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**Alternative Fuels Can
Lessen Impact on
Climate Change**

Scania Holds Climate Day

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**Volvo FM Embraces
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Scania Singapore Pte Ltd (200309593R) 40 Senoko Road, Singapore 758112

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Cover Photo – Courtesy of Scania



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The Drivers **ASIAN TRUCKER**

**YOUR GUIDE TO ALL
THINGS TRUCK**



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EDITORIAL

EDITOR-IN-CHIEF Floyd Cowan
CONTRIBUTORS Stefan Pertz
Carol Yeoh
Goh Thean Howe

GRAPHIC DESIGNER Tony
PHOTOGRAPHERS Floyd Cowan
Carol Yeoh
Goh Thean Howe

ADVERTISING & MARKETING SINGAPORE

Floyd Cowan
Floyd@asiantrucker.com

Stefan Pertz
Stefan@asiantrucker.com

MALAYSIA

Nicole Fong
Nicole@asiantrucker.com

THAILAND

Songyot Kamontavikun
Songyot@asiantrucker.com

WEBSITE

Stefan Pertz
Stefan@asiantrucker.com

CIRCULATION, CONTRIBUTIONS and SUBSCRIPTION
info@asiantrucker.com

WEBSITE and E-NEWSLETTER
www.asiantrucker.com

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Asian Trucker Singapore Pte. Ltd. 2C Upper Boon Keng Road #29-678,
Singapore 383002 T: (65) 6749 3748F: (65) 6749 3748

MALAYSIA (HQ) ASIAN TRUCKER MEDIA SDN BHD

Asian Trucker Media Sdn. Bhd. No. 27-1, Block C, Zenith Corporate Park,
Jalan SS7/26 Kelana Jaya, 47301 Selangor, Malaysia
Tel: +60 12 207 5528, Email: nicole@asiantrucker.com

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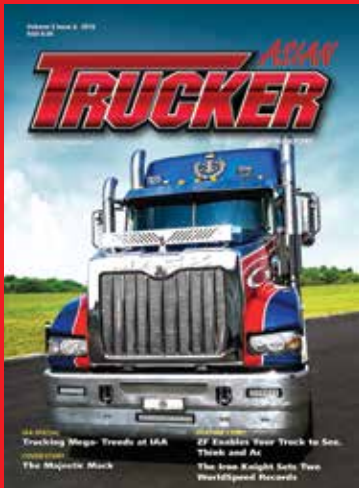
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floyd@asiantrucker.com



The Importance and Challenges of Creating Alternative Fuels

Floyd Cowan takes a look at the challenges of creating an alternative fuel that will effectively reduce green house gases while being efficient and economically viable.

The topic of Alternative Fuels is important for the transportation industry due to vehicles contributing significantly to green house gases that play a role in Climate Change – one of the most pressing issues of the day. Finding solutions to stop the earth's rising temperatures is imperative as the consequences of Climate Change are expected to be devastating. Finding effective alternatives is not easy.

Daimler Did It

Though he didn't invent the internal combustion engine it was Carl Daimler who set us on this path as his vehicles, the first production vehicles, used the then new internal-combustion engines that were powered by gasoline and diesel. But even then, there were 'alternative' fuels. The earliest 'car', made in 1769 by French inventor Nicolas Cugnot, was steam powered. While this was a 'green' vehicle it was a large three-wheeled vehicle that moved at the speed of a walk.

I am sure that human ingenuity would have soon increased the speed, but it is unlikely steam powered vehicles would have ever become as efficient as the gasoline powered engine. Even now most OEMs agree that there might not be one single solution to replace fossil fuels. Some believe that diesel may remain the best choice for long distances for a very long time.

While Mr Benz probably breathed in a good deal of engine exhaust it is highly unlikely that he envisioned the impact such emissions would have on the planet.

No Matter How Clean

When it became evident that the internal combustible engine was contributing so negatively to air quality manufacturers and politicians began spending time and money to make it a cleaner source of power. The internal-combustion engine is still very efficient and cost effective, if we could only make it a clean running beast, we'd all be happy.

Technology has improved vehicles so they are less polluting than they used to be, but there is only so far that it can go

as Martin Daum, who will soon become CEO of Daimler Truck AG, points out. "If we now get a regulation requiring us to achieve reductions of 2% and after 2025 of more than 3% a year, then we have no technical solution – and not just we at Daimler, but the industry as a whole."

Every Mile from Every Drop

Mr Daum is saying that OEMs have squeezed every mile out of every drop of fuel that they can. With the diesel engine there is no further they can go. They are now as clean as they can be, but if there are more trucks on the road, driving more miles, are we any further ahead?

This is why we need different sources of power for our vehicles. At this point of human and societal evolution we cannot do without trucks. They are essential to our economy and our society as most of the physical goods that are important to us are transported by trucks. Can't do without them.

Other Impacts

One thing I didn't get into in the article is the impact each 'alternative' fuel has. While such fuels may not be directly spewing noxious fumes, they may be having negative impacts elsewhere. One example of this is the electric engine. Developers of electric powered vehicles are careful to say it is "a zero local emissions light commercial vehicle". Meaning it is not emitting fumes as it drives about, but the making of the vehicle resulted in the production of greenhouse gases. It may also mean that though the electric vehicle runs clean, the electricity that is needed for it creates emissions when it is produced. While it is great that you can drive an e-vehicle into a building without filling it with poisonous gases doesn't mean that the vehicle isn't contributing to global warming.

All that said is just to point out the great challenge we are facing. Solutions are not easy or simple, but we have to make progress towards the goal to clean vehicles in all ways that we can. We have no choice. **F**

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newly built on HQ premises, offers enhanced Total Support in both the hard and soft aspects. With optimized traffic lines on the workshop's premises, and roof-top solar panels that are slated to provide its power, the site is designed with safety and the environment in mind.

Mitsuharu Tabata, president of HMP, said, "Putting our top aftersales service in the front line, it is our goal for every partner to experience quality aftersales service and a dedicated service team. As HMP's answer to government's call of establishing inspection system, HMP has also built a Motor Vehicle Inspection System. TSTC is not only about maintaining your vehicles, but it also offers training and development to our partners. This is to make sure that every mechanic in the Hino Dealer Network is equipped with proper training to provide quality service."

Hino chairman, Yasuhiko Ichihashi remarked, "For further contribution to society, besides providing better product, we have announced the idea of "Total Support". Since units in operation have increased to 13,000 units with sales growth, it will become important to satisfy customers demand for aftersales services. Hino Motors will help customers' business and contribute to develop Philippine society through continuous support to HMP."

Hino is focused on the Three Directions that it defines in its "Challenge2025" initiative --"Best-fit products incorporating safety and environmental technologies," "Total Support customized for each vehicle," and "New activity areas." In order to provide our customers and societies with these values on an ongoing basis, we are committed to taking on every challenge. 

Hino Motors Philippines Holds Opening Ceremony for New Total Support Core Facility

On September 5, 2019 Hino Motors, Ltd and the company's sales and manufacturing subsidiary in the Philippines, Hino Motors Philippines Corporation held an opening ceremony for their "Technical Support and Training Center (TSTC)."

As part of its effort to bolster its business structure in ways that enable Hino Motors to provide value to its customers and societies under our "Challenge2025" initiative, the company says: "We are committed to enhancing our "Total Support" operations which underlie our efforts aimed at supporting our customers' operations. In recent years, new unit sales in the Philippines – situated in the ASEAN region which we position as our second pillar after the Japanese market – has been growing particularly robustly, and the increase in the number of units owned has increased the need for us to provide our Total Support in a more finely tuned manner. Hino Philippines positions the TSTC as its core facility for driving Total Support, and this has been the impetus for this latest upgrade."

With a workshop that features the latest facilities, a training centre that supports HR training programmes that cater to a diverse range of needs, and a parts warehouse with its improved working efficiency, the TSTC, which was



German automotive components giant ZF Friedrichshafen and Chinese commercial vehicles manufacturer Foton have jointly opened a facility to produce automated commercial vehicles. The plant in Jiaying, south of Shanghai, will produce automatic commercial vehicle transmissions for the Chinese market, and the partners say they see “excellent market potential for automated commercial vehicles in the next five years”. The companies will focus primarily on the production of automated transmissions for heavy and light commercial vehicles. ZF holds a 51% share in the joint venture, ZF Foton HCV Automated Transmissions. The companies’ main objectives are the production and marketing in China of ZF’s automatic commercial vehicle transmission system, TraXon.

Wolf-Henning Scheider, CEO of ZF Friedrichshafen, says: “In China, the demand for automated transmission systems for light and heavy commercial vehicles is growing strongly. Together with Foton, we will produce our latest transmission technology in China and thus offer our local customers more efficiency, comfort and safety.”

Heyi Xu, CEO of Foton’s parent company BAIC Group, says: “Both parties will leverage on their

ZF and Foton open joint facility in China to produce automated commercial vehicles

respective technology and strengths, form a modular and standard production platform, in order to produce cutting-edge, efficient and intelligent transmission products for the world. We will provide Chinese customers of commercial vehicles the desired world-class products, leading the development of the sector.”

Compared to manual transmissions, the TraXon transmission, for example, reduces fleet average fuel consumption by up to 5%. ZF Foton HCV Automated Transmissions recently began production. Production capacities in Jiaying will be expanded successively and this is where ZF will produce the TraXon 12-speed transmission for the Chinese market.

With an efficiency factor of 99.7%, TraXon is the most efficient commercial vehicle transmission on the market and can be combined with additional

functions, ensuring its viability for future market developments. These functions include ZF’s predictive gearshift strategy PreVision GPS. With improved use of the rolling function this can further increase efficiency.

The off-road and rock-free functions can improve the transmission performance during winter months, or in special vehicle applications. Moreover, ZF Foton HCV will offer the TraXon transmission system together with the Intarder transmission brake. This effectively brakes heavy trucks without strain or wear on the service brakes. The Intarder can increase safety and extend the service interval, offering additional cost advantages in practice. **T**



Alternative Fuels Can Reduce Emissions and Lessen the impact on Climate Change

Vehicle emissions contribute significantly to climate change. OEMs and organizations are taking steps to reduce and eliminate green house gases. Asian Trucker looks at what those in the commercial vehicle industry are doing to help clean up the air.

According to the Union of Concerned Scientists “global warming endangers our health, jeopardizes our national security, and threatens other basic human needs. Some impacts—such as record high temperatures, rising seas, and severe flooding and droughts—are already increasingly common. Traffic fumes alone cause the death of thousands of people every year.

Vehicle Emissions

“Collectively, cars and trucks account for nearly one-fifth of all US emissions, emitting around 24 pounds of carbon dioxide and other global-warming gases for every gallon of gas. About five pounds comes from the extraction, production, and delivery of the fuel, while the great bulk of heat-trapping emissions—more than 19 pounds per gallon—comes right out of a vehicle’s tailpipe.”

On its website the Union notes: “Fuel-efficient vehicles use less gas to travel the same distance as their less efficient counterparts. When we burn less fuel, we generate fewer emissions. When emissions go down, the pace of global warming slows. Cleaner fuels produce fewer emissions when they’re burned. Some fuels—such as those made from cellulosic biofuels—can reduce emissions

by 80% compared to gasoline. And better regulations would help prevent the gasoline we do use from getting any dirtier.

Adopting Standards

In Singapore, authorities have taken action to reduce emissions from vehicles operating here. The Euro VI emission standard for new diesel vehicles came into force in Singapore from January 1, 2018. In the National Environment Agency’s (NEA) continued effort to further improve air quality and safeguard public health, this latest and more stringent standard will serve to further reduce the emission of air pollutants such as fine particulate matter (PM2.5) and nitrogen oxides (NOx) emission from diesel vehicles.

The Euro VI is the latest vehicular emission standard set by the European Union (EU). The EU’s vehicular emission standard imposes



FUSO eCanter

strict rules on tailpipe emission for new vehicles sold in the EU. They have been progressively implemented in other countries.

PSA Looks at LNG Trucks

The Port of Singapore Authority (PSA) announced in September 2019 it is buying 200 liquefied natural gas (LNG) trucks to promote a greener environment. This purchase will make up about 15% of its truck fleet. The cost of the trucks will not be known until the tender is awarded. LNG models are generally more expensive than diesel models.

The first batch of LNG trucks is expected to be delivered before 2021 and will replace the current diesel-powered trucks used to transport containers between vessels berthed at the wharf to the container yard at PSA's container terminals in Pasir Panjang. PSA will build its own LNG kiosk in the port to prepare for the arrival of the LNG trucks. The company has been looking for alternatives to be more environmentally friendly and is looking at deploying fully electric automated guided vehicles to replace the diesel trucks for the new Tuas Port.



Hyundai Motor Company and Cummins Inc. have entered into a memorandum of understanding to jointly evaluate opportunities to develop and commercialize electric and fuel cell powertrains.

"Electric trucks use electricity as fuel, producing fewer emissions than their conventional counterparts," the Union of Concerned Scientists points out. "When the electricity comes from renewable sources, all-electric vehicles produce zero emissions to drive."

25 Times Around the World with Electric Power

While PSA seeks out e-trucks there are already several on the market. After two years in customer operations, the FUSO eCanter fleet has achieved one million

kilometres, driven locally emission-free. Customers are now operating around 150 vehicles in New York, Tokyo, Berlin, London, Amsterdam, Paris and Lisbon.

Hartmut Schick, President & CEO at Mitsubishi Fuso Truck & Bus Corporation and Head of Daimler Trucks Asia states: "With more than one million kilometres driven in daily operations in seven cities on three continents, our FUSO eCanter has proven its reliability and series production capability. At the same time, we are obtaining valuable information for the development of the next generation. FUSO thus continues to underscore its pioneering role in the field of electric-powered commercial vehicles."

A distance of one million kilometres equals driving around the world 25 times along the equator. The number of accumulated kilometres is even more impressive considering typical customer operations, wherein the FUSO eCanter usually covers a distance of 30k to 80k per day. With a range of 100k, the 7.49 tonne vehicle easily meets the inner-city short-range distribution requirements of its customers.

Continuous Improvement

Martin Daum, the Member of the Daimler AG Board of Management responsible for Daimler Trucks & Buses spoke to the challenges of meeting standards that regulators are demanding. Daum, who will become the new CEO of Daimler Truck AG on November 11, 2019, speaking at a handover ceremony of an eActros stated: "On the one hand, we have been working for many years to reduce our CO₂ footprint as far as possible. Fuel efficiency and low fuel consumption are the main purchase criteria for our customers, and we are right at the top in Europe with our vehicles in terms of fuel consumption. We have continuously improved these vehicles over the past 10, 20 years; we have continually explored the limits that are technically possible. This means that with regard to which pressures, which temperatures we work with, how algorithms, computer simulation programmes, predictive driving, automated driving, aerodynamics and so on can help – we have made considerable progress, invested many hundreds of millions and as a result achieved reductions of just between 1 and 1.5% a year.

"If we now get a regulation requiring us to achieve reductions of 2% and after 2025 of more than 3% a year, then we have no technical solution – and not just we at Daimler, but the industry as a whole. But since industry in general is dependent on trucks, a solution must be found. One solution would be like the eActros presented here. This means that if we miss our targets by 5%, then 5% of our vehicles must emit no CO₂ at all. Since these electric vehicles are significantly more expensive than diesel vehicles, we now have to find a way of pricing this in the market, in which segments we will use them, in which form legislation can significantly help with something like this."

Daily Electric

Iveco has been an innovative frontrunner in electric vehicles having built its first Daily Electric vehicle in 1986. The Daily Electric is a zero local emissions light commercial vehicle, designed, built, sold and serviced entirely by Iveco. The Daily Electric is a battery powered electric propulsion vehicle. An inverter controlled electric motor provides the drive and recovers kinetic energy on braking.

The Daily Electric is equipped with batteries that do not produce gaseous emissions, require no servicing and are totally recyclable. Depending on version and mileage requirements, the Daily Electric can be equipped with a regenerative braking system for recharging the batteries and boosting mileage. Top speed is electronically limited, while autonomy ranges from 90 to 130 km at full load, depending on the nature of the mission.



Alternative Engines

Engine development has always been important for Scania and it has taken huge steps. Scania says it can offer sustainable driving without sacrificing performance. Scania's website reveals: "Truth to be told, drivers will not notice any difference in efficiency, and our planet is going to thank you. Welcome to the era of sustainable transport."

Anders Liss, Country Manager of Scania Singapore, noted, "Scania fully supports having a more sustainable form of transportation in Singapore. Our engines are able to support a wide range of alternative fuels, such as hydrogenated vegetable oil (HVO), biodiesel, biogas, bioethanol and natural gas, as well as hybrid systems, without compromising on performance. We believe alternative fuels, especially renewable fuels, will play an important part in addressing climate change and energy security challenges that concern us all on a global scale.



Adopting Alternatives

But to be viable to fleet owners at a local level, we have to look at the cost and availability of such fuels. A government-led effort would certainly drive this shift more effectively by ensuring reliable sources of the alternative fuel, infrastructure improvements, incentives and subsidies to the industry.

We have seen how the industry was able to work towards improving air quality with the introduction of Euro 5 and Euro 6 emission standards, with incentives for fleet owners to replace vehicles running on older engines. We look forward to seeing some development to encourage the adoption of alternative fuels as well."

The Hydrogen Option

Hydrogen fuel produces zero emissions when burned with oxygen and can be used in fuel cells or internal combustion engines. Research and development has been intense and continues as OEMs work to make it commercially viable. Vehicles using hydrogen fuel cell are electric but don't require the slow recharging times required by battery-powered vehicles. Hydrogen vehicles just top up and go. When liquid hydrogen is fed into the fuel cells, it produces electricity to drive the vehicle. Water is the only byproduct.

Cummins has joined with industry partners to research how hydrogen fuel cells can power commercial vehicles, recognizing that this technology is likely to play a role in the broad portfolio of power solutions Cummins will provide its customers in the future. In other words, they do not see one solution meeting all the needs of the industry.

Bus Power

The demonstration project is a transit bus, called N'yu'ti, that can travel more than 200 miles on 38 kilograms of compressed hydrogen in partnership with Ad Astra Costa Rica and others. With limited petroleum resources, Costa Rica is working to develop hydrogen as a power source.

Shell states that the high energy density of hydrogen makes it particularly suitable for trucks, trains and potentially ships, which carry heavy goods over long distances. Since 2018, Shell has been part of a Californian consortium to develop three new large-capacity refuelling stations for heavy-duty hydrogen fuel-cell trucks being developed by Toyota and Kenworth Truck Company. One of these stations will use hydrogen made from biogas, which is natural gas made from renewable sources.



Martin Daum



HVO Biodiesel & Biogas

Scania points out that Biodiesel, Hydrogenated Vegetable Oil (HVO) and Biogas are also being explored as sources of fuel. HVO is a way to produce high-quality bio-based diesel fuels without compromising fuel logistics, engines, exhaust aftertreatment devices, or exhaust emissions. HVO can be made from waste oil, rape seed oil, palm oil and animal fat. Using these sources of energy can greatly reduce greenhouse gas. HVO has the potential to have a 90% reduction in CO₂-emissions compared to a standard diesel engine.

Companies are researching making biodiesel from various sources such as corn, soybeans, rapeseed, plants, and even waste cooking oil. It helps biodiesel's viability that it is a liquid, available in large quantities. Currently biodiesel is used for blending in diesel. Compared to standard diesel, an optimal CO₂-reduction is estimated to be up to an 85% reduction in CO₂-emissions.

To be able to use our waste and sewage to provide power seems like a utopian dream. However, that is biogas. It can be produced from a number of sources, but the most cost efficient and sustainable method is to use sewage or waste.

Hybrids

Scania notes that a hybrid vehicle is one that runs on electrical power in combination with a biofuel. Fuel consumption is greatly reduced and so emissions are lower. In addition to lower emissions hybrids emit less noise. This gives the hybrid the benefit of being able to drive in cities during early mornings, late evenings, or nights when load vehicles are not acceptable. Off-peak deliveries can mean a reduction of driving time due to less congestion. This means less fuel consumption and lower CO₂-emissions.

The plug-in version means that the truck can always start its work fully charged. Then complimentary charging can also be carried out during a driver's shift while their truck is parked for loading or unloading, or while they are resting, according to Scania. This combination of electrical driveline and traditional engine reduces the fuel consumption, which lead to lower emissions and noise levels. Hybrid means up to +90% reduction in CO₂ emissions compared to regular diesel (with a hybrid and HVO combination).



Benefits of Hybrids

Iveco believes that Hybrid tractions, biofuels and CNG/LNG solutions are and will continue to be more suitable for long distant trips. Iveco believes that "Due to its flexibility and availability, diesel fuel will be the most suitable solution for a long time ahead."

Hybrid drive systems, Iveco notes, deliver considerable benefits in terms of driver comfort and reduced fuel consumption allowing for savings that can result in as much as 30% compared to conventional vehicles.



electric motor. Urban operations, which inevitably involve lots of stopping and starting, therefore become far more economical, though the vehicle remains just as efficient and flexible as a normal commercial vehicle on the motorway.

Iveco states, "Whether traction is provided entirely by the electric motor, entirely by the Diesel engine, or by a combination of the two, what would initially seem like a compromised drive system actually represents an exciting and innovative solution."

The company states that such excellent results are achieved by means of three main solutions:

- **A regenerative braking system:** when the accelerator is released, or when the brake is applied, the electric motor converts some of the vehicle's kinetic energy into electrical energy to recharge the batteries.
- **Stop&Start:** The Diesel engine is automatically switched off when it is not needed to drive the vehicle or power its auxiliary systems. Only the electric motor is used to start the vehicle moving. The Diesel engine is then restarted automatically when the vehicle reaches a certain speed or the driver demands more acceleration.
- **Downsized Diesel engine:** Use of a Diesel-electric hybrid drivetrain allows a smaller Diesel engine to be used, thanks to the contribution of the

The Future

How long the future of humans on earth may be determined by how well we reduce toxic and greenhouse gas emissions into the atmosphere. The diesel internal combustion engine as dominated commercial vehicle transportation from the time trucks became commercially produced. To ensure a cleaner future that cannot continue to be the case. The good news is that there are a lot of alternatives and they all could be a part of the solution. **7**



26th Intelligent Transport Systems World Congress to Look at The Future of Urban Mobility

Hosted in Southeast Asia for the first time, the Intelligent Transport Systems World Congress will bring together the latest global technologies and innovations for future mobility

The 26th Intelligent Transport Systems (ITS) World Congress is set to take place from October 21 to 25 at the Suntec Convention & Exhibition Centre in Singapore. Hosted for the first time in Southeast Asia, it is co-organised by the Land Transport Authority and Intelligent Transportation Society Singapore (ITS Singapore). The theme for this year's Congress is "Smart Mobility, Empowering Cities", which recognises the important contribution a smart transport system has to a city's economic growth and in enhancing the quality of life of its residents.

26th ITS World Congress Programme

The ITS World Congress is a leading transport technology platform bringing together policy makers, industry players, academics and researchers to share insights on the latest developments in urban mobility as well as showcase the latest innovations in intelligent transport systems.

Expected to attract more than 10,000 participants, the five-day Congress will feature close to 200 plenary sessions and interactive panel discussions, 30 specially curated technical demonstrations and tours, as well as 11 associated events, including LTA's inaugural Autonomous Mobility Summit. From October 24 to 25, members of the public can also enjoy free admission to the ITS World Congress exhibition, which showcases the latest technologies, research and innovations by over 300 exhibitors, including a Singapore Pavilion by local entities.

A Platform for Knowledge Exchange

The Congress is anchored by three Plenary Sessions dedicated to key global ITS issues. The sessions will focus on (1) how connected and automated mobility is transforming the movement of people and goods, vehicle ownership and mobility services; (2) challenges and ideas for realising innovative/integrated mobility services; and (3) how intelligent mobility solutions can be delivered for a sustainable smart city. Topics to be explored include autonomous vehicles, Mobility-as-a-Service, ride-sharing, mobility-on-demand, and cybersecurity.

In addition, the Congress will provide participants with unprecedented access to view and experience innovations from Singapore and around the world.

VoloPort to be Unveiled

German start-up Volocopter and UK-based Skyports will unveil the world's first full-scale VoloPort prototype in Singapore, and Volocopter will look to conduct the first public test flight of its aircraft along the Marina Bay waterfront, subject to final regulatory approval from the relevant authorities.

Autonomous vehicle technology demonstrations will also take place on The Float @ Marina Bay. Delegates will be able to have a first-hand look at autonomous mobility solutions being developed locally, including NTU-Volvo's 12 metre-long autonomous electric bus and ST Engineering's autonomous shuttles.

Youth Engagement

To inspire and nurture the next generation of ITS leaders, 60 tertiary students and youths from Singapore and other countries across the Asia-Pacific region will also take part in the Youth Leadership Development Programme. These students, about half of whom are from Singapore universities and polytechnics, will have the chance to network with entrepreneurs and business leaders from the ITS industry, and work together to create innovative solutions to some of the most pressing issues facing the transport sector.

Mr Ngien Hoon Ping, Chairman of the ITS World Congress Singapore 2019 Steering Committee, said, "The prevalence of smart technologies, as well as digitalisation, present policy makers and industry players around the world with an unprecedented opportunity to push the boundaries for the future of transport. Smart urban mobility is a key element of Singapore's Smart Nation drive, and I look forward not only to the opportunities for collaboration and co-creation which the Congress will offer, but also the exchange of ideas and insights that will help catalyse the future of smart urban mobility on a global scale and improve people's lives."

W: itsworldcongress2019.com. 



Expanded Venue

In addition to Odaiba's Ariake area, where the Tokyo Motor Show has until now been held at Tokyo Big Sight, the venue for this year's show has been expanded to include the Aomi area. The venue will also include the new "Open Road" connecting the Ariake and Aomi areas, to create one vast "mobility theme park".

www.tokyo-motorshow.com

The Tokyo Motor Show Focuses on the Future

Looking to the future, the Japan Automobile Manufacturers Association presents the 46th edition of the Tokyo Motor Show.

The forty-sixth edition of the Tokyo Motor Show takes place Thursday, October 24, 2019 to Monday November 4, 2019 in Tokyo, Japan. The exhibition has become a regular date in the calendar and offers one of the best informative sites on the subject of automobile production.

The theme of this year's event is the "OPEN FUTURE" concept that vividly reflects the open-ended scope of possibilities that the exciting new mobility of the future will embody. This year's show will demonstrate that the potential of the future is always expanding.

The Role of Automobiles

The Show will present the latest developments in the automotive industry. The main topic of the show revolves around the role of automobiles in the future. Engineers combine aesthetics, technology and dreams to develop their latest creations.

Tokyo Motor Show 2019 will be setting its sights, and those of its visitors, on the future, enabling them to see for themselves what mobility may look like in the coming years and, more expansively, in the broader context of the living experience of the future and the vast array of applied technologies which that experience could feature.

Open to All

The "openness" conveyed by this theme is meant to be both a challenge and a stimulus to the show's organizer and its exhibitors. The Show will feature a wide range of programmes, events, and activities that can be enjoyed by all—not just by automobile enthusiasts, but by visitors of all ages.

There will be participation by at least 186 companies and organizations from seven countries. The show will offer thrilling vehicle displays and entertaining events.



Driving the Future: MAN at COMTRANS 2019

MAN Truck & Bus presented innovative transport solutions at the COMTRANS 2019 in Moscow themed "Driving the Future" September 3 – 7 2019. At their booth visitors to Russia's largest commercial vehicle exhibition had the opportunity to get to know the MAN eTGM and MAN eTGE electric vehicles for the first time.

An impressive overview of the fair highlights of MAN Truck & Bus at COMTRANS was on the large central stage of the booth. A multi-faceted interplay of video productions, presentations and dance performances gave the more than 1,000 visitors a first impression of the trucks.

At the heart of the all-electric 26-tonne MAN eTGM truck, with its range of about 180k, attracted the attention of visitors.

Another MAN eTGM has been on the road for Porsche in production logistics at the Stuttgart Zuffenhausen plant since December 2018, saving up to 30,000k of CO2 in a two-shift operation each year compared to a diesel-fuelled truck of the same operation. While the MAN eTGM is currently still in the customer test phase. **T**



Rexx in action.

First Truck & Shovel Digs In



Paul Moore, Editorial Director, International Mining



Chet Fong, RPMGlobal

When Paul Moore, Editorial Director, International Mining, welcomed delegates to the first Truck & Shovel Conference he stated, "This conference is the first load and haul event of its kind – one that is focussed on this topic, but which has a firmly future mining emphasis. It is being held in the worldwide hub of Singapore, therefore tapping into the mining markets of Asia and Australasia and further afield, making it a truly global gathering." The plan is to hold this event every two years.

Global Topics

Though held in Singapore readers of Asian Trucker should rightfully ask what a conference about mining has to do with the trucking industry. There are many issues that the two industries have in common and topics were discussed that could be applied in many business areas.

One of the best examples of this was the presentation made by Jason Knuth, Senior Manager – Data Solutions, and Simon Van Wegen, Product Manager – Data Solutions, Komatsu Mining. After outlining the challenges the mining industry is facing – aging workforce, more difficult to extract minerals and declining prices – they talked about solutions that can address these challenges such as optimising maintenance processes, the integration of smart equipment and the value of data.

Gaps in Products

In product development the gentlemen from Komatsu say they look for gaps in products and they make new products to fill the gaps and make them

The first Truck & Shovel conference was held in Singapore and while the focus was on mining there was an abundance of information relevant to trucking.

more efficient. They assess specific pieces of equipment, gather data and understand how the customer uses the equipment. Once this is done, they find ways to improve the design. They gave several examples such as Truck Frame Analysis where they have continuously improved the design and extended the life of the truck in the field.



David Pichanick, Austin Engineering

“We look at situations where time is being wasted. Shovel hang time is an area where improvement can be made. We analysed the situation and found the causes of this. From our study we realized that a visual guide was needed for the truck so the driver would know where to go so the shovel wasn’t hanging, waiting for the truck to get in place. With this in place there was a 4.7% decrease in shovel hang time. That wasn’t good enough for us. Through operator training we got that up to a 36.5% decrease in hang time. This meant that the trucks could do three additional loads per hour.”



Leadership Must Lead

Summing up the take aways from the specific situations they stated: To get real results leadership has to communicate a common goal. There must be diversity in the work force, and you have to have the right people in the right role and empower them. You must make sure that data is accessible to everyone so you can build insights from the data. Create data democratization rather than centralization of information. Use the data to get actionable results. You must leverage experience from outside your company to get maximum results.

They advise that companies should avoid being driven by technology but use technology to fit for a purpose. Utilize technology to implement highly valuable solutions. Be aware of what is already available, so you don’t reinvent the wheel. Get user feedback that involves active sharing and collaboration.

Solutions from Within

Chet Fong, Technical Specialist, RPMGlobal talked on using intelligent simulation to improve haulage operations. He states: “The Mining Industry has become hungry for solutions from within – how do we improve what we already do? Instead of relying on a step change to improve the bottom line, we turn to incremental improvements to grow. In the world of precision, math is king.

“By examining road networks, points of congestion, by looking at truck speed, stoppages and loading time you can optimise the number of trucks needed for a particular job. ”

Truck Design & Development

Director of Sales & Marketing, Pioneer Solutions, LLC, Christopher B. Althausen, spoke on mining truck design and development: challenges, hurdles and solutions. He set out to answer the questions: How should the project be started? What design methodologies and standards should be used? What are the best strategies for technological advancements, autonomy, electrification and safety? How should manufacturing, prototyping, testing, and support be planned, executed, and managed?

He focused on two foundational design elements critical for developing a new mining truck with competitive, low cost-per-tonne performance: (1) developing an efficient, whole-machine concept and (2) designing reliable structural components. He talked about breaking and control systems and the challenges in designing them.

Don't Be a Testbed

"Some companies prioritize an aggressive manufacturing schedule over design and engineering. They want to incrementally improve over time. They'll say don't worry if it breaks down, we'll fix it. You don't want to be a testbed. The results of rushing a product are: Low hour structural failures; heavy net machine weight and poor cost per tone value proposition. If your trucks aren't of good quality, you will get a bad reputation.

Althausen advises that you develop a "whole machine concept. Make sure it is feasible. With options and configurations – how are they going to fit into the design. Evaluate all your options and get feedback from the users. Develop concepts then verify that they are feasible, then add more details." He noted: "A compact design is a lighter design."

He warned against mimicking another OEM's design. "You don't know what they went through to get there."

Rugged Rexx

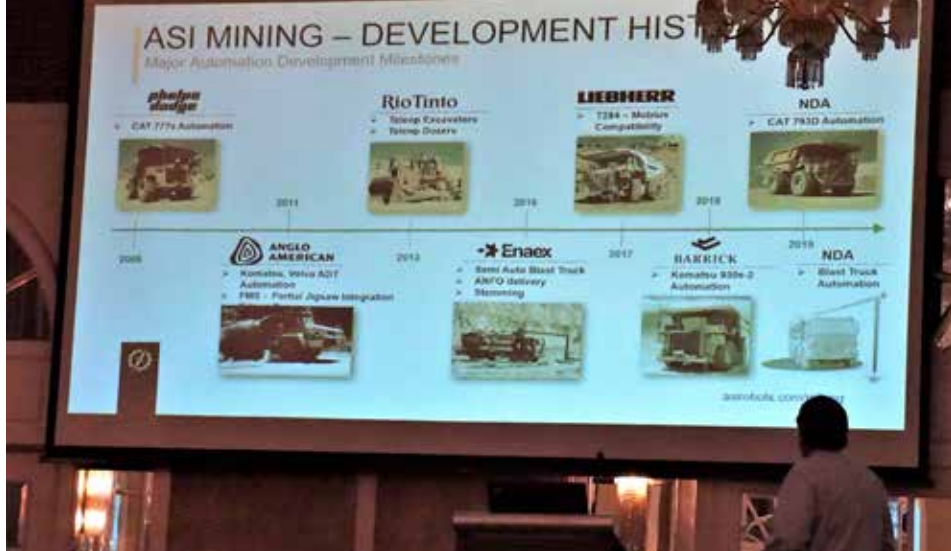
Virginie Hannah, Group Manager Innovation and Product Delivery, Bis Industries talked about the storm Bis has been causing in the open-pit haulage sector with its innovative Rexx truck. Fitted with 20 wheels, the machine combines the distance capacity of a traditional off-road haulage solution with the ability to go out of the pit.

"Bis has a culture of customer-driven innovation," stated Hannah, "with a strong focus on innovation in mine site haulage for reduced costs, improved productivity and better community and safety outcomes. Game-changing truck, Rexx was introduced to the market late last year."

A Solution for Double Handling

"The idea for Rexx came about when Bis leaders recognised a problem in double handling product when it was being moved from pit to processing. The solution was a 20-wheeled, long range, out-of-pit hauler that would combine the distance capacity of a traditional off-road haulage solution with the ability to go out of pit."

Bissays Rexx offers a range of competitive advantages, moving resources more efficiently and delivering greater profitability for customers. On the topic 'Innovation in minesite haulage' Hannah



talked about the process of developing Rexx. "Innovation is the DNA of the organization – and it starts at the top and it creates greater value for our customers."

To have successful innovation you need, according to Hannah, 1) alignment of innovation and the business strategy 2) a company wide culture and support for innovation 3) top leadership to be all in 4) a customer-first approach 5) the right projects 6) and a wholistic approach to being the best.

Mining Automation

Drew Larsen, Director of Business Development, ASI Mining said Autonomous Mining is more feasible than you might think. The challenges of adapting AHS in surface mining are mixed fleets, older fleets, unsupported Fleet Management Systems, (FMS) Integration challenges and a lack of people and expertise.

Larsen says ASI Mining took a disruptive approach to developing OEM-agnostic. "OEM-agnostic will fit with any system. Retro fits can be done which allows for the future purchase of used vehicles. The FMS integrates with incumbent systems. Other projects are not scalable but OEM-agnostic allows us to integrate with other platforms."

Tyres & Haulage

Tony Cutler, Principal Consultant, OTR Global talked about the advantages of automation in his presentation on 'Factoring tyres into autonomous haulage'. One of the biggest advantages to automation is the reduction of labour. "You can reduce operators from three to four per truck to one. No catering is required for the workforce, there is no loss of time for shift changes so you can get 2 " hours more from the truck per day. You can get 1000 hours more per truck per year. There is no driver variability and reduced production because of tiredness. In addition, there is reduced component wear and safety is increased. Four hundred automated trucks have operated over 100,000,000ks without one serious incident."



Rexx in action.

The one-piece liner was launched in April 2019 and is compliant with all truck brands. "The rubber absorbing liner reduces weight by 20 – 30% and allows up to 10% more payload. The liner helps lower fuel consumption and eliminates carry back. The sides will last 10 years and the bottoms five years."

Samuelson continued, "The V shape stiffens the body and you don't have to tilt so much before the material begins to flow. It lasts six times longer than steel linings. The modular design means less maintenance and more uptime." In addition to all that it reduces vibration and reduces noise by half.

Outside the Box

Global Manager Market Development & Innovation of Austin Engineering David Pichanick's topic was 'Truck dump bodies: Thinking outside the box'. Austin Engineering says it is the world's largest non-OEM designer and manufacturer of mining dump truck bodies. The company has done this by adding value for the customer. They focus on optimising payloads and driving productivity. Knowing what the objectives of the customer are allows them to meet their needs.

Austin Engineering's new product is the ULTIMA Dump Body. The new customisable body has been designed from over 50 years of WESTECH and JEC dump body innovation. Utilising new technology in steels and engineering expertise, the Austin ULTIMA will be the new benchmark in future dump body design. The Austin ULTIMA can carry a greater payload and meet all OEM specifications and ultimately deliver the lowest cost per tonne in the world market.

Over the two days there were many presentations focussed entirely on the mining industry, but there was a great deal of information that was relatable to the trucking industry. **F**



Carl Samuelson, Metso Truck

"Tyres are one limiting factor. They have met their capacity. As companies can't make bigger tires, they have to use more on a truck. While there are many companies that make smaller sizes, there are only two that make the largest tires."

Automation Challenges

There are problems with automated trucks. They rut the route because they all go exactly the same way. They are not good at identifying dips and undulations in the road which results in the serious application of brakes. When the truck and payload are beyond the tyre's capability it can result in problems. With no driver to identify a problem tyres have heated up and burned. It has happened where the tyre of an automated truck burns and damages the truck.

New Truck Body

Carl Samuelson, Global Business Support Manager, introduced Metso Haul Truck Solutions and the new 'Metso Truck Body: Haul more with less'. "It possible to lower OPEX while not only increasing both payload and revenue, but also improving working conditions for employees," Samuelson stated. He went on to explain how a one-piece, rubber-lined, and lighter-weight truck body in high-strength steel allows Metso customers to do just that.

Events & Exhibitions

INDONESIA TRANSPORT, SUPPLY CHAIN AND LOGISTICS (ITSCL)

Date : 16 October – 18 October
 Venue : Jakarta International Expo (JIExpo)-Kemayoran
 Jakarta, Indonesia
 Contact Info: itscl@reedpanorama.com T: +62 21 2556 5000
 ext. 5032/5033

Details : Indonesia Transport, Supply Chain and Logistics (ITSCL) is Indonesia's most anticipated international event in Indonesia for the world's Transportation, Supply Chain & Logistics players. It's where you need to be to strengthen your presence, build business alliances and develop potential businesses with Indonesia. present as the preferred venue to strengthen presence and enhance visibility of logistics and supply chain solution in Indonesia marketplace. This event will be much anticipated as a perfect platform to provide insights with expectations, challenges and opportunities for the transportation, shipping, port and logistics service providers and manufactures, also to showcase the cutting-edge logistics products and services.



SMART MOBILITY SUMMIT 2019

Date : 28 October 2019 - 29 October 2019
 Venue : Tel Aviv
 Contact Info: www.fuelchoicesinitiative.com
 Details : The time is ripe for a revolution in transportation, for a world free of oil, populated by clean, accessible and efficient means of transportation.

Join us at the 7th Annual Smart Mobility Summit 2019 to explore and exhibit innovation in alternative fuels and smart mobility and bring our common goals to fruition.

Hosted by Israel's Prime Minister, we will meet on 28-29 October in Tel Aviv, Israel, for a dialogue about the world's most forward-thinking approaches to transportation, cutting edge technologies and future business models, and to promote Israel's ambitious goal of reducing 60% of the country's oil consumption by 2025. Location Tel Aviv

KOREA TRUCK SHOW 2019

Date : 7 November – 10 November 2019
 Venue : Songdo Convensia, Incheon
 Contact Info: Tel. +82-51-784-7901 Fax. +82-51-792-6370
 Email. info@ctfairs.kr
 Details :-



MALAYSIA COMMERCIAL VEHICLE EXPO 2021 (MCVE)

Date : 17 June – 19 June 2021
 Venue : Mines Exhibition and Convention Centre
 Contact Info: info@asiantrucker.com
 Details : Back for the fifth 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 2021 with plans to expand the space.

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.

IAA COMMERCIAL VEHICLES 2020

Date : 24 Sept – 30 Sept 2020
 Venue : Deutsche Messe, Hannover, Germany
 Contact Info: iaa@vda.de
 Details : Vans, buses and trucks – commercial vehicles are a major part of our lives. Today we can choose from an extensive range of goods worldwide that are delivered right to our doors. This would not be possible without freight transport and logistics. And it is the commercial vehicles that cover that last mile. They carry over 70 percent of transported goods and therefore form the backbone of transport and the economy. They are also service providers and chauffeurs. They dispose of our waste, help us to move house, assist the rescue services, take our children to school and drive us to work. So commercial vehicles actually keep our everyday lives "on the go."

The IAA Commercial Vehicles in 2020 will address the question of what the future of commercial vehicles will be like. The IAA takes place in Hannover and is the world's leading trade show for transport, logistics and mobility. And in fact the whole commercial vehicle sector is on a path of innovation. As in many other branches of industry, the particularly important topics here are automation and connectivity, safety and security, environmental protection, electric mobility and new logistics and traffic concepts for the towns of the future. It offers a unique cross section of the entire value chain in the industry, from vehicles to transport and logistics, and from manufacturers to the many medium-sized suppliers.



Why Customer Experience is a Top Driver of Supply Chain Innovation

*By Joseph Lim,
Regional Director,
APAC, BluJay
Solutions*

Companies are recognising the importance of delivering an experience that sets them apart from their competition. In a complex and fast-paced environment, companies must adapt to disruption, infrastructure challenges and customer demand to keep a competitive edge.

Drivers of innovation

Globally, leading companies are placing customer experience as a top business priority. But why? Research from BluJay Solutions and Adelante SCM revealed customer experience is the top factor driving supply chain innovation. Companies that place customers in the centre of their supply chains are optimising their operations, driving both transportation and supply chain visibility improvements.

At the same time, there are laggard companies that are falling behind due to a focus on cost reduction as a primary driver of innovation. These organisations have found it challenging to modernise. Worryingly, many in the fleet management industry still rely on outdated legacy IT systems that cannot keep up with growing customer expectations for granular detail and visibility. Those who operate in silos and rely on IT "systems" like Excel, coupled with fear or uncertainty around new technologies, risk becoming

complacent and losing out to their competition.

Admittedly, innovation does not need to be disruptive or completely "new". In fact, MIT defines supply chain innovation as the combination and application of a mix of inventions, existing processes, and technologies in a new way that achieves a desirable change in cost, quality, cash and/or service

Operating in a global network

What does this mean for the supply chain industry? Supply Chain managers need to dynamically plan daily fleet activity, manage driver regulations and automate driver assignments and shipment scheduling. Modern transportation technology can help supply chain managers track their vehicles in real time, reduce fuel costs, factor in a shortage of transportation capacity, increase overall productivity and make smarter decisions with data. Having access to a software-as-a-service solution and a global trade network can greatly help supply chain managers with these activities and processes.

Large networks have two benefits. The first is connectivity and collaboration and secondly, it can help industry professionals to manage large pools of transactional data. Used properly,

decisions can be driven by data analysis and comparisons. For example, a food and beverage retailer might require its suppliers to deliver full truckloads within a two-day window 97 per cent of the time. The rewards for meeting these requirements can be significant. Data-driven analysis helps identify potential delays and being part of a wider network gives a fleet manager options to re-route.

The power of the network lies in its ability to bring visibility to all parts of the supply chain, while offering on-demand connections to potential trading partners or carriers that can augment capacity when needed. Managing fleets isn't a new concept, but the act of balancing demand from customers with the cost of operations can be done using data-driven insights. The future of multi-modal distribution requires supply chain managers to smartly leverage technology with customers' best interests at heart to maintain a competitive edge.

About the Author

Joseph Lim is a highly experienced regional sales leader in the Supply Chain, Industrial Automation, and Securityspace. Prior to BluJay Solutions, Joseph assumed various leadership positions including as ASEAN Director with Honeywell Safety & Productivity Solutions, Regional General Manager with Datamax-O'Neil by Honeywell and Senior Channel Management Director with Entrust Datacard. His highly consultative and collaborative approach has helped many organizations achieve business improvement and increased profitability through value-driven solutions and automation. **T**



Daimler India Puts the Incredible into the Truck

Asian Trucker visited Daimler India Commercial Vehicles to explore their ultra-modern and innovative production facility and to test drive a truck model slated for introduction into Malaysia.

Chennai has long been a trading post for goods sent out to other parts of Asia. Even the East India Company felt that they needed to be close to the Straits of Melacca for their spice trade and Fort St George is the first English (later British) fortress in India, founded in 1644 at the coastal city of Madras, the modern city of Chennai. Now home to what could be described as a mega factory for Daimler, it has grown to a bustling city where “Brain is cheap”, making it a preferred location for industrial companies.

Incredible Project

Daimler Trucks is a major contributor of revenue to the Daimler AG (the listed holding). With over 80 000 employees, it generates some 38 Billion Euro in Revenue. When the brand looked for a strategic location to serve Asia and the rest of the world, it found a new home in India.

Daimler India Commercial Vehicles (DICV) was established in 2009 and the operations is headquartered in Oragadam near Chennai and sits on 162 ha (~400 acres) of land. What started as a greenfield project has now evolved into a major export hub with more than 4 000 employees. It is noteworthy that the first installation completed was the test track, which was opened in 2010. Addressing concerns about the branding, Daimler decided to label the vehicles made for the local markets “Bharat-Benz” whereby the brand was unveiled in 2011, one year ahead of the plant inauguration and introduction to the market.

Locally Sourced for Export

As with any other local production, the key to reducing cost and building in flexibility is to be able to source components and parts locally. Since the region is already home to many industrial companies, this was something that DICV enforced. Today, the locally sourced content makes up more than 90 percent. The supply chain is comprised of over 350 domestic partners, of which 50 percent are located in Tamil Nadu, the region in which DICV is located. Suppliers are either homegrown local companies that can manufacture to the high standard of DICV, or subsidiaries of international brands that have also set up their production here in order to serve the local market.



Build with future growth in mind, the world-class manufacturing plant has a capacity of up to 72 000 truck units and 1500 bus units per year. From here, DICV is serving 50 truck markets and 18 bus markets across the globe. Locally, a network: more than 200 dealer-run sales and service touchpoints across India serves customers that have bought Bharat-Benz.

Full Range

It is noteworthy that the plant produces trucks for four brands and is exporting products to 50 markets under FUSO, Bharat-Benz, Mercedes-Benz and Freightliner brands. DICV offers the full 9t-55t range of BharatBenz trucks, which was launched in India in 2012; more than 90 000 BharatBenz vehicles handed



Roland Schneider, Chief Executive of Hap Seng Trucks Distribution (Sixth from right)

gearbox that is made for Mercedes Benz. The DICV management team is proud of this as it shows that, clearly, the quality levels of the plant matches that of the brand, just as in any other Daimler plant in the world. Speaking to the heads of DICV, Asian Trucker learned that the management sees potential to increase the services that can be provided from here. Research and development as well as sourcing for components and design services are some of the areas that can be boosted to benefit all brands globally. Economies of scale can be achieved while leveraging on the cost savings through producing in India.



Green Production

Starting from scratch, DICV could also ensure that green concepts were incorporated. When approaching Chennai by plane from the right direction, one can even see the huge Daimler logo which sits in a field of solar panels. The environmental management system is certified according to ISO 14001:2004 and major awards in 2017 for Environmental Management (Golden Peacock Awards) and Energy Management (CII Energy Circle) have been won.



Green production efforts include utilization of renewable energies (photovoltaic field on site, procurement of green power), water conservation and management ("zero discharge"), waste management, tree plantations (more than 16 000).

Synergies

During the company presentation it was learned that DICV has a high level of autonomy. Local management has almost 100 percent autonomy. However, Pradeep Kumar Thimmaiyan Vice President Product Engineering – Entire Vehicle India, said that it would be unwise not to use the synergies that are possible being part of the Daimler network. Access to other development centres and the global reach of the brand allow for the development of products that suit every market.

over to customers. The domestic product portfolio expanded with BharatBenz buses and a Mercedes-Benz coach in 2015. Since then more than 2 800 buses were handed over to customers.

The milestone of producing 25 000 units was reached already in August 2019. The milestone vehicle, a Fuso FJ 1823R, was shipped to Saudi Arabia.

Mr. Satyakam Arya, MD & CEO, Daimler India Commercial Vehicles, said, "The milestone of crossing 25 000 units in exports illustrates the demand & acceptance of our products in global markets. It stands testimony to the quality and efficiency of the products that are built in India by Daimler. With new markets constantly getting added to our export fold, our Indian operations will continue to play a strategic role in Daimler's growth story."

DICV's exports increased by 8 percent to 7 054 trucks in 2018 (2017: 6 553 units). DICV has also been growing its parts business with over 100 million parts being exported to other Daimler entities. One of the products manufactured is a

He said that the development of some trucks was done by taking the best of both worlds, the Mercedes and FUSO platforms and combining them to a truck that is derived from market demand. "We are able to offer products that cover the ranges of Euro 3 to Euro 6 trucks and we can also work on products that are to be sold outside India only," he told Asian Trucker.

Global Daimler Quality

Recently, DICV has been awarded "CV Manufacturer of the Year" in the CV Magazine Awards, which is sponsored by Apollo tires. However, the accolades of the firm extend much further. The "Quality triple" of major certifications was achieved within four years after the start of production: Quality Management System (2013), Environmental Management System (2015), Occupational Health and Safety Management System (2016). The plant is certified according to global standards IATF 16949, ISO 14001, ISO 45001. In doing so, Indian products assure the quality of Daimler's DNA.

Trucks are being tested around the globe under real-world conditions. Mexico, Chile, Dubai, India, Kenya and Indonesia are testing locations where the trucks are subjected to tough tests to prove their mettle. The state-of-the-art Quality Lab and test track on site to ensure stringent standards. The QM Central Lab has been granted accreditation by NABL as per ISO / IEC 17025 : 2005. The ISO norm is an international standard for testing and calibration laboratories. This makes DICV the first within Daimler Trucks to get such accreditation.



However, this is only part of the stringent procedures that are carried out to ensure each truck is manufactured according to the highest standards. Quality assurance is an ongoing task, therefore, multiple quality checks in the assembly line are done including end of line inspections. The manufacturing process itself, which is overall highly automated, utilizes for example KUKA robots for cab welding. This is identical to what is done with the Mercedes-Benz brand in Germany.

About Hap Seng Trucks Distribution Sdn Bhd

Hap Seng Trucks Distribution Sdn Bhd is a wholly owned subsidiary of Hap Seng Consolidated Berhad, a public listed company on the Main Market of Bursa Malaysia Securities Berhad with a market capitalization of approximately RM23 billion. It is a diversified group with six core businesses – plantations, property investment and development, credit financing, automotive, fertilizers trading and building materials.

Hap Seng Trucks Distribution is the exclusive general distributor of Mercedes-Benz trucks, Mercedes-Benz vans and FUSO trucks in Malaysia. The sole distributorship encompasses the handling of import, assembly, wholesale distribution and after-sales services of Mercedes-Benz and FUSO commercial vehicles in the country.

Test Drive at Source

Two groups of customers and dealers were taken to India to visit DICV to gain a first-hand impression of the facilities and to learn more about the FUSO brand. One of the participants was Mr Saikairan of SKTS Enterprise Sdn Bhd. The company has a fleet of over 100 trucks. "We are transporting fast food items. Five of our trucks are reefer trucks. In total we have 80 FUSO trucks already and we just ordered two more," he said. Bringing with him the experience of having been a driver himself, he is eager to get his hands on the steering wheel of the trucks.

While he has been to India many times, this was his first time to visit DICV. When Hap Seng previewed the FJ in Malaysia, Saikairan was asking for a test drive, to which his contact in Hap Seng said that the vehicle is best to be tested in India, where it is being produced. "So, today I came here to see this factory and to test drive



Mr Saikairan of SKTS Enterprise Sdn Bhd (Middle)

The group from Malaysia was specifically invited to Chennai to have a closer look at the FJ model. The DNA of MB Axor exists in the FJ series of trucks manufactured in India despite more than 90 percent localization. Each truck being rolled out to markets undergo extensive testing as per Daimler's quality standards. All trucks from Chennai are run through the test track, clocking in about one million kilometers in high road and rough road testing.



Roland Schneider, Chief Executive of Hap Seng Trucks Distribution (HSTD)



the truck." He said that in the DICV plant he learned more about the production of the trucks as he was allowed to get closer to the action. "In other plants you are not allowed to go down to the production floor and you can only see from far." Following the visit to the DICV plant he said that he has learned something and that the trip overall was a success.

FUSO Wheeling and Dealing

Also joining the group was Book Lim Guan, Head – Sales of Vista Wheels Sdn Bhd. As an authorised FUSO dealer, he took a few of his customers to DICV with the intention to bringing them closer to the brand. Vista Wheels is a well-established dealership with their premises along Jalan Sungai Buloh.

It was also his first visit to the plant and he hoped that the facility and vehicles driven during the test drive would impress the clients. Book hopes to be selling the FJ models in order to fill a gap in the portfolio of his fleet customers. "Many of our clients already have smaller FUSO trucks and the FJ model fits nicely for those that need something slightly bigger," he explained.

"Seeing the vehicle is one thing, but experiencing this plant is a different matter." For him, it was an experience not to be missed as he can now compare the local assembly in Pekan, Malaysia, with a full-blown production facility under the Daimler umbrella. "It is good to see the entire production."

During the preview of the FJ model, Book already noted interest from many of his fleet customers. "I hope that we will close more sales following this visit and perhaps we can do this more often. In my view, this is very beneficial for the clients too."

Bringing it Back to Malaysia

Having been to India twice within 20 days, Roland Schneider, Chief Executive of Hap Seng Trucks Distribution (HSTD) draws some conclusions on the activities. "The idea was to launch a new truck and to make that exciting and beneficial for customers and dealers. It has been several years now since we last introduced a new truck into Malaysia. We wanted to clearly showcase that the product quality is outstanding," Schneider said. One of the misconceptions one will have to deal with, according to him, is that clients may not believe that a product made in India can be on par with Japanese or German made trucks.

With an investment of over 4 400 crore, the production facilities are among the most modern in the world and the effort to inculcate a culture of high quality has born fruits. "In the future, I don't see any reason why we should not import more models from here. Clearly, the quality level is up there, and Malaysian customers will recognise this," he said. HSTD's management wanted customers and dealers to see and experience this firsthand.

Customers on the tour were chosen based on the level of interest they have shown during the preview as well as giving an opportunity to go to India to those that already use FUSO trucks. In addition, HSTD staff came along. "I think this is very important. These members of our staff are the interface to the customers, the dealers and the production and they, too, need to be equipped with the confidence and knowledge on how to convince the customers." In summary, Schneider has seen a lot of encouragement. There has been a shift in perception in the people that came to see the production. "However, now we need to prove that the trucks can perform in the daily operation of our clients." Schneider promised that HSTD will continue to improve the service.

When asked about the possibility to extent the product range offered in Malaysia by buses, Schneider said that this is not a priority, however, did not rule it out if the line-up and demand in Malaysia match. "I emphasise it again that we will continue to be committed to enhancing our service where we can. While that is not always easy, but we clearly go this way." **T**



VersaFleet Improves Solutions for Logistics

VersaFleet Solutions started off as a technology start-up and has evolved into a logistics solution for more than 150 companies that has helped more than 1500 drivers across ASEAN.

When Sypher Labs Pte Ltd was founded in 2012, it was set up as a technology company and, at that time, the company was working on a prototype jacket for babies and kids who suffer from Jaundice. That is a long way from where they are now.

Self Taught

Before establishing the company, its founder and Chief Executive Officer, Shamir Rahim, was working in his father's logistics company, where he saw some logistical gaps in operations. He put his self-learned computer skills to use to write a system for the company. He realised then that there was an opportunity and a demand for a transport solution software in the market and that was how VersaFleet was born. At first called Sypher Labs the company later officially changed its name to VersaFleet Pte Ltd - the transport management software provider.

VersaFleet hits the sweet spot of logistic companies' B2B, last-mile. "Last-mile for instance for a distribution centre (DC) to the warehouse, to the retail stores or from warehouse to warehouse, or even from one main DC to different transfer DC. That is our main focus," Shamir told Asian Trucker.

Route Optimisation

VersaFleet is a SaaS transport management solution that helps logistics players and brand owners with route optimisation, electronic proof-of-delivery, instant notifications, and real-time job tracking. Shamir mentioned that previously a typical logistic player would normally have a logistics manager complete a planner then print out the delivery orders (DO), which would then be handed over to the drivers to complete the task.

"This is where the transport management software comes into play," Shamir explained. "The logistics manager can actually use a transport management software to do the first round planning, based on certain constraints. Constraints such as the customers' preferred timing, any urgent jobs, and drivers' working hours. All these can be done in the first round planning.

"The manager or operator can look at the automated planning done by the route optimiser and arrange it based on his experience. If he wishes he can move a job to another driver. Once the operator is satisfied with the planning of the routes, they can dispatch the jobs to the driver's mobile application."

Streamlines Processes

Shamir explains that this process replaces the DO and does away with printing as well. "The drivers don't need to come into the office half an hour early just to collect the DO. The mobile application saves time and drivers know in advance what the jobs are that have been assigned to them, even before the day of delivery (once the operator assigns the job)."

He reveals that the route optimiser takes into account the real-time traffic situation based on google maps. "It takes in real-time traffic at the moment and the system plans out the delivery points for the drivers. Drivers will receive the delivery jobs in sequence."

VersaFleet works in two platforms, one is the web-based core engine backend software, which is used by the planners or operators, and the other is the mobile application - VersaDrive, which can be downloaded for free from Google Play Store or Apple Apps Store. The second is used by the drivers. "Both the web-based software and the mobile app work together to make sure that everybody in the supply chain gets the real-time updates or information."

Functions

Shamir noted that VersaFleet software functions include route optimiser, automated planning, automated generation of electronic proof-of-delivery (E-POD), while mobile phone functionality includes the photo taking function, tracking of different delivery milestone and real-time tracking and notification.

"When the drivers make the delivery, they can swipe the arrive button to complete the job, or get the customer to sign on the mobile device. Those can be configured based on the company's SOP. The drivers can, if they wish, take multiple photos of the items that were delivered in good

condition. These will be captured in real-time and sent back to the backend office, so the office will immediately know what is happening on the ground."

Smartphone Action

The CEO said that all the logistic company needs to do is to provide a smartphone with a data plan to the drivers. "In rural areas where phone connections are weak, the information will be captured digitally and those details will be transmitted later where the connection is stronger."

However, all these trackings are done via smartphone and not with a GPS device. "VersaFleet is only involved with software, we don't use hardware at all. We usually don't see fleet management solution providers as our competitors because, in the market, fleet management solution players are usually associated with a GPS hardware installed in the vehicle, to track the vehicle's assets," Shamir pointed out.

Integration Can Be Done

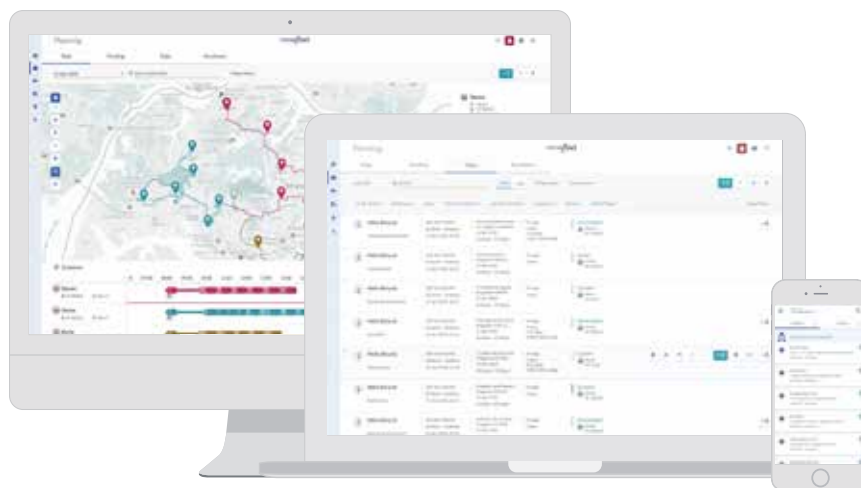
Shamir noted that the company has GPS partners and VersaFleet often runs campaigns like BYOG (Bring Your Own GPS). "Because we don't deal with GPS hardware, we always invite our customers to bring their own GPS and then we can do the EPI Integration so that customers don't have to log into two different applications to track their vehicles and then log into VersaFleet to track the delivery job.

"We will integrate with the GPS partner and all the customers need to do is to log into VersaFleet, to look at exactly where the vehicle is. For customers that have a fleet management software, they can integrate with VersaFleet to get all their desired information on Versafleet."

Notable Achievements

To date, VersaFleet has automated more than two million tasks spread across ASEAN countries. "We are hosted on Amazon Web Solutions and we have 99.99% system uptime," Shamir declared.

He shared that the company was awarded a quarter million grant by AI



Singapore to do research on the machine learning portion. "We are exploring how we can improve the route optimiser functionality," Shamir said.

VersaFleet has raised a total of SGD\$3.5 million in funding over three rounds. Their latest funding was raised on May 14, 2018 which amounted to SGD\$2.8 million.

Future Growth

Shamir disclosed that the company will further expand its product to a few ASEAN countries and will include AI functionality in VersaFleet. "We want to go into Indonesia, Vietnam, Philippines and Thailand. The next step forward is where the machine learning kicks in. We want to put in the AI functionality where it will learn these patterns from the companies or operators. We want to learn from them so that in the future these operators do not need to make these changes. Once the operator makes these changes on our platform, we are able to know this is the pattern, so the next time they route optimise, it will be an optimised route based on that pattern."

Shamir concluded that on top of that, customers can expect more features from VersaFleet. "We want to make sure our technology behind the software is up-to-date. We don't just do the software and maintain it. We want to continue improving and putting in more technologies at the backend to help users have a better user interface, a better user experience, and that will be in line with the mission of our company, where we want to automate logistics operation." **T**



Volvo FM Embraces Technological Developments in Singapore's Logistics Industry

Outstanding in safety, innovation and efficiency, the Volvo FM looks set to be the ideal truck partner for modern logistics operators.

Singapore is an economy driven by innovation so it's only natural to expect that some of these technological advances from the consumer market will spill over into B2B segments. Take for example the transport industry. We have seen how the public commute has evolved in recent years when the

'sharing' concept was first introduced. We have seen how this has transformed the passenger car landscape and relevant regulations.

Segment Innovation

In recent developments, Comfort DelGro's car rental and leasing arm has expanded into a new area – the heavy vehicle segment. In order to support their new business venture in prime mover leasing, the company has purchased three Volvo FMs. This does not come as a surprise as Volvo Trucks has long been perceived as an innovative and quality brand within the heavy-duty truck industry.



Photo courtesy of ComfortDelGro Rent-A-Car

Aware that the logistics industry will be taking aggressive steps to harness innovation, Volvo Trucks has ensured that they are ready to embrace these positive disruptions and tap into the potential of delivering innovative solutions and value to the logistics segment within the truck industry. Here's some reasons why the Volvo FM could be suited for this.

Like Driving a Car

Built for the road but feels at home on any city street, the Volvo FM's aerodynamic lines and soft curves give it a confident, yet friendly look. It's bold. It's urban. It leaves an impression wherever it goes.

Powered by Volvo's D13K Euro VI engine and packed with 420hp and 2,100Nm of torque, the Volvo FM is a transport specialist made suitable for Singapore's road conditions.

Getting Around Curves and Corners

Safety has always been what Volvo Trucks stand for and, in the Volvo FM, a unique feature of its safety function is the static cornering lights. When you slow down to make a turn in the dark, the enhanced static cornering lights comes to your assistance. As soon as you activate the turn signal, the immediate area on the side lights up, helping you spot unprotected, vulnerable road users.

More Efficiency with the I-Shift

The I-Shift is an archetype of modern transmissions: it gets rid of traditional gearboxes to make way for a synchronized, modern and compact design. It improves driving conditions with distributed smart functions for close quarter manoeuvring to handle any road condition.

Plenty of Space for Whatever You Need

Need more capacity? Make use of the space on top of the cab roof with the low sleeper cab. So, whether you're in it for the long haul or utilizing your vehicle for a quick journey, you have the room and space to stay alert, focused and fresh throughout your drive.

The full specifications and options are available at www.volvotrucks.sg. Alternatively, contact the local dealer at +65 6672 7500 for more information. **F**

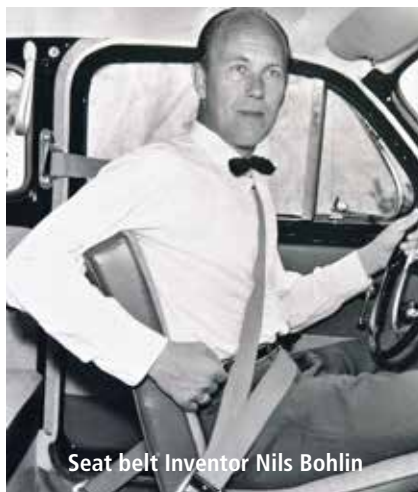




While Volvo is celebrating 60 years of the seat belt saving lives, the company knows that more can be done.



Anna Wrige
Berling



Seat belt inventor Nils Bohlin

Celebrating 60 Years of Saving Lives With Seat Belts

This year, 2019, marks the 60th anniversary since the first Volvo drivers pulled Nils Bohlin's innovative three-point seat belt over their shoulders in 1959. Today, the seat belt is still seen as the world's most important traffic safety innovation and it is estimated to have saved more than one million lives. However, even with these knowledge, too many truck drivers neglect to use this simple device. "This is clearly a waste of lives," declares Anna Wrige Berling, Volvo Truck's new Traffic & Product Safety Director. "The record shows there would be many fewer casualties if all drivers used their belts." To put on the safety belt takes only a few seconds, but it can save your life.

Safety for the World

In 1959, Volvo engineer Nils Bohlin developed the three-point seat belt. Although the design was patented, the company decided the patent was to be left open, making it available to all vehicle manufacturers to use freely. This rather unconventional decision was made in the greater interest of public safety, to ensure that everyone, whether they drove a Volvo or not, could be safer in traffic. This decision proved to be very beneficial to the world.

"There is no safety system that comes even close to the seat belt in terms of saving lives, and the three-point safety belt has protected more people in traffic accidents than any other safety device," says Anna Wrige Berling.

In many parts of the world seat belt usage among heavy truck occupants is still far from 100%, unfortunately. "The Volvo Trucks Safety Report for 2017 showed that half of all truck drivers killed in traffic accidents would have survived if they had been wearing their seat belt," explains Anna Wrige Berling.

Mistaken Beliefs

What are the reasons it's not used? Some truck drivers mistakenly believe there is no need for a belt in a truck, due to the size of the vehicle.

"The facts are clear: Using the belt is very important in trucks. For example, in rollover accidents, the belt can help protect the driver from being jammed between the truck and the ground," continues Anna Wrige Berling.


The Zero Accident Vision

Volvo Trucks has a vision of zero accidents and believes that truck manufacturers, traffic authorities, infrastructure planners, other experts, and drivers around the world need to work together to achieve a safer traffic environment.

"We are sharing our traffic safety findings widely and have offered our knowledge and expertise to universities, research laboratories and partner organizations. Whenever traffic safety is discussed, we want to participate. This helps us learn even more about the issues, the potential solutions and how to design the trucks of the future."

Extensive Experience

Anna Wrige Berling brings in-depth knowledge of traffic safety issues to her new position. She has extensive experience from working with both active and passive safety issues within the Volvo Group's product development, advanced engineering and research organizations.

During 2008-2013, Anna led the Volvo Trucks Accident Research Team, which since 1969 has investigated traffic accidents on site and compiled traffic safety data for use in product development. She has represented Volvo in external traffic safety forums and has had a prominent role in the communication of Volvo's safety offering to the transportation industry. 



insects that could negatively affect plants and ecosystems.

On top of that, Restore Eco Pallet can be customised according to its clients' usage. It is safer for operators and products while handling as it doesn't use any nails and there are no splinters from the wood.

The Sirim tested and certified Restore Eco Pallet is made of recycled paper. It comes in two series - Compressed Paper and Honeycomb Board. Backdrop and smart curtain blinds can also be made by the materials.

"We don't have to harvest new resources to make our pallets. It is also lighter and cheaper than wooden pallets," said Lee.

"Some customers might need to use the pallet to support 500kg of goods and if we gave them a pallet that supports one tonne, it is considered as over spec and it is also not cost-effective," Lee said.

Lee expressed that depending on the client's demand, the company can also apply a water-resistant coating.

Nets Ecohauz was established in 2007 to help save the environment.

"The environmental issue is getting more serious. We think that everyone should take a step and to try to improve the environment," Lee said.

He mentioned that the company saw this opportunity as the parent company was using this paper pallet in their printing factory.

"From there, we noticed there's a demand for this kind of pallet," said Lee.

In a day, the company is able to produce 500 to 1 000 units of Restore Eco Pallets. **T**

Nets Ecohauz's cost-efficient pallets for exporters

Nets Ecohauz Sdn Bhd, a wholly owned subsidiary of Eco printing company Nets Printwork Sdn Bhd, has produced a new cost-efficient pallet for exporters.

According to the company's director Alex Lee Wai Meng, the new pallet called Restore Eco Pallet is also safer for the environment.

"Our idea is to focus more on export purposes because the Restore Eco Pallet is lighter, safer for the environment, no need to go through fumigation, easy for disposal," its Lee told Asian Trucker.

Lee mentioned that if exporters were to use the wooden pallet for export purposes, the pallets has to go through the fumigation test because of the International Standards for Phytosanitary Measure No.15 (ISPM-15).

"As for Restore Eco Pallet, we are exempted from ISPM-15," Lee said.

ISPM-15 is an international phytosanitary measure developed by the International Plant protection convention (IPPC) that directly addresses the need to treat wood materials of a thickness greater than used to ship products between countries. Its main purpose is to prevent the spread of disease and



igus E2 hydraulic chain securely guides hydraulic hoses in small spaces

igus has introduced a new E2 hydraulic chain that serves as an energy and media guide even for small installation spaces on support legs. Strong, space-saving and easy-to-install, the igus e-chain guides two hydraulic hoses in addition to power and control cables. The E2 hydraulic chain is an ideal solution for special mechanical engineering, and its use significantly reduces the costs of maintenance and downtime. igus, the Germany-based manufacturer of motion plastics, runs its North American operations out of Providence, R.I.

Support legs on many construction machines, such as concrete pumps or mobile cranes, are characterized by a large variety of models and components. The safe guidance of hydraulic hoses is crucial, because they need to be reliable under high mechanical stress and strong weather conditions. The E2 hydraulic chain from igus provides efficient protection to internal cables and prevents torsion and bending of the hoses through the predefined minimum bend radius.

Proven technology even for heavy construction machinery

For a long time, igus has been using “extender crossbars” to create additional interior space for the guidance of hoses. For the E2/000 series and the E4.1 and E4.1L systems, extender crossbars, in addition to normal crossbars, can be used with high holding power to accommodate additional hoses with larger diameters. The new chain provides energy and media guidance with one system. For the new E2 hydraulic chain, the concept was applied to the installation space-specific conditions of support legs on concrete pumps and mobile cranes. A one-piece, solid extender crossbar design and the heavy-duty pin/bore connection ensure high strength, even for large unsupported lengths. The extender crossbars are injection moulded directly on the side link and thus offer optimal hose guidance and stability.

It is also possible to place two hoses safely, one above the other. Since energy and hydraulics can be guided within a single hydraulic chain, the requirement for installation space is reduced. The hydraulic chain has an external width of just 41.2 millimeters and an external height of 57.5 mm. The predefined minimum bend radius is 75 mm. The total required installation height for the chain is only 255 mm. Thus, the E2 hydraulic chain can be integrated into almost any application, such as close to the base or on the side wall of support legs, a concrete pump or a mobile crane.

Gentle hose guidance for less maintenance

Since hydraulic hoses, which are usually operated at extremely high pressure, need to endure a lot in dynamic applications, they are very maintenance-intensive. The E2 hydraulic chain meets this challenge in two ways: The extender crossbars and e-chain are made of tribologically optimized plastic. This reduces the abrasion and protects the hoses.

Its design also reduces wear to a minimum. Both the extender crossbars and the interior of the chain are designed to protect the hose. Rounded contours and wide and smooth contact surfaces keep abrasion and wear of the hydraulic hoses low.

The segmentation of the cable types also reduces the strain on the cables. Electrical and hydraulic guidance is completely separated by chambers. This follows the principle that cables and hoses with very different diameters should always be run separately. This is important because power or control cables have a maximum thickness of 5 millimeters, while the hydraulic hoses can be up to 20 millimeters. Normally a clearance space of 20 percent is required, since hydraulic hoses expand transversely and lengthwise when pressurized. Designed to the last detail, the E2 hydraulic chain can offer freedom from maintenance. Cables and two hydraulic hoses can be safely guided with the E2 hydraulic chain. This increases the service life and reduces maintenance intervals. **T**

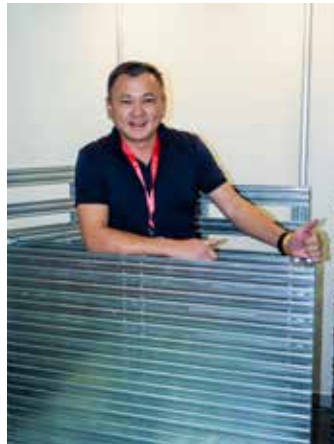
Golden Metal Pallet Sdn Bhd, which sells and develops metal pallets, expects its newly launched Light Steel Pallet to give the existing wood, plastic and paper made pallets a run for their money.

According to Eddie Soo, managing director of Global Metal Pallet, the newly launched pallets are more cost-efficient than most pallets in the market, which include wooden, plastic and paper-made pallets. As a result, this makes its pallets attractive for its target market, which includes logistic players and warehouse operators.

Soo revealed that the company started to develop the Light Steel Pallet in July 2018, and the product was finalised December last year. "It took some time for the new pallet to get its patent and test results from Sirim. It was in April this year when we launched this product," Soo said. He also mentioned that the pallets are made from galvanised steel, and therefore, it is cheaper than the plastic pallets.

"There are a lot of benefits and advantages with this metal pallet. It is lightweight and it has a high load capacity with a minimum static load of two tonnes. It is also easy to sterilise, easy storage for racking systems, durable, longer life-span (three to five years), anti-termites, anti-rust, anti-dampness, fire resistance, flexible temperature usage, recycle value of up to 15 percent from purchase price, save on fumigation cost, reusable and most importantly, it is repairable," said Soo.

An Alternative to Wood, Plastic and Paper Made Pallets



Soo added that this product can be customisable to customers' needs. "This is manufactured in Malaysia and we already got Sirim certified. Customers also can get free sample fabrication," Soo said. The Light Steel Pallet weighs from 7kg to 15kg and it is able to withstand a payload of up to 5 tonnes. **T**

SPECIAL OFFER FROM ASIAN TRUCKER!

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

If you want to learn more about how to reduce the cost of operating your fleet through correct wheel alignment, then wait no longer and grab a copy of this practical guide book.

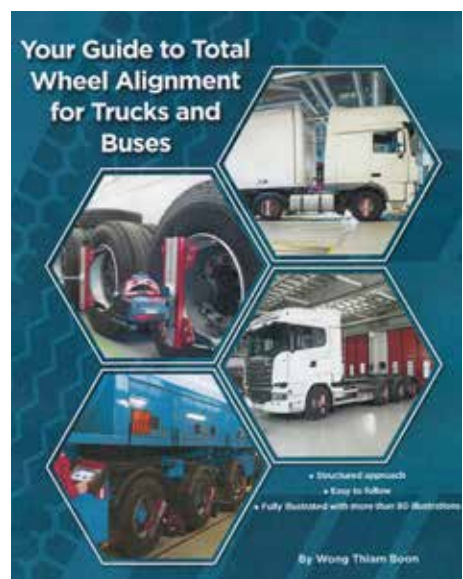
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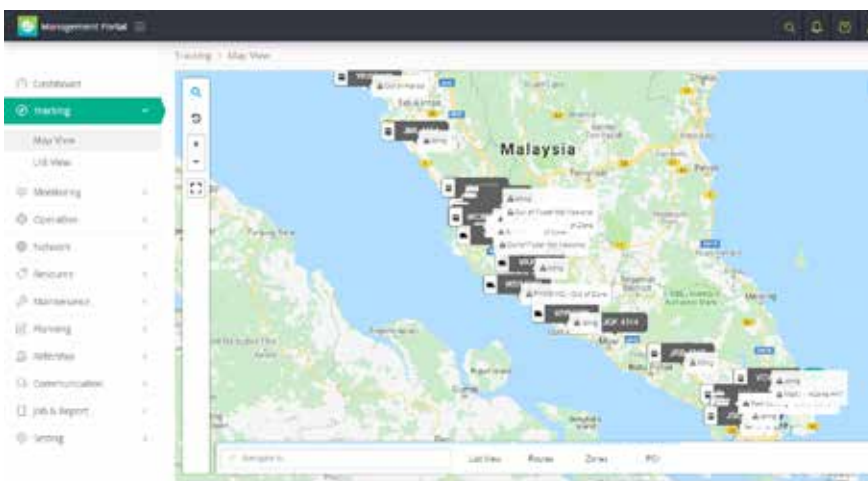
"This practical and resourceful book will be an asset to any fleet operator or workshop that wants to improve the performance of commercial vehicles. It is TB Wong's experience of decades working with wheel alignment systems that shines through and makes this a must-have item for anyone that is serious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

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

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TRUCKER**





Their latest solution not only tracks the whereabouts of goods on the move, but could reduce counterfeit products at the same time.

Its parent company PNMB is a security printing company that handles a lot of sensitive documents such as certificates, exam papers, document permits and relating to government processes. The company started this solution because of its internal requirement about two years ago.

“We started developing this platform more than two years ago and started implementing it in 2017 after some testing internally. We commercialised in 2018 and reached a point where we decided to launch it to the external clients as well. That is how PNMB InnoVentures was formed,” Mohd Hedzri said.

Mohd Hedzri mentioned that the platform goes beyond product authentication and identification.

“It goes to supply chain visibility. Now a company will know where the products are, how it moves, and they can use the information to optimise their distribution channels and manage the stock levels throughout the supply chain,” Mohd Hedzri said.

He mentioned that the products could be from pharmaceutical products, automotive parts, premium goods, perfume, skincare, or even sensitive documents.

“Basically, the products can be anything that’s valuable, to prevent any counterfeiting or falsification,” said Mohd Hedzri.

PNMB InnoVentures Monitors Entire Supply Chain

PNMB Innoventures Sdn Bhd, a fully owned subsidiary of Percetakan Nasional Malaysia Bhd (PNMB), has developed Identem, a platform to identify and track a product along the supply chain.

“We get a complete picture of how the product has moved, whether it is going through the right channel or whether it has been diverted without authorisation from the intended market,” said its chief executive officer Mohd Hedzri P Jaafar at an interview with Asian Trucker.

According to the most recent Organisation for Economic Co-operation and Development's (OECD) report, the sales of all counterfeit goods globally has reached US\$1.2 trillion in 2017 and predicted to increase to US\$1.82 trillion by 2020.

In another report by OECD and EU's Intellectual Property Office, trade in counterfeit and pirated goods has increased steadily in the last few years and now stands at 3.3 percent of global trade.

Based on the customs seizure data 2016, the counterfeit goods had accounted for US\$ 509 billion, up from US\$461 billion in 2013 (2.5 percent of world trade). These figures do not include domestically produced and consumed fake goods or pirated products that were distributed via the internet.

Mohd Hedzri explained that the idea is to be able to track the movement of the products in real-time, as it moves from the manufacturer to the distributor, all the way to the customers.

"There are two separate technologies that we are talking about here," said Mohd Hedzri.

Identem

The first one is the product serialisation platform called Identem, which stands for the 'identity of an item'.

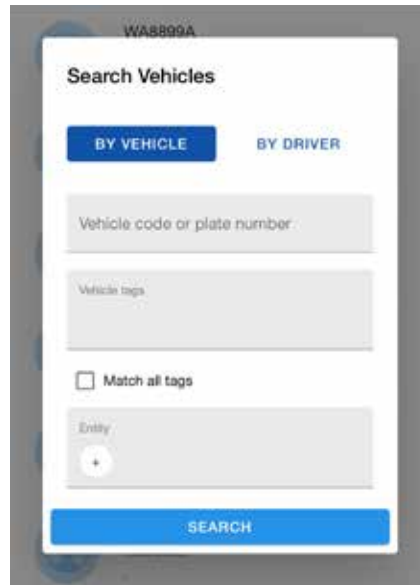
Identem works with multiple GS1-compliant coding systems and it has a template-based data structure for documents or products. The tracking can be monitored by the web-based portal on the cloud platform or even its mobile application. It is also able to customise the user engagement option and data analytics function.

Findme

The company also has a Smart Mobility solution named Findme.

Findme is a GPS-based tracking platform. It has a wide range of trackers and functional sensors to suit every need. It also has the integration capability with third-party devices and system.

The system is able to work as a fleet management system to track vehicles, personal tracking to track children or



school students, elderly and high-risk group, employee and high-risk workers, and also the deliveryman.

Apart from that, the system is able to work as a special purpose tracking, to track offenders, probationers, parolees, prisoners, detainees, convicts, and pilgrims. Last but not least, it can also be an Asset Monitoring system to ensure the containers machinery and valuable assets are tracked.

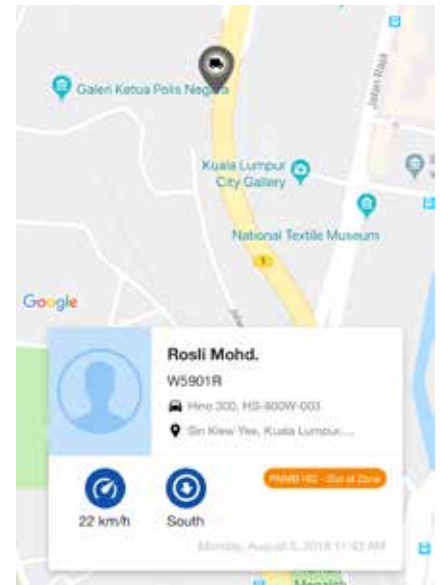
How it works

The company will start to uniquely identify or securely authenticate the smallest unit of products by using its platform. The platform has a few other functionalities such as the aggregation system.

"What this means is let's say 10 small units go into one box, 10 boxes go into a pallet and a pallet goes into the container. As it moves from the smallest unit to the subsequent packing levels, we aggregate the codes. By scanning the codes on the outside will automatically detect all the products inside the box or pallet," Mohd Hedzri said.

Mohd Hedzri expressed that there are various ways of product tagging or product authentication.

"It can work on bar-coding system, the bar-code can be a 1D bar-code or 2D bar-code like data-matrix or QR codes, or other proprietary codes. Printing method can either by laser marking, inkjet printer, security labels,



RFID labels, or other methods," said Mohd Hedzri.

He mentioned that the Identem platform is a point to point system.

"This is where each supply chain player from each stage needs to play a role. They need to conduct some form of scanning at each of this checkpoint, in order to capture the products' location and information, as well as how it changes hand from one party to another," he said.

Mohd Hedzri added that the two perspectives of point to point and real-time tracking is only possible if the company uses GPS tracking devices as well.

"In some cases, the bar-code scanner can be a mobile device that we can submit data in real-time, to the cloud server. We are able to combine these two platforms as certain consignment of goods goes into a vehicle and then the company can track it on the vehicle as it moves. The same data can be associated back to the main server," Mohd Hedzri said.

Mohd Hedzri expressed that the application is not just for premium goods, but also for food companies, especially multinational corporation food producers, who are able to track the source of their raw materials.

"Now they can make sure the raw materials come from a sustainable source or approved sources," said Mohd Hedzri. **T**

Malaysia has recently pushed for B10 Biodiesel and discussions are underway to increase the content of palm oil in the biodiesel. Other ASEAN countries are considering B30. We look at the technical aspects for filtration for Biodiesel.

What is Biodiesel?

In the global bid to reduce gases emission, a renewable and clean-burning alternative fuel is needed and biodiesel is viewed as a candidate for this mission. As the name implies, 'bio' diesel is of biological nature and produced from living things. Plants feedstock for biodiesel like palm oil is used widely in Southeast Asia, for instance in Malaysia, is currently on B10 biodiesel and Indonesia has an aggressive target of B30 by year 2020 heading for an eventual B50 target. Thailand is currently following the trend with plans to make B10 into the mainstream. Other feedstock include vegetable oils like rapeseed (Germany and Europe), sugarcane (in Brazil high proportion of vehicles are already on biofuel), recycled frying oils and animal fats.

The term 'biodiesel' refers to pure alternative fuel and the B factor is widely used to indicate the percentage of biodiesel in a mix. B100 refers to 100% unblended mix. When blended the mix can contains biodiesel with petroleum diesel in any percentage. Commonly, biodiesel blends containing 2 percent (B2) to 20 percent (B20) of biodiesel are used in most diesel equipment with no or minor modifications. Higher concentration of biodiesel can be used but this will necessitate the modification of the engine to avoid maintenance and performance issues.

Biodiesel and the Importance of Filtration

Blue·maxx
Fuel filter insert with gasket set
E1450KP01 D381



Technical data

EDP	1212230000
EAN	4030776046816
Status	Available
Packaging unit	1 / 6 / 480

Additional information

10 Micron	
RME-resistant	Yes
part of	H1451K

Filtration issues with biodiesel fuels?

Biodiesel has a reputation for shortening the life of fuel filters. Biodiesel has properties that may affect the fuel and engine system negatively if no precautions are taken. Fuel filtration is designed to protect the engine from undesirable contaminants and water and in this aspect biodiesel pose a considerable challenge to filtration which include:

- **Microbial growth** – Microbial contamination has become more pronounced since the introduction of ULSD, ultra low sulphur diesel, since sulphur is an effective agent in microbial growth control. In the presence of water and air, microbe will thrive and multiply. To aggravate the situation, the usage of ferrous metal in the fuel system like the fuel tank and filtration presents the iron element which is essential for the growth of microbes. The microbial growth appears as a layer of sediment which will clog the fuel filters.



Micro organism growth with presence of water

- **Hygroscopic** – Biodiesel has a hygroscopic property which means it allows water to mix in it. Emulsified water in diesel will be harder to separate and that will be a problem for modern engines designed with water sensitive injection system.
- **Solvent property** – Biodiesel (B100) acts as a solvent and will effectively removes varnish and hydrocarbons that are deposited in the fuel system, like the tank. The varnish and hydrocarbon disintegrate in the fuel and present themselves as contaminants in the fuel.
- **Unstable behaviour** – Stored in unfavorable condition, the shelf life of biodiesel mix can quickly varies and deteriorate under the influence of light, temperature, air humidity. Chemical contamination and organic contamination are the consequences of an improper storage. Additives are commonly added to stabilise the chemical process with the storage tank.

- **Gelling in the cold** – The cloud point or pour point are used to measure the behavior of diesel fuel under cold temperature at which they will start to gel or thickens. Compared to petroleum diesel, biodiesel gel under higher temperature than petroleum diesel.
- **Glycerin and Soap** – There are also problems with formation of soap due to catalytic reaction with “non-ferrous heavy metal” (Cu, Ni, Pb, Sn, Zn) in Biodiesel. Glycerin which is a byproduct of soap production in biodiesel forms additional clogging to the filter media.



Soap formation due to presence of non ferrous metal

Common fuel problems and what can be done?

Fuel problems can originate from various sources: (1) biodiesel, (2) petroleum diesel fuel, (3) various types of contamination and deposits, and (4) problems with storage vessels and fuel delivery system components including improper filters or the lack of filters in the system.

In general, to address these problems, the most obvious and direct action is to ensure that the fuel source is of the highest quality and that there is a suitable and adequate filtration onboard the equipment to manage the problem.

Fuel filtration considerations when using biodiesel?

It is inevitable that the power system of an equipment will be affected to a certain degree when biodiesel is added to the fuel system. The impact may be variable and it depends on the user's knowledge of engine requirement. A modern, high efficient engine will demand higher quality fuel and biodiesel will definitely be a concern. Fuel from a reliable source and a properly designed or selected filtration plays a big role in allowing the engine to deliver what it is suppose to do. Understanding the engine's requirement and the property of


biodiesel, prepares the user not only for what to expect but also what to consider when it comes to protecting the engine from bad fuel quality through filtration. The shorter life time for the filter is the most evident shortcoming of a biodiesel and a suitable filtration will consider the following:

- A good multistage water separation system
- Suitable sealing material which is resistant against solvent nature of biodiesel
- Provision for heating element to avoid gelling in cold climate
- Use of material which does not encourage microbial growth or glycerin formation
- Media material which is capable to removing contaminant and emulsified water
- Media material good load holding capacity to address any possible clogging due the property of biodiesel
- When added as a supplementary filtration, a low differential pressure is crucial to avoid starving the fuel supply

What can Hengst offer?

Hengst offers wide range of filtration solutions to address the concerns with biodiesel. For starter, Hengst filters are RME (Rapeseed Methyl Ester) resistant. A RME resistant filter is fitted with materials that are compatible with the aggressive additives found in biodiesel and the inherent solvent nature. For example, seals material will not expand or degrade due to chemical reactions. In addressing application which are not equipped to handle biodiesel, Hengst offers the Bluemaxx fuel module for added protection for your equipment.

How does the Bluemaxx design manage biodiesel?

- Bluemaxx incorporated multistage filtration to address contaminant and water separation
- Incorporate multistage filtration to ensure water separation effectively
- Bluemaxx module is free of Non Ferrous heavy metal, which avoid further soap/glycerin formation
- Free of Ferrous metal that are essential for microbes growth
- Bluemaxx has been tested to have superior DHC and water separation efficiency
- Superiorly low differential pressure
- Optional heater 



Cabin Air Filters

To breathe freely inside your vehicle

More and more people nowadays suffer from allergies. To give these people protection, MANN+HUMMEL has developed a cabin filter which also adsorbs allergenic substances and at the same time prevents bacteria from entering the interior of the vehicle through the ventilation or air conditioning system.

For some years now, the World Health Organization has classified allergens as the fourth most common chronic illness worldwide. This is because more and more people today suffer from allergic reactions which means that their immune system is hypersensitive. This is no surprise as pollen, bacteria and mold fungi continue to further penetrate our everyday life, and also in the car. As well as being annoying and polluting the air inside the vehicle, this endangers road safety because if the driver suddenly has to sneeze he is distracted for about two seconds. The dangerous consequence is a restricted ability to react and a longer braking distance.

Hard work for filters

The protection of the driver and vehicle occupants against pollen and bacteria requires the use of effective cabin air filters. This is because during the pollen season there are roughly 3,000 types of pollen in just one milliliter of air. It sounds like a huge task for the filter. And that is just what it is.

MANN+HUMMEL has developed an efficient solution to tackle the problem. This is a cabin filter which adsorbs allergens in addition to small and coarse particles. The filter also prevents bacteria and mold fungi from entering the passenger compartment through the ventilation or air conditioning system.

Biofunctional coating to protect against allergens

How does that work? Through the use of a very special filter layer.

Common cabin filters include a particulate filter and frequently also an activated carbon layer. This is also true for the cabin filters from MANN+HUMMEL. The particulate filter layer almost completely separates coarse particles such as dust, pollen and tire debris as well as the smallest, respirable particles such as particulate matter. The layer of activated carbon

adsorbs harmful gases, unpleasant odors and ozone almost completely from the air flowing through the system.

But these cabin filters also have a third layer with a special biofunctional coating made from so-called polyphenols. Polyphenols are natural products with an anti-inflammatory effect and are perceived to promote good health. They are present in plants such as green tea and pomegranates and many others and have the ability to adsorb allergens and make them harmless. This mechanism is exploited by MANN+HUMMEL. **F**



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Today's fleet owner is looking for vehicles that are light weight, fuel efficient yet still have power to deliver the maximum payload. JAC light-duty trucks understands the customers' need for a complete vehicle meeting these requirements.

Meeting Customer Needs

Anhui Jianghuai Automobile Group Corp Ltd Deputy General Manager She Cairong stressed that if JAC Light Truck aims to become bigger and stronger, it must focus on truly caring for the core values of customers. "JAC light trucks have been upgraded in line with customers' demands. Product technology upgrade, cost increase or decrease, the most important thing is to bring value improvement. After all, customers pay for product value."

JAC light trucks started its light weighting project development in early 2017. At present, 115 models of JAC light trucks have received the application of lightweight new materials, new technologies and new crafts, covering the narrow body, medium body and wide body products, forming a wide range of light truck compliance products.

Alloys Reduce Weight

High-strength steel, aluminium alloy, magnesium alloy and other non-metallic materials, effectively reduce the weight of the whole vehicle. Lightweight also includes the optimization of the body structure. Spare parts' wall thickness, quantity streamlining and structural integrity with rational design have been accomplished to help reduce weight. Moreover, hot stamping, laser tailor welded blanks, riveting, gluing and hydroforming are also used in the production of JAC light trucks.

JAC Light Commercial Vehicles Marketing Company General Manager Zhang Xianhua, commenting on the lightweight upgrade stressed, "We can't just look at the weight reduction. It is also based on the establishment of ensuring safety performance and quality improvement, including vibration and noise improvement.

A Composite Approach

"The core value of light truck customers is showing that they expect a composite approach," the GM continued. "In addition to the nature of production tools, it also focuses on



JAC Makes a Lighter Light-Duty Truck

JAC Light-duty Truck is making its trucks lighter with a wholistic approach while keeping it powerful with engines from Cummins through its joint venture Ankang Power.

vehicle intelligence, information, comfort, safety and so on. This is reflected in the introduction of JAC Light Truck intelligent network products."

After the establishment of Anhui Cummins at the end of last year, the match of Ankang Power products with the progress of JAC Light Truck and the adjustment of JAC Light Truck power layout in the future will become a hot spot of concern in the industry.

Joint Venture

In May 2018 Cummins Inc. and Anhui Jianghuai Automobile Co. Ltd. (JAC Motors) formed a 50:50 joint-venture after Cummins purchased Navistar's 50% equity of the JAC-Navistar Diesel Engine Company. The new joint venture will continue its operations at the manufacturing facility in Hefei. Cummins currently supplies light-duty, mid-range and heavy-duty engines to JAC Motors for its domestic market in China as well as its global operations. The JV will continue offering customers leading NS V diesel engines and focus on developing new products that meet NS VI standards.

Steve Chapman, Cummins Group Vice President, China and Russia noted. "Cummins and JAC share similar values and are both committed to bringing our customers the right power solutions at the right time. By strengthening our relationship, we can focus on becoming more competitive in our markets by developing and offering high-quality, clean and fuel-efficient products."

The Right Formula

Added Xiang Xingchu, General Manager of JAC Motors. "By integrating our equipment expertise with Cummins' world-class technological and powertrain capabilities, we are confident we have the right formula in place for tremendous success."

Ankang Power, which has significant advantages such as reliability, intelligence and stability, is a highly anticipated improvement to JAC Trucks. **F**



Volvo Trucks Cuts Fuel Consumption

New hardware and software create the opportunity to save fuel in long-haul operations.

Volvo Trucks is introducing new functions that help drivers save fuel even when cruise control is not activated. The launch of upgraded D13 diesel engines for Euro 3, Euro 4, Euro 5 and EEV markets, together with the new software, enables fuel savings of up to 3%.

Volvo Torque Assist

Through a combination of new software and hardware upgrades for Euro 3 to 5 markets, Volvo Trucks' updated D13 diesel engines can save up to 3% in fuel in long-haul operations. The new function is called Volvo Torque Assist and is intended to reduce fuel consumption by providing more efficient driving when the cruise control is disabled in long haul operations.

"We have seen that there is a need to help drivers save fuel when the cruise control cannot be used," says Peter Hardin, Director Product Management at Volvo Trucks. "I-Cruise, our intelligent cruise control, is still the best way to optimize fuel consumption, but sometimes it might not be applicable. In this way we can support the driver to cut fuel costs in such driving situations."

The Green Range

Volvo Torque Assist is designed to give more fuel-efficient driving by automatically adapting the truck's torque and acceleration to the road topography, the load and speed changes. The function is only active when driving without using cruise control.

Another supporting function keeps the amount of injected fuel constant after the engine's 'green range' has been passed. The slightly compromised performance is compensated by improved fuel economy.

New Software

The pedal map has also been recalibrated. A less sensitive pedal creates a smoother torque development, which, in turn, makes the truck easier to control.

"Drivers who are less skilled in economical driving benefit more than those who already have that driving style," explains Peter Hardin. "The new software also gives a more significant result with heavy loads, many slope changes or large speed variations, while drivers transporting lighter loads with constant speed on flat roads will save less fuel. In field tests we have actually seen examples of a larger potential for savings, than the 3%."



Upgraded Hardware

The hardware upgrades in the Euro 6 Step D versions of the D13 engine, released earlier this year, are also being used to raise the standards of the Euro 3 to 5 engines. Internal friction has been reduced with new cylinder liners and new V-shaped oil scraper rings. The turbo efficiency has been improved and the engine management system is upgraded to a newer version with better capacity.

In all, these hardware upgrades save around 1% fuel, while the fuel saving potential for the new software depends on driver experience and the operating conditions. **F**



Scania Singapore employees participated in events designed to increase their knowledge about climate change.

Scania Climate Day Focused Singapore Employees on Battling Climate Change

(Singapore) Reinforcing its commitment as a responsible business to support the goals of the Paris Agreement Scania Singapore commemorated Scania's first Climate Day for its employees on September 20, 2019. The Paris Agreement is an agreement within the United Nations Framework Convention on Climate Change (UNFCCC), dealing with greenhouse-gas-emissions mitigation, adaptation, and finance, that was signed in 2016. The Paris Agreement's long-term goal is to keep the increase in global average temperature to well below 2 °C above pre-industrial levels; and to limit the increase to 1.5 °C, since this would substantially reduce the risks and effects of climate change.

Operations Suspended

On Scania Climate Day, all Scania units across the world suspended operations for one hour for employees to undergo sustainability training. The event was part of Scania's global effort to involve all its 52,000 employees in more than 100 countries to mitigate the effects of climate change. A training package in more than 30 languages was distributed throughout the world. The event was held on September 20, on the eve of the United Nations Climate Action Summit in New York.

"As a business, Scania has been driving the shift towards a sustainable transport system, but we wanted to do more," said Anders Liss, Country Manager of Scania Singapore. "With Scania Climate Day, we were endeavouring to get every single employee on board to be a sustainability ambassador to battle climate change."

Concrete Action

Scania Southeast Asia Managing Director, Marie Sjödin Enström noted: "Scania Climate Day is important to us as a company because it gave us a chance to reflect internally whilst sending a strong message on the importance of

Scania Singapore halted its operations for one hour to allow its 80 employees to undergo sustainability training.

sustainability." She added: "It starts with the awareness, the know-how and the actions, that we, as employees, can take as a responsible business. I enjoyed the session in which we explored ways to reduce our impact on climate change – both locally and globally."

Between 11:00am and 12:00pm on Scania Climate Day, the employees from Scania Singapore's office and workshops as well as the Asia Parts Centre attended the sustainability training programme at their respective premises. The programme included discussions, quizzes, and reflection and sharing sessions, ending with the charting of concrete action steps. Employees in their respective groups were asked to suggest measures that can reduce their climate footprint at work in the short, medium and long term. Feedback and suggestions from

the employees will be reviewed for possible implementation at Scania premises in Singapore.

Idea Exchange

"Scania Climate Day was an eye-opener for us as we did not realise how much impact we had on the environment," said Sofyan Mohd Mokhti, Team Leader of Scania Asia Parts Centre, who attended the training programme at his Bedok premises. "Knowing this, we are implementing several action plans, such as reducing the usage of plastic within the operations and switching to LED lighting. These actions might seem insignificant, but in the long run, we are doing our part to reduce our carbon footprint for a sustainable future."

Andres Liss added, "The time spent in learning and team discussions was fruitful in increasing our people's awareness of climate change issues and how they can take constructive action. There was a good exchange of ideas on what we could do in our daily work operations, or at home, to reduce our environmental impact."



Ms Marie Sjödin Enström



Mr Henrik Henriksson

Committed to Change

Scania has pledged to the United Nations' decarbonisation target to limit global warming to 1.5°C above pre-industrial levels. At the United Nations Climate Action Summit, Scania was one of the companies tasked with highlighting the importance of the industry for the transition to a sustainable society. Scania's President and CEO, Mr Henrik Henriksson, participated in both the summit and several other high-level activities in New York focusing on tackling climate change. Scania has been working continuously to minimise emissions from its products as well as reducing emission levels generated from its own operations and transport footprint. In recent years, the company has committed to a number of targets.

These targets include cutting CO₂ emissions by 50% from its land transport per transported tonne by 2025 (using 2016 as a baseline), cutting CO₂ emissions from its operations by 50% by 2025 (using 2015 as a baseline), switching to 100% fossil-free electricity by 2020 where the necessary prerequisites are in place, and continuing to offer the broadest range of products on the market that run on alternatives to fossil fuel such as its commercial biofuel solutions.



Overwhelming Support

“We believe that increasing the knowledge about climate change is crucial to be able to deliver on the Paris agreement,” says the CEO. “Climate Day is the next step on a journey we embarked on some years ago. In preparing for this day, the response in our organisation has been overwhelming. This reflects how driving the shift towards a sustainable transport system is now our purpose at Scania which comes from our heritage, culture and values.”

In preparation for this huge event, Scania trained some 2,500 colleagues to lead dynamic workshops at their workplaces. The rationale is compelling, according to Henriksson. If Scania is to remain relevant in the future, there is simply no alternative. “If we are not sustainable, we will no longer be attractive in the market. We therefore need to carry out this transformation, not only to remain competitive but also because we must take responsibility as a company, as the social citizen we are, and be part of the transformation to a more sustainable society.”

“In battling climate change, Scania has already taken many big steps. However, we need to continue this work and we need to make sure that others join us. We need to work in partnerships with others that share the same climate and sustainability ambitions as we do,” said Henriksson. **F**

Scania Singapore Relocates Service Centre



(Singapore) Scania Singapore has relocated its Benoi service centre to Tuas, to serve its customers at a more convenient location near the new Tuas Mega Port.

The new Tuas Service Centre commenced operations in July. Equipped with three vehicle bays and staffed by professional service technicians, the Tuas Service Centre will offer vehicle maintenance and air-conditioning services to maximise uptime and operating economy for customers.

As a satellite service centre, the Tuas Service Centre supports the main Senoko Service Centre, which will continue to offer a full suite of repair and maintenance services.

Customers can book an appointment at +65 6861 9181 and visit the new service centre at 110 Tuas South Avenue 3, #01-32 The Index, Singapore 637369. It operates from Mondays to Fridays from 8.00am to 5.00pm, except public holidays. **F**



concerning the economy, transportation and society. Therefore, Martin Daum has invited a different special guest for each episode and is assuming an unusual role for a board member as moderator and interviewer. In our podcast we are presenting our company and CEO in an up-to-date and innovative format in a profound way," said Florian Martens, Head of Global Communications at Daimler Trucks & Buses, at the premiere of the new format.

First Episode Now Available


The first season of Transportation Matters consists of five episodes that will be broadcast in English or in German on the first Wednesday of each month. Serving as an announcement a teaser episode is now available on the podcast platforms Apple Podcasts, Spotify and YouTube, as well as on www.daimler.com/transportation-matters/en.

Martin Daum will lead the talks with his international podcast guests. The first episode has been available since September 4, 2019. His guest is Michael Fleming, CEO of TORC Robotics. Fleming talks with Daum about the challenges and opportunities of automated driving in the freight business. TORC Robotics is a leading company in the area of self-driving vehicles with many long years of experience.

Upcoming Topics

The overarching topic of subsequent episodes will be, among others, the importance and sustainability of transportation, in discussions with, for example Joschka Fischer (former German Foreign Minister and Vice Chancellor. Today, Mr. Fischer is managing partner of the strategy consultancy Joschka Fischer and Company, which he founded in 2009.). Other podcast guests on Transportation Matters will be Terry Stotts, Head Coach of the NBA team Portland Trail Blazers, and BrightHouse's Brad White on the topic of "Purpose."

The CEO podcast can be accessed and subscribed to at:

Daimler Corporate Website: www.daimler.com/transportation-matters/en
 Apple Podcasts: [d.ai/apple-md](https://applepodcasts.com/d.ai/apple-md)
 Spotify: [d.ai/spotify-md](https://spotify.com/d.ai/spotify-md)
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Daimler Trucks & Buses launches "Transportation Matters" First CEO Podcast on Commercial Vehicles

Daimler's Martin Daum will talk to international guests from highly diverse social spheres touching a range of topics covering global challenges, business and leadership, social implications and technological developments.

(Stuttgart) Daimler Trucks & Buses has launched "Transportation Matters", the commercial vehicle industry's first CEO podcast. On a monthly basis Martin Daum, the Member of the Daimler AG Board of Management responsible for Daimler Trucks & Buses who will become the new CEO of Daimler Truck AG on November 11th, hosts international guests from highly diverse areas of society. The spectrum of current challenges in the commercial vehicle business is very broad - climate change; digitalization; electric and automated driving; the future of the work world; modern, international leadership topics; and much more. With his guests from the fields of business, politics, media and sports, the CEO of Daimler Trucks discusses these topics in order to learn, understand different point of views, create connections, find common ground and thereby work together to drive change.

Depth Required

The podcast is called Transportation Matters because transport concerns us all – even if many are not always aware of it. In the teaser episode Martin Daum laid out his intention for Transportation Matters: "Our business is very diverse, and the range of topics is correspondingly broad. Some of these are quick to convey. Some need more space to be discussed in the requisite depth. For this deeper dive a podcast is, in our view, the optimal format. It can provide a lot of information, background and different points of view."

"With his three decades' worth of experience, Martin Daum is an influential voice in the transport industry – and his perspective goes far beyond the borders of his own line of business. The booming audio format of podcasts is therefore a perfect fit. It's all about an open and critical discourse on important questions



Sascha Ricanek



Stefano Giordani

On September 1, Mr. Ricanek was succeeded by Mr. Stefano Giordani, Managing Director of Mercedes-Benz Financial Services España (Spain). Since joining Daimler in 2005, Mr. Giordani has developed a solid background in business development, and sales and marketing for financial services as well as trucks and buses in various countries from Europe to Asia. He will bring his keen customer focus to DCVT to further strengthen its presence in Thailand's fast-growing commercial vehicles sector.

DCVT was established in August 2016 as the official distributor of FUSO and, since 2018, Mercedes-Benz commercial vehicles. The company is headquartered in the Sathorn area of Bangkok and has a Parts Distribution Center in the outer Bangkok area.

As an integral part of Daimler Trucks Asia headquartered in Japan and its South East Asia regional center in Singapore, DCVT currently offers a vast product portfolio which includes trucks and buses to the Thailand market. **F**

Daimler Commercial Vehicles Thailand Changes Management

Daimler Commercial Vehicles Thailand Ltd (DCVT) has announced changes in its management. Mr. Sascha Ricanek, currently Chief Executive Officer of DCVT, has taken a new position at the Daimler Trucks Asia headquarters in Kawasaki, Japan, starting September 1, 2019. As the CEO of DCVT, he has overseen the growth of its local dealership network, the improved availability of customer service solutions, and the expansion of DCVT's product portfolio. His unique expertise in both engineering and business management will support Daimler Trucks Asia's product lineup strategy in crucial international markets, including Thailand.

Maersk Enters into Indian Trucking Market



to reduce logistics costs from 14% of the GDP to less than 9% by 2022. By comparison, the U.S. and most developed countries spend about 8% of GDP on logistics.

For BlackBuck, the partnership with Maersk will mean an increase in volumes shipped via its platform, helping the company scale up further. "At BlackBuck, over the last four years, we have developed our robust product and technology that maximizes the billable kilometres of a truck, delivering higher realization to the truck owners and driving a low-cost transportation network to the shippers," said Ramasubramaniam, co-founder and COO at BlackBuck. "Our product will add significant value to the export-import containerized trucking industry in India that has the additional complexity of meeting the timelines of sea freight connections, apart from other regular trucking-related challenges. Maersk, with its industry-specific knowledge and expertise, will help us transform this space through digitization," he further added. **F**

Maersk, the world's largest container line, has announced a partnership with Indian digital trucking marketplace BlackBuck, marking the shipping company's entry into the Indian online containerized trucking market. BlackBuck is a major player in the Indian freight digitalization scene, having enrolled 300,000 active trucks on its platform. This collaboration will help Maersk provide its customers hassle-free movement of export and import containers deep into the Indian countryside.

"Our customers are dealing with fragmented vendors with varying service levels of communications, as well as geographical, financial and infrastructural disparities, resulting in sub-optimal supply chains," said Arjun Maharaj, head of sales at Maersk South Asia.

Maersk's move into road freight logistics in India comes at a time when companies across the country are restructuring or digitizing inefficient logistics processes. The Indian government has set ambitious goals



Kamaz continues to be the market leader, with more than a 30% share. The sales figure of the brand is equivalent to 2,187 units, which indicates a 16% year-on-year rise. Kamaz 43118 was the best-selling model in July 2019 with 534 units and 13.6% year-on-year rise.

Kamaz is followed by GAZ with 726 vehicles and 7.1% year-on-year rise. The top-three is completed by Volvo with 476 units and 20.1% year-on-year fall. Volvo FH was the best-selling foreign model in July with 361 units sold. **F**

Russian Truck Market Increases

The Russian truck market increased 2.3% in July 2019 compared to the same period last year. Autostat (the leading analytic agency in the Russian automotive business) has stated that 6,562 new trucks were sold in Russia in July.

MAN Increases Sales Revenue in First Half of 2019

The MAN Group can look back on a positive first half of fiscal 2019. The Company generated sales revenue of EUR6.3 billion in the first six months of 2019, 8% higher than in the previous year. Unit sales in the MAN Group rose by 10% to 71,814 (previous year: 65,356) vehicles.

“More than anything else, we are reaping the benefits of our solid position in the European market for commercial vehicles as well as Brazil’s economic recovery,” explains Joachim Drees, Chief Executive Officer of MAN SE.

At EUR6.8 billion (previous year: EUR7.2 billion), the MAN Group’s order intake in the first six months of 2019 was down 6% year-on-year. The MAN Group generated an operating profit of EUR248 million, roughly on a level with the previous year (EUR255 million). The operating return on sales was 4.0%, after 4.4% in the prior-year period.

The MAN Group’s profit after tax came in at a total of EUR430 million in the first six months of the year (previous year: EUR407 million). MAN SE’s Executive Board anticipates a slight growth in sales revenue in 2019. The MAN Group’s operating profit and the operating return on sales are also expected to improve noticeably in 2019 compared with the previous year. **F**



Chief Executive Officer of MAN SE.





Lifestyle Goods for Truckers

Stefan Pertz takes a look at the needs of truck drivers, when they are on the road and when they get to enjoy precious time at home with their family.

In a recent event of a truck maker a participant won a watch in the lucky draw. Presented in a sleek box, this accessory was nothing short of high fashion. In our previous issue we featured a jacket made from fan belts, a rather radical approach to fashion for our industry. I was thinking about this and how truckers also need and create items around their profession to express themselves.

Practical and Comfortable

What one can immediately observe is that truckers wear practical and comfortable clothing. It has to be attire that is suitable to work inside the cabin as well as outside. In the climate we are in, surely leather pants are not very much in demand as they would heat up quiet some. Cargo pants are widely used as truckers always carry their most important items with them when they step down from their cab. Being able to have a few tools along also impacts the way clothing is designed.

We have, over the past years, reported about how their working conditions impact their lifestyle. When we host corporate people, they are by themselves. However, truckers spend a lot of time away from the family and whenever possible, they bring their next of kin along, making every event a family excursion. It is at such events where the lines between family time and work are vastly blurred. Unfortunately, there are very few events being hosted to bring truckers together and to accommodate their needs.

Corporate Gifts


One of the biggest hits as corporate gift is a toiletry set that truckers can take along on their travels. When on the road, the facilities truckers use are oftentimes limited and these nifty kits make their life just a little bit more comfortable and easy. Perhaps

it is such accessories that truck makers should be thinking of including in their vehicles?

Food is, of course, a favourite topic in South East Asia and a healthy diet is what doctors, ministries and other organisations advocate. Throw in sports and you have a "Healthy Lifestyle". This is not always something that is easy to do if you are on the road all the time. Scouting the rest stops up and down the country, I notice that the food available may be cheap and tasty, but not necessarily healthy. When we tell truckers to be more health conscience, then that is only half of the story as we would need to enable this to happen. A salad is something you won't find at any of these stops.

Opportunity Awaits

For now, what I see is a big untapped market, created by the people that move our goods. If we can create a specific lifestyle for other professions, for example lawyers, shouldn't we also create more items and spaces that suit the needs of our drivers? Seeing how family time is limited and precious, this could be something where we can start to work on creating an image that would be positive and suitable to attract youngster to take up the profession.

Whenever I attend a launch of a new truck, the manufacturers usually talk about the improvement of the performance. But rarely does one talk about how the vehicle is meant to support a life on the road for the drivers. In my view, there is more to the lifestyle of a trucker than giving him or her a shirt with the logo of their favourite truck brand. 



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with a frame that is robust and capable of withstanding high stresses. Provided with optional safety features like ABA4, the Arocs deals brilliantly with any traffic situation in the city area. Put simply, the Arocs ticks all the boxes when it comes to heavy work and safety. For more details, please contact Cycle & Carriage Auto Hub at 6568 4638. www.mercedes-benz.com.sg

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