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**Scania Launches New Truck Generation
Universal Cars gives FUSO Confidence Boost
UD Crowns Extra Mile Champion
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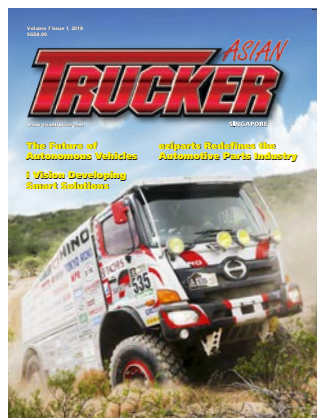
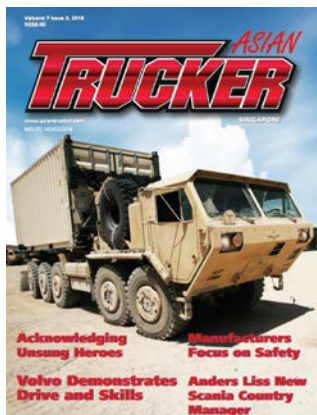
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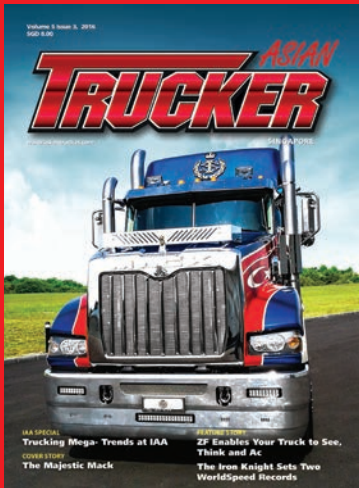
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Getting What You Want in a New Truck

Whenever you buy something new you are usually quite excited about it. I can only imagine the excitement of getting a new truck which is going to be a big part of your work life for years to come.

The launch of a new truck and key handing over ceremonies are exciting events. I've attended a number of truck launches and the OEMs generally make a big deal out of it. They are usually excellent events with a great deal of razzmatazz.

Down to the Smallest Detail

What excites some are the new truck's specifications. Rightfully so. The new truck can do more, drive further, use less gasoline, its more comfortable, it has a new design, it talks to the office, it talks to other trucks and it will do the dishes when you get home. A couple of times I've had the opportunity to be given a personal tour of a new truck by a company manager.

At the recent Scania launch of its new line Mr Anders Liss, Country Manager of Scania Singapore gave me a personal introduction to not just one truck, but to the entire line that was on hand – and he spoke about specifics such as the new side panel airbag. His command of the details was impressive. Whatever you want to know about a Scania truck he can tell you. I've encountered quite a few people like that in this industry whose detailed knowledge of the truck goes down to the very specific and smallest detail.

Creating the Abstract

I always enjoy talking to the designers and at this event I had a long chat with Kristofer Hansén, Scania Head, Styling & Industrial Design. Unfortunately, I couldn't put the entire interview in the article. One aspect of design that fascinates me is the taking of an abstract idea and making it real. While an idea may be perfect in your mind, having an engineer take materials and create the working product is not always a smooth process. As Mr Hansén stated, "Sometimes you have to compromise to get what you want."

As a buyer of trucks, is it easy to get what you want? In terms of new developments and new technology usually the manufacturer is ahead of the buyer. Manufacturers look at a truck from the perspective of how they can improve on it. An owner is probably focused on what the truck is able to do for him right now. Can it do everything the salesman promised? Can it meet his operational needs and help him make money? Those are his concerns. I would doubt if he is thinking about the next generation of truck and how it can be improved – not yet.

A Big Decision

When a new truck is purchased it can be a part of business for decades. Check out the story about the DAF truck that has been in use for 50 years. It is a big decision as fleet owners are investing a lot of money. When a truck is used for any length of time the driver gets to know it in ways its creators don't. They get to know its foibles, its quirks, its can do and cannot do.

When Daimler handed the keys of a shiny new Actros 1833 SL to Chuan Seng Bros it was easy to understand their excitement. They had ordered a truck with all the bells and whistles and now it had finally arrived. I think everyone in the company wanted to be the first to drive it. It was a welcome new addition to the family. **T**

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Handover ceremony of Scania New Truck Generation units to early-bird customers.



Marie Sjödin Enström



Scania Launches New Truck Generation

The new generation of trucks recently launched by Scania in Singapore deliver a number of new innovations and improvements that have put the trucks in high demand by fleet owners, writes Floyd Cowan.

It was a night of new innovative trucks, imaginative entertainment, in-depth presentations, dinner and drinks when Scania, for the first time in 20 years, launched a new truck in Singapore. The New Truck Generation is Scania's largest-ever investment in R&D, involving SEK 20 billion (SGD 3 billion), 10 years of development work and more than 10 million hours of test driving.

New Masterpiece

After the welcome drinks Marie Sjödin Enström, Managing Director, Southeast Asia, took to the stage to tell gathered guests, customers, Scania employees and media that they were about to meet "Scania's new masterpiece, that was

named International Truck of the Year when it was launched in Europe."

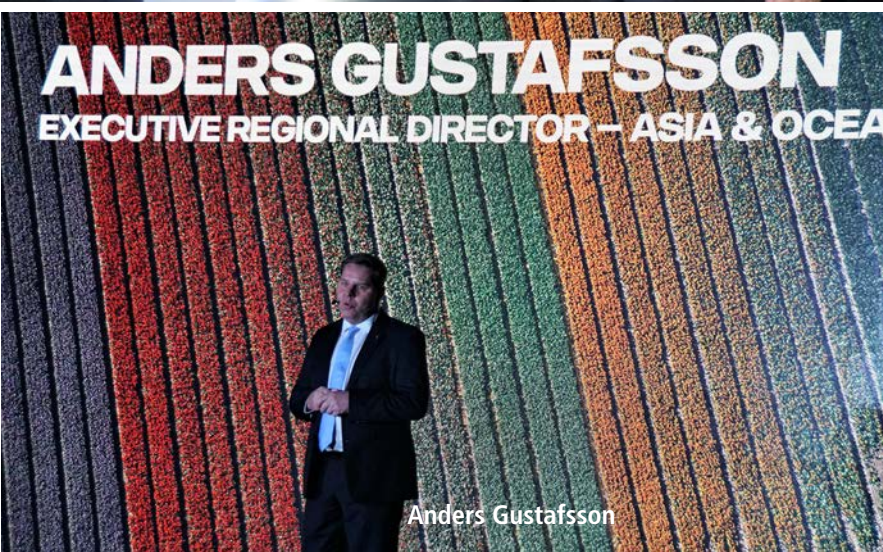
It was the new S-series truck that clinched the prestigious title in 2017, awarded by a panel of leading trucking journalists representing 25 countries in Europe. It was judged to have delivered substantial improvements in cab aerodynamics, driveability, comfort, safety and driveline performance.

Meets Many Needs

The Managing Director continued: "The New Truck Generation has a long range of applications. As Scania operates in more than 100 countries it can adeptly meet many needs. It has been developed for long haulage, construction and urban applications, with a strong focus on customer profitability."



Anders Liss, Marie
Sjodin Enström,
Anders Gustafsson



Anders Gustafsson

It features design and technical improvements to the P-series, G-series and R-series cabs that were mainstay of the previous PGR generation. In addition, the launch offers the new L-series and S-series cabs to complete the full range of options for Singapore customers.

Smart and Safe Transportation

Anders Gustafsson, Executive Regional Director, Asia & Oceania, stated that Scania's mission was to produce smart and sustainable transportation through digitalisation and connectivity to lengthen the service life of a vehicle, with fewer days off the road.

With more efficient vehicle use and load planning, these technologies can potentially eliminate waste and maximise profitability, he said, further citing that these technologies are also enablers of platooning and fully autonomous vehicles.

Fuel Savings

"The bottom line is all about maximising your profitability," Mr Gustafsson said, elaborating on the energy efficiency of the new trucks. "We believe the best litre of fuel is the one never consumed. We work continuously on improving the efficiency of the vehicles through better engines, decreased rolling resistance and less air drag."

The new trucks achieve up to 5% reduction in fuel consumption on conventional Euro 6 diesel engines over the previous generation. This is due to a 3% reduction through improvements to the Euro 6 diesel engine, relying on selective catalytic reduction technology for exhaust, which is currently in its third generation. A further 2% reduction



in fuel consumption is achieved through improved aerodynamics in the truck design to minimise drag.

Alternative Fuels

Scania has made available the broadest range of alternative fuel and technology solutions on its new trucks. These include engines that operate on natural gas, hydro-treated vegetable oil, bioethanol, biogas, biodiesel as well as hybrid drivetrains, platooning and autonomous vehicle systems.

“Scania has invested substantially to develop a whole generation of heavy-duty trucks tailored to address the specific challenges of fleet operators,” says Mr Anders Liss, Country Manager of Scania Singapore. “With the New Truck Generation, we reinforce our commitment to help our customers achieve higher levels of sustainability, safety and profitability in their businesses.”

Clean Sheet

Kristofer Hansén, Scania’s Global Head, Styling & Industrial Design, and Tom Kuiphuis, Scania’s Pre-Sales Director, Southeast Asia, took to the stage to explain the design process. “It was a real challenge for us,” Mr Hansén admitted. “Scania has a strong brand image, that we had to maintain while having a clean sheet to work with to create a brave new and iconic vehicle.

“You have to know your customers and your history. And you need to know what is really needed and wanted in a new truck. We collected ideas from everywhere. There would be no carry over from what had gone before. This is a new truck for the future.”

What is New

What is new? “It has a new athletic and energetic stance. It is more spacious. The new S-series cab has a flat floor for a spacious interior that maximises driver comfort. The higher driver position and lower windows and dashboard also improve visibility for the driver.”

The interior ergonomics of the cab design enhances the driver’s ability to focus on driving more safely. The driver’s view of the road is improved with a lower instrument panel and



Kristofer Hansén

optimised A-pillars combined with the positioning of the driver 6.5 millimetres closer to the windscreen and 20 millimetres towards the side. Optional camera sensors and other warning systems are available to enhance safety.

Driver Focus

“One of the guiding principles in the development of Scania’s new generation of trucks was to create work vehicles for professionals, featuring the world’s best and safest driver environment, under the theme ‘masterful control of majestic power’,” said Mr Hansén .

The extensive development process has ensured that the drivers enjoy the best possible visibility, manoeuvrability, comfort and driving experience to ensure the safest interaction with other road users.



"We have made a safe truck even safer, with new rollover side curtain airbags," Mr Kuiphuis added. "Our research shows that we could reduce the number of fatalities caused by rollover accidents by at least 25%. The cab structure itself is improved in many ways. The cab is stiffer, stronger and made with greater precision."

A Closer Look

The curtain went up, lights flashed and as the smoke dispersed the new trucks were revealed.

The P- and L-series cabs were purpose-designed for urban applications – such as distribution, refuse collection and maintenance – in congested city conditions. The new L-series has a spacious low cab that puts the driver at the same level as other vehicles on the road. The S-series cab, the tallest in the range, features a flat floor and a high roof to maximise interior space and comfort for long-distance driving.





King of the Road

"This is the true King of the Road," said Mr Anders Liss of the magnificent electric candy apple red S-series cab that towered over the others. "It is the biggest cab we have. It is a heavy-duty truck with 500 HP. When you sit in this cab it is a new, one of a kind experience."

The New Generation is not only stronger, roomier, safer and more fuel efficient, it has been designed with the driver in mind. "They are truly premium in every way," Mr Liss pointed out. "The driver should love this. There is true craftsmanship throughout from the smart storage compartments down to the neatest stitch. This is the sort of luxury people have come to expect in high-end cars, and now truck drivers can enjoy the same quality."

Xtra Tough

While Scania has put the driver at the centre of the new design it has not forgotten that tough jobs still have to be done and so introduced the XT range, with additional technical

specifications built to enhance the robustness of trucks that work in rough terrains, such as construction sites. These include a high air intake to supply the engine with the cleanest air possible in dusty environments and a tow pin with 40-tonne towing capacity in the front to enable the truck to be pulled out quickly.

The XT range features a sturdy steel bumper, skid plate and headlamp protection to withstand harsh working conditions. The addition of a fold-out service step in the bumper and an inspection step at the side of the cab, together with grab handles, further allows for safe and easy access to check the engine, body or cargo.

Modular Design

"Wherever possible, we make the parts modular so that they will fit in the truck whatever its role is. It makes everything easier and cheaper. You see all these different trucks here. How many styles of windshields do you see? One, they are the same for every truck."





Scania's unique modular system allows customers to customise their vehicle configurations according to their choice of cabs, engines and chassis. This system maximises spare parts availability and minimises downtime for vehicles needing repairs and replacements, allowing customers to benefit from incremental revenues.

Maintaining the Brand

In a media conference, Kristofer Hansén revealed that prior to designing the new range of trucks he interviewed a lot of people, both those who worked for Scania and many who didn't. "There were many good ideas and many outside the company advised that we keep the feeling of Scania. The truck has a good image and we shouldn't lose that."




The designers also tested ideas that they didn't incorporate in the final design. "We tried putting the driver's seat in the middle, but it didn't work. It was a very bad idea. We did move the seat forward and that improved visibility. So, we had to make the instrument panel flatter. It was a compromise, but sometimes you have to compromise to get what you want."

Sustainability

"Sustainability was super super important. We did a lot of work on electrification. We worked on it in many places, with the batteries, with having sustainable sources, with alternative fuels and reducing waste. Today, our customers need to be green. If a trucking company is not perceived to be green there are companies that won't give them their business."

"It was a big project," Mr Hansén acknowledged. "We tested and tested and tested."



The effort has paid off. "Where the trucks have already been rolled out the response has been amazing," Mr Liss stated. "It has been overwhelming." More than 53,000 trucks have been sold since it was launched in Europe in late 2016. In Singapore they are already lining up to buy the new trucks. 

FUSO



(left to right – Mr. Kaiser Cheung – Managing Director, Universal Cars Limited/Mr. Gary Wong – Managing Director, Sime Darby Motor Group, Hong Kong and Macau/ Mr. Thomas Hilse – CEO, Daimler Commercial Vehicles South East Asia/Mr. Andrew Basham – Managing Director, Sime Darby Motors/Mr. Raymond Lee, Managing Director, Sime Darby Motor Group, China, Hong Kong and Macau and Mr. Ernest Wong - General Manager of Universal Cars Limited



Left to right – Mr. Thomas Hilse – CEO Daimler Commercial Vehicles South East Asia and Mr. Andrew Basham – Managing Director, Sime Darby Motors

Universal Cars Limited gives FUSO Brand a Confidence Boost in Hong Kong

It has only been a few days after typhoon Mangkhut ripped through Hong Kong. However, it seems that with the strong winds, a new era is about to begin with the old cobwebs being blown away. When meeting with the management team from Universal Cars Limited, the General Distributor of Mitsubishi FUSO in Hong Kong, optimism is in the air. The clear blue sky made for the perfect backdrop for the official opening of their flagship workshop on the 4th of October. It is a dedicated commercial vehicle workshop for FUSO vehicles, operated by Sime Darby's subsidiary Universal Cars Limited.

Quality Innovations from Japan

The FUSO brand is known for its trusted quality, economic efficiency, solid & functional design and committed services. FUSO is the leading Japanese brand across many markets, known for its track record of technological innovations and high customer satisfaction based on the lowest total cost of ownership.

As they put it “FUSO products offer ultimate reliability and durability, which translates into payload and uptime for our customers.” To ensure their vehicles keep delivering profits, FUSO applies the Commercial Vehicle Development System (CVDS) and its clearly defined quality gates from project launch to start of production, guarantee product maturity and quality. R&D expertise from around the world is exchanged and implemented to ensure our customers are benefiting from the most advanced designs and materials.

Consider it fixed

One of the more intriguing issues about Hong Kong's transport industry is that the topography is extremely demanding. Hilly terrain with steep slopes, tough inclines and a lot of start-stop activity take a toll on trucks and buses. “FUSO had to learn it the hard way and we could observe that there were clients

Innovation and brand recognition are more than just words for Universal Cars Limited in Hong Kong as Stefan Pertz finds out in an exclusive interview and visit to the newly opened flagship workshop of FUSO.

abandoning the brand as issues arose,” a humbled Wong admits. A hallmark of the FUSO Canter range is the industry-leading DUONIC automated manual transmission, which lowers running costs and simplifies driving. However, as the gearbox as developed with a global market in mind, the toughness of the Hong Kong road conditions was not anticipated. “However, since the issues first occurred, the gearbox has been updated and upgraded and the problem rectified. Now, the task at hand is to convince our clients to trust the brand again and that is why we are confidently investing in the brand presence and our facilities.”



some 6 000 trucks annually. FUSO takes up around five percent, while countries like Brunei and Indonesia are there to be tapped into as well.

In recognition that it is not enough to just offer the sales of commercial vehicles, Universal Cars Limited (UCL) in Hong Kong has just made a bold move to open a state-of-the-art workshop with top notch facilities. They are also backing the offer up with some rather confident service offerings that could be rather unique in the region.

Flagship Service Point

Officially opened on the 4th of October, the workshop, located in, Sime Darby Motor Services 33 Kam Pok Road, DD104, Lot 3719D, Tai Sang Wai, Tai Yuen, Yuen Long, N.T., has a lot of capacity to handle any incoming service job. A total of 55 staff stand ready to handle clients' vehicles. Of that, 28 mechanics and 3 technician/technical officers working on the vehicles. There are 21 standard work bays for trucks. The workshop can handle up to 40 trucks per day.

However, when the newly opened workshop commenced operations, there were also other facilities introduced, making a stop-over more than a chore. Meeting rooms, rest areas, shower rooms and very importantly, parking space. "People should not think that just because they are operating commercial vehicles, they should not have a premium experience," said Wong during the opening, which also marked the 50th anniversary of the relationship with Mitsubishi FUSO. It is his conviction that one can no longer sell commercial vehicles from a simple yard. According to him, not many brands have what he calls "proper facilities" to handle customers. With an integrated workshop, showroom and office, this place is on par with the premium experiences one might expect in European facilities.

Focus on (Customer) Experience

One of the key features of the new facilities is that it has staff's needs in mind. Wong is of the opinion that happy staff will in turn create happy clients. Jokingly, he said that for Sime Darby it was the chicken that came first when they decided to invest

CV Dedicated Organisation

Sime Darby's motor group operates in eight countries with 29 brands, including specialist equipment such as Caterpillar and moves about 90 000 vehicles a year.

Gary Wong, Managing Director Hong Kong & Macau, Sime Darby Motor Group (HK) Limited, explains the new set up in detail "Last year, after long and careful considerations, we decided to separate the business units. It is now a pure play." There are now three companies with the original Sime Darby focusing on automotive and heavy equipment, a listed company handling plantations and the last one dealing in real estate.

With the new strategy of having separate entities, the businesses become very focused in the commercial vehicle segment. Currently, FUSO's product range offered in Hong Kong includes LCV, MCV, HCV as well as the "Rosa", a mini bus in the category of up to 32 seats. The latter makes up approximately half of the FUSO vehicles sold in Hong Kong with many being familiar with the bus as it serves as the mini buses with the red or green roof. "We are on the priority list for a product line extension with the E-Canter and we hope to be able to offer it soon."

Innovative Approaches

Hong Kong being a mature market poses challenges for growth. Any sales is either a replacement or a conquering sales. In Wong's view, there are still opportunities though, by means of streamlining and refining the business, finding new revenue streams and increasing customer loyalty. "We are on a tough mission as we want to grow our profit by 100 percent within five years!" With the new strategy also came the realisation that one can expand beyond the reaches of the eight countries Sime Darby's Motor Group is active in. For instance, the very important, but restricted Hong Kong market sees a sale of

heavily in the brand, expecting that this hen will lay eggs over a long period of time in the shape of long terms business. Believing in the market, Wong convinced his colleagues that a simple refurbishment would not do the job and a complete rebuild was required, seeing the new workshop being completed in just about one year.

First of its Kind Service

In a daring move, Universal Cars Limited is offering new services that are aimed at instilling confidence in the brand and to win customers based on a well-rounded package rather than just promotional campaigns. Putting their money where their mouth is, Universal Cars Limited will be offering:

-Guaranteed Buy Back: according to Wong, UCL will be the only one offering this kind of program. It is a 3-year program with a guaranteed buy-back value of 50 percent. The conditions applied are that the vehicle has to come back to be serviced by UCL during these three years according to the maintenance schedule. Service is free of charge and part of the packages to reduce total cost of ownership.

-Courtesy Truck: Probably the boldest offer, UCL will have courtesy trucks ready for customers bringing in their vehicles for servicing. Using the courtesy trucks, customers are able to continue with their daily jobs while their own trucks are being serviced, thus bringing the downtime to a virtual zero.

-Rental Trucks: These trucks can be used to react to peaks in order volume. Clients that need extra capacity can rely on the vehicles provided by UCL to pick up these jobs. In addition, customers can test drive Euro 5 and Euro 6 vehicles for a longer period of time before making a decision for the brand. Obviously, only in real-life operations one can truly assess the capability of a truck.



When deciding on a truck brand, the Shing Fung Group prefer Fuso because of its fuel efficiency, high engine performance and comfortable air suspension.

Service is Our Motto

Hong Kong is, in many ways an unusual place. And some of the businesses one finds using trucks are also somewhat exceptional. Take for example the company Shing Fung Group, which advertises on their business card that they provide SPV, aerial platforms and water service. What this does not tell you is that the company is deeply involved in movie making. Their studios are just outside Sai Kung, but their vehicles are what makes the company interesting. "We are providing special effects for movies. For instance, when you need rain for a movie scene, we do that," says Ed Wu, Product Manager.

What started in 1974 as a construction company, offering Design & Build services has since re-focused and is offering sales and rental of engineering equipment. By sheer chance, according to Wu, the company acquired a big plot of land and some friends of the business suggested to convert the land into a movie studio. "This is how things started and using the cranes and platforms, we were able to provide special effects like rain or actors flying through the air." Today, there are nine studios that can be used to shoot movies and we hear that Shing Fung was even involved in shooting the Batman scenes playing in Hong Kong.

The company operates 67 trucks, of which 25 are Fuso branded. All their trucks are classified as SPV, serving specific needs of industrial players or the movie industry. Shing Fung Group offers their water trucks, carrying potable water, in case of emergencies or water shortages. With water nozzles around the truck, the vehicles are ready to take on any task and can even be used to clean roads by way of using the water to wash off dirt. Wu explains that trucks are oftentimes booked with an extremely short lead time. Typically, an order would come in just hours before the vehicles need to be deployed. "Therefore, it is extremely important that we can rely on the vehicles to be ready for action at any given time." Providing good service to customers has been a motto of the company since its beginning and the equipment used plays a major role in this.

Taking movie related services a step further, Shing Fu Group has managed to get a road legal special purpose vehicle registered that functions as a mobile make up room. Artists would use the modified Fuso truck to change, have their make up done or rest between takes. The mobile support vehicle comes with generator, changing room and bathroom, offering convenience at any set. Being deployed at movie sites is also demanding in terms of stamina of the trucks. While being stationary most of the time, an idling engine is racking up the operating hours. "This matters to us as the engine has to provide energy for the attached auxiliaries. As such, mileage isn't high, but the long hours make in impact." Currently, a new make-up truck is under construction and the idea is to drop the external generator by using PTO that will power a turbine. Technical questions regarding the construction of the vehicle are addressed with the help of Fuso engineers.

When deciding for a truck brand, Wu cites heritage and track record as key criteria for the buying process. "Brands just entering Hong Kong may not have any track record as they are very young companies and there is, as a result, a lack of trust in them. We prefer to stick to brands that have a proven track record," he explained. In addition, fuel efficiency is crucial. Although the trucks are not moving that much, their engines are running non-stop once deployed. Wu said that SPVs are currently not part of the scheme by the Hong Kong government that sees trucks of a certain age having to be replaced. However, he is concerned about the compatibility of their platforms and water tanks onto new trucks once SPVs will also be subject to the mandatory replacement. Wiring is a major part of the fitting of a platform, crane or any other function to a chassis. "I am confident thought that Fuso will be able to provide us with hands-on support so that this switch will not be a major issue."

Having to spend long hours inside the truck, drivers appreciate the comfort of the cab. Wu's assessment is that the Fuso trucks offer a thought through cockpit that helps the driver do his or her job. "Our drivers tell us that the vehicles are very comfortable, being equipped with air suspension. In construction sites, there are no proper roads and in movie making, some locations are also off the beaten track."

Versatility is Paramount

Present at the launch event was Stanley Leung, Director of Leung Kow Kee Transportation Co, Ltd. (LKK Transport). Having been in the market for over 40 years, he describes the business humbly as being active in "local transportation." This means that LKK Transport only operates within the area known as Hong Kong, whereby the main customer of the company is the Government.

The requirements of the government are extremely varied. Goods moved range from a box or a piece of furniture all the way to delicate cargo such as aeroplanes. A total of 40 trucks makes up his fleet and the trucks can range from "Very simple to very big" as he puts it. The majority, around 80 percent of his fleet are Fuso trucks. His decision for the Japanese brand is based on his need for efficiency, quality, reliability and the cost. According to him, the Fuso brand is well positioned in the range that he is looking for: not the cheapest, but also not the most expensive. However, the most important aspect in working with UCL is the fact that he has only one point of contact. With the new workshop, UCL now offers a one-stop service that promises to get trucks quickly back to work.

The first Fuso trucks entered the fleet in 1985 and the company has steadily increased the number of trucks from this brand since then. "If you ask me what makes Fuso great, then it is the after sales service. No matter what it is, I am only dealing with one point of contact, Mr Ip Wai Keung." Leung relies on Ip's support for all aspects of his business, even in the case of an accident.

With modern machinery involving more and more hi-tech, sometimes the drivers may face problems in handling the trucks or have technical problems. In such cases, Mr Ip also stands ready to offer a helping hand to quickly sort out the issues. Spare parts or training are swiftly arranged as Ip knows the product



To meet his customer requirements, Leung's preference is for Fuso because of its great after sales service, quality and cost of truck and efficiency and reliability of the vehicles.



inside and out. "In terms of service, I don't think that there is much left to wish for, now that there is such a big, new workshop in place," Leung said with confidence. Citing the idea of the courtesy truck as the most forward-thinking idea, Leung is happy to bring his trucks for service.

Leung is hoping to be the first to receive the E-Canter for his fleet. When asked about any issues with this new technology that he may have to anticipate, he is sure that Fuso will have the answers. He is hopeful to be able to induct this model into his fleet soon for a trial. "When there is a new technology, there will always be some adjustment period. We have seen it when we switched from manual gearboxes to automatic ones. Initially, our drivers had some trouble, but eventually, everything is now very smooth." Apparently, his drivers now do not want to go back to manual gearboxes.



Shun Hing Logistics chooses the Fuso brand because of brand trustworthiness, fuel efficiency, after sales service and driving comfort.

Japanese Connection

Founded in 1953, Shun Hing Logistics Co Ltd started as a dealer of Panasonic. Since then, the company has added other brands to their portfolio, such as JVC and Cuckoo. IP cams, copiers and other office machinery as well as professional video products from Panasonic complete the offering. Technically well versed, another subsidiary handles the luggage handling equipment of the airport express, installation and maintenance of traffic lights and installation of central air-conditioning.

C.M. Lai, Managing Director, explained why reliable trucks are crucial for the business when it comes to the distribution of consumer goods. A total of 37 trucks, all Fuso, is forming the backbone of distribution for Shun Hing Logistics. "Our trucks are all LCV and most of them 5.5 tonnes Lai told Asian Trucker. These Fuso trucks are used to distribute Panasonic products to the dealers and in selected cases to end-users. Dealers are re-supplied five and a half days per week.

City deliveries are very difficult as roads are congested, parking not always available right in front of the store and road closures, road works or diversions add difficulty to the task. "As a consequence, we can only commit to a delivery window of about three hours." In addition to the difficult road conditions, driver shortages add to the woes. Utilising cloud-based computing to streamline the business would be one issue that Shun Hing Logistics is pushing. Meanwhile, having served them well, Fuso trucks continue to be the trusted vehicles deployed by Shun Hing Logistics. "We are very happy with the trucks and the after sales. Why would we want to change if we have a trusted and trustworthy partner that supports our business," Lai asked.

Lai took to addressing one issue that seems to be pertinent in Asia: lack of care for the trucks that drivers use. "I lived in Sydney and I have been to Europe. In those places, drivers look after their trucks, keep them clean and





well maintained. We could do with a bit of that as the trucks here tend to look ugly!" For now, fuel efficiency is more important though. Together with Fuso, drivers are trained to be more fuel efficient. Regular training ensures that the operators are up-to-date on the functions of the trucks.

Outside, Lai is showing us a system they have developed to make the operation of the trucks safer. When the tail-lift closes, a sensor detects any objects that are in the way

of the closing door. "What we hope for is that innovations will help to make the operation safer, especially parking. These systems are available for cars; why not for trucks?"

With UCL's push for their new strategy, one can be sure that the recent launch of the workshop will only be the first of many waves of innovations coming to the Fuso customers in Hong Kong as the brand progresses into the next 50 years of partnership with the Japanese principal. **F**



Tyrexpo Series Returns to Singapore


Repair Equipment, Tools, Parts and Accessories industries, Tyrexpo Asia enters into its 12th edition and will be held from 19 to 21 March 2019 at Singapore EXPO, over a sprawling 15 000m2 event floor across 2 halls. Held alongside 2 co-located shows - GarageXpo Asia and Automotive Aftermarket Asia, the event is expected to draw about 6 000 trade attendees globally – amongst which 80% are from the Asia Pacific region, with a record 300 exhibitors from almost 25 countries, including more than 400 brands.

Retailers and fleet operators can expect extensive exhibits of OTR tyres and retread tyres to meet the varied business objectives in terms of fuel efficiency and high mileage for the right fleet application. Latest tools, equipment and significant advances in tyre management, tyre repair and retreading on showcase also provides opportunities for OEMs, distributors, retailers, fleet operators, garages and retreaders alike to interchange ideas and solutions to further drive operational efficiencies.

Tyxpo Asia is an event part of the Tyrexpo Series exhibitions held in various parts of the world - Singapore, India (Chennai and New Delhi) and South Africa, driving industry growth and synergising opportunities from its various sectors.

Generally regarded within the industry as Asia's most leading biennial tradeshow in the Asia Pacific region for the Tyres, Automotive

With five months to go before the event, more than 150 exhibiting companies have already confirmed their participation in Tyrexpo Asia 2019. Returning exhibiting manufacturers such as Linglong Tyres, Aeolus Tyres, Saffiro Tires and Eversafe Rubber as well as new exhibiting companies such as Pirelli, Hengfeng Tires and Roadshine will be showcasing their latest product offerings. International distributors in the likes of Van den Ban Autobanden , Globe Tyre, TMA International Tyres and Centropneus will be bringing into the show a diverse portfolio of global brands across the region.

Registration for Tyrexpo Asia is open on www.tyrexposeries.com. For those with an interest in the future of the industry, don't miss this must-attend event – admission is free. 

Events & Exhibitions

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

Date : 21 January 2019 – 22 January 2019

Venue : CityCube, Berlin, Germany

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

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

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



3RD ANNUAL AUTONOMOUS VEHICLES

Date : 24 July 2018 – 25 July 2018

Venue : 12 March 2019 – 13 March 2019

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

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

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

TYRE EXPO ASIA 2019

Date : 19 March 2019 – 21 March 2019

Venue : Singapore Expo Hall 1 & 2, Singapore

Contact Info: faizal.law@singex.com

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

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

AUTOMECHANIKA KUALA LUMPUR 2019

Date : 21 March 2019 – 23 March 2019

Venue : Kuala Lumpur Convention Centre, Kuala Lumpur, Malaysia

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

Details : The 2019 fair will continue applying 'Sourcing-Training-Entertainment' theme and serving as an ideal platform for local and overseas industry players to build business network and expand business in ASEAN region and other markets. A series of professional trainings on hot topics in the automotive fields will be organised.



MALAYSIA COMMERCIAL VEHICLE EXPO 2019 (MCVE)

Date : 20 June – 22 June 2019

Venue : Mines Exhibition and Convention Centre

Contact Info: info@asiantrucker.com / +60 12 201 5528

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

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



Ulu Pandan Bus Depot Hosts Bus Carnival

With Singapore's transit officials endeavouring to get more Singaporeans out of their cars and into public transportation they held a carnival that allowed the public to get an up-close look and hands-on experience with everything bus.



Opening Ceremony

The excitement was palpable as Singaporeans flocked to Ulu Pandan Bus Depot for a Carnival hosted by SBS Transit to celebrate the opening of the new facilities. On the morning of October 27, 2018, free SBS shuttle bus services were offered between Bukit Merah, HarbourFront and Jurong East and the new bus depot located at 1 Business Park Drive, that is within walking distance from Boon Lay Way.

Accessibility

The carnival, that showcased the newly completed Bus Depot, was held from 8:30am to 4:00pm. Free WiFi was available at the Carnival and on the Shuttle Buses! In addition to the shuttle buses there were numerous regularly scheduled bus services that allowed passengers to alight close to the new Depot.

A variety of activities was prepared for the public by both SBS Transit and exhibitors. Guided Depot Tours and Bus Wash Tours were conducted throughout the event. Several game stations were available for the young and young at heart. Food and drinks were also provided at no cost. Pokka drinks, Popcorn, and Ice-Cream were available on the event ground, while NTWU Canteen provided packed meals with the presentation of the food coupon.

Opening Ceremonies

Mr Khaw Boon Wan, Coordinating Minister for Infrastructure & Minister for Transport officially opened Ulu Pandan. The Minister graced the event at the official opening ceremony at 10:00am along with Mr Melvin Yong, Assistant Secretary-General in the National Trades Union Congress and many dignitaries and management from SBS Transit and industry players such as Bridgestone, Esso, Volvo Bus, MAN and others.

Volvo, Singapore Technologies, TNT Surveillance showcased their products at booths. The Carnival featured static display buses, activities, free food and exhibition booths. Informational displays informed the public about different aspects of bus transportation. Four buses were on display and visitors were allowed to go on board them to see them inside and out.



Khaw Boon Wan, Coordinating Minister for Infrastructure & Minister for Transport



ST Autonomous Mini-Bus

The Singapore Technologies (ST) Autonomous Mini-bus is an autonomous, low-floor, battery-electric single-deck city bus built by ST Engineering Land Systems. Currently under testing and development, two units of the ST Autobus are slated for passenger trials over three months in 2019, operating on a 5km route on Sentosa Island.

The Mini-Bus is fitted with an array of sensors which enables it to navigate on its own in urbanised areas, with or without the aid of GPS. It is also able to sense and recognise its surroundings and obstacles such as vehicles and pedestrians in a safe and reliable way, without compromising passengers' safety.

Volvo B8L

The Volvo B8L, that currently operates on SBS Transit Bus Service 71, was showcased at the Carnival. The bus, a low-floor double-decker city bus chassis, has been built by Volvo Buses since 2016.




a rest area for drivers, and a canteen. The depot is split into two halves by Business Park Drive, with the main building, fuel pumps, bus washing machines and some parking lots on the eastern half, while the other half consists of bus parking lots. The bus depot was handed over to the first incumbent, SBS Transit, in mid-2018 for outfitting and preparatory works before the TC part of the Bukit Merah Bus Package commenced operations.

Singapore Bus Academy

Ulu Pandan Bus Depot is the first depot to house the Singapore Bus Academy's Bus Technical Specialist Certification Centre (BTSCC). The BTSCC supports the training needs of technicians by providing a conducive environment for technical training and certification. Specialised training facilities use innovative technologies such as augmented reality and tablet devices to provide an interactive learning experience

BTSCC features three training rooms and individual rooms for Chassis, Digital Technology (Augmented Reality), Door System, Engine System, Transmission System, as well as a general space for Brake, Steering & Suspension, and Air-Conditioning System.

Goodie Bags

Visitors were given an SBS Transit Tote Bag that contained SBS Transit Paper Bus Model – Volvo B97L, Wright with Ulu Pandan Bus Depot Ad-Wrap; SBS Transit Post-It Pad; SBS Transit Magnet; SBS Transit Dual Micro-USB/iPhone Mini Fan; Water Bottle sponsored by Denso; Pocky biscuits sponsored by TNT Surveillance; Bottled Water sponsored by SMC; Stamford Tyres Tote Bag; Pens from Bridgestone, Cool-Air, Eberspacher, Sumimoto Tyres and Volvo. 

MAN A95 3-Door Bus

Crowd favourite MAN A95 3-Door Bus was displayed. The bus is one-of-its-kind, being the first double-decker bus in Singapore to feature three doors and two staircases. Prior to the carnival, the bus was operating on SBS Transit Bus Service 7.

MAN A95

The MAN A95 buses are built for the Singapore market. The contract was awarded to Singapore Technologies Kinetics Ltd., and it consists of both Euro 6 MAN A22 and MAN A95 buses. The fifth batch of MAN A95 buses, with 111 units under the Euro 6 Double Decker Bus tender will enter service from 2019.

These buses are Euro-VI compliant and are bodied by Gemilang Coachworks with the MAN Lion's City DD bodywork. In compliance with LTA specifications, buses are equipped with a suite of new features, such as Passenger Information Display Systems (PIDS) and two wheelchair bays.

Chassis Displayed

Three bus chassis were displayed offering a rare glimpse of the internal components of a bus. As these chassis were for training or display purposes, the placement of components on these buses were not similar to that on fully-assembled buses. The three chassis on display were the MAN A95 Euro 6, the Volvo B97L training Chassis, is a shortened version of the original chassis, with the middle axle removed, and the Volvo B5L Hybrid chassis.

The New Depot

Ulu Pandan Bus Depot accommodates 470 buses and is equipped with facilities for daily bus operations, bus repair and maintenance, bus parking areas, offices,



Gathering of Industry: MCVE 2019

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

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

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

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

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



The following media partners have been confirmed: Marshall Cavendish, Tyreman, Truck and Bus News, Asia Business Media and Newspages.

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

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The 2025 Vision
- **What Will Cars
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UD Crowns New Extra Mile Champion

On October 24 and 25, several buses left from Shinjuku, in the heart of Tokyo for Ageo. Ageo is a city located in Saitama Prefecture, Japan. As of 1 February 2016, the city had an estimated population of 224 841 and it is home to the UD Production and Experience Centre. It is here where the fourth instalment of the UD Extra Mile Challenge took place in the last days of October.

For UD Trucks, the quest to find the ultimate driver is part of its vision of smart logistics providing solutions to society's needs. "Further efficiency in distribution is essential to meet the rapidly growing demand for parcel delivery. Competition in the distribution sector is also becoming more intense, while at the same time there is a severe labour shortage, particularly of skilled drivers. Despite those challenges, we have to be ever mindful of environmental issues, congestion and safety" explained Kishi Nobuhiko, Senior Vice President, Brand, Communication and Products during his opening address to the contestants. "This is why we say the world needs smart logistics which is efficient and profitable, safe and sustainable, and people friendly logistics," he continued.

Realistic Driving Challenge

The UD Extra Mile Challenge is based on a concept that has the real live of a truck operator in mind. It is not about reciting knowledge or just being very precise when manoeuvring. Drivers are put into a scenario that is very much derived from the demands of the market. This means that fuel efficient driving is not good enough if the goods are not delivered on time. A delivery on time is not going to win any trophy if the goods are damaged.

The first part of the test is the pre-drive inspection. Here, contestants have to work through a long list of points on the vehicle to be checked to ensure that the truck is ready for the mission. This includes a check if the wheel nuts are tightened as well as the washer fluid for the windshield.

As a second part, contestants then have to drive a truck around the track at Ageo, where the UD production and experience centre is located. As one will quickly note, it is not just a bit of a drive around the block. First, the truck needs to be wiggled out of the parking space. Then the task is to drive as fuel efficient around the track. The track itself also has obstacles and a difficult



With a tougher challenge, more contestants and two categories, the UD Extra Mile Challenge proved to be mould for professional drivers to enhance their skills. Asian Trucker has the details in this exclusive report.

to negotiate layout. This is to test the skills of the drivers as the container in the back holds a container filled with water. Drivers are judged by how fuel efficient they drove (Measured with UD's Telematics system) and how little water they spilled.

What makes this challenge special is that the scenario is very close to the reality of day-to-day business. Drivers have a set starting budget and every mistake results in a deduction. At the end of the test, the driver with the most money left wins. For the fleet owners, this is also a great plus as drivers learn why their bosses are focusing on the issues of timely delivery, careful and fuel-efficient driving.



Mohd Hisham at BHS Kinetic Pte Ltd., Singapore (Quon)

"I have been focused on this event for the past year. It's been a tremendous experience. I've learnt so much...about fuel consumption, about protecting cargo....everything."

Eko Yulianto at PT Duta Lintas Nusa, Indonesia (Quester)

"I am so pleased and honoured. I think the key to success is to remain calm during the activity. If you are not calm, you can make mistakes even if you're a good driver. I am very confident and mentally ready, but I'm not perfect. I know I have to keep striving. I still have a way to go to become the ultimate driver."

Update from UD

As the name suggests, the UD Experience Centre's purpose is to give visitors a complete picture about the company's history, current situation and outlook into the future. The latter was handled by Jacques Michel, President, Volvo Group Trucks Asia & JVs Sales, who briefed the attendance on the current and future activities of UD.

"This is the fourth time we are hosting the Extra Mile Challenge. And this is important as we are engaging with all our customers," he said. However, according to him, the drivers may be even more important as they are a crucial part of the value chain. "Drivers make sure that our customers are successful." Michel emphasised that fuel efficiency is crucial as fuel makes up a large part of operating cost for transporters as well as impacting CO2 emissions. In South East Asia, fuel makes up to 50 percent of the cost for operators.

Transportation has undergone a huge transformation. From just driving a truck, drivers now have to handle a lot more responsibility. Fuel economy and quality of the delivery are now in the hands of those driving the truck. "We want to drive the industry through our approach to smart logistics," he said. While this is a very business focused approach, UD also recognises that the solutions need to be people-friendly.

Echoing the sentiment of others at the event, Michel said that the company is now taking far reaching approach: "In 1935, when Kenzo Adachi founded the company, he did so with the motto of creating the trucks the world needs today. We have to take this further by saying that we need to create the trucks and services the world needs today." Selling a truck, a transactional activity, may not be as challenging as ensuring that the users'

business is profitable. To do that, services provided by the seller are crucial. "It is the services that create uptime, which generates the profit." Therefore, the service aspect has now taken the centre stage, including driver training.

In terms of product line-up, UD trucks caters to the Japanese market as well as export markets with specific models. Not surprisingly, the export market is bigger than the domestic market as the brand is active in some 60 countries. Croner and Quester sales has continuously grown in the respective markets.



And the winners were:

Quon Category

Best in Class:

Singapore

Customer: BHS Kinetic Pte Ltd.

Driver: Mohd Hisham

Best pre-driving inspection: Japan

Best driving skill: Singapore

Best fuel consumption: Singapore

Quester Category

Best in Class:

Indonesia

UD Customer: PT Duta Lintas Nusa

Driver: Eko Yulianto

Best pre-driving inspection: Thailand

Best driving skill: Qatar

Best fuel consumption: Indonesia

Special Award: Most Cargo-Friendly Driving

Muhammad Khairul Bin Abd Halim

Setia Maju Jaya Logistik Sdn Bhd, Malaysia

Takamitsu Sakamaki, UD Trucks President and Representative Director, observed that the trucks and the people who drive them represent the interface between smart logistics and the society. "That's why we support driver development with initiatives such as today's Extra Mile Challenge, to raise their awareness of what is essential for the ultimate driver." **T**

MILESTONES ASIAN TRU

Chevron's Penjuru Terminal Celebrates 60 Years



Employees Recognized

The celebrations also included recognition of several Chevron employees for their long service with the company: Andrew Lim Siew Kuan (43 years of service), Karupiah Sathiyacelan (45 years) and Francis Lai Siew Choy (45 years).

Speaking on his longevity with the company, Mr Lai said, "I'm honoured to receive this award. Chevron has changed so much over the years, but they always take care of people. We need to adapt and move to keep up with times, and we don't always need to move up – sometimes moving sideways to gather knowledge and learn is more important."

Digital Leader

Penjuru Terminal also leads the digital transformation journey for Chevron's lubricants supply chain. Some of the facility's digital innovations include systems that delivers enhanced transparency and coordination between plant operations and laboratories, eliminating paper processes with real-time reporting tools and automating repetitive activities. **F**

After 60 years in operation, Penjuru Terminal continues to play a vital role in the crude to customer value chain in Asia Pacific.

In December 2018, Chevron's Penjuru Terminal celebrated 60 years of operations. Penjuru Terminal functions as a hub for transportation fuels, base oil, marine and finished lubricants supply. It is one of the largest terminals in the Chevron network supporting many markets across the Asia-Pacific region.

Expansion

Since its inception in 1958, Penjuru Terminal has expanded to house more than 100 tanks, seven jetties for bunker barge loading, onsite fuel blending facilities and a direct pipeline from Chevron's joint venture SRC refinery on Jurong Island. During the anniversary celebrations, employees and contractors were thanked for their dedication to operating safely and responsibly while delivering reliable products on time to customers.

"My thanks to the entire Penjuru team, both employees and valued contractors, who uphold Chevron's commitment to protect our people and the environment every day," said Glenn Johnson, Vice President of Asia Products at Chevron.



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Fun in the Sun at Shell's Ultimate Stop-Over

Shell Rimula rewards customers beyond offering superior solutions for their business. The Ultimate Stopover in Dubai was an experience that will happen to lucky winners only once in their lifetime. Asian Trucker accompanied some of the winners.

When used by Shell, the wording "Exclusive Stop-over" signifies an event that is truly rewarding, and which cannot simply be bought with money. Packed with entertainment and excitement, the Ultimate Stopover provided plenty of impressions for the lucky winners. Capturing the spirit of the Malaysian group, which at all times seemed to be the most cheerful one, we spoke to some of the winners.

Everyone's a Winner

A total of 150 winners from 19 countries gathered on the evening of the 13th of November in Dubai. As Ravi Shankar, Brand Manager, Shell Rimula -- Malaysia and Singapore, explained, the event is not only extremely exclusive but also very fair. "The Shell Rimula Ultimate Stopover promotion is an annual affair that is open to every type of Shell Rimula customer, big or small. One of the winners this year actually purchased two pails of Rimula and won!" The Ultimate Stopover draws winners from all over the world. Setting the stage was a welcome dinner on the beach at the prestigious Jumeirah Al Qazr Hotel, which is facing the stunning Burj el Arab Hotel. From there, things just got more exciting.

Thrill Ride

Shell also took the opportunity to demonstrate their superior products in a fun and entertaining manner. Taking a bus into the desert, participants found them in an arena that had a number of challenges ready for them. If nothing else, the heat was doing its best to get the point across that lubricants need to perform under extreme conditions. To warm up, a gymkhana was set up. Drivers had to navigate through a series of gates, whereby the winning performance was based on the shortest distance driven, accuracy in driving through the middle of the gate and fuel efficiency. Following that, our fellow Malaysians could practice their accuracy when they boarded a telescopic handler to move objects onto oil drums.

Providing a roller coaster ride in the desert were professional rally drivers. Strapped into the co-pilot's seat one was whisked around a course through the dunes, being a passenger in a buggy, powered by a grumbling 6.3 litre engine. The car, an actual Dakar rally car, would typically be driven some 500 kilometres per day in a race and it is the consistency that makes a winning run. Considering that a race car like that would be hundreds of kilometres away from the workshop, it is crucial that all parts work together, including the hard-working lubricants. Slowing it down a bit, a convoy of Toyota Land Cruisers headed out into the dunes to let our winners experience what it feels to drive in such extreme conditions.



Onlooking camels were unimpressed though. Finally, a truck driving challenge was put before the group whereby drivers had to find a specific cone, placed inside the Al Quadra desert.

The Energy Challenge

It was not all just fun and games during the stay in Dubai. Shell utilised the event to also talk about the upcoming challenges that the world is facing. While labelled “Energy Challenge”, it is also a technology challenge as providers, such as Shell, constantly try to find new and innovative ways to address the needs of customers.

Stemming from the projection that by 2050 the Earth will be populated with some nine Billion people, energy needs to be both, more efficient and cleaner. The same prediction gives way to the estimate that by 2040, some 70 percent more energy would be needed for the transport industry. While access to energy ensures that trucks are moving, it is noteworthy that over half the transporters surveyed in a study by Shell admit that their errors in lubrication have led to vehicle breakdowns. The same study showed that 1 in 3 of those estimate this unplanned downtime cost their business more than \$100 000.

Industry in Transition

With electromobility being in the lime light, a shift in the provision of energy is unavoidable. Dr. Jason Brown, Global Technology Manager (Shell), shared insights on how Shell is planning to move from pump to plug. He told us that “We, Shell, are obviously aware that electromobility is coming and what we can see is that it might come a little faster for passenger cars than it is for commercial vehicles. But we can clearly see that it is the next big trend.” However, he acknowledged that energy is only one aspect of making goods move.

While Shell is now offering charging stations in certain markets, the company is still very much involved in other segments, including combustion engines. “While we want to have a voice and want to shape electromobility, we also continue to work in other areas as electromobility is not the total solution.” According to him, Shell may be making a transition internally, but there is also the perception in the market about what Shell stands for that may need to change. As of now, Shell is generally seen as a provider of fuels and operator of petrol stations. The new Shell image should be a portrayal of a company that

provides energy, in whatever shape or form that may be. Using the example of the oil-tanker, the perception may not be changing as quickly as one wishes for, which is also rooted in the fact that Shell as a company is based on infrastructure that has been in use for about 100 years by now. “It won’t be easy to move that and change public perception. However, if we want to stay relevant, we have to change.”

When discussing lubricants, Brown also sees a major shift in the requirements that are put before providers. Historically, as he explains, lubricants had to fulfil certain criteria and if they helped improve fuel economy, it was a bonus. Today though, lubricants are to be designed in a fashion that they help improve fuel economy first and foremost and any other benefit that comes with that is becoming more and more secondary. “This also means that we have to explain to our customers in more detail how we can help improve fuel efficiency.” In that context he said that there is really just one market, which is the global demand for lubrication products.

Given the global push for electromobility, one could also ask if there is still a need to develop lubricants for combustion engines. Brown is of the opinion that electrification will be the way forward, however is cautious to see that the end of the diesel engine is very near. Having vehicles that run on batteries is one thing, but there is still the need to build the infrastructure. “Certain applications can simply not be run on electricity as of today and still require a different form of energy, which is Diesel fuel.” His estimate is that Diesel engines will still be the main drivers of the transport industry for another 20 to 25 years. Therefore, there will still be an increased need for highly efficient lubricants and engines that burn fuels in the most efficient way possible.

Given the trend towards smaller and faster deliveries, engine sizes have to be adjusted. To provide last mile solutions, engines will need to be smaller and it is here where the notion of fuel efficiency is highly important. With lesser items moved per vehicle, the relative energy usage increases. **➤**



Super Great Gets Even Better

Hartmut CEO Schick Mitsubishi Fuso Truck and Bus Corporation, (MFTBC) a leading commercial vehicle manufacturer under the umbrella of Daimler Trucks Asia (DTA), has announced that automated driving Level 2 functions featured in the recently unveiled Mercedes-Benz Actros heavy-duty truck will be installed in the Fuso Super Great heavy-duty truck from 2019.

Active Drive Assist

Active Drive Assist builds upon Fuso's tried-and-tested adaptive cruise control with stop-and-go function and the lane-keeping assistant. The system will provide significant support to drivers and makes an important contribution to increased road safety.

The automated "Level 2" system can brake, accelerate, and steer independently. Unlike systems that only work at certain speeds, Active Drive Assist offers the driver partially automated driving. New elements are the active longitudinal control and the combination of longitudinal and lateral control in all speed ranges through the fusion of radar and camera information.

Active Brake Assist 5 (ABA5)

This system supports the driver when there is a danger of a rear-end collision or a collision with a person crossing, oncoming or walking in the truck's lane, with an automatic full application of the brakes (hard braking) if necessary. A new aspect is that Active Brake Assist 5 now works with a combination of radar and a camera system. This allows it to monitor the space ahead of the vehicle even better and to react to persons in the road even better.

Bringing Daimler's Technologies to Japan

With the release of ADA and ABA5, Fuso clearly demonstrates the strength and customer benefits of its long-standing and close collaboration with colleagues in Daimler Trucks and throughout the Daimler Group.

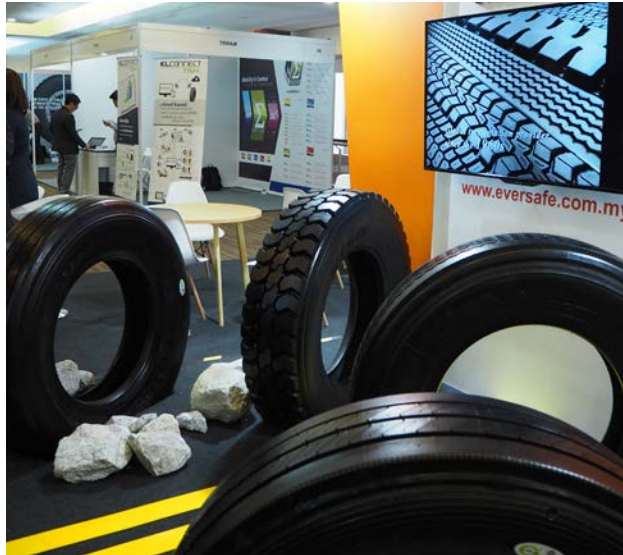
Mitsubishi Fuso to introduce Level 2 automated driving features in Super Great heavy-duty truck in 2019.

As MFTBC CEO Hartmut Schick mentioned, "We share 80% of our components for our Fuso's automated driving system with Mercedes-Benz passenger cars. This is a clear demonstration of the value of being part of the Daimler group that Fuso brings to customers in Japan." The Super Great's application of these features will follow the initial release on the new Mercedes-Benz Actros, allowing for a mature and customer-tested system to make its way to Japanese customers in 2019.

As new technologies reshape the transportation and logistics industries, Mitsubishi Fuso puts continuous efforts toward ensuring top-class comfort, safety and efficiency in its vehicles. The introduction of advanced automated driving features to Fuso's Super Great, in-line with the Mercedes-Benz Actros, is another step toward maximizing the value Fuso brings to its customers in Japan. **F**

Talks on Tyre Safety at ARC 2018

In general, tyres are not deemed as important as engines and oil when in fact tyres are the only items on your vehicle that come into contact with the road. Farezza Hanum Rashid sat in at ARC 2018 where panellists discussed on tyre safety.



tyre management, namely tyre and related products encompassing both new and retreaded tyres; service and maintenance with a scientific basis; 24/7 tyre breakdown rescue service and network; scientific knowledge on relevant know-how required for tyres to run on the road; and overall management of all matters related to the above elements.

"The key of the KL Sigma Formula approach is to achieve lower tyre cost per kilometre for the fleet and enable the whole operation to be truly be in control."

"We know that the hidden costs associated with tyre management such as the documentation and transactions can mean the difference between success and failure," Mohd Azhar said. As a business partner, Kit Loong helps to reduce tyre and fuel expenses, enhance safety initiatives and improve the bottom-line.

He added that a robust tyre management system is essential for any professional vehicle operator and should ensure that the tyres in service are appropriate to the vehicle and operating conditions; that vehicle tyres are regularly and closely examined for damage and wear with mechanism in place to address any identified issue; that processes exist to distribute best practice tyre management through the fleet; that staff dealing with tyre management are properly trained and empowered to act with sufficient authority; that any technician dealing with tyre inspection or repairs is properly trained and qualified; that any on-site tyres are properly stored; and that drivers are properly trained and equipped to recognise and report tyre issues.

On that last point, when editor of Asian Trucker Stefan Pertz took the stage, he acknowledged that most fleet drivers may not be properly trained in tyre safety or tyre maintenance and that very few such courses are offered. This was observed through the many tyre safety briefings that Asian Trucker has organised with various logistics companies for the Asian Trucker Drivers Club members. **F**

At the recent Asian Retread Conference 2018 (ARC 2018), besides addressing the challenges posed by competitions like cheap new tyres and unqualified retreaders, panellists also discussed about tyre safety and maintenance.

Adam Gosling from Tyre Safe, Australia had the first talk titled "Do You Assume Your Tyres Are OK?" in which he cautioned to not simply put air in an inflated tyre and to really pay attention to what the tyres are "telling" you through visual observations. "Tyres don't lie," he said, "look for cuts, abrasions and other signs." He added that people in general do not pay much attention to tyres, with the misconception that tyres are not as important as say, the engine. "There is no acknowledgement of the roles of tyres in our industry, we just assume they are okay."

Tyres are the only thing in between a vehicle and the road, so we must make sure to take care of them, so they can take care of us. Gosling advised on adopting five simple ways to ensure tyres are safe. First is to check the tyre pressure. Air to tyre is like oil to an engine. If the volume is incorrect then the driver, the engine or the tyre will suffer. A low-pressure tyre will not brake or steer as you would reasonably expect.

Secondly, pay attention to the wheel alignment. Signs of incorrect wheel alignment can be felt with your hand. A saw tooth shape to the tread patterns either around the tyre or across the tyre indicate an alignment issue. Third, do not just trust how they look. You cannot see a low-pressure tyre, a Tyre Pressure Monitoring System (TPMS) will give you the hard numbers to verify you have the correct pressure applied to your tyres. Tyres can also grow old and wear out. There are tread depth indicators on every tyre to ensure you are not driving on worn out tyres.

You must also inspect your tyres regularly. Check them for cuts or irregular wear. If you have a TPMS then check the pressures, otherwise purchase a gauge and check your tyre pressures regularly. Lastly, choose the right tyres. Consult the tyre placard in the owner's manual or the vehicle.

Later, Mohd Azhar Mohd Wazir from Kit Loong Tyre Management shared the Kit Loong approach in striving to achieve better safety, faster turnaround time by minimising downtime and increase efficiency at a cheaper cost, through the KL Sigma Formula. It is designed to address the five sigma elements of



Afton Chemical Completes S\$380 Million Phase II Expansion

Afton Chemical Corporation demonstrates its commitment to making quality products in Asia for Asia with the completion of Phase II of its manufacturing facilities in Singapore, writes Floyd Cowan.

Afton Chemical Corporation has completed Phase II expansion of its Chemical Additive Manufacturing Facility in Jurong Island, Singapore. This milestone was marked by a special visit from Singapore's Minister for Trade & Industry Mr. Chan Chun Sing, and Mrs Gina Harm, Afton Chemical's President.

Keeping Pace with Change

The Asia Pacific region is the largest growing market for fuels and lubricant additives. China is aggressively driving their local GB standards to achieve higher fuel economy and the reduction in emissions. By 2022 China will have the highest standards globally. Keeping up with the pace of change and development in the fuels and lubricants additive market is one of the key challenges Afton faces in Asia, hence the need for production facilities in Asia.

"Our expanded Singapore Plant is uniquely positioned to help improve Afton's competitive position in this very important region," stated Mr Teddy Gottwald, President and CEO of NewMarket Corporation. As a wholly owned subsidiary of NewMarket Corporation, Afton has been a leading player in the lubricant and fuel additive marketplace for over 90 years. The company was founded on a Passion for Solutions® and has maintained a focus on customizing commercial and industrial solutions that meet customer needs.

Excellent Access

"The excellent infrastructure on Jurong Island is accessible via road and by ship, with great access to key suppliers and markets," Mr Gottwald continued. "Our plant here is a strategic hub to serve the growth markets in the ASEAN region and key markets such as China, Korea and Japan. In addition, it has easy access to the Middle East and Indian markets. The stable Singapore government policies and incentives, along with the high standards in emergency response, were key criteria in our decision to invest and expand for Phase II. Afton's Asia Pacific headquarters has been in Singapore since the 1980s, and we are glad to have strengthened our commitment here with this new and expanded manufacturing plant."

Afton began its Singapore manufacturing operations in May 2016, when it announced the Phase I opening of its Jurong Island plant. Phase II's investment of S\$222 million is more than Phase I's initial investment of S\$158 million, bringing the total investment in Singapore to S\$380 million.

Singapore Provides Competitive Advantages

Mr Chan Chun Sing, Minister for Trade and Industry stated: "Companies seeking new opportunities can leverage Singapore's strengths to grow their business in Asia and develop innovative solutions focused on the needs of Asian markets. Singapore has a conducive business environment for companies to establish their presence here. In particular, Singapore's strong focus on innovation is a key competitive advantage that companies can benefit from."

"Afton, for one, has demonstrated its ability to adapt and keep up with changing needs by investing in technology and innovation," the Minister stated. "The Phase II expansion of Afton's manufacturing complex is Afton's first plant to offer integrated management systems and automated full traceability. It manufactures high value-added additives that improve engine performance and reduce pollution by reducing soot emissions, hence minimising the environmental impact."

Always Alert

When the Minister toured the plant, he was able to see the facilities and meet the people who are responsible for making this happen. In the Control Room, Manager Kar Boon Koh noted that there were 40 to 50 markers that had to be maintained. The monitors show all the systems in operation as well as the plant itself. With the press of a button they can control any aspect of the process such as the flow through the valves. Four shifts of 12 people operate the Control Room 24/7. "There is always someone watching," Mr Koh said.



The Quality Lab is where the raw materials and finished products can under go 45 analytical tests. “We test 1300 samples and do 4600 samples a month,” said Manager Henry Oh. “That means we are producing test results every 10 minutes using this very sophisticated equipment.” The technicians who work a 12-hour shift must be highly trained to not only do the tests, but are able to carry out repairs and do trouble shooting of all the equipment. “They must be able to multi-task,” Mr Oh added.

Made for Asia

Addressing the guests, which included government officials, Afton partners and customers, employees from this and other Afton facilities and media, Mrs Gina Harm stated: “This facility was key to Afton’s plans to ensure that our products are ‘Made in Asia for Asia.’ Our Jurong Island plant now has the full capability to produce core engine oil additives that we need for the Asia Pacific region. Also, we are proud to say that we are investing in advanced technologies that will contribute towards longer term goals of reducing carbon emissions.”

Phase II’s expansion kickstarts production of advanced ashless dispersants and anti-wear components. All are critical components in several of Afton’s products, and will help passenger vehicles and commercial vehicles meet performance standards of the future. The latest expansion also enhances the support network in Asia Pacific, which already has established R&D innovation centres in Suzhou, China and Tsukuba, Japan.

Singapore’s Strong Assets

“We continue to invest in Singapore because we see it as the central hub



of the region,” added Sean Spencer, Afton Chemical Asia’s Vice President. “It has a strong record of safety, security and integration – conditions we value. Furthermore, there is a strong talent pool and retention is very positive. From a manufacturing perspective, Singapore is the perfect place to distribute not only to ASEAN, but also China. For the three major demand clusters in China, it only takes 20 days to deliver to and from Singapore. Essentially, we are improving customer satisfaction with shorter lead times and enhanced security of supply.”

This expansion will increase Afton’s workforce in Singapore by 123%. The facility houses state-of-the-art equipment and will be the first plant in the Afton family to offer integrated management systems and automated full traceability. It occupies approximately 45,500sqm and will continue production of key components used in engine oil additive packages such as ZDDP Antiwear, Ashless Dispersants and Sulfonate Detergents.

Looking to the Future

“Asia’s rapid urbanisation and growth is driving the demand for transportation fuel and specialty chemical products. Afton’s Phase II expansion is testament to the attractiveness of Singapore as a hub to capture growing opportunities in the region, and the ability of our workforce to undertake high value-added manufacturing,” said Ms Cindy Koh, Director, Energy & Chemicals, Singapore Economic Development Board. “We look forward to partnering with Afton Chemical in their growth plans for Asia.”

“As we look to the future,” Mr Gottwald stated, “we will continue to work towards our long-term view which is dedicated to a safety-first culture, customer-focussed solutions, technology-driven product offerings, and world-class supply chain capability. I believe these are the keys to bringing value to all our stakeholders.”

No decision has been made on whether or not there will be a Phase III as this is still under evaluation.



Team PETRONAS Ready to Compete in World's Toughest Rally Race

The PETRONAS De Rooy IVECO Team will compete in the Dakar Rally 2019 in Peru with experienced drivers along with two drivers who are new to the team.

The PETRONAS De Rooy IVECO Team will compete in the 41st edition of the Dakar Rally with four IVECO Powerstar trucks, which will be driven by Gerard De Rooy, two-time winner of the Dakar Rally and winner of the Africa Eco Race 2018; Federico Villagra, who will join the PETRONAS De Rooy IVECO Team for the first time; Ton van Genugten, winner of four stages and the most successful driver of the Dakar 2018; and experienced driver Maurik van den Heuvel, also new to the team.

Prepared for Peru

Preparations for the 41st edition of the world's most extreme rally race, the Dakar, are underway as the participating vehicles are on their way to Peru, having completed checks in Le Havre and boarded the ship for transport. With the two lead drivers, Gerard De Rooy and Federico Villagra, and the strongest PETRONAS De Rooy IVECO team ever, IVECO will aim to repeat the wins of last year's Africa Eco Race and the 2012 and 2016 editions of the Dakar.

Team PETRONAS De Rooy IVECO will tackle the extreme terrains of the race on board four IVECO Powerstar. For the ninth consecutive year, IVECO will be the official supplier of Team PETRONAS De Rooy IVECO and provide them with vehicles, engines and spare parts. Team Leader Gerard De Rooy will compete behind the wheel of the fixed-axle IVECO Powerstar that took him to victory in the Africa Eco Race 2018. His vehicle and the team's other three Powerstars feature IVECO Cursor 13 engines with up to 1000 hp of power specially engineered by FPT Industrial – CNH Industrial's powertrain brand.

10 Tough Stages

For the 41st edition – and the 11th in South America – the Dakar 2019 will be entirely run on Peruvian soil, following a new loop with start and finish in


the country's capital, Lima. The rally's competitors will tackle 10 tough stages covering 5,000km. Around 70% of the competition will be run on sand, which will play a decisive role and present a particularly tough challenge for the drivers.

Pierre Lahutte, IVECO Brand President, commented: "We are looking forward to putting our vehicles to the test in the toughest rally race in the world, proving once again that the reputation for outstanding quality and reliability of IVECO off-road vehicles is well deserved. With Federico Villagra joining champion Gerard De Rooy for the first time in leading the four vehicle's crews, this year we are competing with an exceptionally strong team: two first-class pilots who have consistently performed at the top of the category, and two very experienced drivers, Ton van Genugten and Maurik van den Heuvel, completing the team. I would like to express our appreciation for their determination, and our confidence in their ability to bring home more standout achievements in the forthcoming race."

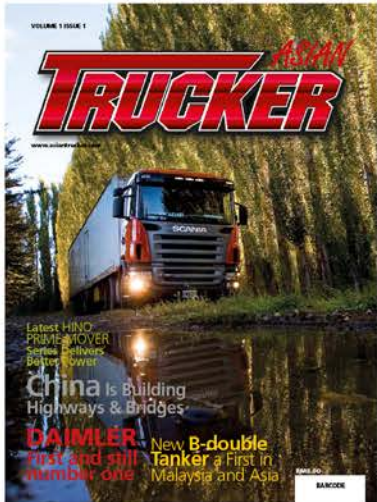
Looking to Repeat

Gerard De Rooy, Dakar winner in 2012 and 2016, will aim for a repeat victory behind the wheel of an IVECO Powerstar Evo 3 – vehicle number #503 – with co-driver Moi Torrallardona. Mechanic Darek Rodewald will also be present on board the Powerstar, providing technical support throughout the event.

Federico Villagra, will aim for the podium behind the wheel of the second lead IVECO Powerstar Evo 3, vehicle number #505, with co-pilot Ricardo Torlaschi and mechanic Adrian Yacopini. Anton van Genugten, winner of four stages and the most successful driver of the Dakar 2018, will be behind the wheel of the third Powerstar Evo 2 (#509) with co-driver Bernardus Der Kinderen and mechanic Peter Willemsen.

Maurik van den Heuvel, a newcomer to Team PETRONAS De Rooy IVECO who has consistently finished in the top 10 in previous races, will drive the fourth Powerstar Evo 2 (#513) as fast assistance in race with navigator Peter Kuijpers and mechanic Martijn van Rooij. 

Subscription Form



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I hereby enclose RM Cheque..... being made payable to **FCowan Media**

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Tapping into a market with high potential, Hengst and local Myanmar partner Shwe Set Kyar Ko Tint Wai invited customers to a launch event that officially introduced the complete range of filtration products for the automotive sector.

Hengst Gallops into Myanmar

With some 400 guests gathered, the event was deemed a success. Also present was Frank Märgner, Sales Director Asia Pacific, Hengst Asia Pacific Pte Ltd, who shared with us more details about Hengst's involvement in the emerging market of Myanmar

European Quality in an Emerging Market

AT: The event was labelled as a "launch event". We understand SSK has been a Hengst distributor for some time. What was launched?

FM: It is correct that Shwe Set Kyar Ko Tint Wai has been our distributor for a while. Everyone in the market refers to them as SSK. However, it has been a very patchy business up until now. We have been pushing more aggressively into this market by the end of 2017, beginning 2018 – so this year we have been seeing the first fruits. However, we never presented Hengst in such official, professional manner.

AT: What makes Myanmar interesting as a market for Hengst?

FM: It is the mining and construction sectors in particular. There is a massive potential in this segment but also the luxury car market is growing. Hence, we are making some nice progress with oil and filters in the European segment.

AT: In your words, what was the objective of the event?

FM: There are three main objectives. Firstly, we want to position Hengst as a developer of fluid modules for OE. Secondly, we are represented here through SSK and we need to let the market know about this relationship and that they can turn to SSK for their filtration needs. Lastly, we want to establish us as a provider of a diversified and complete program available for: Euro segment, Asian Segment, Heavy Duty and Off-Road. Off-Road applications are also a growing market for us.

AT: What are some challenges when dealing with Myanmar as a market?

FM: Finding a reliable and committed distributor, which we have found with SSK. In terms of company culture, the two of us are highly aligned. Together, we take the approach that if there is an issue, let's discuss, resolve and push forward.

In the non-euro segment Hengst is not known. Here we need to build relationships and awareness.

Also, prices of other products are an issue. There are many cheap filters available in the market, some carry German brand names but contain cheaply made filters, mostly from China. People need to understand that the content is more important than the brand, which is on the product. The word "Filter"

doesn't always equate filter only because they look the same. Chicken rice mostly looks the same but is not always as good.

Local Expertise and Ambition

During the event we also spoke to Mr. Kaung Si Thu, Managing Director of Shwe Set Kyar Ko Tint Wai Co.,Ltd

AT: In your own words, what is it that SSK does?

KST: Shwe Set Kyar Trading was established in 1990 by a family of Myanmar Nationals. We started the business, trading filter sand lubricants. We extended our local trading business in 1993 with Heavy machinery spare parts of Caterpillar, Komatsu, Hitachi, Kobelco and Sumitomo to name a few. Later on, Shwe Set Kyar trading business was registered as Shwe Set Kyar Ko Tint Wai Co.,Ltd in 2005 according to the Myanmar Companies Act. Since then, we commenced our role as importer and distributor of Heavy Machinery Spare Parts. Back in 1990, we started with 5 employees whereas nowadays our of sales and after sales network comprises of the Yangon Showroom at our Head office and four locations all over Myanmar with round about 150 employees. SKY & TS Trading is our branch in in Singapore, which we started in 2007.

Besides the headquarters, we now have four Branches in our country: Nay Pyi Daw (New Capital), Mandalay (Second City), Phar Kant (Jade Mining Area) and Tawea (Sea deep project).



Background Myanmar

Since Myanmar began the transition to a civilian-led government in 2011, the country initiated economic reforms aimed at attracting foreign investment and reintegrating into the global economy. Myanmar established a managed float of the Burmese kyat in 2012, granted the Central Bank operational independence in July 2013, enacted a new anti-corruption law in September 2013, and granted licenses to 13 foreign banks in 2014-16. State Counsellor AUNG SAN SUU KYI and the ruling National League for Democracy, who took power in March 2016, have sought to improve Myanmar's investment climate following the US sanctions lift in October 2016 and reinstatement of Generalized System of Preferences trade benefits in November 2016. In October 2016, Myanmar passed a foreign investment law that consolidates investment regulations and eases rules on foreign ownership of businesses.

Myanmar's economic growth rate recovered from a low growth under 6% in 2011 but has been volatile between 6% and 7.2% during the past few years. Myanmar's abundant natural resources and young labor force have the potential to attract foreign investment in the energy, garment, information technology, and food and beverage sectors. The government is focusing on accelerating agricultural productivity and land reforms, modernizing and opening the financial sector, and developing transportation and electricity infrastructure. The government has also taken steps to improve transparency in the mining and oil sectors through publication of reports under the Extractive Industries Transparency Initiative (EITI) in 2016 and 2018. **F**



AT: The event was a "Launch", but you have been a Distributor for some time. Why a "Launch" now?

KST: Yes, we called it a "Launch" event. Even though we have been distributing Hengst products for some time now, we will have to make our customers aware of the brand and new products as well as new features.

AT: What is the fastest growing segment of your filter business?

KST: Today, we import passenger cars and coaches for public transport from the US and Europe into Myanmar. Ford, Volvo, Mercedes Benz, Scania, MAN, already have dealerships established here in the country. These are the brands that we focus on to service with our aftermarket products.

AT: What is the reason clients buy Hengst Filters from you?

There is a behavioural shift we observe in our customers in Myanmar. They now start to prefer quality products, especially those made in European countries.

AT: What are some challenges that you are facing in the commercial vehicle segment?

That will be the price as the majority of customers are still chasing low price products. China-made products still hold the majority of the commercial vehicle market share.

AT: What are the added services that you receive from Hengst besides just products.

KST: Most importantly product knowledge and training. There is also the after sale service support, such as used filters analysis test report and necessary comments for end users. In order to build the brand, we are able to invite selected Gold Customers to visit the Hengst factory.



Handover Ceremony

On November 13, 2018, not only did MD Colin Lim, his brothers, Lim Loo Seng and Lim Khoon Hwee, who work in the company, but also their father, Mr. Lim Hang Chong who founded the original company Chong Seng Wooden Case in the early 1960s, and their mother, were also on hand. Representatives from Cycle & Carriage Singapore, Daimler Trucks and business partners and associates came out to have a look at the new truck. Many of the company's 70 employees were also there at their facility on Loyang Crescent

They liked what they saw: The new Actros sports a striking and powerful, quintessentially Mercedes-Benz appearance. It takes visual trends from the Mercedes passenger car range, adapting them for commercial vehicles. In view of its potential long life, the designers shunned short-lived, fashionable features. It embarks on its career with an optimistic and friendly smile on its face – the new Actros is powerful, but not aggressive in character.

More on Order

Once the handover ceremony had taken place, complete with Lion Dancers and with many photographs taken to capture the moment, a jet engine was loaded on the long low flat bed to demonstrate its use. While this is a beautiful looking truck, its

CSB Goes Top of the Line with Actros 1833 LS

When local trucking company CSB Logistics needed a top of the line truck for a very special job they went to the Actros 1833 LS, which they know will reliably meet its needs.

The Actros 1833 LS, says Daimler, 'is the most thoroughly tested truck ever. Its technology and engineering are masterful and its cab is a unique combination of workplace and home from home: the new Mercedes-Benz Actros is the new benchmark for premium-class trucks,' the company states.

Expanding Fleet

When CSB Logistics wanted to expand its fleet to 15 and needed a truck for its daily operation for transporting aircraft engines they went to the Actros. From Cycle & Carriage Singapore Managing Director Colin Lim ordered what is the first of its kind in the city with a full spoiler kit and a L cab.

Chong Seng Brothers Logistics Services was formed in 1999 to offer third-party logistics services and in 2011, CSB Logistics Pte Ltd was founded to serve the aviation industry. The new Actros was purchased to meet that need of serving this high-tech industry.



ability to do the job is what makes it of value to Mr Lim and CSB Logistics. "We will definitely buy more Daimler trucks," the MD stated. "We have already placed an order for another similar truck with Cycle & Carriage."

Daimler engineers subjected the Actros to 2600 hours of intensive testing and optimisation in the wind tunnel. In view of the frontal area being around 10m², with a height of 4.0m and a width of 2.5m, and anticipated annual mileage in the order of 150,000, every detail of the cab and its attachments is crucial. The design of the air deflectors on the roof, the roof itself, the front apron, the corner panelling and the cab-side extenders have been evolved with a meticulous attention to detail. Perforated slats on the radiator grille, a temperature-controlled radiator shutter, door leaves extended downwards, side panelling between front and rear axle – all these aspects have undergone testing to make the new Actros the most economical truck on the road.

Sensitive Goods

While economy is important, it wasn't the deciding factor for the Lim brothers. The new Actros will deliver highly sensitive engines from facilities in eastern Singapore, not too distant from Changi International Airport, across the island to Singapore's other airport Seletar. "It is a very slow trip," Mr Lim explained. "Top speed will be about 45kph."

While the new Actros is a move for the future, CSB has a long and stellar history. "Today," Mr Lim stated, "CSB is a leading provider of logistics services and related equipment to the aviation industry in Singapore. We are best known for providing safe and reliable transportation of large commercial aircraft engines to major OEMs and service companies. However, like many successful companies, we had humble beginnings as a one-man operation in pre-independence Singapore."

Expanding Services

When Colin's father, Mr. Lim Hang Chong founded Chong Seng Wooden Case in the early 60s he became a dealer of used crates. As customer demand shifted to tailor-made solutions, Mr. Lim adapted his business to offer custom crate sizes, and by the late 1960's started his first factory in Kakit Bukit. In the 1970's and 80's Chong Seng grew to become one of the leaders in supplying wood, crates and pallets to light and heavy industries in Singapore, including manufacturing, electronics, ship building and aerospace. With a base of satisfied clients, Chong Seng expanded its offering to include solutions for industrial and commercial packing, and cargo handling.

By the 1990's Chong Seng was well established as a provider of reliable service and clients began to entrust the company with a widening scope of work which included moving and relocation of cargoes, equipment and factories. Chong Seng projects now included transportation of high value machinery, sensitive equipment, radio-active equipment, and aerospace parts both locally and regionally to Indonesia, Malaysia, Thailand, Cambodia and China.

"Today," Mr Lim noted, "CSB is now well-established as a provider of logistics services to the aviation industry. With the aviation and logistics industries expected to play an increasingly important role in enabling the digital economy of the future, CSB is well positioned to grow with our clients." **T**





SB450 Sidelifter side SMG Mega Sappire SDN Bhd



Transport Efficiency Through Innovation

Where efficiency matters, smart solutions make a difference. One way of streamlining transport operations is the use of sidelifers. We take a closer look at one of the biggest providers of these specialised trailers.

Since 1979, when Steelbro first committed its resources to developing the concept of container trailers, transportation and placement, Steelbro Sidelifers have become synonymous with efficient container handling. We spoke to Giulio Lombardi, Chairman of Howard Porter PTY Ltd about the past and future of Steelbro.

AT: Please explain in your words what it is that Steelbro does.

GL: Steelbro designs, manufactures, sells and services Sidelifers to markets worldwide. Sidelifers are self-loading container trailers that can be used for container transportation and placement. The beauty of this product is it does not require infrastructure or extra personnel. The truck driver can deliver the container to the customer without the use of a forklift or loading dock and it's only the container that is left at the customer premises not the trailer ensuring capital equipment is well utilised.

AT: How is your business structured?

GL: The Steelbro story began in 1878, when brothers Joseph and David Steel set up the Steel Bros. Coach Factory in Christchurch, New Zealand. By the 1930s, the company was designing and building motor bodies and by the 1960s it had become New Zealand's leading motor body building and engineering company. In 2015 Steelbro was acquired by West Australian based Howard Porter PTY Ltd. Like Steelbro, Howard Porter is a family based pioneering coachbuilder who today manufactures transport equipment. Under this ownership, Steelbro has continued to grow. An expanding network of distributors, sales offices and service agents span the globe and provide local support for the sidelifter product.

"Our head office and design centre are still in New Zealand – but we're internationally focused and always looking for opportunities", says Howard Porter's Giulio Lombardi. "It's important to be innovative and search for new avenues for growth."

Steelbro has been actively selling sidelifers in Malaysia since the 1980s. The company has an office in Port Klang Malaysia which includes full workshop facilities.

AT: What are the major requirements for trailers, especially sidelifers?

GL: Reliability – downtime is money lost. Customers want a reliable product. The focus is on delivering a quality product with excellent back up ensuring, should the worst happen time off the road is minimised.

Durability – The sidelifter units are hard working units that perform many lifts in a day lifting and transporting heavy containers.

AT: What makes your product better than others?

GL: Customer support is a key component of the Steelbro brand. Our Global network of distributors and service agents ensures that customers can get support and back up when needed. In Malaysia Steelbro have added a 24 x 7 mobile service for the Port Klang area, ensuring help is always at hand.

Robustness: Continued market success led the company to concentrate resources on the advancement of the sidelifter design.



Giulio Lombardi, Chairman of
Howard Porter PTY Ltd

Investment was made in creating designs using the very best materials and components. High strength steels with superior fatigue toughness from world class steel producers are used in Steelbro Sidelifters. The material is first hardened rapidly by cooling the red-hot metal, then heated at lower temperatures and then slowly cooled to eliminate brittleness. The result is a super-tough steel that is the strongest, yet lightest material and the best possible choice for Steelbro's cranes and chassis.

Longevity of product: Longstanding reliable brand, not uncommon to find Steelbro sidelifters still going strong after 25 years or more.

A Steelbro sidelifter demands reliable starting performance and fast load pick up multiple times each day. It needs to be able to deploy the sidelifter stabilisers for rapid loading and unloading of a container. Steelbro Engineering Manager

explains, "All sidelifter models have been designed to meet these tough requirements.

Proportional control: At Steelbro the engineering team developed a way of operating a sidelifter with safe and speedy precision. They found a way of achieving smoother, more stable container loading and unloading that would give more refined speed control, allow for higher speeds, and reduce stress fatigue on the crane arms. This is known as 'Proportional Control'. Using 'Proportional Control', loading of a container onto a sidelifter is possible in less than five minutes. The Steelbro design and Danfoss proportional controls built into each system provide for smooth control of the container load at all times, ensuring maximum safety and product reliability. The Steelbro sidelifter can be used to place a shipping container with precision anywhere a truck can access. Containers are handled with fine movements and with varying amounts of speed and can be positioned accurately, quickly, easily and safely, irrespective of weight.

Efficient Kubota engine: Transport operators have seen the benefits of investing in a sidelifter equipped with its own autonomous power pack. The Kubota power pack engine allows the sidelifter to be operated with any truck without any specific hydraulic fittings, and gives more flexibility for operators with a fleet of trucks. The independent Kubota engine also significantly reduces running costs.

All Steelbro sidelifters have excellent outreach, 3.9m on SB450 model which enables easy handling of awkward or misaligned containers

AT: Globally, are there markets where sidelifters are selling better?

GL: Steelbro sell sidelifters all across the globe – Europe, Africa, Americas and Asia Pacific. The company's largest markets are Australia and Malaysia. "In Malaysia Steelbro is going from strength to strength with growing sales and a solid aftersales support network to ensure customers receive the support they need."

AT: What are the challenges that you are facing?

GL: **Efficiency and increased**

competition in the transport market is the perfect storm for sidelifters. Sidelifter use in the delivery cycle can decrease costs and time. Using a sidelifter to deliver a container means no waiting for equipment or personnel to unload containers – the sidelifter can deliver a container without extra equipment or infrastructure by the driver of the truck.

Increasing demand puts pressure on delivery times. to ensure that leadtimes keep to customer requirements Steelbro have increased stock being held in Malaysia

AT: How do you continue to innovate sidelifters?

- Steelbro listen to customer feedback and adjust our offering accordingly. One example of this is initiatives undertaken by Steelbro Malaysia to improve lead times and product delivery processes. Lead times have been cut by 50% and sidelifter units are also being held in stock to feed the increasing demand.
- Other initiatives in Malaysia, according to Steelbro, are the 24 hour/7 day service and support operating out of their wholly owned service facility. Among the improved resource and capabilities introduced are new fully equipped service support vehicles, highly skilled, trained technicians and expanding regional support network.
- Customers have also indicated a need for a lighter weight product and Steelbro continues to innovate to produce such a sidelifter solution. Staff of highly skilled design engineers using the latest design technologies and tools to produce optimal designs to meet customers criteria. 





DAF Finds Oldest DAF Truck Still in Commercial Use

(Eindhoven, Netherlands) Following an international search, DAF has found the oldest DAF truck still in commercial use — and it is in operation almost every day. “Our truck may be 50 years old, but it is still a long way off retirement.” The truck in question is an astonishingly sprightly A1600 owned by Frits and Nicky Hoefnagels, who use it to transport a nostalgia-filled fairground attraction all over the Netherlands. “Yes, of course we use it just like any other truck,” said Frits, “What else is a DAF truck for?”

Celebrating 90 Years

DAF announced its search for the oldest truck earlier this year, as the company continues to celebrate its 90th birthday in 2018. The search was launched with a video on social media that features a cattle trader who has been operating his DAF truck across Ireland since the early 1980s. The video has been viewed almost half a million times, prompting an avalanche of contenders for the title. Responses poured in from all over the world, but the oldest truck was found virtually in the back garden of the DAF factory in Eindhoven, in the village of Bakel.

DAF was inundated with reports of vehicles that had been in use since the late 1950s and early 1960s. But not all of these great trucks met the criteria; the winner had to be a truck that is still in regular use for commercial transport on public roads.

Hard Working

The proud owner of the oldest DAF truck is the family-run Dutch fairground business Hoefnagels, which uses the truck to transport its attraction all over the Netherlands. The photo that was submitted to DAF via Facebook by father and son Frits and Nicky Hoefnagels, showcases no fewer than four classic DAF trucks, all in top condition thanks to the constant care and attention they are given.

Frits Hoefnagels explains: “Our attraction is a cake walk. We use our DAF trucks to transport our ‘Lunapark’ attraction, and the trucks were new when we added them to our fleet. The Lunapark goes into storage over the winter, but other than that we are on the move from early spring until late autumn, taking this huge building set from fairground to fairground.”

A DAF A1600 has clocked-up an impressive 50 years — and it is still going strong — making it the winner of a worldwide search.



“In addition to a 2800 from 1975 and a 1600 from 1971, we have two A1600s. One of our DAF ‘kickers’— so called due to their ‘frog-like’ appearance—is from 1968, and the other from 1969. And we don’t take it easy on them”, laughs Hoefnagels. “We are delighted to own and drive the oldest DAF still in commercial use: a A1600 from 1968!” **TF**

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KEY THEMES



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



**Industry
outlook, recent
developments and
regulatory changes**
for South East Asia's
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**Project updates
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Over 100 Key Industry Players across the AV&EV Value Chains

(Singapore) "Autonomous Vehicle Asia is a conference that brings together top tier OEM, policy makers, government agencies and technology providers in Asia, and establishes a forum of forward-looking discussions and sharing," said Hanming Wang, Head of Growth, Cyanogen Inc after the 2018's Autonomous Vehicles & Electric Vehicles Conference. The 2018 edition was a great success with more than 100 industry experts attending, of which 80% were key decision makers from across the AV&EV value chains that included Ministry of Transport Singapore, Scania, DHL, Tata Motors, Volvo Trucks, Red Dot Power, BlueSG and many more.

Over 15 case studies and project updates from India, Indonesia, Hong Kong, Philippines, Malaysia, China, Singapore, Thailand and Hungary were presented. The highly interactive format ranging from speed networking to roundtable

discussions enhanced peer to peer sharing throughout the two events for strategic and practical exchanges. "An excellent conference," noted John Wall, Manager Road Safety Technology, Transport for NSW, "that allowed for true networking opportunities with some of the key professionals driving automated vehicle deployment in the Asia Pacific Region."

Asrulnizam Addrus, Deputy Director, Malaysia Investment Development Authority stated: "It was a good platform for relevant stakeholders to explore and discuss issues on the way forward."

"Very insightful. Learnt a lot from prominent speakers as well as brainstorming and sharing with fellow attendees" added Kelvin Tay, Director, Future Mobility, Goldbell Corporation

"Next year's event will be an even more exciting programme! says Sammi Zhang, Conference Director. "We hope to meet you March 12-13, 2019 in Singapore." **T**



Eicher Launches 7-Speed Trucking

(Surat, Gujarat, India) In line with the vision to drive modernization in the commercial vehicle industry, Eicher takes another pioneering step with the introduction of 7-speed transmission technology in its entire range of medium duty trucks, this time for Surat, Gujarat. In the first phase, the 7-speed transmission will be launched in the Eicher Pro 3015 and Eicher Pro 1114XP with an aim to optimise drivability, infuse fuel efficiency and productivity while reducing fatigue for the driver. The new four-cylinder E494 engine with 7-speed ET50S7 gearbox comprises of seven forward and one reverse gear, designed for smooth

gearshifts and less torque interruption. Eicher has been known as "Mileage KaBaadshah" for delivering best in class fuel efficiency in the LMD segment and, with innovations such as 7-speed, Eicher reinforces its commitment towards superior uptime for vehicles and business profitability for customers. The superiority is further enhanced by virtue of the fact that Eicher has the highest payload in the 14-15T GVW segment which drives significantly higher revenues.

Commercial vehicle engines are designed to operate under tough conditions and 7-speed transmissions are a superior innovation, enabling the vehicle to operate at a higher torque range (due to flat torque curve) and eliminating the need to repeatedly shift gears. The technology will help drivers reach the top gear as early as possible by optimising the drivability in lower gear and incentivizing performance in higher gears. This, in turn, ensures a superior turnaround time, optimised engine performance and avoid unnecessary acceleration.

Mr. Vinod Aggarwal, MD& CEO, VE Commercial Vehicles noted, "Eicher has always pioneered the use of intelligent technologies in our products in-order to provide best-in-class services to our customers. 7-speed is a revolutionary and advanced feature, especially for this region. It will enhance fuel economy, increase pick-up and improve the driving experience. Coupled with Volvo Group's Engine Management system, Mileage Booster+, Fuel coaching and onboard diagnostics it further strengthens our medium duty range, giving it a competitive edge." **T**

DHL's latest research report on ground transportation logistics reveals that companies in Asia Pacific place more importance on green transport than other regions do. The global survey found that a whopping 75% of respondents from the region believe electric vehicles will have a significant impact on transport in the next two years, compared to the global average of 53%. This is further backed up by 82% of respondents from Asia Pacific stating they need help navigating legislation around mandatory carbon reporting, second only to North America.

"The Logistics Transport Evolution: The Road ahead" is a report by DHL Supply Chain using data from research by Lieberman Research Worldwide, LLC that was commissioned by DHL to identify the factors impacting ground transportation logistics and how industry is adapting to the new frontier of solutions available. Sean Gillespie, Head of Transport, DHL Supply Chain Asia Pacific said: "At DHL we pride ourselves on responsible business practices such as Mission 2050, the Group-wide commitment to reduce all logistics-related emissions to zero by the year



Survey Finds Companies in Asia Pacific Place Great Importance on Green Transport

2050. And we believe in action, not just words: this year alone, three of our Asia Pacific markets -- Vietnam, Japan and Thailand -- received Green Freight Asia certification."

Green Freight Asia (GFA) is a network of Asian freight companies working together to improve fuel efficiency, reduce CO2 emissions, and lower logistics costs across the entire supply chain. It rewards companies that demonstrate a commitment to the adoption of green freight practices through its voluntary green certification programme, the GFA Label program.

You can find the full insights into what companies are expecting from their transportation providers by downloading the report from:

<http://app.supplychain.dhl.com/eler?s=1897772577&lid=3967> 


Nic Zerbst New MANN + HUMMEL COO



(Ludwigsburg, Germany) Nic Zerbst will become the new President & Chief Operations Officer (COO) and member of the MANN + HUMMEL Group management effective February 1, 2019. He succeeds Hansjörg Herrmann, who left the company on November 30, 2018 at his own request to devote himself to a new professional task. Mr Zerbst, from South Africa, was most recently Vice President Global Operations, responsible for production at Eberspächer Exhaust Technology GmbH & Co. KG Esslingen. Previously, he worked at Faurecia and Ford.

Thomas Fischer, Chairman of the Supervisory Board of MANN + HUMMEL stated, "We are delighted that we have found a CEO in Nic Zerbst who, thanks

to his expertise, will continue to develop the production strategy in our plants worldwide with regard to their respective core competencies."

Fischer expressed regret for Herrmann's departure who was responsible for worldwide production in the approximately 40 plants of MANN + HUMMEL. "On behalf of the shareholders, the management and our employees, I would like to thank Hansjörg Herrmann for their trusting cooperation. We regret his departure and wish him all the best and every success for his professional and personal future. " Herrmann was with MANN + HUMMEL since 2011 and became a member of the Executive Board in December 2015. 

Kerry Logistics Unveils Rail and Road Freight Service from Lanzhou to Pakistan



Kerry Logistics Network Ltd has expanded its freight capability from China to South Asia in a bid to reinforce its overland transportation network in South Asia and deepen trade cooperation along the China-Pakistan Economic Corridor ('CPEC') through the launch of its first rail and road multimodal freight service from Lanzhou, China to Islamabad, Pakistan. The service was operated by Kerry Logistics' member company Lanzhou Pacific Logistics Corporation Limited ('LPL'), which specialises in intermodal brokerage services across China and Central Asia.

The first rail and road freight service from Lanzhou to Islamabad departed Lanzhou by block train on October 23, 2018 and travelled 3,300km to the Kashgar Comprehensive Bonded Zone in Xinjiang. From there, goods were transferred to trucks which covered the remaining 1,200km to Islamabad. The journey, reaching altitudes of 5,000m (16,400ft), was completed in just 13 days, an impressive 15 days fewer than conventional ocean-road freight. The first shipment included mechanical equipment, auto parts, commodities, and snow melting agent.

Edwardo Erni, Managing Director, China and North Asia of Kerry Logistics, said, "As we continue to expand our capabilities and implement our development blueprint of capturing opportunities along the Belt and Road trade route, we are thrilled to launch this new service that offers a significantly time-saving option to our customers. Following the establishment of a new subsidiary in Pakistan in July 2018, this new service will help to better equip us to capitalise on the increasing trade activities between China and Pakistan facilitated by the CPEC." **✚**

Scania's L-Series Wins Sustainable Truck of the Year 2019

The gas-powered Scania L 340 has won Sustainable Distribution Truck of the Year 2019. This is Scania's third consecutive annual award in the category. The leading Italian trade magazine Vado e Torno, in collaboration with the Polytechnic University of Milan, presents the award. The award is based on sustainability and efficiency, not only with regard to emissions but also on safety, smooth driving characteristics, the effects on society and sustainable production.

In its rationale, Vado e Torno highlights the fact that the truck features a normal interior cab height, the City Safe Window that addresses the right-hand side blind spot and the kneeling facility for easy boarding. "The L-series not only offers a cab created for the city but also fills it with all the technology needed to make the truck really sustainable from a safety perspective," says Maurizio Cervetto, Editor-in-Chief, Vado e Torno.

The great visibility, braking systems in combination with radar and camera assistance, drowsiness awareness system and the airbags with the Scania-exclusive rollover side curtain airbag are, according to the publication, "just the tip of the iceberg". "The gas engine and gearbox are state-of-the-art that maximise performance with the minimum consumption and, therefore, environmental impact." **✚**






Volvo FH milestone – Millionth Truck Delivered

Volvo Trucks' flagship, the Volvo FH, celebrates its 25th anniversary this year and is one of the transport industry's greatest successes ever. This celebrated truck model has passed a new exciting milestone. On September 19, 2018 the millionth produced Volvo FH was handed over to a customer by Claes Nilsson, President Volvo Trucks.

"We have driven Volvo trucks since 1976, and there has been a continuous development of the Volvo FH. We realized from the start that we had chosen a brand with the future in focus. We were not only convinced by the profitability focus of the Volvo FH through a high-performing gearbox and engine systems, but also the driver handling and safety impressed us. It is a brilliant achievement by the engineers behind it," said Marco Reinhard, owner and CEO of Gesuko, a refrigerated transport company based in Bad Hersfeld.

Gesuko's fleet consists entirely of Volvo trucks, and now the company welcomes this new addition. The new truck, a Crimson Pearl Volvo FH 25 Year Special Edition, has an Extra High Sleeper Cab, Forward Collision Warning and Volvo Dynamic Steering.

"With the Volvo FH, we have repeatedly expanded the limits of what can be achieved and created new possibilities for profitable, efficient, safer transport with ever lower environmental impact. Delivering the millionth Volvo FH to a loyal customer who has been with us for 25 years is a fantastic milestone on a fantastic journey," Claes Nilsson noted. 





The Worth of Paper

Stefan Pertz believes much more is required from a driver than simply having a paper that says he has passed a course.

In addition to this magazine, Asian Trucker also organises training sessions for members of the Asian Trucker Drivers Club. The idea is to elevate the standing of local truckers by improving their skills and thus allowing them to seek 'better' employment. In many cases I think that means more money or long-term contracts. This morning I signed the certificates of attendance for those who joined our last safety briefing on tyre safety.

Worth the Paper

Holding the paper, I realised just how much worth this 210 x 297 millimetres sheet has for some. It is a badge of honour, a testament to the sacrifices of Saturdays in the name of further career improvement. As I was musing about this, I realised how much we trust the 'paper' that is known as a driving licence. Nowadays, it is a plastic card, but somehow it is still what we would consider one's papers.

With that piece of paper, doors open for truckers to enter the world of transportation. We trust that the truckers actually KNOW how to drive. But what assurance do we have? There is nothing that indicates how well a driver can drive; just that he can operate a truck. However, and I don't need to tell you that there is much more to driving a truck. Moving it forward is one thing, but being able to deal with moving loads and the resulting change in the centre of gravity, for instance, or how a truck behaves in wet and stormy conditions are issues truckers may not be trained on.

Trained & Competent

Having spoken to an expert in road safety training, I learned that many times the issue is that someone might have had training, as attested by the certificate, but may not have

understood the material and matters discussed. Let me tell you, I have sat in Math classes for 13 years and I can relate. In other words, we might have drivers that are very busy attending courses but may not be able to apply the knowledge.

In training, there is a fundamental difference between trained and competent. In addition, one will learn that one will forget things over time. That is why tyre manufacturers consistently preach that drivers take refresher courses on tyre safety and maintenance. In our busy lives, there is a lot going on and we may not be able to remember all points on the mental checklist.

Not on Paper

When it comes to driving a truck, the ability to drive in a defensive and fuel saving manner are determining factors for a company to be profitable or just get by. I doubt that this is part of the curriculum in driving schools. Neither is captured anywhere in official papers that drivers may present to an employer. It may not even be available as a reference that a trucker is a "good" driver. Currently, a call to the previous employer may be the only way to verify if a driver is one that is not only able, but also competent to drive a truck.

Good driving can be measured, just like the performance of a manager that "increased sales by x percent in two years." Wouldn't it be great if there was a system that would also allow for truckers to track their performance, their capabilities and competence in order to appreciate the value that they can bring to a company; to assess their wages and their need for further training? Suddenly, that paper would be worth even more, don't you think? **T**



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