

ASIAN **TRUCKER**

www.asiantrucker.com

SINGAPORE



MONTHLY ROUND-UP JULY

SOUTH EAST ASIA'S LARGEST COMMERCIAL VEHICLE EXHIBITION

17- 19 June 2021. Apply for a booth now to avoid
disappointment! Contact us via

info@asiantrucker.com

+60 12 207 2344





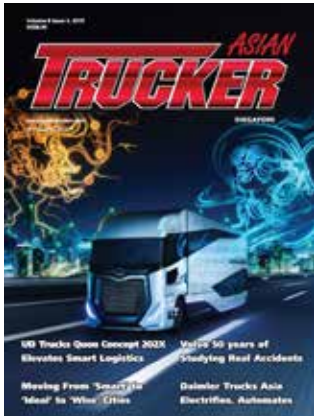
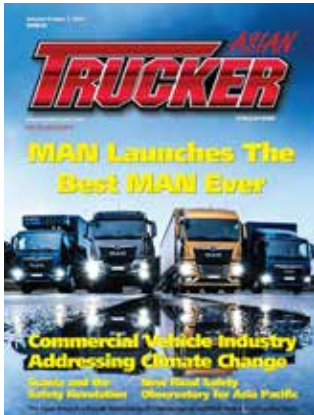
Organised by



Asian Trucker Exhibition Sdn Bhd
No. 27-1, Block C, Zenith Corporate Park, Jalan SS7/26 Kelana Jaya,
47301 Selangor, Malaysia
Email: info@asiantrucker.com Web: www.mcve.com.my

The Drivers **TRUCKER** ASIAN

YOUR GUIDE TO ALL THINGS TRUCK



PDF versions are available for download at www.asiantrucker.com

EDITORIAL

EDITOR-IN-CHIEF Floyd Cowan
EDITOR Stefan Pertz

Tony
GRAPHIC DESIGNER Floyd Cowan
PHOTOGRAPHERS Stefan Pertz

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

PUBLISHED BY

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

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

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

automechanika

HO CHI MINH CITY

Defer to
2021

Vietnam's leading regional trade fair for automotive service industry targeting trade visitors from Vietnam

Business • Workshops • Experiences

30.6 – 2.7.2021

Saigon Exhibition and Convention Center (SECC)
Ho Chi Minh City, Vietnam

www.automechanika-hcmc.com

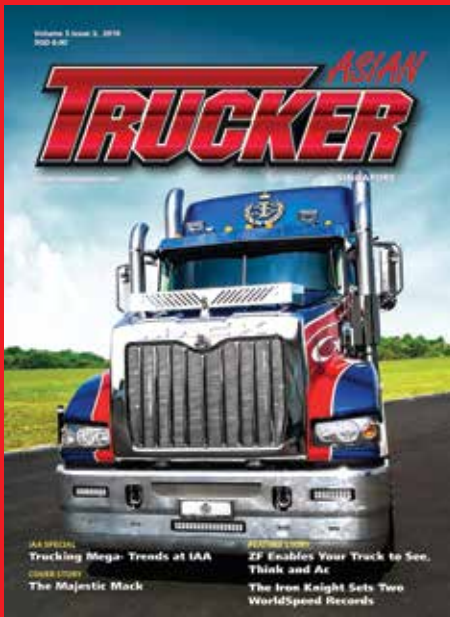
autoasia@hongkong.messefrankfurt.com



messe frankfurt



floyd@asiantrucker.com




With the advent of Covid – 19 that resulted in people being locked in their homes for months – new ways of doing things have evolved. People are working from their homes, holding zoom conferences and watching webinars. They have become more dependent on digital to keep in touch with the world. Many are not venturing out as much as they once did, even though restrictions have been eased.

At Asian Trucker we thought this would be a good time to extend our offerings to on-line in a way that we haven't done before – and so this new Monthly Round Up. It will focus on news, editorials and information from the Commercial Vehicle industry from around the world. We will endeavor to source the most interesting and informative stories for those who want to know what is happening in the world of trucks and all things related. An example of the breadth of the stories is MANN+HUMMEL'S interview with Dr. Martin Lehmann who describes the Future of Air Filtration.

Along with articles on new developments in trucks, stories about the environment, electrification, self-driving vehicles, staff movements and business developments we will be doing specials on one subject, one company and one another.

We hope you enjoy the Monthly Round Up, but continue to read the regular edition of Asian Trucker that we do every three months. The Round Up is to supplement the Quarterly Edition, not a replacement for it.

Of course, we welcome your feedback and if you have something newsworthy that others might enjoy reading, please send it to stefan@asiantrucker.com. 

MBS Refrigeration

Suppliers of Second Hand Carrier and Thermo King Units

For sale now: 10 x Carrier Supra 1250 – year 2017
Like new – hours almost zero - Exceptional quality

Other models available – Thermo King & Carrier

150+ units in our Rotterdam warehouse

Contact us:

paul@truck-refrigeration.com

Tel: +44 7785 502648



CONTENTS



18

REGULARS

- 04 Editor's Note
- 09 Events
- 15 In the Headlights

MARKET UPDATES

- 07 C.H. Robinson & Microsoft to Digitally Transform the Supply Chain of the Future
- 08 Hengst Filtration acquires the hydraulic filtration business of Bosch Rexroth AG

FILTER FOCUS

- 10 MANN+HUMMEL'S Dr. Martin Lehmann Describes the Future of Air Filtration

THOUGHT LEADERS

- 12 A Passion for Beauty and the Driver

TECH TALK

- 13 Scania Presents Electrified Power Systems Concept

TRUCK FEATURE

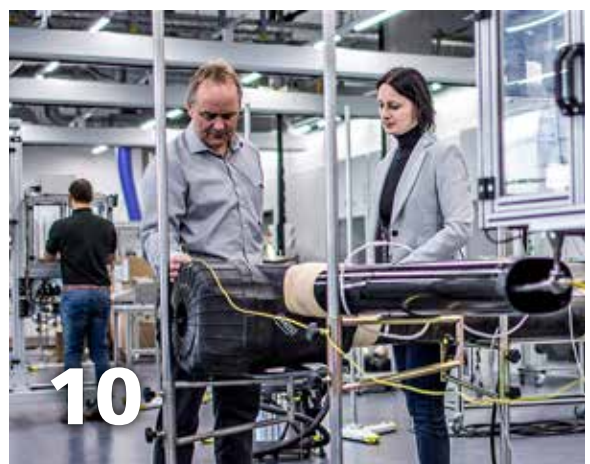
- 14 ZF-CeTrax for Terminal Tractors

SPECIAL REPORT

- 16 Valvoline Introduces Lineup of Biodiesel Compatible Engine Oils to the Rest of Asia

CELEBRATE

- 18 MAN Claims Ten Prizes at the 2020 ETM Awards



C.H. Robinson & Microsoft to Digitally Transform the Supply Chain of the Future



C.H. ROBINSON



Microsoft

Collaboration will integrate C.H. Robinson's Navisphere® and Microsoft Azure cloud technologies to make real-time visibility possible in supply chains and accelerate innovation in transportation.

(Singapore, July 16, 2020) C.H. Robinson and Microsoft Corp. are joining forces to digitally transform supply chains of the future by combining the power of C.H. Robinson's Navisphere®, Microsoft Azure and Azure IoT to meet the demands of evolving global supply chains. Through this alliance, the two companies aim to enable real-time visibility for C.H. Robinson customers.

"The partnership is welcome news for C.H. Robinson's customers as we set out to foster stronger global supply chains through infrastructure and technology," said John Chen, Vice President Asia, C.H. Robinson. "Given the complexity of supply chains connecting Asia and the world, shippers are looking for greater efficiency and real time visibility while digitally transforming their logistics networks. We want to accelerate the pace of transformation across the sector, tapping into the benefits of advanced cloud technologies and our Navisphere platform."

Chris O'Brien, Chief Commercial Officer, C.H. Robinson "The pace of change we're seeing today in the supply-chain industry is unparalleled. Being able to quickly scale and adapt our technology is what helps give our customers a competitive advantage. As we continue to invest and enhance our technology built by and for supply-chain experts, we look to partner with other best-in-class companies that bring the most value to our customers. Through Microsoft's Azure cloud platform, we gain more scalability, premier data security and increased application speed, which benefit our customers and carriers around the world."

Through this collaboration, Navisphere — C.H. Robinson's global multimodal transportation management platform — will now leverage Azure IoT Central to integrate IoT device monitoring that measures factors such as temperature, shock, tilt, humidity, light and pressure in shipments to give customers an even more detailed level of intelligence about goods as they move through the supply chain. Together, C.H. Robinson and Microsoft work with many Fortune 250 companies, which means this alliance makes it even easier to scale and develop new solutions to provide the world's largest shippers with greater supply-chain efficiency, real-time insights and visibility.

"We are committed to providing customers with a trusted, easy-to-use platform so they can build seamless, smart and secure solutions regardless of where they are on their IoT journey," Sam George, Corporate Vice President, Azure IoT, Microsoft added. "We're thrilled to collaborate with C.H. Robinson as it transforms the supply-chain industry by leveraging our Microsoft Azure and Azure IoT solutions."

This new collaboration builds on C.H. Robinson and Microsoft's already rich history of working together. Navisphere is used across Microsoft's global supply chain, giving the company real-time visibility into inventory, at rest or in motion, anywhere in the world. In addition, in collaboration with Microsoft, C.H. Robinson built Navisphere Vision, a global real-time visibility




Chris O'Brien,
Chief Commercial Officer, C.H. Robinson - 1



John Chen, Vice President, Asia, CH Robinson - 1

product that leverages Azure IoT solutions, machine learning and predictive analytics to assess potential disruptions across supply chains.

Through C.H. Robinson's TMC division and Navisphere Vision, Microsoft is driving innovations in its own supply chain to provide more predictability and proactive decision-making to its various business groups.

"The supply chain of the future is smarter, less volatile and can be navigated with a new level of visibility thanks to the power of this relationship. Through this collaboration, our customers receive a greater competitive edge, as well as industry-leading insights and expertise," said Jordan Kass, President of Managed Services at C.H. Robinson. 



Hengst Filtration acquires the hydraulic filtration business of Bosch Rexroth AG

With this move Hengst sustainably extends its "Industrial Filtration" division

Hengst is about to acquire the hydraulic filtration business of Bosch Rexroth AG. This includes the site in Ketsch (Baden-Württemberg, Germany) with approximately 190 employees and the worldwide sales activities in more than 30 countries. In addition to the hydraulic filter know-how, more than 40 industrial property rights will also be transferred. Bosch Rexroth's hydraulic filter business develops and produces complete filters and filter elements for industrial and mobile hydraulic applications.

With this additional acquisition Hengst Filtration is consistently continuing the growth and expansion of the "Industrial Filtration" division, which commenced with the take-over of Nordic Air Filtration (2016) and Delbag (2018).

The purchase agreement was signed on 07/16/2020. The transaction is subject to anti-trust approvals. Consequently, the transaction is expected to be finalized in early 2021. The parties have agreed not to disclose the amount of the purchase price.

Hengst Filtration is an internationally active, family-owned and operated business headquartered in Münster, Germany with more than 3,000 employees working at 20 locations around the world, and a leader in the field of filtration and fluid management. Hydraulic filtration solutions constitute an optimal supplementation of the existing portfolio. Hengst has been developing technologically demanding filtration solutions for more than 60

years, amongst others in the area of oil filtration, to guarantee long and safe runtime of engines and systems.

Bosch Rexroth AG is a leader in industrial and mobile hydraulics, as well as drive and control technology; since 2008 the enterprise has been active in the hydraulic filtration business.

About Bosch Rexroth

As one of the world's leading suppliers of drive and control technologies, Bosch Rexroth ensures efficient, powerful and safe movement in machines and systems of any size. The company bundles global application experience in the market segments of Mobile Applications, Machinery Applications and Engineering, and Factory Automation. With its intelligent components, customized system solutions and services, Bosch Rexroth is creating the necessary environment for fully connected applications. Bosch Rexroth offers its customers hydraulics, electric drive and control technology, gear technology and linear motion and assembly technology, including software and interfaces to the Internet of Things. With locations in over 80 countries, roughly 31,000 associates generated sales revenue of roughly 6.2 billion euros in 2019.

About Hengst: Made in Münster: for a clean environment

In 1958 Walter Hengst established Ing. Walter Hengst KG in Münster. In doing so he laid the foundation for the successful development of an enterprise that is managed today by Jens Röttgering in the third generation as Hengst SE. Hengst employs a staff of about 3,000 at 20 locations worldwide. With its products and services the company protects people, machines and systems, saves resources and improves living conditions. The company's vision: "We lead the world in Filtration making our planet a purer place". For Hengst, responsible management also means combining the operations of an international enterprise with the working methods of a start-up. The result: Hengst works in an atmosphere of affirmative decision-making and unbureaucratic, streamlined structures with a high level of innovative spirit to achieve outstanding quality. 



Tyrexpo Asia 2021 Market Round Up July 2020

A series of Strategic Business Summits to take centre stage at Tyrexpo Asia 2021

As was previously announced, Tarsus will be staging a renewed version of the bi-annual Tyrexpo Asia Show in Singapore March 17 – 19, 2021 at the Marina Bay Sands Hotel Convention Centre.

Event Project Director, Alwin Seow, says he plans to work with key partners to stage a series of five or six individual conferences that will cover many aspects of the tyre and automotive industry. He states, "Three of the conferences have been confirmed. They will be a special Retreading Summit, Fleet Managers Summit and a summary of Digitalisation Strategies for the South East Asian Tyre Retail Sector.

"Two conferences will be held simultaneously and consist of carefully chosen guest speakers on important key topics," Mr Seow continued. "Tarsus is confident of providing an interesting and factual viewpoint about current and future developments in each respective

market." Additional details of the conferences will be announced in the lead up to the show.

Tarsus is looking to inspire the interest of new companies to TyrexpoAsia and have them participate in this dynamic event. TyrexpoAsia hopes to attract 6,000 attendees and top international buyers by providing an event for leading and emerging suppliers in the Tyres, Equipment & Tools, and Tyre Accessories market to showcase their latest technology and equipment.

"Tyrexpo Asia 2021 has been specifically re-designed and is looking towards increasingly providing the entire global tyre industry with a platform for additional future growth," Mr Seow concluded.

Tarsus will be providing a steady stream of information regarding innovative new tyre business conferences to take place during the course of the three day event. **T**





MANN+HUMMEL'S Dr. Martin Lehmann Describes the Future of Air Filtration

Dr. Martin Lehmann, Vice President Product Champion Air Filtration provides an insight into how MANN+HUMMEL is driving the holistic development of air filtration and what the air cleaners of the future will look like.

Dr. Martin Lehmann studied process engineering at the university of Karlsruhe and in 2005 got his doctoral degree on the study of fiber structures of filter media and simulation of particle loading kinetics on a single fiber. He joined MANN+HUMMEL in 2006 and today as Vice President Air Filtration is responsible for the strategic orientation of air filtration across different business units.

Q: Dr. Lehmann, you come from the field of simulation. What has changed for you in the new task and what are you particularly pleased about?

Dr. Lehmann: It is exceptionally fascinating to promote a specific product cross-functionally. The focus here is to jointly develop innovative solutions to meet future customer requirements and further expand our market presence. The detailed experience I have from the field of simulation flows into this process. My team and I have considered the different aspects of the filter in simulations, from large filter elements down to very small structures in the filter media. We have examined in detail how the design of a fiber structure can be improved, and we have made the corresponding optimizations, starting with a uniform media and ending up with a specially designed one for the application. This approach is part of our strategy and enables us to satisfy specific market requirements.

Q: Does this mean your new task has a more strategic orientation?

Dr. Lehmann: Yes, and a particularly wider scope. In fact, simulation already became a strategic task when MANN+HUMMEL established this new area and specifically created filtration models. This, in turn, enabled MANN+HUMMEL to become a market leader in the field of filter simulation. In respect of the whole company, my current task now has a wider strategic scope, ranging from automotive to industrial applications. We consider all aspects of air filtration for combustion engines or technical processes.

Q: What are the details of your strategy?

Dr. Lehmann: 'Leadership in Filtration' is our vision and motivation. That means we want to offer customers the best solutions and respectively grow with them. Therefore, we will check each region for its potential to grow. At the moment, we primarily see this in China and India. In addition, the acquisition of the Affinia Group has given us access to a strong aftermarket business. We also would like to position our brands in this market and generate the corresponding growth.

Q: Does that mean the focus is particularly on the Asian market?

Dr. Lehmann: This is true for the car sector. In the commercial vehicle sector, this also includes the USA. Our innovative products give us an advantage in global markets. We offer our customers worldwide attractive solutions, and this sets us apart from the competition. Our top priority is to use this strategy to achieve profitable growth. It is my task to elaborate concepts for future developments and next products together with colleagues in the individual departments. For this purpose, an innovation roadmap has been set up and work is being done on it at company headquarters as well as in the various regions. In this respect, our measures are oriented towards local market requirements.

Q: Do the requirements vary from region to region?

Dr. Lehmann: Yes. For example, they require different filter media. There is a strong demand for non-woven synthetic media in Asia, whereas cellulose is more requested in Europe. Flame retardant media and installation space are topics which can have different priorities. Therefore, it is important that we can act and respectively produce at a global level in order to supply and serve our customers. In this respect, MANN+HUMMEL is already in a good



position. I am now going to act as a framework for the various business areas and to network these. Some solutions, for example, will at first only be available for industrial applications and will later be adopted in other areas, and vice versa. This will allow us to use synergies to open new markets.

Q: Do you see any other important topics which require attention?

Dr. Lehmann: It is becoming increasingly important to exactly examine the current requirements to design products based on real conditions. Let's take the dust holding capacity of air cleaners in automotive applications as an example. For many years, we have been having an outside test bench for air cleaners where we test our filter media under real conditions. Soot plays an important role here. For this purpose, we developed a soot generator and are engaged in the standards committees of the automotive industry working on this topic.

Q: Are the test laboratories of MANN+HUMMEL therefore becoming more important?

Dr. Lehmann: Absolutely. A question which we will have to address more often is how to test it right. In particular, when the issue is the air mass measurement for the engine. Then, it helps designing the filter right for this application. Our core task will be to globally network the testing, design, media expertise and simulation. Our validation team in Ludwigsburg works very well together with the testing teams in China and India. That is our strength, and this is how we can offer our customers optimized solutions around the world.

Q: Where do you see the trends in filter media?

Dr. Lehmann: On the one hand, there is a trend towards more special materials and on the other hand, there are the costs. The performance we can offer the customer for the respective price is crucial here. Synthetic media and combinations of different media are becoming more important. In future, we will work more and more with filter media that have a number of layers, as it is already the case with our MULTIGRADE filter media in the area of liquid filtration. Our task will be to globally network testing, design, media expertise and simulation.

Q: In your opinion, which new solutions are particularly important?

Dr. Lehmann: These are quite clearly Exalife and VarioPleat for the commercial vehicle and industrial sectors and Flexline for the car sector, but also the

filter elements with our radial seal that allow us to save installation space. That is the fascinating thing about filtration. It isn't always rocket science. Frequently, it's the small details which make the difference. This includes sealing geometries or a combination of fibers. In all these areas, we benefit from our systems and filtration expertise. We understand the filter media very well and are a market leader in the area of R&D. This is, for example, is apparent with our acoustic solutions and the possibility to offer complete air cleaner systems around the world.

Q: What will the filter element of the future look like? What performance will be required?

Dr. Lehmann: It needs to fit in the given cost framework. It will have to ensure the required level of clean air, separate the right particle sizes and have a service life which corresponds to the expected lifetime of the product. When I drive a truck, I want to make sure the vehicle is always in operation. As a car dealer, I would like to have a car coming in for regular service. In a Chinese city, there are different requirements compared to Germany on the highway. In this respect we have to adapt our products. Smart digitalization will come into play. The filter will become more intelligent. This is a particularly important subject in the area of agriculture. When a farmer harvests his crops, he wants to know whether he has to change the filter beforehand. This is the only way he can plan his day efficiently. Therefore, a forecast for the life of the filter element is important. That's what we are working on.

Q: E-mobility is currently a big subject. What does that mean for air cleaners?

Dr. Lehmann: E-mobility also requires clean air and clearly defined conditions. In that respect I see good opportunities. The requirements will be partly different, but just as before we will have to separate particles and water. Here we are already in close contact with car manufacturers. We can exploit our expertise and show what we can achieve in this area and that we are well prepared to meet the future. The combustion engine will nevertheless continue to remain important, and we will continue to develop products in this area. **T**



A Passion for Beauty and the Driver

Toshio Shiratori, the Product Design Director of UD Trucks, led the team that designed the striking exterior of All New Quon, and a stylish interior to match. The newly styled cabin interior is an intrinsic part of the unmatched driving experience provided at the wheel of the All New Quon.

Q: What were your objectives when you designed the interior of the All New Quon?

Toshio Shiratori: The existing Quon interior was well-liked, and we wanted to retain what customers admired about it while improving it functionally and aesthetically. We aimed to go the extra mile on UD's core value of "Excel on the essentials", and truly reflect "Innovation that puts people first," – the very idea behind the creation of the All New Quon. In the design we wanted to proudly emphasize our Japanese origins, and the traditional UD hexagon that consists of six aspects: smart, caring, tough, harmonized, supportive and distinctive.

Q: What are the highlights of the new interior?

Toshio Shiratori: The general shape of the dashboard and the shape of each detail, the way they interact with each other, have been designed to provide a feeling of harmony. We also reworked the materials, their texture, their colors and the contrasts to create a harmonious and high-quality feeling. We think this interior displays a contrast of energy and harmony typical of Japan, and perfectly matches the striking exterior design of the All New Quon.


Q: Why do you have such passion for the driver?

Toshio Shiratori: In Japan, as well as in many countries, we have a shortage of drivers. We focused on improving operability. Our goal was to design a



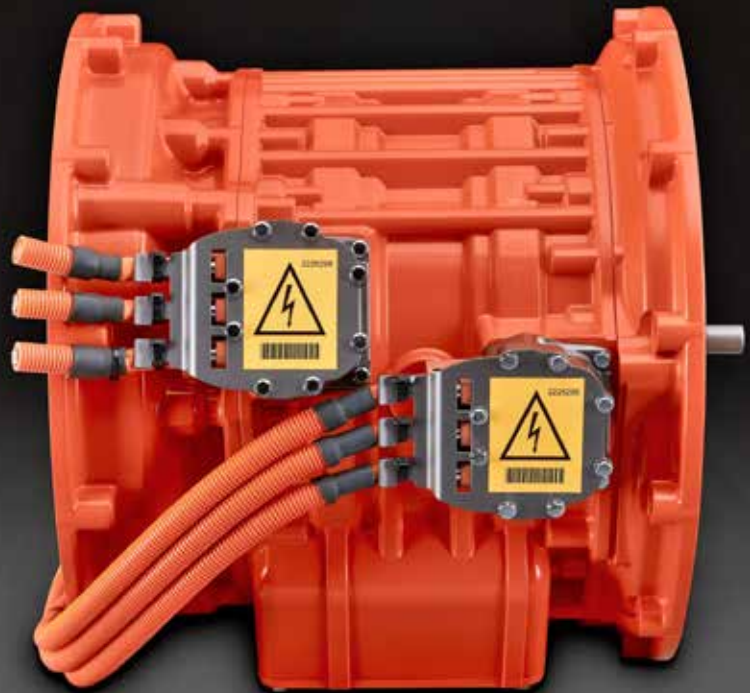
characterful interior that's attractive, comfortable and functional, a pleasant place to be for the drivers.

Q: How was the UD gemba involved in the design?

Toshio Shiratori: Different departments in the company, including FVV (Features Verification and Validation), Cabin Engineering and Sales and Marketing were invited to view prototypes of the interior in Touch and Feel sessions, so their comments could help to perfect the end result. These sessions helped us to mature the details. 

Scania Presents Electrified Power Systems Concept

Scania is developing an electrification concept for vehicles that will not only reduce CO² emissions but deliver outstanding power density.



As more and more customers are seeking to reduce their carbon footprint, Scania now launches its concept for hybrid and fully electric power systems.

Experience in Electrifying

"Our in-house developed electrification concept draws on our experience from electrifying on-road vehicles," says Joel Granath, Senior Vice President, Scania. "With Scania's long-standing excellence in producing engines that operate on diesel and alternative fuels, we now embark upon the next stage in development, namely carbon-mitigating electrified systems."

The electrified power systems provide outstanding performance in compact designs. All components work seamlessly together and are controlled by a common management system. The single system management interface and the single mechanical interface – CAN J1939 and SAE 1 – will remain as previous and thereby simplify integration with external components.

The Scania systems will be both modular and scalable, allowing customers to select from and combine a number of components based on the application and specific demands.

Together or Stand-alone

With a potential CO₂ emission reduction of up to 92%, Scania's hybrid electric system combines an e-machine with a combustion engine – either together or as stand-alone power sources. The hybrid electric system can be gainfully deployed in, for example, excavators, dump trucks, stone crushers, mobile cranes, concrete pump, as well as in airport crash tenders. For the marine segment,


the system can be beneficial in, for instance, commuter vessels, road ferries, pilot vessels, and fish farm support vessels.

The hybrid solution improves powertrain performance with exceptional torque and response directly from idling. Fuel consumption is significantly reduced while lowering operational costs, noise and emissions. With the e-machine bolt on the engine and its speed range adapted to that of the engine, no additional gearbox is required. This minimises energy loss and facilitates equipment design and installation, with the latter also aided by the compact design.

CO₂ Reduction

The fully electric system enables a potential CO₂ emission reduction of up to 98 percent if the electricity is generated from renewable sources. Reach stackers, straddle carriers, dump trucks, excavators, loaders, airport crash tenders, and airplane pushback tractors are some of the vehicles and equipment that can benefit from Scania's fully electric power system.

Powered by an e-machine, the fully electric system is characterised by outstanding power density, with maximum torque and response directly from start. With high energy efficiency and low maintenance requirements, operational cost is low.


"In developing Scania's future hybrid and fully electric power systems, the conclusion is that these can be highly beneficial in many different applications. The powertrain performance with instant response and exceptional torque from start will be welcomed," explains Granath. 

ZF-CeTrax for Terminal Tractors

Keeping the World's freight moving efficiently and with zero emissions.

Terminal tractors are a vital component in a smooth logistics chain. They ensure that valuable loads find the right transport at the depot or other reloading points. Since this means moving containers and van trailers back and forth, the drivelines in these tractors must be powerful and respond reliably. ZF's CeTrax central drive for electric vehicles offers manufacturers the right solution for every need. So impressed with the technology, Terberg, a long-standing ZF customer, has already integrated CeTrax in its YT203-EV electric terminal tractors and BC202-EV electric body carriers. With the CeTrax electric central drive, ZF has introduced to the market a zero local emissions drive solution for depots and other logistics centers. CeTrax is built on a plug-and-drive approach. Mechanical integration into existing vehicle platforms can be done with minor changes to the chassis only. Axles, statics or differentials can be untouched. This allows ZF to work with manufacturers and retrofitters that want to switch from the existing conventional platforms to electrically-driven versions. CeTrax handles even the most challenging shuttle jobs and is released with a maximum output power of 300 kW. At the same time, the drive offers considerable weight advantages and an outstanding degree of efficiency. Since the scope of supply for the system includes drive control and inverters, manufacturers get an optimally tuned complete solution when it comes to performance, efficiency and service life. In addition, the electric central drive responds almost silently and even conforms to the legal noise

parameters at ZF Friedrichshafen AG Division Industrial Technology Marketing & Communication 94034 Passau · Germany press.zf.com PRESSE-INFORMATION PRESS RELEASE Page 2/4, July 16, 2020 night, ideal for operators who need to plan additional shifts at peak times

The first CeTrax order was received from long-standing customer Terberg. Terberg has introduced their new generation of electric vehicles including the YT203-EV terminal tractor and the BC202-EV electric body carriers in February this year. The new vehicles are equipped with the CeTrax electric drive system. As Ronald van Zoelen, Engineering Manager at Terberg Benschop explains: "ZF and Terberg have been business partners for 50 years and working on the integration of CeTrax into our new generation of electric vehicles gave us the opportunity to deepen this long-term relationship. The lines with ZF engineering are short, which contributes to the most optimal coordination." The new vehicles have been tested extensively before they will go into series operation: Nap Transport tested the new Terberg fully electric body carrier at the DPD parcels site in Veenendaal (Netherlands) for several months early in 2020. Director Arjan Nap at Nap Transport: "We were very pleased with the electric Terberg body carrier. The fact that it is very quiet is highly appreciated, and all functions of the Terberg BC202-EV operate in the same way as on the diesel version. That is why we now prefer fully electric operation. The drivers really like it." Four new YT203-EV will go into operation in early 2021 at Port of Helsingborg – the second largest container port in Sweden. The Swedish container specialist aims to create the most environmentfriendly port in Scandinavia with these new terminal tractors. 





My Favourite Trucks

How would I answer a question that I put to business leaders in interviews myself?

“So, what is your favourite truck?” is a question that is one of my staples when I meet new MDs, CEOs or owners of dealerships. Typically, the association is with a brand. And if the interviewee is representing brand A, then they will usually pick a truck from their own line-up as it would be frowned upon if they were to admit they like the competition. Me? I am neutral. And thus, I can easily answer the question about my favourite trucks. Here we go:

Bread Van

When I was growing up in a small village in Germany, a van from a local bakery would go round the neighbourhood selling bread, cake, chocolate, sweets and other goodies. Oftentimes the bread would still be warm, the cake fresh out of the oven and we would run up to the baker and spend our pocket money on his wares. We would then sit in a hut we’d built in the forest and have a nice high tea.

Teufel Thundertruck

That this brand is German helps, but that is secondary as I adore the idea, the concept behind this vehicle. Converting a military truck into a mobile disco, complete with DJ console, bar and massive speakers is quite the feat. Being operated by a maker of audio systems, what better way to showcase their products?

Snowplow

Not sure if the driver of a snowplow would still get to work in a Beetle though. This mention may surprise you,

but if you have never had to go places in winter, you may not share the same enthusiasm about this type of truck. My dad worked for the city council and sometimes I would ride on the snowplow with him. In winter, cars are supposed to park on a pre-assigned side of the road. We usually got a huge giggle out of anyone not parked right as that meant their car would be ploughed under the snow we cleared.

Mobile Command Center

Military and firefighters use trucks converted into mobile command posts and I would really like to have one. I imagine pulling up at an event, folding down the ramp, cranking up the coffee machine and then doing my writing straight from the venue. Oh! That would make it a TV van for outside broadcasting, right?

The War Rig

As a representative of every truck ever used in science fiction movies, this one takes the pole position. Trucks play a huge role in movies, for example the Oshkosh HEMTT used in *The Dark Knight Rises* or the trucks in *Maximum Overdrive*. When a car like KITT is just not enough, a truck will do the trick in movies. I do acknowledge that there are a lot of movies with “normal trucks” in them, like the Rubber Duck, but there is something about trucks that are modified to fit a futuristic theme. As long as they don’t unload the robots on Detective Spooner. 🔥

Valvoline Introduces Lineup of Biodiesel Compatible Engine Oils to the Rest of Asia

With the world's automotive industry going through a rapid transformation with tightening emission norms across the world, even the type of fuel required is changing rapidly.

One such change is the use of Biodiesel in many South East Asian countries, including Indonesia, Malaysia and Thailand where B10 or B20 is becoming a new standard. For efficient performance, the engine needs to be clean and free of deposits, as deposits lead to reduced acceleration and power loss. With such a high content of Biodiesel, normal engine oils could be struggling to keep the engine clean.

Valvoline, a leading worldwide marketer and supplier of premium branded lubricants and automotive services, has introduced an advanced range of engine oils which are Biodiesel compatible. Called All Fleet PREMIUM, this range of premium lubricants is readily available, today.

The Need for Special Lubricants

"Valvoline All Fleet PREMIUM and All Fleet E700 Plus engine oils help to protect the engine against oxidative thickening due to the use of Biodiesel," says Vikas Kapur, Director, Rest of Asia, Valvoline International. "With better oxidation resistance and protection against corrosion, these products deliver exceptional performance, even with Biodiesel."

Mr. Foo Siew Mun, OEM Technology Manager, Southeast Asia of Valvoline told Asian Trucker gave Asian Trucker some more insights into this issue for a understanding "What is the potential impact of Biodiesel on engine oil? It is the increase in "fuel-to-oil" dilution by post-injection. Now, what is post-injection? It is commonly seen in Electronic Injectors whereby the engine computer software maybe programmed with "post-injection" features for better emission control purpose."

According to him, two Key Factors of Biodiesel are: (1) the different chemical nature between petroleum diesel and Biodiesel; (2) Biodiesel's relatively high & narrow boiling range. This means, Biodiesel that does get into the crankcase is more likely to remain in the crankcase than the normal diesel fuel which evaporates more readily at crankcase temperatures.





Once Biodiesel enters the crankcase, it can begin to breakdown into insoluble materials, which may form deposits on oil lubricated parts. Biodiesel in the oil can affect oil viscosity and oil oxidation. Some elastomers or rubber seals that are not compatible with Biodiesel may experience swelling, shrinking, or degrades: that may lead to oil leaks.

"Can a good quality engine oil help? Not really on fuel dilution, but a good quality engine oil can help protect against oxidation, piston deposits & sludge," Foo said further. As mentioned earlier, the All Fleet PREMIUM meets the American API CI-4 rating and the European ACEA E7 rating. One may ask what is ACEA E7 rating about.

Highest Standards Met

The All Fleet PREMIUM meets the American API CI-4 rating and the European ACEA E7 rating. It is suitable for vehicles running with Biodiesel under severe conditions and up to Euro V emission requirements. It protects the engine against oxidative thickening of the engine oil due to the use of Biodiesel. With better oxidation resistance and protection against corrosion, All Fleet PREMIUM delivers exceptional performance, even with Biodiesel.

ACEA is the European Automobile Manufacturers Association that comprises of 15 major OEM

Automobile Manufacturers. ACEA classifies E-rating engine oil for Heavy-Duty applications. E7 focuses on piston cleanliness and cylinder bore polishing, in addition to excellent wear control, soot handling and lubricant stability. Products classified under E7 are suitable for vehicles up to Euro V emission requirements and running under severe conditions. In ACEA, there is a special Oxidation Test for Engine Oils Operating in the Presence of Biodiesel, called the CEC-L-109 test. During this test, the engine oil is heated up to 150 degrees Celsius for 168 hours and the oil viscosity increase cannot be more than 300 percent to meet E7 requirements.

Special offer: Health Check for Engines

Right now, Valvoline offers an "Engine Health Check Program" to customers who use All Fleet PREMIUM and who are interested to find out their truck's engine health and its engine oil conditions through used oil analysis. This will be available through Asian Trucker's website and Valvoline Malaysia's Facebook page.

"Previously, we had a customer in Kuching, Sarawak, who came to us for this program. We discovered that the Aluminum content is higher than normal in his engine. We advised the customer to have a thorough inspection of his engine and he found the engine bearings were worn out," elaborated Foo. This engine was actually due for overhaul and the customer was very happy with our program as it helped him to avoid an expensive major engine failure and repair.

Foo closed by saying "I hope we can help the transporters take BETTER care of their truck fleets. Thank you very much!"

About Valvoline


Valvoline Inc. (NYSE: VVV) is a leading worldwide marketer and supplier of premium branded lubricants and automotive services, with sales in more than 140 countries. Established in 1866, the company's heritage spans more than 150 years, during which time it has developed powerful brand recognition across multiple product and service channels.

Dr. John Ellis founded Valvoline in 1866 when he discovered the lubricating properties of distilled crude oil, formulating the world's first petroleum-based lubricant. Valvoline oil was officially trademarked in 1873. Valvoline has been key part of the global landscape ever since. Recently Valvoline launched "The Original Motor Oil" brand campaign, publicly proclaiming its status as the petroleum industry's first U.S. trademarked motor oil brand.

Valvoline ranks as the No. 3 passenger car motor oil brand in the DIY market by volume. It operates and franchises approximately 1 400 quick-lube locations, and it is the No. 2 chain by number of stores in the United States under the Valvoline Instant Oil Change brand. It also markets Valvoline lubricants and automotive chemicals, including the Valvoline High Mileage with MaxLife technology motor oil for engines over 75 000 miles; Valvoline Advanced Full Synthetic motor oil; Valvoline Premium Blue heavy-duty motor oil; Valvoline Multi-Vehicle Automatic Transmission Fluid.

Valvoline has signed a multi-year global partnership agreement with Sevilla FC, which includes Valvoline appearing on the sleeve of the Men's First Team. Both brands share a rich history of tradition and innovation in their respective fields. Valvoline's heritage spans more than 150 years, during which time it has been on the forefront of motor oil technology – from introducing the world's first racing oil to creating the first high-mileage oil. Similarly, Sevilla FC celebrated their 130-year anniversary this year of their winning heritage on the pitch.

About Great Ocean Automobile Supply

Great Ocean Automobile Supply is one of the key Valvoline distributors in Malaysia selling Automotive and Heavy-Duty Lubricants for varied applications including Fleet, Construction and Independent Workshops. 



MAN'S Christoph Huber and Christopher Kunstmann with Awards



Dr. Mario Partl displays one of the 10 Awards now on display in MAN's office.

our entire product family was able to win people over shows how positively our brands are perceived and how satisfied our customers and drivers are with our trucks, buses and vans. A success story like this would never have been possible without our team, who worked tirelessly and with great motivation to secure the best possible result."

MAN Wins in All Three Electric Vehicle Categories

Awards were presented for three additional categories covering electric vans, electric buses and electric trucks. MAN Truck & Bus was not be denied in any of these categories. The MAN eTGE, MAN Lion's City 12 E and MAN eTGM took first place in their respective categories. "As such, the entire MAN electric fleet won an award. This proves that our highly modern electric vehicles make an outstanding impression," Nyberg stated.

The New Truck Generation Makes an Impressive Entrance

The MAN TGX came out on top in the long-haul transport category, the MAN TGS was the best of the tippers up to 32 tonnes and scooped first place in the heavy-duty distribution transport category for 18 tonnes and above. All of the victorious trucks are members of the new Truck Generation that MAN Truck & Bus officially unveiled in February 2020

"The fact that the readers' choice participants were so impressed by our new trucks goes to show that we took the correct approach when developing the new Truck Generation, and that is highly satisfying. Making our customers' business operations easier, more efficient and more successful has always been and will continue to be our objective," emphasised Nyberg. **T**



MAN Claims Ten Prizes at the 2020 ETM Awards

At the 2020 ETM Awards, MAN Truck & Bus came out on top in ten categories – the most successful result of any manufacturer. From vans and trucks to buses, the entire MAN product family impressed readers, customers and drivers across the board.

Together with DEKRA, the commercial vehicle specialist publications *trans aktuell*, *lastauto omnibus* and *FERNFAHRER* went hunting for the best commercial vehicles and the best brands in the commercial vehicle industry. A huge number of readers responded to their call. More than 250 commercial vehicles across 16 categories – from vans through to heavy-duty trucks and intercity buses, were in the running for the "Best Truck", "Best Van" and "Best Bus" awards at the ETM Awards.

"This makes us even prouder that MAN Truck & Bus was able to scoop ten awards. This is an incredible success story!" said Göran Nyberg, Executive Board Member for Sales and Marketing at MAN Truck & Bus. "The fact that

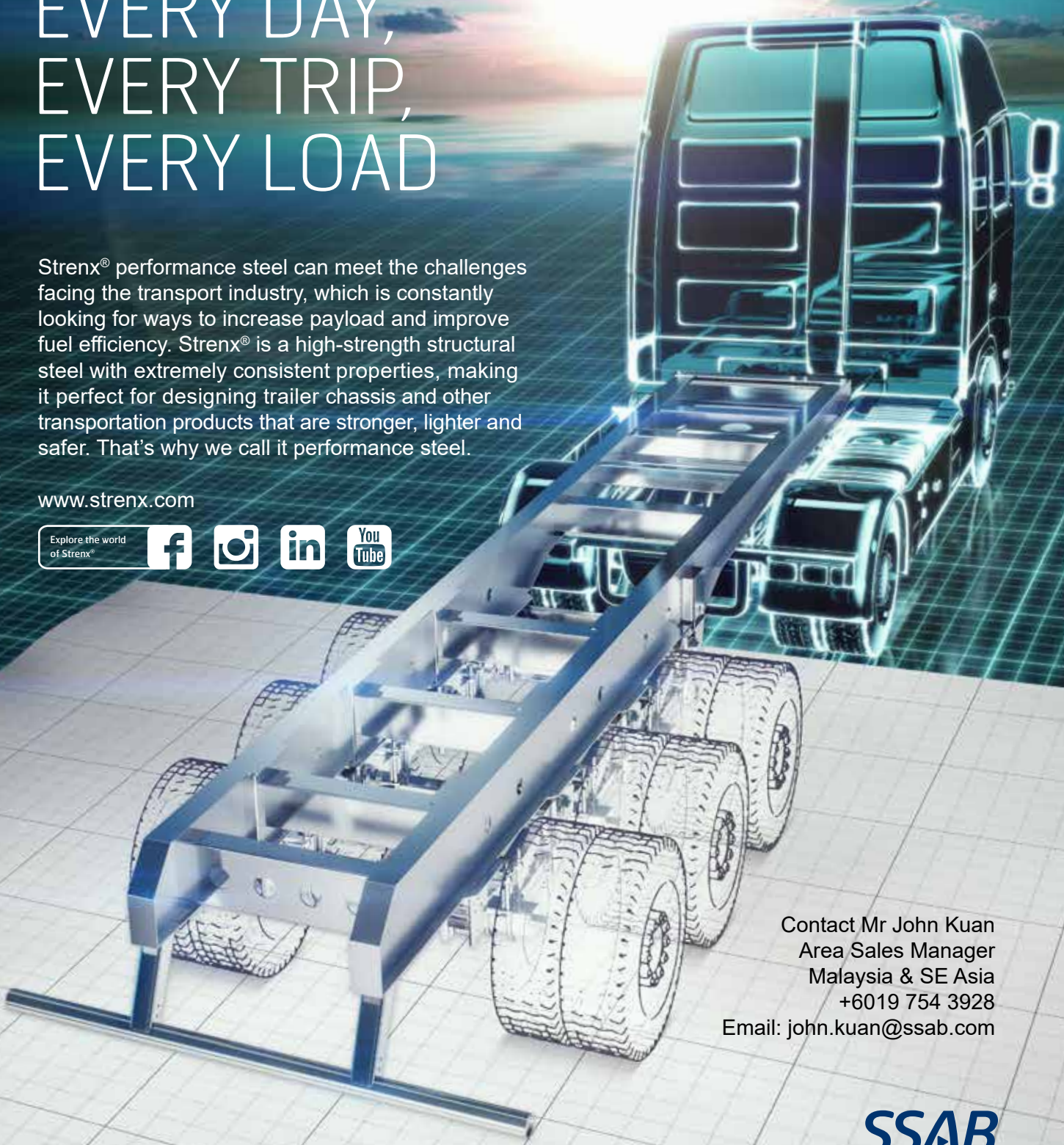
STRENX[®]
PERFORMANCE STEEL

ADDS VALUE EVERY DAY, EVERY TRIP, EVERY LOAD

Strenx[®] performance steel can meet the challenges facing the transport industry, which is constantly looking for ways to increase payload and improve fuel efficiency. Strenx[®] is a high-strength structural steel with extremely consistent properties, making it perfect for designing trailer chassis and other transportation products that are stronger, lighter and safer. That's why we call it performance steel.

www.strenx.com

Explore the world
of Strenx[®]



Contact Mr John Kuan
Area Sales Manager
Malaysia & SE Asia
+6019 754 3928
Email: john.kuan@ssab.com


SSAB





A POWERFUL PARTNER

While some have the need for the flexibility to carry anything, others demand a vehicle specified for a certain task. That is why we tailor solutions specifically for your needs, combining the strength of technical specifications with the smartness of optimised services. You should be the one setting industry standards, never settling for them.

Call **+65 6861 9181**, email **ssgenquiries@scania.com** or visit **www.scania.com.sg** today and ask for how sustainable transport solutions can help your business achieve the best profitability.

 [fb.com/scania.singapore.pte.ltd](https://www.facebook.com/scania.singapore.pte.ltd)

 [linkedin.com/company/scaniasingapore](https://www.linkedin.com/company/scaniasingapore)

 [instagram.com/scaniasingapore](https://www.instagram.com/scaniasingapore)

SCANIA

Scania Singapore Pte Ltd (200309593R), 40 Senoko Road, Singapore 758112

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