuelwatch** programme, Volvo, like most in the industry, have not changed their message at all.

The line that gets the attention of most fleet owners is that by managing your truck and driver you can save money. Everyone wants to save money, especially when it is a significant cost to a business. The cost of fuel is low now and it is expected to stay low. That doesn't mean that you shouldn't try to save fuel and money. And we all have the same feeling - that fuel prices will, one day, go up again.

For those who are concerned about the **environment** it is the impact on the world, and not the cost of fuel, that is important. Cheap fuel is just as polluting as expensive fuel. The danger might be that because it is cheap then you don't have to worry so much about how much you are using. Sure, let that vehicle idle for awhile, that doesn't matter so much. Ah, I don't have time, I'm not going to bother checking the tire pressure. Any sense that saving fuel doesn't matter could lead to bad habits.

Despite its name, Fuelwatch is more than just about saving fuel, as **Mr Olivier Metzger**, General Manager of Volvo Trucks Singapore explains: "More than just a driving competition, Fuelwatch Challenge is designed to promote good driving behaviour and advanced fuel-saving driving skills among valued customers and their drivers."

If you get a driver thinking about what he is doing in one area, that awareness is likely to spill over into other areas. There are so many aspects to fuel saving that, to a dedicated professional, it cannot but help to affect how he cares for all aspects of the vehicle.

## Management Changes

I am a big sports fan. When a manager or a coach gets changed you expect changes in the team's performance. It is easy to follow what he does. Sports is very high profile and in some markets every twitch is reported on.

In business it is different. There are managers who do make an impact when they come into a new role. In 2013 when

**Mark Cameron**, became the new General Manager for **Scania Singapore**, I had the feeling he was someone that the current staff hadn't seen before. I had the feeling that he was going to make a difference and from a distance, I believe I was right. Scania has a much higher and better profile since Mark arrived.

I'd like to welcome new Managing Director of Scania Southeast **Asia Marie Sjödin Enström** to her new job. I've only met her briefly, but she exudes professionalism and competence. We at Asian Trucker wish her all the best in the new job.

I don't think I was the only in Singapore that was disappointed when Volvo Trucks GM **Mark Gabel** was traded to **Indonesia** to Volvo Construction Equipment in Jakarta. Mark played a crucial role in the early days of Asian Trucker, Singapore, and not just with advertising support. He eloquently made the case for an industry magazine and he got our team involved with industry events. Yes, those were Volvo events we were giving coverage to, but it gave us insights into the industry and increased our knowledge of trucks and trucking.

Though disappointed that Mark had moved on I enjoyed meeting **Mr Valery Muyard**, who succeeded him. I first got to know Valery at Fuelwatch in Australia, days after he had moved to Singapore. "I've left my wife with all the unpacking to do," he told me. "My living room is full of boxes."

For the duration of his stay in Singapore I had visions of him living in a house full of unopened boxes. However long it took the Muyards to get settled in, they weren't settled in for long as now they too have been traded to Indonesia.

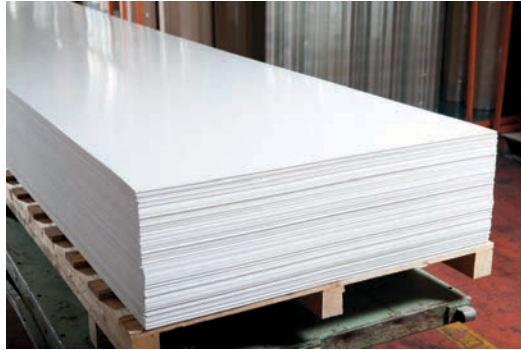
**Olivier Metzger**, has now taken over the reins of Volvo Trucks Singapore. Olivier, any guesses to where your next move will be to? I guess it is a little to early to think about that.

Olivier, who has come over from Renault, looked comfortable delivering the message about Volvo's Dynafleet, so it appears it will be a seamless transition of GMs. I look forward to working with him, and all the people who are new to the region and new to their job. It is exciting times. **F**

**Floyd Cowan**  
Editor-in-Chief



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# Marriott Makes History at Fuelwatch Challenge



*For the very first time Volvo Trucks APAC Fuelwatch Challenge 2015 included female participants and one took home the trophy, writes Asian Trucker's Fajar who travelled to Hua Hin Thailand for the competition.*



*Louise Marriott from New Zealand, Winner of the Volvo Trucks Fuelwatch Asia Pacific Challenge 2015, On-road category*

**T**ricky, exciting and unexpected are the only three words needed to describe Volvo Trucks Asia Pacific (APAC) Fuelwatch Challenge 2015 held in Thailand from September 15 to 18, 2015. It was a tricky challenge, an exciting journey and had an unexpected result.

## The Results

History was made at the this year's Fuelwatch when, for the first time, a lady won the title. Ms. Louise Marriott, representing New Zealand, won not just the title, but also emerged as the most fuel-efficient truck driver for the on-road category. Yes, you read it right, the first female contestant has demonstrated that driving a truck is not something where only guys excel.

This year it all happened in Hua Hin, Thailand, 'the land of smiles'. And smile they did. "Why Thailand?" Mr. Lee Sungjong (SJ), Brand and Marketing/Logistics Program Director for Volvo Trucks Asia Oceania Sales responded to the question. "It's very convenient and easy to conduct this type of big event here as it is complete with the facilities that we need. Furthermore, we have a big operation in Thailand, therefore, it's kind of a strategic place for everyone to gather from all over Asia. And here we usually have good weather as well.

"Preparation commenced two months before the finals with all the great cooperation from the Volvo teams in each country. As for the drivers, qualifications are priorities in safety driving mindset, health and driver productivity in driving," Lee added.

## Ice Breaker

Arriving at Don Mueang airport, it took four hours to get to Hua Hin on the shores of the Gulf of Thailand. Hua Hin provided an amazing backdrop for the event. As everyone was tired on the first day because of the long journey, the only agenda item was a welcoming dinner. Ice breaking between the 17 drivers and their teams from 10 Asia countries, journalists and Volvo staff





from around the region, went well at dinner. One might have had a hard time understanding the different accents and slang at times, but this just added to the interest of being there. What united the group was the shared experiences around trucks and the participation in the competition. Soon tips were shared and opinions offered in lively conversation.

### A Challenging Course

We have been divided into two groups which were the group of the media and a group of the drivers. The drivers headed to their driving training at the Kaeng Krachan Circuit, which is the venue for the competition. The circuit, which opened in 2010, is the longest race track in Thailand. Kaeng Krachan has three configurations: a full course of 2.912km, a medium course of 2.400km and a short course of 1.004km. Elevation changes, including uphill and downhill turns, increasing and decreasing radius curves, high and low speed turns are included. Naturally, these kind of conditions challenge the driving skills of truckers and only the best can achieve peak performance here.

The training, the last before the competition, was intended to familiarize the drivers with the circuit and the trucks. A slight drizzle set in during the driver training session, thus it turned

out to be a slippery track. These sessions are important as they give the drivers the opportunity to get used to the vehicles. Some may have to drive trucks with the steering wheel on the "wrong side".

### Tough Track

"I have done my training and I found that the final round is going to be a little bit tough," said Mr Nor Rahmat representing Malaysia. "This is because we are going to drive an empty truck, so you have a truck with a tanker, but without a load. Therefore, without a load it will decrease inertia, which gives the truck more pick up during acceleration. More acceleration inevitably leads to more breaking."

Rahmat added: "The strategy here is that we need to do less breaking to optimise fuel efficiency, but at the same time we need to complete three rounds of the circuit in under 13 minutes."

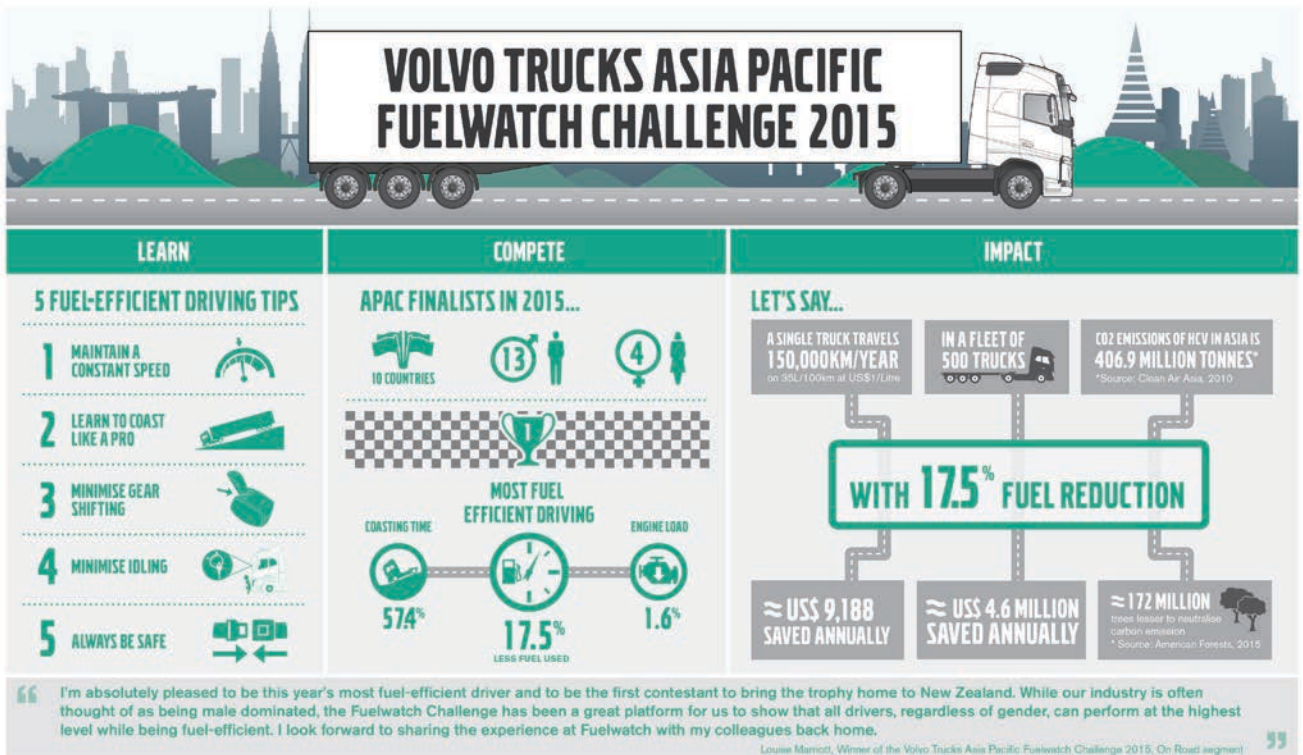
"It feels so good to be one of the female representatives in the male dominated industry as I have been in it for 13 years now," stated Ms Louise Marriott, a female truck driver from New Zealand. "My focus today is to "fit in" with the truck and the circuit, and avoid any distractions before the competition tomorrow."

### Everything Counts

"In a competition everything counts, we need to think a lot about the technique, how to approach every curve in driving and, of course, the fuel consumption. But in the daily life of driving, it is very natural," said Mr. Suthep Pakkrak, a contestant from Thailand.

"My heart is beating fast, because I am quite nervous about tomorrow's affair. My father was the person who got me involved in the trucking industry. I started to become more serious about the profession after a year of being a truck driver. The Volvo truck is very light and easy to drive, it even offers more driving comfort to the driver," said Ms Jaeyeon, a driver representing Korea.





“To be honest, I have no idea how I got into this stage. As I have been driving since 1989, I would say experience is the main factor for me to be where I am right now. To be in the competition, it is not just about winning, but it is about the learning and the improvement process along the journey. So I am just going to do my best for tomorrow and enjoy the views of Thailand,” said Mr Jee Ben Soh from Singapore.

### Diversions & Driving

While the drivers were on their training laps, the media was having fun at Cha-Am ATV Park. While the training of the competitors required a lot of attention and focus, the activities for the media were paintball, archery and rides on ATVs. In stark contrast to the preparation for the drivers, it was non-sweat outdoor activities, and everyone was just out to have fun!

After the media was done with their fun time, they too headed to the Kaeng Krachan Circuit for the fuel efficiency competition among the media representatives. Everyone got their chance to drive the same truck that will be used on the day of the Fuelwatch competition, the Volvo FH 440. Meanwhile, the drivers completed their training and they too had the opportunity to enjoy the fun activities at Cha-Am ATV Park.

### Competition Day

Its finally arrived, the day that was nerve-wracking for everyone, not just for the finalists. The drivers were shifting up to energetic mode and looked very well-prepared. The media was busy taking pictures, and some were at their laptop to update the progress.

A final press conference was held on the competition day to ensure the media got the latest on the proceedings. Mr Christophe Martin, the President of Volvo Trucks Asia Oceania gave the briefing: “The obvious difference that we have this time in the competition is that we managed to encourage female drivers to join the competition. We have four female drivers for the finals today. Why do we allow female drivers this time? Because I think this is the right time to convince the female drivers that they can have a bright future in the industry. By that, it is also one of the initiatives to solve the driver shortage issue in Asia Pacific.





### Promoting Fuel Efficiency

"Notwithstanding the competition," Martin continued, "the Fuelwatch Challenge wholly reflects our commitment to champion fuel efficiency in the industry. At Volvo Trucks, we believe that enhanced technical capabilities of the individual drivers can complement state-of-the-art engineering and technology to optimise fuel efficiency. Participants of the Fuelwatch Challenge return home as ambassadors of fuel efficient driving, and we look forward to supporting them beyond the competition to influence positive change in their home markets."

The top three finalists were announced and they had to compete for the second round with the truck fully loaded. These three were Louise Marriott and Phil Thomas, both from New Zealand and Scott Chandler from Australia.

Mr Mats Nilsson, Managing Director of Volvo Malaysia had positive comments about the drivers even though the Malaysian driver didn't make it to the top three. "He has won in Malaysia, enough proof that he is a good driver, coming from a good company that is practicing safe and fuel-efficient driving. It's a part of the competition. Sometimes you win and sometimes you lose. Still, we are proud of him and his achievement. Of course we will try harder and come out with new strategies to win in the next Fuelwatch competition to bring the trophy to Malaysia."

### Volvo Trucks Singapore Inspires Advanced Fuel Management Efficiencies

Prior to the regional Fuelwatch event Volvo Trucks Singapore concluded its third Fuelwatch Challenge at Tuas on August 15, 2015 where 25 drivers competed to achieve the highest fuel savings through optimised driving techniques.

Winners of the Singapore edition, were Mr. Soh Jee Ben from IS Logistics Pte Ltd and Mr. Sek Song Hwee from Kim Hock Corporation Pte Ltd, in the FH/FM category and FMX category respectively. Both winners used 4% less fuel than the first runner-ups. The overall spread amongst the contestants, however, was as high as 40%.



### Representing Singapore

Soh and Sek went on to represent Singapore in the APAC Fuelwatch Challenge 2015 in Hua Hin, Thailand from 15 to 18 September 2015 to compete for the title of the most fuel-efficient Volvo truck driver in the region.



"The Singapore Fuelwatch Challenge has been an eye opening experience for me where I have been introduced to a whole new world of being fuel efficient, environmentally conscious and effectively productive," said Soh Jee Ben. "I look forward to pitting my new skills against drivers at the APAC Fuelwatch Challenge."

The competition serves as a valuable channel that provides an accessible and attractive platform for drivers to develop fuel-efficient driving skills to create a positive and long term impact on businesses' bottom-line and the environment.

### Positive Impacts

"The Challenge has made me realise that there is more to being a driver, particularly so when driving a Volvo truck," said Sek Song Hwee winner in the Singapore FMX category. "The lessons on fuel management techniques have taught me about the positive impact it can have on my company as well as the environment and I aim to continue these lessons in my daily routine."

Volvo Trucks has long realised that skilled drivers can reduce fuel consumption costs by up to 30% of overall operating costs, which translates to a significant amount of savings for businesses in the long term. Fuelwatch Challenge, along with many of its driver initiatives, aim to equip Volvo truck drivers with the necessary skills to achieve fuel efficient driving and contribute to real and positive change to their businesses and the environment.

"As an organization committed to sustainable transport solutions, we aim to lead the way in communicating our core values of quality, safety and environmental care. More than just a driving competition, Fuelwatch Challenge is designed to promote good driving behaviour and advanced fuel-saving





driving skills among valued customers and their drivers. It is something that we at Volvo Trucks are indeed proud to share with our partners," said Olivier Metzger, General Manager of Volvo Trucks Singapore.

**Greater performance with the Latest Innovations**

Participants of the Singapore Fuelwatch Competition 2015 were judged based on their fuel-saving performances in the new Volvo FH or FMX equipped with the state-of-the-art software, I-Shift, an automated transmission with built-in intelligence to quickly and automatically choose the right gear at all times.

I-Shift is designed to save fuel. Every gear change is timed precisely in Economy mode, allowing the engine work at its most efficient revolutions per minute range.

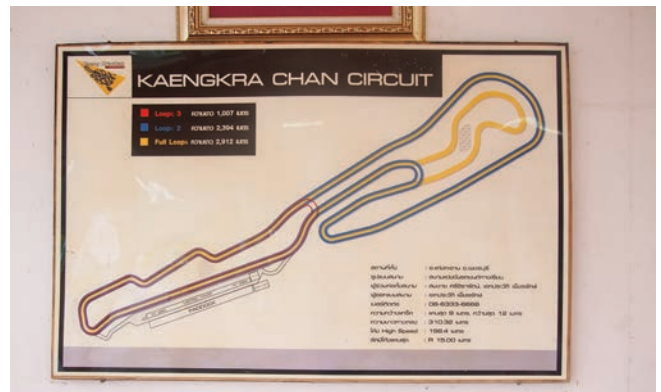
**Best of the Best**

The APAC competition will bring together 13 winning representatives from around the region to contend against each other for the title of most fuel efficient driver in the region.

The APAC Fuelwatch Challenge champion will be awarded with a Volvo Trucks customised trip to Gothenburg, Sweden in 2016.

**Fuelwatch Objective**

The purpose of Volvo Trucks' Fuelwatch competitions is to encourage maximum fuel efficiency when operating a truck or a fleet of trucks. Fuelwatch aims to educate on achieving maximum performance at minimal cost, by acknowledging the vital role drivers play in the process, which allows for a decreased fuel consumption of up to 30% with proper training in place.



Fuelwatch is a creative and unique approach towards environmental responsibility as well as maximising customers' profitability, and is part of Volvo Trucks' broader commitment to sustainable technology and reducing carbon emissions. **T**





# Foton continues as #1 in Chinese Commercial Vehicles



**(Beijing)** The World Brand Summit, organised by the World Brand Lab (WBL) in Beijing, China, released the 2015 (12th) list of China's 500 Most Valuable Brands on June 16, 2015. Foton ranked First in commercial vehicles in the domestic industry, with a brand value of 80.936 billion yuan (US\$13.4 billion), a growth rate of 20% for five consecutive years and China's No.1 commercial vehicle brand for 11 consecutive years.



Foton's automotive business encompasses HDT, MDT, LDT, engineering vehicles, vans, pickups, SUVs, medium and large buses and heavy machinery. Foton has established sales companies and organisational operating procedures in markets across the world, including Thailand, Indonesia and Brazil. From 2015 to 2020, Foton will continue deepening its localisation across markets. In the next five years, Foton will build new passenger vehicle and CUV brands for mainstream medium and high-end markets, and boost these two new brands' growth through independent brand operations.

## Shell Wins International Award for Bitumen Odour-Reducing Product

Shell Bitumen has been named winner of the 2015 Global Road Achievement Awards (GRAA) by the International Road Federation (IRF) in the research category for its bitumen odour-neutralising product, Shell Bitufresh. The selection was made by an independent, international panel of judges with expertise across major road and highway disciplines.

"It is a great honour for all of us at Shell Bitumen to be recognised by a world renowned industry body like the IRF," said John Read, Shell's General Manager for Bitumen Technology. "Shell Bitufresh is just one of over 40 patented technologies we have developed throughout our 90 plus years in the bitumen business."



IRF President C. Patrick Sankey (left) presents 2015 Global Road Achievement Award (GRAA) to Shell Bitumen, Frank Beer (right), Technology Manager Europe.

Shell Bitufresh is a bitumen additive that has been specially formulated to reduce the odour of bitumen, helping to improve working conditions for workers and to reduce odour nuisance for neighbouring

local residents. Unlike other products that simply mask the odour of bitumen, Shell Bitufresh actually works by reacting with the source of the smell to neutralise the odours.

# MAN Most Defect Free Vehicle

TÜV Report 2015 says that MAN trucks are mostly defect-free in the TÜV general vehicle inspection and consequently stand out clearly from the vehicles of competitors. In the 2015 TÜV report on commercial vehicles (TÜV Report Nutzfahrzeuge 2015), MAN shines again for the fourth consecutive year with the highest number of vehicles passing TÜV inspection with no defects. The trucks in the TGL, TGM, TGS and TGX series are impressive due to achieving the lowest defect rate across all age categories. With regard to the percentage of one-year-old trucks with no defects at all, MAN was once again able to surpass the previous year's record with a current percentage of 85.9. Even for the older age categories (two to five years), an above-average number of MAN trucks passed the general vehicle inspection free of defects. According to the TÜV Report 2015, "65.6 percent of five-year old trucks is a record that stands to this day."

"For the fourth consecutive time, MAN is moving to the forefront in the TÜV Report on commercial vehicles. That



makes me very proud," says Heinz-Jürgen Löw, Director of Sales & Marketing at MAN Truck & Bus. "The fact that an above-average number of MAN trucks pass the main vehicle inspection without any defects will make our customers happy, because it saves them money. The evaluation shows that, even after the sale, customers can count on MAN as a reliable partner and that they are in good hands in our workshops."

The increasing number of MAN service and maintenance contracts is also proof of this. Regular professional maintenance pays off for truck operators: vehicles in the fleet are ready for use, rather than needing unplanned trips to the workshop due to neglected maintenance.

## Hino Motors Introduces its Modularized Products in Thailand

**(Thailand)** Hino Motors, Ltd. (Hino) launched its new HINO500 Series medium-duty truck model in Thailand, September 1, 2015. This new model is the first of Hino's market best-fit vehicles built around modular designs. Hino will offer a line up of best-fit vehicles with specifications that meet the needs of Thai customers.

Hino's customers in Thailand have been using Hino trucks and buses for over five decades. The cumulative number of units sold in the country is expected to reach 300,000 by the end of this fiscal year, making Thailand one of Hino's major overseas markets. This makeover of Hino's flagship model in the medium-duty trucks category enables the company to offer vehicles that accommodate a variety of different applications and cargo types. Furthermore, in conjunction with ongoing enhancements to Hino's Total Support services, the company is committed to its ongoing efforts to maximize customers' vehicle up-times and minimize life cycle costs.



Over the next few years Hino will expand the range of regions and markets where the company is able to provide these new modular models as best-fit vehicles.



## DHL Express Invests in Global Centres of Excellence for Operations in Singapore



**(Singapore)** DHL Express has announced the opening of a new facility in Singapore that will combine a range of global operations activities in the South Asian trade hub. The new facility will serve as a centre of excellence for global service quality and business IT activities at DHL Express and will host a new global Quality Control Centre.

“Quality is one of the main sources of differentiation in our highly competitive industry,” said Ken Allen , CEO, DHL Express, “and our Quality Control Centres are a major investment by DHL in ensuring that we continue to lead the international time definite delivery market over the long-term. Singapore has played an important role in DHL’s global network since 1972, as one of our first international markets and a



major Asian economy with a strong trade orientation. This was a key factor in the decision to base one of our four global Quality Control Centres and the centres of excellence for global service quality and business IT in Singapore.”



Jerry Hsu , CEO, DHL Express Asia Pacific noted: “Singapore has been a central part of the DHL Express growth story in Asia Pacific , and investments such as our current EUR 85 M commitment to build a new hub at Changi International Airport are testament to the importance of the market to our overall network. Beyond the overall growth story, however, Singapore already plays host to a number of centres of excellence within DHL, thanks to the high calibre of logistics expertise and the country’s well-documented support for the transportation sector, which contributes over 9% of GDP. This latest investment underscores Singapore’s status as a centre of excellence for quality in international logistics within DHL.”

## JAC Does Business in Iran



Chinese motor company JAC has seized the historic opportunity and is carrying out its own adventures in Iran. As the biggest automobile market in the Gulf area, Iran has always been a competitive market for international auto brands, and once 1.6 million vehicles had been sold there per year. In China the ‘One Belt And One Road’ strategic plan, recognizes Iran as a logistic hub for the region and for Europe. JAC will stick to high quality products and ‘customer-oriented’ service to make progress in Iran.

In August 2015, JAC held the launch ceremony of the N721 narrow body truck (N56) at the Mashhad Auto Show. As the high-end product of JAC light-duty trucks, the releasing of N721-N56 will attract more Iranian customers. The N721-N56 is one of the few narrow body light truck models on the market, which could make a great contribution to JAC light-duty truck sales in Iran.

Recently, in order to satisfy the market demand, the JAC Iran plant has carried out three shift production and monthly output of up to 3500 units, and the new product’s high temperature test work continues. JAC has always adhered to the ‘customer-oriented’ principle and through higher level cooperation, the marketing work will be strengthened, service work will be optimised and the customer satisfaction will be enhanced. Iran is a very import international market for JAC.



# Detlev Janik New Agility CEO for South Asia

(Singapore) Leading global logistics provider Agility, has appointed Detlev Janik as CEO for its South Asia Area. Janik will be responsible for leading Agility's Global Integrated Logistics business in Afghanistan, Bangladesh, India, Pakistan and Sri Lanka. Janik joins Agility with more than 35 years of experience in the logistics industry, including over 30 years based in India and South East Asia. Prior to joining Agility, Janik was the Regional Director of Dachser in Singapore, where he was responsible for its South Asia and South East Asia operations.

"The South Asia region, with its large and fast-growing markets, is immensely important to Agility and we invested early to develop a significant presence.



We are very pleased to have Detlev come onboard to help drive growth in our business," said Chris Price, CEO, Agility Asia Pacific.

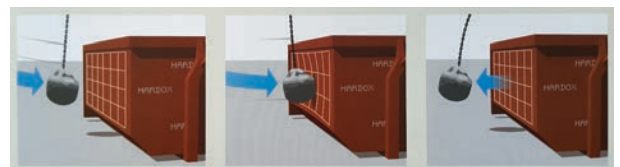
Agility brings efficiency to supply chains in some of the globe's most challenging environments, offering unmatched personal service, a global footprint and customized capabilities in developed and developing economies alike. Agility is one of the world's leading providers of integrated logistics. Agility's core commercial business, Global Integrated Logistics (GIL), provides supply chain solutions to meet traditional and complex customer needs. GIL offers air, ocean and road freight forwarding, warehousing, distribution, and specialized services in project logistics, fairs and events, and chemicals.

## Hardox Mixer Drum HARD. TOUGH. COST-EFFICIENT.



# GETHI

Hardox technology-enabled structures extend the service lifespan of steel trucks compared to regular steel. Plus, increased load capacity of 10-20% or more in some applications. Save fuel and reduce emissions. Our trucks are stronger yet lighter. That's empowered performance for your business in today's tough times that require equally tough solutions!



Hardox technology in our drum bodies are designed for low-weight, higher-load capacity and wear-resistance.







# Daimler Trucks Move into Top Gear

*Autonomous driving is yet again in the lime-light as technology may be the answer to the question on how to make roads safer and trucking more efficient. One of the leaders in this area is Mercedes and we take a closer look at the latest developments from the German brand.*

**A**utonomous driving is yet again a hot topic as Singapore announced a full fledged field test. The island state is gearing up to see driverless infrastructure within the next 10 - 15 years. Currently, the main focus is on passenger cars, taxis and operations where mini-buses operate to take visitors around, the next logical step is to look at commercial vehicles to be driverless. We revisit the revolutionary Future Truck and what has happened around it.

## **Actros with Highway Pilot - world premiere on public roads**

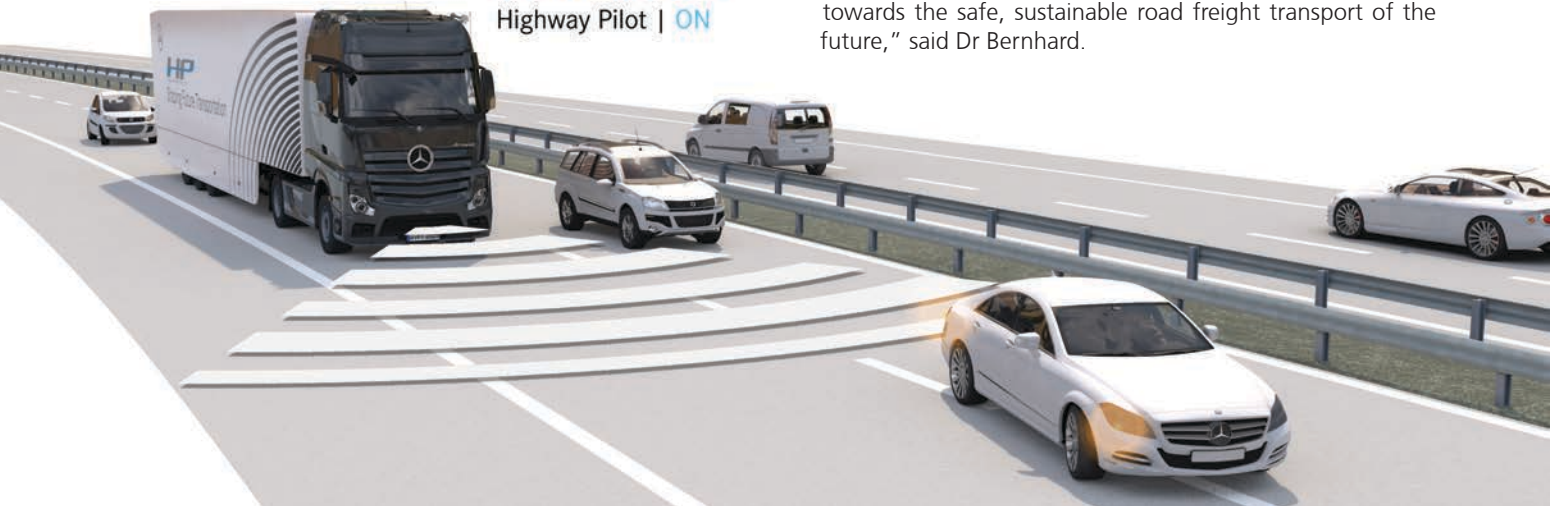
While Daimler Trucks Asia was mapping out its future alignment in Asia on the A8 between Denkendorf and Stuttgart airport in Germany Daimler Trucks was debuting the world's first series-production truck to operate on an automated basis drive on the motorway. Together with the state

of Baden-Württemberg's Prime Minister Winfried Kretschmann, Dr Wolfgang Bernhard, Board Member of Daimler AG responsible for Trucks and Buses, undertook the maiden journey in the Mercedes-Benz Actros with Highway Pilot system.

With a special permit the truck was allowed to drive on motorways on an automated basis. The truck used for the premiere was a standard Mercedes-Benz Actros equipped with the intelligent Highway Pilot system for this test of autonomous driving on public roads. The truck was approved as a test vehicle. The Rhineland German Technical Inspection Authority had inspected the vehicle and issued an expert opinion. On this basis the Baden-Württemberg regional council granted an exemption in accordance with §70 StVZO.

## **Important Step**

"The premiere is a further important step towards the market maturity of autonomously driving trucks – and towards the safe, sustainable road freight transport of the future," said Dr Bernhard.







The multi-sensor fusion, i.e. the combination of proven new-generation assistance and safety systems and sensors, enables the truck with the Highway Pilot system to continually observe the entire area in front of the vehicle and to take control itself in certain situations. This gives Dr Bernhard the opportunity to take his hands off the wheel without incurring any risks.

### Highway Pilot On

Dr Bernhard drives the Mercedes-Benz Actros from the service station onto the motorway towards Karlsruhe. As soon as the truck has entered the flowing traffic in the right-hand lane, it's "Highway Pilot On" and the system now offers to take over vehicle operation. The driver can confirm at the press of a button. The Actros meticulously keeps to its lane and maintains the optimum distance to the vehicle in front of it. Should the distance become too small or if a vehicle cuts in front of it, the truck brakes. Both vehicle occupants are sitting comfortably in the functional and modern cab and are chatting in a relaxed fashion.



Baden-Württemberg's Prime Minister Winfried Kretschmann, (left) Dr Wolfgang Bernhard, Board Member of Daimler AG responsible for Trucks and Buses (right)

At the airport/trade fair exit the system again asks Dr Bernhard to take control and the truck reverts from automated driving mode to manual control – "Highway Pilot Off". He steers the Actros off the motorway and then drives directly back onto the A8 again, this time in the opposite direction. The scenario is exactly the same: the Actros steers and brakes independently in the flowing motorway traffic.

If it approaches an obstacle, such as roadworks, the system asks the driver to take over the vehicle. Once the roadworks are behind the truck, the Highway Pilot can again take control


of the vehicle. The system safely assists the occupants up to the Wendlingen exit. Here Dr Bernhard again takes over the driving and steers the truck off the motorway.

### A Safer Driver than any Human

The Mercedes-Benz Actros is fitted with the 12.8 l engine, OM 471 and all the proven assistance and safety systems, such as Mercedes PowerShift 3, Predictive Powertrain Control (PPC), Active Brake Assist 3, proximity control, drowsiness detection and a Fleetboard vehicle computer. These systems are linked with the sensors of the Highway Pilot – radar and stereo camera. So all the technology of the Actros with Highway Pilot is in the vehicle, and the truck does not need the Internet for its automated driving function.

The system is ideal for the motorway: it maintains the correct distance to the vehicle in front and brakes in good time if another vehicle cuts out onto the road in front of it. The Highway Pilot does not replace the driver, but supports and relieves the strain on them by dealing with monotonous stretches for them and taking care of annoying stop-and-go driving in a traffic jam. In automated mode the driver has control over the truck at all times and in tricky situations can take over driving of the vehicle again.

The redundancy in the sensor system and fail-safer components such as the steering and brakes ensure an extremely high safety standard. If the minimum prerequisites for the system are not present due to bad weather or missing road markings, the Highway Pilot issues acoustic and visual impulses to ask the driver to take over. The driver has sufficient time to take over the task of driving. If there is no reaction from the driver, the truck brings itself to a standstill independently and safely.

Daimler Trucks is focusing on constantly developing mobility solutions for the future and readily assumes the leadership role for automated driving in the truck, Dr Bernhard emphasises: "Our claim is 'Shaping Future Transportation'. And with today's premiere we are once again impressively backing up this claim. We are shaping the future of transportation with the first autonomously driving production truck." 







# Sjödin Deliver

*As the new Managing Director of Scania Southeast Asia Marie Sjödin Enström is not only the first female to head a Scania operation, but has many “firsts” to her name. However, she sees a higher purpose when talking about her achievements.*

**A**lthough Marie Sjödin Enström's new office will be in Malaysia, a dinner was held at the Fullerton Hotel in Singapore to welcome Scania's new Managing Director, Southeast Asia. The dinner was well attended by those in the local trucking community who were eager to meet her. Mark Cameron, Regional Director - South Malaysia & Singapore and Country Manager - Singapore welcomed Marie and introduced her to the gathering.

## Turbulent Times

Once she had time to get settled in her new position *Asian Trucker* was pleased to be granted an exclusive interview with her. “Today, exactly 31 years ago, I started to work for Scania,” Marie stated. Having just arrived to take over from James Armstrong, she has a tough task ahead of her. The Malaysian economy has hit turbulent waters, the calls for the implementation of higher Euro Emission Standards are getting louder while the new ASEAN Economic Community (AEC) brings both opportunities and challenges.

When asked why one would want to work for Scania, the answer is seemingly simple: “Why not work for Scania?” she replies. There are, and have always been very good reasons to do so. According to the new MD, the strong values of the company,

even more prominently displayed today than in the past, have been inherent for as long as the company has been around. The company is true to these values, but also to the core business, whereby the term “product” not just describes the truck as the physical manifestation, but includes, for example, financing, the Fleet Management System and maintenance.

## Not the First First

Marie expects that the fact that she is now heading the Scania operation will raise some eyebrows. However, this is not the first time that she is doing something for the first time within the organisation. “You can call me daring. My first overseas posting 31 years ago was to Tanzania. I had two weeks to prepare. I even told the doctor that I didn't have the time to go through all the proper vaccinations as I had to leave,” she recalls.

Another firsts includes being the first Marketing Trainee within Scania. “Really, this isn't such a big deal. What I am hoping to do is to inspire more women to consider a job in this industry. Just look at how varied the jobs are in an organisation like ours. There is a place for everyone and there are no restrictions as to how far up you can rise,” Ms Enström explains.



# Enström Promises to the Best of Scania



*Trucking industry leaders gathered in Singapore to welcome Marie Sjödin Enström (second left). Scania's Mark Cameron (second right) did the introductions.*

## Global Thinking

What it takes for this to happen is for the company to take a global approach. Scania has now become a truly global company, not only in terms of where the products are sold, but the nationalities working in their offices around the world.

When it comes to tackling the demands of the markets the Managing Director is now responsible for, she is clearly well prepared. The AEC is similar to the European Union, and she and the company are ready to meet the demands of customers as they adjust to the new realities.

Having worked in Australia, Marie has been exposed to the countries that are now forming her business unit. She states, "Here in Malaysia we can draw on a lot of experience we have gained in Europe and we can transfer the insights when it comes to the cross-border business we will experience in the AEC." One of the success factors for Scania, she cites, is the fact that the company applies global standards in everything the organisation does. The trucks, as well as the components that make the product, are tried, tested and available everywhere there are Scania vehicles.

## Looking Ahead

This global experience transcends into the activities that Scania Malaysia and Scania Singapore has lined up for the coming 12 months. Marie says she is, "Very much looking forward to

the Scania Driver Competition Malaysia-Singapore and the Top Team Finals in Sweden which Scania Singapore have qualified."

In addition, Scania Singapore's Benoi workshop have been launched. Kuala Terengganu branch is already operational. We will also see the existing base in Port Klang enhanced. "We are also exploring further possibilities in East Malaysia and continuously enhancing the sales and service levels in Johor Bahru.

## A Consistent Strategy

We are in our planning phase for the next year, but the overall strategy is set. Customers can rest assured that a new MD doesn't mean a total change of direction. What we are aiming at is to provide more, and to continuously improve Scania product and services to our customers for their best profitability."

After so many years in the industry, she obviously has a favourite when it comes to trucks too. For her, the Scania R 730 is the vehicle of choice. Her closing to the interview is a very strong shout out to the market with the statement that "Scania is here to stay, we are not just a quick in and out. We have a global strategy, a consistent one and we will continue to deliver according to the needs of our customers. Scania will also remain a strong partner that clients can call upon in order to show them how to best utilise their vehicles". **T**

# So, how do the Euro Emission Standards work?

*Most of the truck makers state that they are ready to offer Euro 4, Euro 5 engines, or even Euro 6 engines if and when needed and that these are better for operators. Here is what the emission standards mean.*

## Overview

Currently, emissions of nitrogen oxides (NOx), total hydrocarbon (THC), non-methane hydrocarbons (NMHC), carbon monoxide (CO) and particulate matter (PM) are regulated for most vehicle types, including cars, lorries, trains, tractors and similar machinery, barges, but excluding seagoing ships and aeroplanes. For each vehicle type, different standards apply. Compliance is determined by running the engine through a standardised test cycle.

There are several categories, depending on the vehicle type and weight:

- 1) European emission standards for light commercial vehicles ≤1305 kg (Category N1-I), g/km
- 2) European emission standards for light commercial vehicles 1305–1760 kg (Category N1-II), g/km
- 3) European emission standards for light commercial vehicles >1760 kg max 3500 kg. (Category N1-III & N2), g/km

## Emission standards for trucks and buses

Whereas for passenger cars, the standards are defined by vehicle driving distance, g/km, for lorries (trucks) they are defined by engine energy output, g/kWh, and are therefore in no way comparable. The following table contains a summary of the emission standards and their implementation dates. Dates in the tables refer to new type approvals; the dates for all type approvals are in most cases one year later (EU type approvals are valid longer than one year).

The official category name is heavy-duty diesel engines, which generally includes lorries and buses.

EU Emission Standards for HD Diesel Engines, g/kWh (smoke in m<sup>-1</sup>)

To arrive at these emission levels, typically two things are done: firstly, the engine is designed in a way that allows the best

possible and efficient combustion and secondly through the use of an exhaust after treatment system. One manufacturer we spoke to drew on the use of extra high injection pressures which gave considerably lower particulate emissions than legally required for Euro 4. The latter may include exhaust gas recirculation or Selective Catalytic Reduction with the use of Urea in order to reach Euro 6.

## What the fuel has to do with this

In connection with the Euro Emission Norms comes a norm for Diesel, the EN590. It describes the physical properties that all


Tier	Test cycle	CO	HC	NOx	PM	Smoke
Euro I	ECE R-49	4.5	1.1	8.0	0.612	
		4.5	1.1	8.0	0.36	
Euro II	ECE R-49	4.0	1.1	7.0	0.25	
		4.0	1.1	7.0	0.15	
Euro III	ESC & ELR	1.0	0.25	2.0	0.02	0.15
		2.1	0.66	5.0	0.10 0.13	0.8
Euro IV	ESC & ELR	1.5	0.46	3.5	0.02	0.5
Euro V		1.5	0.46	2.0	0.02	0.5
Euro VI		1.5	0.13	0.4	0.01	

\*for engine of less than 0.75 dm<sup>3</sup> swept volume per cylinder and a rated power speed of more than 3,000 per minute

**Note:** As shown in this table, it is the exhaust that is measured for the particles and compounds measured.



automotive diesel fuel must meet if it is to be sold in the European Union and several other European countries. The tests mentioned above will be carried out using this fuel in order to determine the exhaust emission levels for the various engine standards. The EN 590 had been introduced along with the European emission standards. With each of its revisions the EN 590 had been adapted to lower the sulphur content of diesel fuel - since 2007 this is called ultra low sulphur diesel as the former function of sulphur as a lubricant is absent (and needs to be replaced by additives).

One truck maker we spoke to mentioned that they can even achieve Euro 6 standards with Diesel having sulphur levels of 2000 ppm, however, that is due to the highly efficient aftertreatment systems used. What is important to note is that there is no specific Diesel to meet the emission norms. Diesel should be in accordance with the EN 590 and depending on the engine and aftertreatment systems one would then achieve the standards as outlined in the norms. In essence, the Euro norm for emissions achieved is determined by what comes out of the engine, not necessarily by what goes in. 



# Keeping an eye on fatigue



## ***Sufficient sleep for drivers is as important to the transport industry as diesel and oil!***

International evidence suggests that driver fatigue is a significant contributor to vehicle crashes. We all have encountered the drowsiness symptoms when really tired. Restlessness, yawning, tunnel vision, drooping eyelids, extended periods of closed or almost closed eyes. The problem is that the human brain gets to a point of fatigue where it can no longer make complex decisions. And driving a commercial vehicle demands drivers to be able to do that. This is crucial when it comes to transporting dangerous goods, but also applies for any general cargo.

To put it into perspective, travelling at 50 km/h if a driver's eyes are shut for just 1.5 seconds, the vehicle will have covered 120

meters! Fatigued drivers can drift in and out of lanes or off the road, vary their speed unnecessarily and are they unable to react in time to other drivers or hazards.

Accidents mean costs, not only to life, but to vehicles, property and downtime. Traditionally assessing driver fatigue has generally been through guesswork, but a new high tech monitoring system designed to keep an eye on the driver's eyes and to prevent drivers falling asleep at the wheel and crashing is being launched in Asia.

Driver training specialist FleetSafe with Asian Trucker is promoting an Australian developed driver fatigue and distraction detection device which could prevent many accidents, causing death or injury on the roads, by using proven eye tracking technology to detect micro sleeps.

Seeing Machines have developed the system (SM Fleet) which uses a cab mounted conventional camera and two infrared pods to monitor a driver's eyelid openings to determine the onset of fatigue, which sets off alarms if they should close their eyes for more than 1.5 seconds. If they do, the system activates a vibrating motor in the driver's seat and sounds a warning buzzer.

The infrared pods allow the system to see the driver's eyes through safety glasses, spectacles or sunglasses. SM Fleet does not require the driver to use or wear any special equipment and







they do not have to do anything out of the ordinary. SM Fleet is fully integrated into the cabin and allows the driver to do their job in the normal way.

The system is linked to the truck operator's dispatcher, fleet manager or to Seeing Machines 24/7 Monitoring Centre and instantly sends a warning if any incidents are detected. They can then set in motion the company's fatigue action plan.

Web enabled external monitoring further supports the fatigue monitoring plan and provides for the required level of pre-determined intervention if or when necessary, in virtual real-time. Real-time reduction in dangerous fatigue and distraction events does help to save lives.

The system can also measure distraction incidents and erratic driving and it has been found that once the system has been put in there's a more than 80% decline in distraction and fatigue events.

The research underpinning Seeing Machines technology spans more than eight years of testing, field studies and industry usage in the mining and transportation sectors and the DSS system is widely used widely in the Australian and the United States mining industry.



**seeingmachines**  
SAFETY IN MOTION

SM Fleet provides commercial fleet operators with a proven, objective way to detect and prevent driver fatigue and distraction events in real time, which can save both lives, injuries and costs. It can be fitted to trucks, buses and trains. The system has been retrofitted to 3 000 trucks and they haven't yet found a cab design that it can't be fitted to.

#### About:

**FleetSafe** is fleet vehicle solution provider, offering driver and fleet risk evaluation, education and road safety programmes. Pioneered in New Zealand, now with international regional expansion in Australia and Asia, working with companies who operate both light and heavy vehicle fleets, to improve driver safety, reduce costs, increase fuel efficiency and improve health and safety compliance. For further information contact Peter Burns - [peter@fleetsafeasia.com](mailto:peter@fleetsafeasia.com).

**Asian Truckers Drivers Club** is a partner of FleetSafe. Interested parties may request presentation meetings for the driver fatigue and distraction detection device by writing to [info@asiantruckerclub.com.my](mailto:info@asiantruckerclub.com.my)



# Toughening the cement mixer drums

*Hardox® 450 in concrete mixer drums enables a saving of one in six loads*

SSAB staff and customers are impressed by Hardox 450 wear-resistant steel in concrete mixer drums.



Concrete mixer drums operate in a very tough environment with hard and wet concrete that continuously exposes the drums to extreme wear. In addition, increasing regulation applying to the maximum allowed weight for heavy goods vehicles around the world creates challenges.

Besides being very tough, concrete mixer trucks must also be very light. Lower tare weight enables higher payloads and thus increases productivity while also reducing fuel consumption and environmental impact.

SSAB's high-strength steels make it possible to build significantly lighter applications. One steel that meets the demanding market requirements is SSAB's wear-resistant steel, Hardox 450.

During the last years SSAB has made significant development when it comes to thin Hardox. New, pioneering quenching technics introduced in the strip mill are especially favorable for producing thin wear resistant steels. "Good combination of bending properties and through-thickness hardness together with excellent surfaces characterize thin Hardox", says Joachim Larsson, Head of Product Development.

A concrete mixer drum made of Hardox 450 can be made very light without compromising on service life and gives the customer a:

- durable mixer drum with good resistance to wear and denting
- significantly lighter mixer drum
- possibility to increase payload, which in many cases enables a saving of one in six loads (*Results from customer experiences when changing from standard steel to Hardox wear plate*)

### Developing a new wear test to find the optimal solution

A project in line with SSAB's innovative work has been to develop a conceptual model of a concrete mixer drum using Hardox 450 wear-resistant steel," explains Mikael Jungedal, Wear Specialist at SSAB. "The aim was to achieve a combination of strong design, low weight and long service life," Jungedal continues.

To better understand the tough abrasive and corrosive environment present inside a mixer drum, SSAB started to develop a new wear test in order to find the optimal steel grade for this application. The wear test developed could evaluate the wear resistance under both sliding wear (during the mixing cycle) and impact wear (during the unloading cycle) for up to 34 samples in every test.



**HARDOX®**  
WEAR PLATE

**STRENX®**  
PERFORMANCE STEEL



Hardox 450
Spiral / Fins
Drum / Barrel
Nose Cone
Hopper
Collector
Chute

Strenx 700 MPa
Pedestal
Subframe
Pedestal



SSAB's comprehensive offering to concrete equipment manufacturers includes Hardox wear plates, sheets and tubes, Strenx high-strength structural steels, as well as tailored solutions on design, product development and processing support available from SSAB SHAPE.

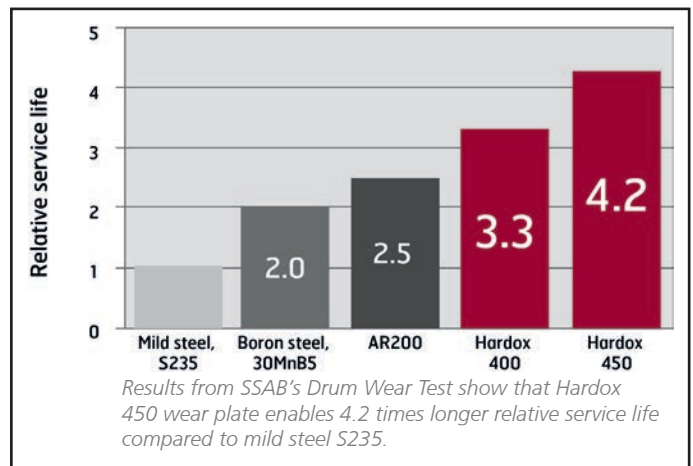
SSAB's Drum Wear Test consists of an 800x100mm steel drum where up to 34 samples are placed in a holder, assembled along the inside of the drum and tested under the same conditions. Different types of abrasives can be used together with water, depending on what is handled in the field application. Both sliding wear and mild impact wear can be tested. Wear is measured by weighing the sample before and after testing. A typical test runs for 90 h, with two changes of abrasive material every 23-h cycle.

For the specific project, a number of steel samples were tested under both sliding and mild impact wear. The abrasive material used was 16-25 mm granite rocks together with water in order to simulate an aggressive case of concrete. The test revealed SSAB's wear-resistant steel grade Hardox 450 performed positively, with over four times higher wear resistance than mild steel S235.

A major part of the project focused on investigating the possibilities and limitations when designing a concrete mixer drum in Hardox 450, with thinner gauges from 3 - 4 mm. Both particle flow simulation, FE-simulation and field measurements were done to better understand the critical wear and load scenarios that occur during the lifecycle of a drum.

**Key finding: Up to 50% weight reduction possible with Hardox 450**

Studies showed that it is possible to manufacture an extremely light and strong concrete mixer drum in Hardox 450, without reducing service life. The conceptual model was built using 3 mm Hardox 450 in both the shell of the drum and the spirals, resulting in a weight reduction of up to 50% compared to





SSAB's Drum Wear Test consists of an  $\text{R}800 \times 100 \text{mm}$  steel drum, where up to 34 samples are placed in a holder, assembled along the inside of the drum and tested under the same conditions.

# SSAB

conventional mixer drums on the market. This reduction in weight means higher payload, lower fuel consumption and less environmental impact.

## Market demand for concrete mixer drums is shifting

The concrete mixer drum market is shifting, with heavy drums being replaced by lighter and more durable drums. Hardox 450 is an excellent choice to combine the best in terms of wear resistance and toughness, on the market.


Many SSAB customers have already realized the full benefits of Hardox steel and are producing light concrete mixer trucks in wear-resistant Hardox steel. For example, Intermix, a German concrete mixer manufacturer, has been using Hardox 450 successfully in its concrete mixers for several years. Using Hardox wear resistant steel, they were able to reduce the weight of the mixer by 18%, while maintaining the same service life.

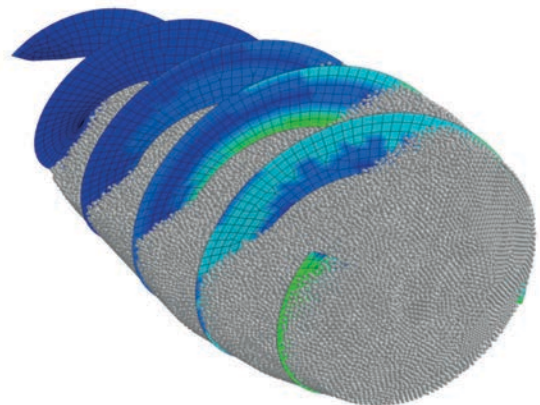




### Comprehensive offering for concrete segment

In addition to Hardox 450 wear-resistant steel for concrete mixer drums, SSAB can offer a wide range of other solutions to combat the challenges of the industry. Strenx 700 MPa high-strength structural steel enables the design of a lighter structure for the pedestal and subframe. Hardox 500 Tubes have been tested in the field with excellent results. A concrete pumping tube is an excellent case example of an application where tube needs to resist extreme internal and external wear.

SSAB SHAPE offers tailored solutions to fully explore the benefits of using Hardox in concrete-making equipment. A wide range of services in design, product development and processing supports equipment manufacturers all the way from the drawing board to ready-to-weld kits, giving possibilities to increase productivity and enhance product performance. 



*Particle flow simulation is used to analyze wear pattern and stress distribution. The simulation showed higher wear in the green areas of the spiral fins which could also be confirmed by field measurements.*

# New Doblò Cargo Better than Ever



*The new Doblò Cargo not only makes an impression on the road, but delivers improved performance.*

**W**ith two International Van of the Year awards, this light commercial van (LCV), the new Doblò Cargo, never stops improving. Knowing what drivers truly want, Fiat Professional continues to move forward in their designs and in building the right vehicles to meet their professional ambitions. They have significantly modified this LCV, while retaining many of the best-in-class traits that defined its commercial presence in the commercial vehicle industry since its first launch in 2000.

## **Bold New Style**

The new Doblò Cargo, with its beautiful Italian designed exterior, was displayed to the public at the 2014 Hanover International Motor Show and was officially released in spring 2015. The new Doblò Cargo with its bold new exterior style will definitely catch everyone's attention when you drive it.

Being part of Fiat Chrysler Automobiles, the renowned brand, Fiat Professional's new Doblò Cargo, retains its outstanding versatility, practicality and dynamics, while featuring the newly face-lifted components. These include a fresh exterior design, improved engine performance and engineered to lower fuel consumption and reduced running costs. Its fresh exterior design adds an air of sophistication and elegance. It is better than before with limitless possibilities.

## **Enjoy More Within Your Comfort Zone**

The best-in-class features worth taking note of are the MultiJet II engine that outputs an impressive 105 horsepower, its 3,105 millimetre wheelbase and expanded load capacity of up to 965 kilograms. Such features are irresistible and definitely help owners who will value the new Doblò Cargo for a long time.

Furthermore, it allows the drivers and owners of this LCV to enjoy more capacity, more performance and more technology features. More capacity is realised through its record-breaking interior space and volume. It has up to 4.2m<sup>3</sup> and up to 965kg load capacity. This allows drivers to have more room to work with the assistance of a bigger wheelbase, which is an amazing 3,105mm.

For more performance, the engine is the star. The MultiJet II turbodiesel (90hp and 105hp 1.6 MultiJet II) has high torque output, offering increased acceleration on heavier loads. Select the versions that best suit your work or business, because

having the right van to serve you, will help you go a long way while reducing downtime. In regards to more technology, the new Doblò Cargo is equipped with a state-of-art infotematic system, which includes Radio (CD, MP3) with Bluetooth and an adjustable steering wheel with integrated radio controls.

### **Fiat Professional new Doblò Cargo at a Glance – More Capacity, More Performance, More Technology.**

Top Euro Van for 7 years and beyond (Based on LTA's total annual registration of goods vehicles (GVs) and buses by make report (2008-2014).)

- Volume of up to 4.2m<sup>3</sup>
- An expanded pay load capacity of up to 965 kg
- High Fuel efficiency: As low as 5.2L / 100KM
- Bigger fuel tank : 60L – have a longer journey without running to the petrol station frequently
- MTA – Manual transmission automated
- Car like experience with the usage of diesel
- Bigger wheel rim : 16 inch – for smoother drive
- Bigger wheelbase of 3,105mm

The aesthetic of the vehicle is not forgotten. The sleek new front bumper and lower air intakes adopt a more car-like appearance while also exuding solidity and robustness, and at the rear there are new light clusters, with a sleeker shape and more sophisticated graphics and a new body-coloured moulding across the tailgate. A new dark grey exterior colour and new wheel cover designs round out the exterior revisions. So you can drive a van while enjoying a car-like experience!

When you purchase the new Doblò Cargo, you get 5 years of warranty and servicing. Less to worry about while driving your van. **F**

## **Fiat Professional Showroom**

61 Ubi Avenue 2, #01-11  
 Automobile Megamart (AML Building)  
 Singapore 408898  
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[www.fiatprofessional.com.sg](http://www.fiatprofessional.com.sg)



# Full Quester Range Introduced

*UD Trucks has introduced the full Quester range in the market, which offers increased flexibility to meet the needs of businesses across various industries.*



Japanese truck maker UD Trucks, wholly owned by Volvo Group, has introduced the full line of its Quester heavy-duty truck range. Now customers can enjoy incomparable freedom with Quester's variety of customisation choices to suit their business needs. To commemorate the release of all models in the range, some 780 customers from countries spanning Thailand, Myanmar, Laos, Cambodia, Vietnam and the Philippines were invited to an exclusive test drive event that was held from September 22 to 26 at the Kaeng Krachan Circuit, near Hua Hin, Thailand.

## What the World Needs

First introduced in 2013, Quester embodies the firm's vision "to make the trucks that the world needs today." Developed with a customer-centric approach, and complemented with UD's 80-year Japanese engineering heritage and Volvo Group's global resources, Quester is a modern heavy-duty truck built to address the demands of growth markets in Asia and beyond.

Accordingly, Quester is designed to perform across various industries, from mining to construction, to logistics and long-haul transportation. Its wide range of different product types offers unparalleled flexibility for businesses in a host of industries to achieve optimal performances at minimal cost.

## UD Versatility

The full range offers an additional 15 configurations, making it a truly versatile choice. This includes a new 8-litre engine in addition to the current 11-litre engine, both with high torque capabilities and running at low RPM to optimise fuel consumption. Horsepower options ranging from 220 to 420, as well as a selection of either a 9-speed or 12-speed gearbox, are also available. Furthermore, Quester's wide variety of axle configurations comprises the 4x2, 6x2 and 8x4 in addition to the current 6x4 for both tractor and rigid.


At the test drive event customers were treated to a first-hand experience of the various offerings Quester provides. The expanded range received rousing feedback from the participants. Sathaporn Tungwiboonpanich from Sathaporn

Logistics Ltd Partnership, praised the full range, "Within the industry, the UD Trucks brand is highly trusted. For us, truck performance and safety are the most important factors, and we are assured of that with UD's vehicles and aftermarket solutions. The new updates to the Quester line truly show that the company understands the needs on the ground. With the increased versatility of the various configurations in the Quester range, we can fully optimise the truck to our different business needs."

## Reliability & Durability

To complement Quester's proven fuel-efficiency and superior performance, UD offers a total transport solution where product features and service support are tightly integrated. With more on-the-ground touch points from Quester's growing service network, and preventive maintenance analysis through the truck's telematics system, customers can be assured of Quester's long-term reliability and durability.

"At UD Trucks, we are committed to developing products that start with the customer's perspective," said Kishi Nobuhiko, Vice President, Brand and Product Line, UD Trucks. "From Quester's conceptualisation to today, we are always listening to their feedback to understand their business needs in this fast-paced environment. We are pleased to see that Quester has been well-received by our customers during the test drive event in Thailand, and we are confident that this highly customisable fuel-efficient heavy-duty range can support their business requirements across different industries."

Jacques Michel, President of UD Trucks Thailand, added: "The different truck configurations, and engine and gearbox options, ensure that we can provide the right truck for the right customer's application, so that it operates at best performance while delivering optimal fuel-efficiency. This can certainly contribute to significant cost benefits for businesses, and we will continue to work with the industry to offer the very best products that address the demands our customers face in Thailand and in the region's growth markets." 

# Drive belts for trucks and buses



*Guaranteed quality has made the brand DT Spare Parts the leading brand in the international Independent Aftermarket for commercial vehicles. The complete range includes all required spare parts for trucks, trailers and buses, including all standard drive belts.*

## High Compliance

The extensive DT range includes more than 500 different drive belts and, in addition, matching components, such as belt tensioners, tensioner pulleys and (belt) pulleys.

Due to compliance with high tolerance accuracy and regular monitoring during production, DT V-belts with AVX profile can be used in sets.

Because of their precise profile, narrow structure and extreme flexibility and elasticity, DT V-belts with PK profile fit perfectly to the ever closer adjacent auxiliary units of modern engines.

In addition to the AVX V-belt sets, the DT brand also offers power belts which are made specifically for long transmission distances and where, due to the aggregate arrangement in the vehicle, strong vibration may occur.

## High Performance in the Extreme

DT Spare Parts power belts are firmly connected drive belts and banded by a cover plate, so that the belts remain tear-proof, even in extreme performance situations. Drive belts of the brand DT Spare Parts are characterised by high power transmission, low vibration and quiet operation. This result is achieved by regular monitoring of the accuracy of the profile during production and a tight length tolerance of max. +/- 5 mm.

A long service life of DT Spare Parts drive belts is guaranteed by the use of high-quality oil and temperature resistant materials, which prevent the belt from tearing and becoming porose, even at extreme temperatures of -40°C to +120°C.



## Compressors for Trucks & Buses

Guaranteed quality has made DT Spare Parts the leading brand in the international Independent Aftermarket for commercial vehicles. The complete range includes all required spare parts for trucks, trailers and buses, including all standard compressors.

Compressed air is the basic energy for all pneumatic brake systems, as well as air suspension systems in commercial vehicles. A compressor provides this compressed air in sufficient quantities and at the necessary pressure. The compressor is driven directly by the vehicle engine. It is similar in construction to a vehicle engine. Inside the compressor are, depending on the power requirements, one or two pistons, which in the downwards movement, suck in filtered air from outside through an open suction lamella.

By the upwards movement the suction lamella closes and the sucked-in air is compressed, a pressure lamella opens. The compressed air is fed to the air reservoir via an air dryer including an oil separator and made available to the "consumers".

## Positive Affects on Fuel Use

Modern compressors possess an idling facility which makes it possible to reduce the power requirements of the compressor in the case of unnecessary air feed. In modern constructions, the compressor can be completely separated from the drive by means of a clutch and so consumes no more energy. This has a positive effect on the fuel consumption of the vehicle.

As the compressed air becomes very hot, newer high-performance compressors have a water cooling system, which effectively cools the thermally highly-stressed cylinder head.

## Meeting Demands

In order to satisfy the high demands, the individual components also meet the demands placed upon them, such as forged crankshafts, induction-hardened slide bearing surfaces, con rods made of high-strength aluminium, as well as valve lamellas made of particularly elastic spring steel.

In addition to complete compressors, DT Spare Parts offers all standard spare parts and repair kits for compressors. 



# New Electro-Hydraulic Clutch Actuator

*As an extension of its Commercial Vehicle Programme FTE Presents a New Electro-Hydraulic Clutch Actuator for Automated Gear Changing Systems.*

**F**TE automotive is putting an electro-hydraulic clutch actuator (EHCA) for commercial vehicles of OEM quality on the market. EHCA is a compact unit for a highly dynamic and precise controlling of the commercial vehicle clutch. With this innovative component in the field of double clutch systems, the FTE automotive extends the entire programme of brake and clutch hydraulics. This innovation combines mechanics, hydraulics, sensors, and electronics in one unit

## Clutch Replaced

The actuator replaces the clutch pedal and the driver no longer has to think about rpm and gears to obtain the optimum actuating torque. Consequently, fuel consumption and CO2 emissions are considerably lowered. Wearing of clutch and other drive system components also decreases, enabling a longer operating time of the entire vehicle. "Our electro-hydraulic controlling of the automated clutch is unique in this field and offers an especially precise clutch actuation," explained Erik Lundtoft, Executive Director Global Aftermarket at FTE automotive.

"Electro-hydraulic controlling of the automated clutch enables highly precise manoeuvring and sensitive switching," Lundtoft added. "Driving is made easier, especially in demanding driving situations, such as starting on a slope."

## Electrically Connected

The electro-hydraulic clutch actuator EHCA that is pre-filled with brake fluid by FTE automotive just needs to be mechanically coupled to and connected to electricity by technicians in the workshop. Afterwards, the clutch can be controlled electrically with the help of CAN signals.

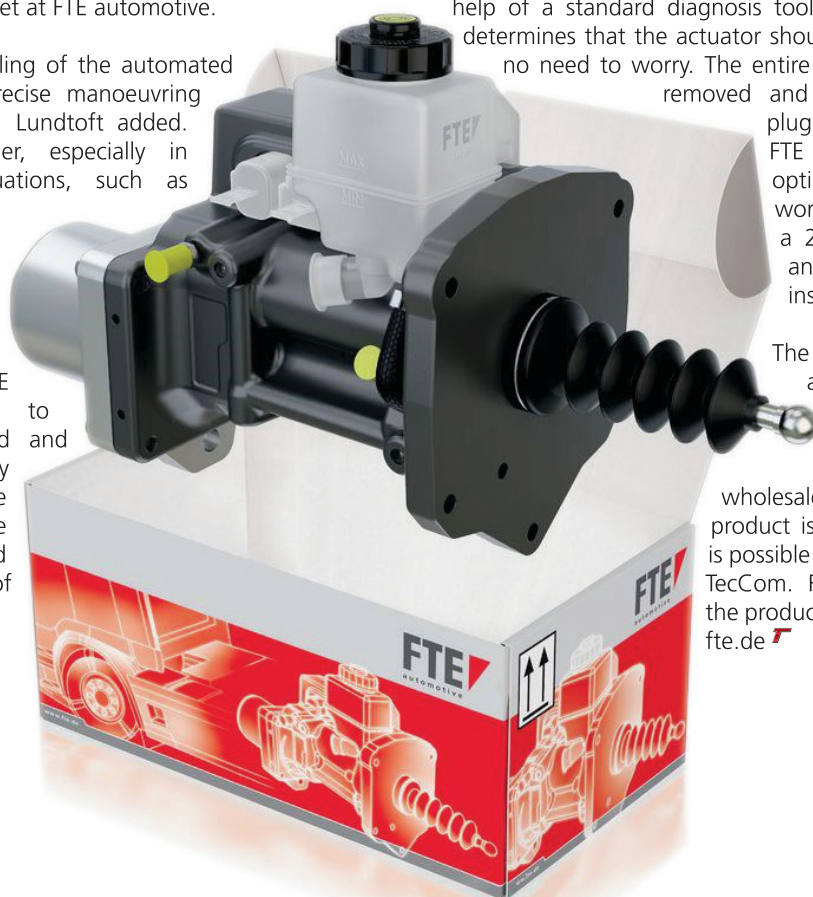
The actuator is part of original equipment in heavy goods vehicles with automated control gear. An automated control gear is based on technology of normal manual transmission, only that the gear shifting is carried out automatically. An important part of original equipment is the electro-hydraulic clutch actuator EHCA developed by FTE automotive. It replaces the clutch pedal, the clutch master cylinder, and the clutch slave cylinder and fully automatically opens and closes the clutch.

## Correcting Errors

Possible sources of errors on EHCA can be quickly determined. The main control unit of a truck orders the actuator to carry out certain functions. If deviations from reference settings occur during execution of these processes, an error code is output by the unit. According to the seriousness of the error, this code warns the driver to look for a workshop, where the cause of error will be determined by a vehicle diagnosis system. Independent workshops can also read the fault memory with help of a standard diagnosis tool. If the fault diagnosis determines that the actuator should be replaced, there is

no need to worry. The entire unit can be very easily removed and installed due to the plug-and-play-function. The FTE automotive provides optimum support to workshops in the form of a 24-hour delivery service and detailed removal and installation instructions.

The new electro-hydraulic actuator is available now as an original FTE spare part through vehicle parts wholesalers. Information on the product is available at TecDoc. It is possible to order the product via TecCom. Further information on the product can be found at [www.fte.de](http://www.fte.de)



# DYNAFLEET

Volvo Trucks Connectivity: Fleet Management Solutions



Volvo Trucks. Driving Progress

**Volvo Trucks' Online Transport Information System, Dynafleet demonstrates how the Internet of Things (IoT) has evolved the relationship between the truck and the driver.**

*Mr. Olivier Metzger, the new General Manager of Volvo Trucks Singapore presented at the recent inaugural IOT Show 2015, Dynafleet's capabilities in bringing a new level of clarity and control to the transportation companies' businesses.*





**P**re-IoT, there were several uncontrollable external factors, such as fuel cost, that have played a significant role in impacting the bottom-line of the logistics and transportation businesses. It was difficult to track the exact performance of the truck and companies struggled to understand why a particular driver consumed more fuel than another even though both drivers were using the same truck.

Another challenge was to locate the trucks in real-time. Companies used to be heavily reliant on physical maps and a lot of guesswork goes into locating the trucks in real-time. There was restricted communication as companies could not stay in contact with drivers to inform them about the change in plans and these did not allow the drivers to be responsive.

With the introduction of IoT, business owners have gained more control over how their drivers interact with the truck and ultimately with the environment in which the truck operates.

### Information Management

Fuel accounts for roughly a third of the total operating costs for transportation companies. Elaborating on the benefits of IoT and its impact on fuel efficiency, Olivier showcased Dynafleet, a Volvo Trucks online transport information system for improved profitability, which was introduced in Singapore late 2014. This feature can be activated on new Volvo trucks and includes a large variety of functions grouped together into three services: Fuel & Environment, Positioning and Messaging.

Those who want to use Dynafleet primarily as a tool for saving fuel and reducing their environmental impact will choose Fuel & Environment.



Positioning has been designed to provide location identification and route history, while Messaging is a service allowing text messages to be exchanged between the drivers and the central office. The various services are available separately or in any combination.

### Efficient Cost Control

With Dynafleet, the transportation company gets a whole lot of information, including a detailed picture of each driver's driving style and the amount of fuel each truck consumes under different operating conditions. This is an excellent starting point for training in fuel-efficient driving. There is a huge potential for our customers to cut their fuel costs by combining Dynafleet with driver training. In just seconds, user can generate reports from a wide range of parameters and discover why a particular driver consumes more fuel than another using the very same



truck. This way potential savings can be identified faster and more precise than ever before." Olivier explains.

The information gathered through Dynafleet ultimately can help reduce fuel consumption. By tracking fuel consumption for every vehicle and driver in any given fleet, the Dynafleet app calculates fuel efficiency scores for four key areas: anticipating and braking, engine and gear utilisation, speed adaptation, and standstill. Each score can then be broken down into specific parameters for more detailed information. With the information, driver training can be customised and targeted to achieve better results.

"If a driver improves his fuel efficiency by a modest 3 %, this could save a typical transport company \$1,800 per vehicle, per year. For a company that has 100 trucks, the reduction in operating cost is substantial" Olivier added.

To further support customers to achieve lesser fuel consumption, Volvo Trucks organises Fuelwatch- an annual competition for Volvo truck drivers with the objective to encourage fuel-efficient driving. At the recent regional finals, the winner clocked 17.5% less fuel compared to the highest amount of fuel burnt at the event.







### Enhancing Productivity

Identifying free capacity is one of the more important things owners can do to maximise the use of their vehicles and enhance their bottom line. Real time information on positions can also tell you which truck is best suited for a new assignment. At the press of a button, Dynafleet automatically lists the vehicles closest to the pick-up location.

"By being able to track the truck and the driver, you can get them both to where they are needed. This is maximising the use of truck when possible, bringing on new businesses" Olivier said.

### Keeping in Touch

Life has changed for truck drivers. They no longer operate alone, on the road by themselves for extended periods. Now they are in constant contact with the office. The office and drivers communicate via text messages that are easy to compose and instantly shown on the screen in the truck. The driver uses wireless keyboard to communicate when the truck stands still.

### Increasing Connectivity

The Dynafleet app enables companies to manage their entire fleet and transport assignments remotely, from any location via smartphone or tablet. They can also access a range of parameters in real time, including exact location, fuel consumption, carbon emissions, and the locations of Volvo Trucks' dealerships.

"The app greatly improves access and navigation from mobile devices with clear and simple interface that allows users to access important fleet information, at any time and from anywhere, just with a tap of a finger." Olivier added.

### Future of IoT Trucking

When asked what is next for IoT trucking, Olivier said: "One of the key ideas that are worth exploring is that commercial trucks will have auto-pilot, freeing the driver to relax as the truck moves down the highways of the future at a constant speed. What is more interesting would be to have the trucks follow each other in a caravan, wirelessly communicating with each other not only to maintain distance and speed, but to actually position themselves in each other's slipstream. Such a technique will improve fuel economy and reduce carbon emissions. This is in line with Volvo's vision of Concept Truck 2020." **F**





Photo Courtesy of Toll Global Logistics

# Toll Unveils High-Tech Logistics Hub In Singapore

*New logistics hub brings state-of-the-art systems to meet the needs of customers in a region of growing economic importance.*

**T**oll Group, a division of Japan Post, has unveiled its blueprint for Toll City – a 100,000sqm logistics hub in Tuas, Singapore. The S\$228m five-level, ramp-up facility will house state-of-the-art automation systems to improve productivity and operating efficiency for Toll and its customers in Singapore and in the region.

## Best in Class

Guest-of-Honour, Minister of State for Trade and Industry, Mr Teo Ser Luck, joined Toll Global Logistics CEO Mr Chris Pearce and Chargé d’Affaires, Australian High Commission Mr Adrian Lochrin at a ceremony to mark the start of works.

Mr Pearce said the development is a key part of Toll’s strategy to strengthen its presence in the region and to continue providing best-in-class supply chain solutions across different market sectors. “The size and scope of this investment is a testament to Toll’s intent to achieve supply chain excellence in Asia Pacific for its customers. Toll City will redefine warehousing solution options for its customers through leading-edge technology and innovation in a world class facility. We will be ready to increase Toll’s productivity and meet warehousing capacity demand in a region that is set to become one of the largest economic blocs in the world.”

## High-tech Options

Some of the high-tech options being reviewed for the Toll City development include high-speed unit picking, voice picking and intelligent conveyor systems. The integrated transport and warehouse systems are complemented by energy-efficient initiatives including rain water harvesting and energy monitoring.

Singapore Economic Development Board Assistant Managing Director Mr Kelvin Wong, who also attended the ceremony, said the investment marks another significant milestone in Toll’s presence in Singapore. “The success of Singapore as a world-leading logistics hub stems from the close collaborations with key industry players, such as Toll Group,” Mr Kelvin Wong said.

## Strategic Singapore


“Toll City demonstrates Singapore’s position as a strategic base for regional supply chain operations, as well as Toll Group’s commitment to set new benchmarks for Singapore’s logistics industry by creating solutions that drive productivity growth.”

Toll is focused on a programme of continuous improvement to achieve operational excellence and create opportunities for employees to upgrade their skills – a programme in line with Singapore’s vision for its country’s workforce. In collaboration with the Workforce Development Agency (WDA), Toll has developed core and advanced training segments to meet the demands of Singapore’s ‘Smart Nation’ vision.

As part of the move into Toll City, Toll will continue its work as a WDA in-house Approved Training Operation (ATO) that will provide a framework for reviewing the use of technology and automation to design the jobs of the future that attract more young and mature locals to the logistics industry.

## Improves Productivity

Assistant Chief Executive Officer for JTC Corporation’s Cluster Group Ms Eunice Koh, said, “We congratulate Toll Group on the groundbreaking of its state-of-the-art logistics hub. Toll City represents next-generation warehousing facility that optimises land use and increases labour productivity. JTC will continue to work with industry players to support the development of facilities that aim to improve operational efficiency, thereby catalysing industry transformation.”

Mr Pearce said that the completion of Toll City in mid-2017 will enhance Singapore’s position as a regional logistics hub and provide Toll’s customers access to greater flexibility and scalability in their supply chains. Toll City’s proximity to road links to Malaysia and the growing Jurong region makes the facility an excellent land-sea interface for its customers. It also coincides with the planned 2020 completion of the Tuas Port which will consolidate all of Singapore’s container operations in one terminal and handle up to 65 million TEUs per year when fully operational. 



# DHL Taps Acceleration of Road Freight Growth in Asia Pacific

*DHL taps the acceleration of road freight growth in Asia Pacific with road connections that link five key Asian countries.*

**D**HL Global Forwarding, a leading provider of air, sea and road freight services in Asia, has rolled out an integrated road freight network that links five key Asian cities - Singapore, Penang, Bangkok, Hanoi and Shenzhen. The new service taps the acceleration of road freight growth in Asia Pacific which is forecast at an anticipated compound annual growth rate of 8.3% from 2014-2019 and expected to drive the sector to a value of US\$822 billion (EUR757 billion) by the end of 2019.

## Seamless Connectivity

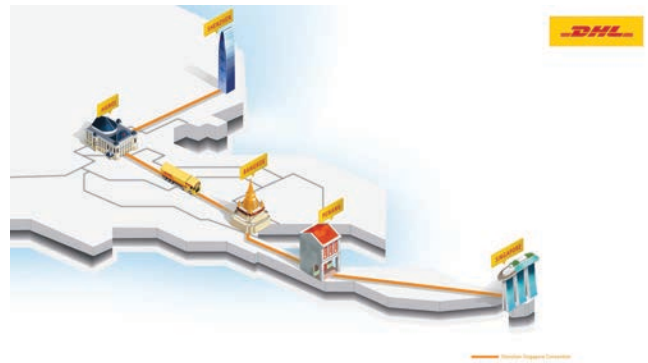
Delivered under DHL AsiaConnect's Less-than-Truckload (LTL) service, the interconnecting five-city service offers a seamless interconnecting delivery service with improved time and cost efficiencies and assures a consistent level of service quality regardless of the destination. DHL AsiaConnect was launched in 2011 connecting Singapore, Malaysia and Thailand and now links to the existing Vietnam-China connection.

Road freight offers a viable alternative to other transportation modes, providing a more cost-effective option than air freight as well as faster shipment than sea freight. For instance, the transit time for ocean freight between Shenzhen and Bangkok takes around 13 days while the road freight option only takes five days. In comparison, air freight takes a shorter transit time of four days but will cost significantly more. There are daily departures from five cities and a sample of the transit time is as follows:

Singapore to Penang: One day  
 Bangkok to Hanoi: Three days  
 Shenzhen to Hanoi: Two days  
 Shenzhen to Bangkok: Five days  
 Penang to Shenzhen: Six days

## Growing Trade

"DHL's integrated road freight network touches five crucial Asian markets -- Singapore, Malaysia, Thailand, Vietnam and China -- which are expected to play prominent roles in China's 'One Belt, One Road' and other initiatives in the region such as the ASEAN Economic Community," said Kelvin Leung, CEO, DHL Global Forwarding Asia Pacific. "Across the region, the total GDP of all 10 ASEAN countries combined was US\$2.4 trillion (EUR2.2 trillion) in 2013 while China's GDP alone was US\$10.3 trillion (EUR9.5 trillion) in 2014. ASEAN's global trade hit US\$2.51 trillion (EUR2.31 trillion) in 2013 and China consistently appears among the top five trade partners for ASEAN members. We are confident that intra-Asia trade will continue to grow and our road freight network stands ready to support the potential trade expansion from these initiatives."



## The New Silk Road

The five-city interconnecting road freight network comes at a time when China's 'One Belt, One Road' initiative is taking shape and expected to strengthen cross-border economic ties in markets between Europe and Asia. Specifically, the land-based Silk Road Economic Belt aims to enhance economic cohesiveness through infrastructure and wider trade links across the markets between Europe and Asia while the 21st Century Maritime Silk Road is oriented towards ASEAN, putting DHL's integrated five-city road freight network in good stead to tap the growth potential of the 'One Belt, One Road' strategy.

DHL's integrated road freight network will be advantageous for upcoming economic initiatives promoting trade and integration, having laid the groundwork that already links key Asian markets. For example, the ASEAN Economic Community (AEC), which is set to be established by the end of 2015, aims to create a single ASEAN market and production base facilitated by bilateral trade agreements and financial policies. The blueprint encompasses cross-border cooperation in various focus areas including capacity building, enhanced infrastructure and communication connectivity, and the development of electronic transactions. Brought to fruition, AEC will lead to a thriving ASEAN region amid the free movement of goods, services, investment and skilled labour.

## Complete Visibility

DHL's road freight network features GPS-equipped trucks to ensure customer goods are monitored for safety and tracked every step of the way, providing complete supply chain visibility. Road vehicles also are armed with anti-hijacking tools and are constantly in touch 24/7 with DHL's Command Center, which will be alerted immediately should the need arise.

DHL's comprehensive multimodal network that includes air, rail, road and sea, is well positioned to support trade expansions across different regions and ensures a fully secured and robust delivery system. With DHL's expansive multimodal transport network, logistics customers can depend on a wide array of options to get their goods delivered safely, wherever they need, whenever they want. 



# Thinking ahead to ensure market leadership - CTVDOLL

*There are many ways to ensure your company remains competitive. Cho Thavee Dollasien Public Company Limited is applying some radical thinking to outpace others.*



**D**uring MIBTC 2015, CTVDOLL participated with their subsidiary, Cho Thavee Thermotech. If you don't know who is behind this business, you may mistake them for a small player that is in the business of supplying light weight fibreglass trailers. But you would be far from the truth as we found out when we visited the company's headquarter in Khon Kaen, Thailand. Here we met up with President and CEO Suradech Taweesaengsakulthai, son of the founder, and Sven Gaber, a German that has been with the company for the last 18 years and currently assumes the position of Chief Marketing Officer.

## **German Thai Connection**

As the name and the logo suggest, there are two parties involved in this business. Cho Thavee and DOLL, the German specialist for heavy duty trailers, known for highly innovative concepts such as the panter. In 1992, these two companies came together to produce trailers for the Thai and South-East Asian Market. What they found in each other can be best described as a match made in heaven. "We wanted to stand out from the rest of the competition. Therefore we decided that we want to offer premium trailer solutions, using German technology" said Taweesaengsakulthai. The Thais found a willing partner in DOLL as the Germans also wanted to expand their footprint and brand awareness.

Initially, the idea was to draw on the knowledge and innovations of DOLL in Germany and to source the parts needed for the trailers in Thailand. A state of the



art factory would then be able to modify the original designs to meet the local requirements and assemble hi-tech trailers in Thailand. As simple as the idea sounded, there were many obstacles. For example, parts could not be found in the local market. The specifications weren't identical, the quality not on par and availability was an issue. That led the management to re-think this approach and today, many of the expensive and crucial parts are imported from Germany. While that may result in higher costs in terms of inputs, it means that there is no delay in the production and parts fit without causing quality issues. According to Taweesaengsakulthai, every trailer is unique, there are hardly two that are alike. Therefore, it is important that the parts work flawlessly together right from the start. That way, costly repairs and adjustments will be avoided once the trailer has been handed over. Clients value this as they can rely on a trailer that will be profitable from the moment it will be received.

### Specialisation

Relatively early in the company's history it was decided that the focus has to be clearly defined. While many can put together trailers on the cheap, CTVDOLL decided to specialise in special purpose vehicles. This approach paid out as the company is now in the position of being the market leader in certain segments. For instance the catering trucks for the A380 worldwide are predominantly made by CTVDOLL. The breakthrough came when the company supplied the heavy duty trailers needed to move the concrete elements for elevated highways. Taking a load of almost 100 tonnes, these trailers had 16 axles, something that had never been done in Thailand. These trailers gained a lot of attention and were widely featured, even in mainstream media.

On our tour through the factory we also learn that CTVDOLL is the only approved and certified modification centre for MAN trucks globally. Some of the designs we see in production are rather radial with cabins cut







in half or cabins being re-located to be in front of the front axles, making the vehicle low-slung and futuristic looking. In a separate hall, fibreglass containers are being produced to meet the demand of the industry. According to Gaber, this allows the company to be more flexible when it comes to meeting customer needs. Having carved a niche in the market, the military also turns to CTVDOLL for modifications. This approach has led CTVDOLL to be a leader, leaving behind the competition from China. While the latter is competing on price, CTVDOLL is providing solutions that go beyond the trailer.

the back, allowing for more space for passengers. Said Taweesaengsakulthai "We want to show that a Thai company is good enough to compete in the global market. We want the name to be a brand that is recognised".

**Employee Benefits**

In an area where the daily wage of a worker buys you just about two cafe latte in Starbucks, one has to think creatively about how to retain staff. Many people prefer to move to Bangkok where salaries are higher. Here CTVDOLL has created a working environment that shows respect for the workers and let's them feel being part of the company, rather than just workers. Some 600 staff now work for the company, with 120 in the service department. When the company first went public, every worker was given a share package free of charge. This means that they are effectively owners with a say in the company's direction. Later on, a second package of shares was released which workers had priority access to. Staff is fully integrated via daily update meetings whereby management shares developments, information and news with the workers.



Probably the most impressive part of human resource management plan is the "class room" in which every member of the company is undergoing training on how to build trailers. Since there is no such profession, companies like CTVDOLL need to rely on in-house training for their staff. Entering the room, one will find staff from all departments giving the soldering iron a go, putting together electronic components. Even HR staff will be trained here in order to get a full understanding of what the company does. Factory workers will understand how their

Today, CTVDOLL is working on projects like the fully electric catering truck and front wheel driven buses for airports. These buses are to feature a low floor all the way through







Khon Kaen is one of the four major cities of Isan, Thailand, also known as the “Big 4 of Isan”, the others being Udon Thani, Khorat, and Ubon Ratchathani. It is also the capital of Khon Kaen Province and the Khon Kaen District. Khon Kaen lies 450 km north-northeast of Bangkok.

Khon Kaen is a regional centre for education, financial institutions, government offices and transportation. The city is also an industrial centre, especially for the region’s silk trade, as well as an agricultural hub.

The city is bisected by Mithraphap Road, also known as “Friendship Highway”, or “Highway 2”, the road linking Bangkok to the Thai-Lao Friendship Bridge. Frequent readers of Asian Trucker will remember the area from our road trip with TNT on the ARN (Issue 13).

segment of the production fits with the others, thus allowing the product to be a better one. Taweesaengsakulthai is very proud to announce that they have even managed to engage university professors to teach here.

### Service, not Products

Besides specialisation, CTVDOLL has realised that products alone won’t be enough to sustain the business. When asked how he sees his company today, Taweesaengsakulthai answered that it is a Engineering and Management Company”. Currently, the company is involved in setting up the city’s first BRT System (Bus Rapid Transport) whereby not only the vehicles are provided but also the bus stops or even the complete operation of the buses. The system provided will come with a management agreement to ensure that the vehicles are kept running. Lotus Tesco also relies on CTVDOLL when it comes to the servicing of their fleet of over 1 000 trailers. “We would provide service to operators, even though the trailers or SPVs were not made by our company. This shows our commitment to service” said Gaber. This is done through a network of six workshops and service offices across the country.

### Food Competition

People gotta eat! It is very common for bigger companies, especially manufacturing operations, to have a canteen on their premises. This is also the case for CTVDOLL. One can find a row of food stalls outside the halls. Here again, the company is

taking a very interesting approach that shows some advanced thinking. Instead of just providing food, CTVDOLL is offering the space to several private operators. These would then compete for the lunch money of the workers. Instead of a situation where canteen operators will simply serve food, knowing that they will have business, now they have to make an effort to sell their foods. If an operator isn’t competitive, i.e. the food isn’t accepted by the staff of CTVDOLL, they will not be profitable and will eventually leave. The result: friendly service, good food and happy workers that don’t have to spend a lot of money and time to get a good meal.

### Regional Competition

Naturally, CTVDOLL’s management is also closely monitoring the situation arising from the AEC. While the opening of the markets will certainly create opportunities, Taweesaengsakulthai is also quick to caution that one would need to be able to provide a support structure. “Just selling your products abroad isn’t good enough, one needs to ensure service and maintenance as well” he said. One of his ideas is to encourage operators to visit their counterparts in other countries to learn best practices as this may help to stay competitive. “The times were you could simply copy a good design are over. You need to be thinking about what comes next” he closes. **T**





# BYD & ADL To Supply Go-Ahead London with Electric Bus Fleet



**B**YD, the world's largest maker of pure electric buses, and Alexander Dennis Limited (ADL), Europe's fastest growing bus and coach builder, have formed a powerful new alliance and confirmed a £19 million deal that will see the introduction of London's first large-scale, zero-emission, single deck bus fleet. This will also be the single largest fleet of full size electric buses in Europe.

## London Goes Ahead

The move follows confirmation by Go-Ahead London that they are to introduce 51 emission-free, pure electric buses on routes 507 and 521, which operate between Waterloo and Victoria.

The vehicles will be built on BYD chassis and powered by BYD's technology-leading electric drivetrain. All 51 buses will be bodied by ADL, incorporating their market-leading Enviro200-like midi bus design. The Enviro200 is the world's best-selling midi bus and renowned for its lightweight, easy access, manoeuvrability and fuel efficiency.

Go-Ahead London said it expects to introduce all 51 of the revolutionary new vehicles into service by August 27, 2016, signalling the introduction of London's first, large-scale pure

electric bus fleet. The move follows an announcement from Transport for London (TfL) earlier this year that it would electrify central London routes 507 and 521 as part of its drive to make all of its single deck buses emission-free by 2020.

## Iron-Phosphate Battery

The new deal, worth £19 million, includes a full on-site repair and maintenance programme for the term of the contract and combines the strengths of ADL's Enviro200 12m single deck (with 18,000 units sold worldwide) and BYD's own design of Iron-Phosphate Battery technology and drivetrain system. The latter has been proven to deliver outstanding range and reliability in multiple international markets, covering millions of kilometres of passenger-carrying service.

The decision by the two manufacturers to collaborate on this first fleet is a significant step. It brings together the proven, safe and long range capabilities of BYD's pure electric buses (the company has 3,500 in service worldwide) with the outstanding and high quality vehicle design and UK build capability of ADL. The resulting vehicles, capable of carrying up to 90 passengers, will offer Londoners some of the most advanced zero emission buses in the world and provide opportunities for the two partner





bus builders to work together in the future for the benefit of other bus operators, their passengers and the wider community.

#### **A Bold Statement**


Both BYD and ADL see this latest development as a major step towards bus operations in the UK and around the world making a bold statement and major contribution on which to base clean air initiatives.

Isbrand Ho, Managing Director of BYD Europe, said: "Working together with our partners and friends at ADL we can provide a truly optimised blend of expertise. Our deep experience of not only battery technology, but the critical battery management systems and driveline components necessary to deliver unequalled range and reliability are matched to ADL's strong track record in building low weight, attractive and durable buses. This combination will deliver a unique vehicle which we believe will have a strong appeal in London and elsewhere in the UK."

#### **Leap into the Future**

"Technology is at the forefront of everything we do and this unique alliance with BYD represents a quantum leap into the

future," Colin Robertson, CEO of ADL, commented. "Our combined strengths and, critically, the unified aftermarket support we are putting in place to support Go-Ahead London in the long-term, represents a fundamental of our combined business philosophy. The backing of Go-Ahead – in the form of this £19m contract – is a huge confidence booster and we are delighted to have emerged alongside BYD as the preferred bidder in what was a highly competitive process involving a raft of global competitors. I see this new initiative as a major turning point for ADL and our new technology partner, BYD."

"We are delighted to have placed this order with BYD," stated Richard Harrington, Engineering Director of Go-Ahead London, "and have every confidence that along with ADL they will deliver exactly what they promise, that is, the world's most advanced, zero-emission, pure electric bus fleet – and one that will match the rigorous demands of the London operating environment. Go-Ahead is constantly striving to stay at the forefront of technology and to make a major contribution in the reduction of emissions and pollutants. This is a considerable step towards a cleaner, greener London bus fleet." 

# Turkey Grows in Importance for Daimler Buses

*The story of Mercedes-Benz buses in Turkey began 47 years ago with the production under license of the Mercedes-Benz O 302 regular-service bus*

**M**ercedes-Benz Türk A.Ş. is celebrating the 20th anniversary of its state-of-the-art bus production facility in the Hoşdere area of Istanbul, which is in East Thrace. The company is one of the most highly regarded in the country. MB Türk has one foot in Europe and one in Asia: the bus production plant in Istanbul-Hoşdere and a truck plant in Aksaray, in the Central Anatolian region.

## Important Location

Hartmut Schick, Head of Daimler Buses and since March 1, 2009 chairman of the Supervisory Board of Mercedes-Benz Türk A.Ş., looks back on 20-year success story for the Hoşdere plant: "Hoşdere is a very important location for Daimler Buses, with two-thirds of the buses and coaches produced here being exported to Europe and to the Near and Middle East. The facility is a highly significant player in Daimler Buses' co-ordinated European production system. This is further underscored by the investment that the Group has made since the launch in 1967 so far into its Turkish subsidiary, with 885 million euros going into the plants in Istanbul and Aksaray."

The Mercedes-Benz brand first became active in Turkey almost 50 years ago. On December 3, 1966, Daimler-Benz AG joined forces with two Turkish partners to form the company Otomarsan A.Ş. (Otobüs ve Motorlu Araçlar Sanayi). At the time, this company had a bus plant in Istanbul-Davutpaşa, where Mercedes-Benz O 302 regular-service buses were built under license from 1968 on. Following an increase in Daimler-Benz AG's shareholding to 50.3 percent in 1989, the Turkish subsidiary changed its name, on November 11, 1990, to Mercedes-Benz Türk A.Ş. Since July 1, 2015 business operations at Mercedes-Benz Türk have been headed up by Britta Seeger.

## Continual Development

The state-of-the-art bus manufacturing facility in Istanbul's Hoşdere district, which at the time featured a covered production area of 30,000m<sup>2</sup> and had an annual production capacity of 2000 vehicles, took up operations in the summer of 1995.



Work to develop the plant has continued steadily over the last 20 years. Quite recently the 75,000th bus has been produced in this plant.

Hoşdere, nowadays, incorporates every aspect of the process chain of bus production, from the body-in-white, cathodic dip priming, interior fit-out and paintwork to final assembly. It is firmly established as a key player in the internationally co-ordinated production system for Daimler Buses.

In Germany, where 50 years ago there were still ten manufacturers, Daimler AG with its Mercedes-Benz and Setra brands, based at locations in Neu-Ulm, Mannheim and Dortmund (minibuses), is now the only national producer. But Daimler AG, too, was an early adopter of the concept of globalisation, recognising the opportunities that this brought in terms of its production strategy. In the 1990s Daimler recognised the strategic importance of Turkey for commercial

vehicle production and in terms of the attractive home market for commercial vehicles to be tapped into at this important interface between Europe and Asia.

## High Quality

Dr Holger Steindorf, Head of Production at Daimler Buses, describes the way the Turkish location has developed as exemplary. In earlier roles at Daimler, he witnessed the beginnings of MB Türk and the opening of the Hoşdere facility in June 1995 himself, and says today: "I am delighted to see the positive progress that has been made at Hoşdere. The employees in all areas here are professionally extremely competent, deliver a high standard of quality, are clearly extremely committed and continue to make the success of our bus manufacturing facility their focus."

Turkey does not have an effective railway network to speak of, as a consequence of which major volumes of goods and freight





traffic need to be carried by road. On top of this, there is a massive requirement for passenger transport. In the 20 years since Hoşdere came into being more than 75,000 buses and coaches have been built, while the years since 1986 have seen more than 215,000 Mercedes-Benz trucks roll off the production lines in Aksaray.

### Market Share

Of the 4500 or so buses and coaches produced each year, around a third are registered in Turkey. The market share for touring coaches in Turkey held by the Mercedes-Benz brand currently stands at 64 percent. For trucks the ratio is inverted: 97 percent of an average year's production of around 18,500 units remain within the country and only three percent are exported.

The breakthrough for Hoşdere as a recognised manufacturer of buses and coaches came with the Tourismo. Production of the Mercedes-Benz O 403 began in 1994. This Mercedes-Benz coach was built in Turkey for the home market under the O 403 designation. For the export market, the model was available as the Mercedes-Benz O 350 Tourismo. When the Hoşdere plant was opened, in the presence of Turkey's President Süleyman Demirel, on June 10, 1995, a Mercedes-Benz O 350 Tourismo was driven onto the platform to the applause of the assembled guests.

### Models Added

In the 20 years that have passed since the Tourismo O 350 was launched, more than 21,000 units of this model series have left the production line. That original high-deck model, 12 m in length, has given

way to a sizeable family of nine different models in a bus segment that ranges from 10.3 to 14.0 m in length, some of them in right-hand-drive versions. Right from the beginning, the plant also produced the urban regular-service bus O 405 in both rigid and articulated variants alongside the Tourismo.

However, the Tourismo alone is not responsible for the successful reputation of the Hoşdere plant. Today, some 3300 employees produce a full range of urban and rural regular-service buses as well as touring coaches under the Daimler brand names of Mercedes-Benz and Setra. Since early 2014, the S 415 UL business/S 416 UL business models of the latest addition to the product family, the Setra MultiClass 400, have been built at Hoşdere.

### Skilled Workforce

While extolling the high product quality of the buses produced at the Turkish plant, Hartmut Schick also drew attention to the impressive educational level of

the team at Hoşdere: "80 percent of our employees have professional further education qualifications, while further training in the various specialist disciplines is a natural step for our skilled workforce. Above all, though, I have been impressed by the very positive nature of the ongoing human integration and cooperation across the whole Daimler Buses business unit. There's a good example of this at management level: the head of our component plant at Holýšov in the Czech Republic is Turkish."

The expansion of the product portfolio and the growing importance of the internationally co-ordinated development and production system for Daimler Buses have brought with them new challenges for Hoşdere in terms of overall technical responsibility. Alongside the core production tasks, the development responsibilities have also grown over the last two years.

### Design Development

Today, the work of the design engineers at Hoşdere focuses mainly on two key areas. On the one hand there is the work on the bodysell design on the other hand the work on the interior equipment and appointments for all integral buses that bear the Mercedes-Benz and Setra names.

Hoşdere is then also the home base of the development team responsible for co-ordinating and carrying out all service accumulation and endurance testing activities for the integral bus models built by Daimler Buses. **T**





# Team-Based Simulation Training for Bus Professionals in Singapore

*SMRT Corporation's Bus Training and Evaluation Centre (SMRT BTEC), Singapore's first team-based bus training centre, was opened July 2, 2015 by Mrs Josephine Teo, Senior Minister of State for the Ministry of Finance and the Ministry of Transport.*



Mrs Josephine Teo

## Simulator Training

Located at the Devan Nair Institute for Employment and Employability in Jurong East, SMRT BTEC (formerly known as the Bus Career Development Centre) offers simulator training for bus staff who drive buses and staff who manage bus operations from a command centre.

It was set up in collaboration with e2i (Employment and Employability Institute) and the National Transport Workers' Union (NTWU) following a Memorandum of Understanding

(MOU) signed in September 2014 as part of a joint initiative to drive the professionalisation of Singapore's bus industry. The MOU supports the SkillsFuture initiative, which oversees life-long learning for various professions in Singapore.

## Expanded Role

The centre was named BTEC to underscore its expanded role as a centre for research, development, training and evaluation to promote better management of bus service safety and reliability. This is done through closer coordination between Bus Captains and service coordinators, who monitor buses during their journey with the help of GPS satellite trackers.

SMRT has designed and developed the centre which houses an Integrated Driving and Service Control (iDSC) simulator to enable networked training amongst bus captains and service controllers. This structured development of team-based competency will improve bus service reliability and improve commuters' travelling experience. SMRT BTEC will also leverage on a Professional Learning Management System (PRO-LEARN) which employs data analytics to constantly monitor driving performance for continuous improvement.

## Hands on Training

During the launch, SMS Josephine Teo was given a tour of the facility and hands-on training on the iDSC simulator which



employs the latest simulation technologies to create virtual traffic scenarios. This makes it possible for bus captains to be trained and well prepared for situations which may be dangerous for bus drivers to practise in real life, to enhance safe driving skills.

The iDSC simulator will be the first of its kind in Singapore to incorporate a Service Control Management System (SCMS) to allow team-based training. The SCMS allows up to 16 bus captains can to train together with two service controllers to improve deployment and headway, and ultimately reduce bus bunching and improve bus service reliability.

### Customised Training

The iDSC works together with PRO-LEARN, an evidence-based training system that makes use of data analytics which enables evidence-based training to be conducted. Buses fitted with telematics devices are tracked by GPS satellites. The analytics gathered can provide information such as a bus captain's road behaviour and driving patterns so that trainers can customise the training to address any areas of concerns for individual bus captains.

With a total of 16 simulators – eight Full Cabin Simulators and eight Bus Simulator Trainers – SMRT BTEC will improve training quality and safety as drivers learn how to navigate different buses, weather, and road conditions virtually before starting on the job.

“The establishment of BTEC underscores SMRT’s drive towards better safety and bus service reliability,” Mr Desmond Kuek, President and Group Chief Executive Officer stated. “By using technology as a key enabler through the use of simulators for customised, team and scenario-based learning, we hope to develop a highly skilled and well-trained workforce to better serve all bus commuters in Singapore.”

### Skill Improvement Needed

Mr Gilbert Tan, CEO, e2i, added: “The bus transport industry is growing and changing to respond to the needs of commuters, and bus professionals need to constantly deepen their skills to provide better service. To this end, e2i is glad to partner SMRT in the roll out of the BTEC, which uses state-of-the-art technology to enhance training effectiveness for future job entrants as well



*Mr Desmond Kuek*

as existing bus professionals. As an enabler, e2i will link up workers, bus companies, and training providers to help grow bus professionals as an attractive career choice.”

“Having a dedicated centre,” noted Mr Peh Chee Kang, Assistant General Secretary of the National Transport Workers’ Union, “which has in place advanced technology to help raise the skills of bus captains in Singapore is definitely a big step in the right direction. Ultimately, this should translate to better career progression and wages for our bus captains. This could also uplift the image of the public transport industry and hopefully, more Singaporeans would be attracted to join the industry.”

Open to both public and private bus operators in Singapore, SMRT BTEC will usher in a new era of training for bus drivers and of team-based learning for staff that monitor and control bus operations. This one-stop centre has the capacity to train up to 8,000 bus professionals in a year. **T**





# What My Nationality Has to do With Road Safety

*Stefan Pertz has been criticized in social media for commenting on road safety in Malaysia. Shouldn't one be more concerned about the message more than who is delivering it?*

It is a good question, what does my nationality have to do with road safety? I could tell you. In one word. But I would rather discuss this a bit. Several times now I have been asked why I would get involved in road safety in countries that aren't mine. I would answer: why not?

Just imagine a tourist arrives in a new country where he experiences how people drive. This is unavoidable as one would use taxis, walk around or even take a long distance coach to see the countryside. It is here where an opinion about road safety is formed. Such a tourist would come back and tell his / her friends about the conditions found there. And this could be either a pleasant experience (like taking a taxi in Japan) or rather one that is freightening (Just this week alone I saw three motorbike accidents with the riders ending up severely mangled on the road side).

I've lived in Malaysia for a long time, and I am not just a casual observer, but I think, we can all make a difference when it comes to road safety. Why not tell the cabbie to slow down? Why not ask the trucker not to park in a way that would block the view onto the street when you exit your office building's car park? Surely, this would impact you no matter what colour your passport is.

I also stick my neck out to defend local truck drivers. Yes, there are some that aren't adhering to the rules and it is those that we hope to reach with Asian Trucker and the activities we run. Sometimes I comment on Facebook posts that deal with road safety. Some respond by telling me that it isn't my business as I am not a local.



**Michael Chiew** Stefan Pertz, are you from Malaysia? If not, you should not give statements in support of Malaysian truckers. The fact

Really? I think I have all the right in the world to talk about this as, even without spending every day around truckers, I can observe driving behaviour. Also, I may have some views that I bring with me and could constructively add to the discussion.

Take seat belts for instance. Some truckers may not use them as they think their vehicle is big and they will be safe, therefore no need to buckle up. Guess what! That was the thought in Europe some decades ago too. But we have moved on and improved things.

Anyway, don't you think that I should have the right to comment on behaviour of people around me? I could also comment that people are irresponsible when they throw rubbish on the ground. Or maybe I can comment on the skills of local chefs, comparing the cooking skills of locals with those in Europe. Oh, hang on, I can't do this as I am not a local! I would rather ask what qualifies a local that hasn't got much to do with commercial vehicles, other than sharing the road, to comment on such issues. Has Michael Chiew ever climbed up into a truck to see what "blind spots around a truck" really means? I have. And not just once.

Perhaps it could also be the case of the Japanese consultant that urged us to pretend to be a fish in a bowl and jump out to get a different point of view? I would argue that sometimes we actually need outsiders to give things a fresh perspective or impetus. There are many experts working in areas such as construction, oil & gas and IT in South-East Asian countries. So why can't a foreigner be involved in road safety? When it comes to passenger cars, users actually seem to prefer European makes, as they are safer. Must be our expertise in making safe things that one is after, yes?

In short, my nationality has nothing to do with road safety. And yet, it is everything to do with it. Funnily, we get criticised when we get involved in something that the locals aren't touching. If everyone would do their part for road safety, nobody would need to make noise, no foreigner, no local. And to those thinking that I am disqualified to talk about this topic as a result of having the "wrong" passport, I would like to remind them that I am also a participant on the roads just as they are. I invite those to join us in our effort to make the roads safer. **F**





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