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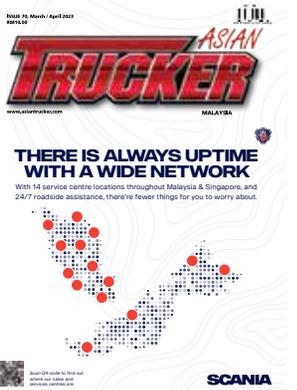
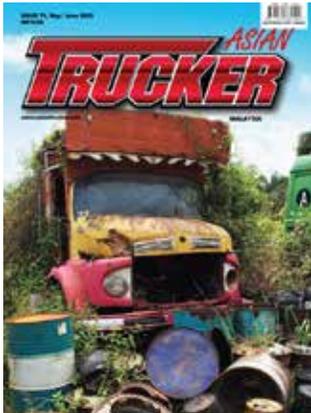
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Inspired Beyond Malaysia's Borders

Being very honest, I somewhat missed airline travel. There is something about boarding a vehicle that moves extremely fast and taking me to a different country or even continent within a matter of hours. Mainly, because I am curious, maybe even nosy, about what other countries have to offer, I like to go places and to move about places to learn about the way things are done elsewhere. Nowadays, I am again finding myself on trips with transporters and truck makers to see what is happening abroad. Sure enough, we can find out some of it online, but that, somehow, is not the same.

For those eager to know what trucks are capable and what the future will hold, the MAN Trucknology Festival was a feast. With over 200 vehicles on display, there were many applications that could inspire us to transfer the same concepts to Malaysia. For instance, take the fact that all municipal vehicles are painted orange, no matter where you are in Germany. Here, in Malaysia, we will see such vehicles have different livery in each state. In particular, I was interested in the status of autonomous vehicles and MAN's approach to it. With a number of trucks being offered now as full electric vehicles, level 4 and 5 autonomous vehicles would be the next big thing in my opinion. Turn to our cover story to read about this trip, which included several Malaysian representatives from various sectors of the transport industry.

I was surprised to see so many familiar faces at the Automechanika in Vietnam. Not only were there a number of Malaysian brands represented, many of whom we are in touch with back home, but quiet a few transporters were also milling about the show. As I am curious, I had to ask. I was told by some of the Malaysians present that they would visit overseas shows to see what new technology there is and what trends are coming up. These people would take time out from running their operations to educate themselves. In our report about that I have hopefully managed to capture the spirit of that event.

Electric heavy-duty trucks have finally arrived in Malaysia and are available for sale now. A few years back I had a conversation about the different approaches to featuring technology that is yet to be made available here. One school of thought was to not show anything that is not available here, while the opposing view was to show it in its full glory in order to prepare the market for what is to come. When the first electric (heavy-duty) trucks in Malaysia now become available, we have already featured them a few times here in our magazine and in videos in our website. My reportage, taking the latter approach to showcasing innovations launched overseas may have already whet the appetite of the industry for them. I should think that I am playing part in educating the market about what is possible and how one can utilise other people's thinking.

With all the innovations, news and interesting stories about people and technology being out there, it is not easy to select what will make the cut to be featured. In this issue, I have tried to provide you with a range of local stories and news that hopefully benefit you too. At times, I have been out in the villages where, much to my surprise, one may find businesses affiliated with the transport industry that are not obvious. In other cases, I have seen transport companies, that don't have a freight yard near their office. I guess, sometimes we don't have to go very far in order to learn about how we can improve.

Drive Safe, Keep Seeking

Stefan Pertz
Editor, Asian Trucker Malaysia



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First Modern ISUZU Showroom in East Malaysia Officially Opened

Rhino Motors Sdn Bhd, ISUZU Malaysia's Kuching-based dealer, has launched its brand-new 3S showroom and service centre located on the strategic Jalan Tun Jugah in Kuching, Sarawak. The new 3S centre is the first in East Malaysia to feature Isuzu's contemporary retail showroom design, which flaunts a fresh façade with vibrant brand identity and an interior that aims to offer visitors and customers a crisp, new appeal, greater comfort and quality service in their vehicle purchase and ownership experience.

Speaking at the launch ceremony, Chief Executive Officer of ISUZU Malaysia, Shunsuke Okazoe shared, "This modern showroom design is an initiative aimed at bringing us closer to our potential customers in the region, through the provision of fresher appeal and differentiated experiences that we look forward to deliver throughout their journey to becoming proud owners of Isuzu products.

"In addition to offering the market better accessibility to Isuzu products and expertise, I believe this 3S Centre will also play a significant role in the life of our customers. In this regard, I would like to congratulate Rhino Motors on the launching of this centre. I'm confident it will perform competently in delivering excellent service quality and vehicle ownership experiences from beginning to end."

For any visitor planning to drop in at the newly-launched 3S Centre, a modern façade and brand distinctiveness of the Isuzu retail outlet will be the visual treat that awaits them upon arrival. Designed for the customers' comfort in mind, the interior is fixed with cozy lighting and airconditioning all around, exuding an inviting, cooling and comfortable ambience to serve any purpose of the visit.

The spacious floor has a designated service reception and lounge area to welcome visitors for a discussion, a vehicle display area including a section where a 'hero' vehicle will be on prominent display for customers to view and inspect, a dedicated delivery bay for handover of new vehicle to customers and also a merchandise corner for Isuzu's enthusiasts. In addition, easy-to-use digital information panels are installed to provide customers with Isuzu's product information at the touch of a button, thus saving their time and the environment with this paperless approach.

Understanding customers' demands for efficiency and uptime of their vehicles, the new Isuzu 3S Centre caters for aftersales care with skilled technical team on hand, and nine service bays comprising four bays for commercial trucks and five bays for light commercial vehicle, which is the Isuzu D-Max.



Sharing his thoughts, Rhino Motors' Managing Director, David Tay said, "The new Isuzu 3S Centre is now fully ready to assist buyers and customers with the best guidance on Isuzu vehicles that can efficiently cater for their business needs, including any service work they may need. We offer the full range of Isuzu products and services ranging from the Isuzu D-Max pick-up trucks to light-, medium-, heavy-duty and prime movers to meet the diverse needs of customers. Combined with all the other offerings in our new Centre, the strategic location, comfortability factor and ample service bays, plus the team's commitment and readiness to serve the market, I am confident we will fully satisfy our customers' requirements whilst at the same time, enabling us to further expand our customer base as well," he added. 



New UD Trucks Dealer Introduced at 10th Agroworld Expo



duty Croner and light-duty Kuzer for awareness. “We strive to provide reliable and fuel-efficient transportation solutions to meet various local market needs and at the same time gives our best support to our customers,” said Leong King Fook, Managing Director.

In addition to sales, Pelita Lumayan Sdn Bhd also provide roadtax and insurance renewal services, vehicle inspection, body construction and spare parts sourcing.

In Malaysia, customers of UD Trucks are supported by TCIE's wide network of service centers and dealerships nationwide which provides the UD Extra Mile Support services comprising UD Genuine Service and Parts, UD Driver Training, UD Telematics Services and UD Trust Service Agreements. 

Tan Chong Industrial Equipment Sdn Bhd (TCIE), the sole distributor of UD Trucks in Malaysia, has recently appointed Pelita Lumayan Sdn Bhd as the sales dealer for the truck brand in Melaka.

The newly-appointed dealer located at Lot 18, Jalan Taming Sari, 75400 Melaka is open from Monday – Saturday from 9am to 5pm. The latest addition has now increased the number of authorized dealer to 7, further strengthen the network development for UD Trucks towards southern region in order to cater for the growing demand.

“We are delighted to welcome Pelita Lumayan Sdn Bhd to be part of UD family. I am confident with their commitment and dedication to customer satisfaction, we will be able to develop strong clientele and bring positive experiences in providing the trucks the world needs today”, said Mr Say Teck Ming, Chief Operating Officer of Tan Chong Industrial Equipment Sdn Bhd.

As an official introduction, Pelita Lumayan Sdn Bhd participated in the 10th Agroworld Expo held from 9-11 June 2023 at Melaka International Trade Centre with a display of 6 units UD Trucks comprising of heavy-duty Quester, medium-



The WIX FILTERS logo is positioned in the top right corner, tilted at an angle. It features the word "WIX" in a large, bold, white sans-serif font, with a yellow horizontal bar underneath it. Below the bar, the word "FILTERS" is written in a smaller, white, spaced-out sans-serif font. The entire logo is set against a black background.

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by authorized Daihatsu Malaysia service centres only and as detailed in the Daihatsu owner's service book. It is also a condition of the warranty that the use of non-genuine parts and any technical alterations not authorized or approved by DMSB will void the warranty. Specific warranties are also provided for items such as parts, batteries, tyres and others. Daihatsu advises owners to refer to their respective Warranty Certificate stipulated in the Daihatsu owner's service book.

DMSB offers this extension to five Years / 150 000km as described to its existing fleet customers through their Daihatsu Business Fleet Program. Fleet customers who signed up for the Daihatsu Business Fleet Program will also receive a range of other comprehensive aftersales service solutions on top of the expanded warranty. Those seeking clarification or require further details are encouraged to visit Daihatsu's authorised showrooms or to contact Daihatsu via its dedicated customer hotline.

Mahadi also told Asian Trucker that it is always advisable to purchase a Gran Max from Daihatsu Malaysia or its authorized dealers to be entitled to the five Years / 150 000km, as parallel importers may or may not provide warranties for the vehicles they sell.

"Our intention in offering the five Years / 150 000km warranty is to not only elevate the value of Gran Max, but also to boost customer confidence in our products by providing a longer warranty coverage. It's a gesture of gratitude towards our customers, a way to express our appreciation for their invaluable support," Mahadi ended.

Daihatsu Malaysia Increases Warranty Coverage

The Daihatsu Gran Max will now be covered for five years or 150 000 kilometres.

Daihatsu Malaysia recently announced that the warranty coverage for their Gran Max has been increased. Coverage has been increased to five years / 150 000km (whichever comes first), with terms and condition applied. The new warranty will be applicable for all new Gran Max of the year model 2023 without any additional charges. The new warranty coverage came into effect from 1st June 2023 for Gran Max distributed by Daihatsu Malaysia Sdn. Bhd. and its authorized dealers.

"Commercial vehicles are subject to heavy usage, as with the Gran Max being highly operated both on short and long-haul travels. We have full confidence in the durability and reliability of Daihatsu vehicle, as with the manufacturing processes of Daihatsu plant. Our goal with the increased in warranty period is to provide our owners with an extra layer of assurance and greater peace-of-mind." Mr. Arman Mahadi, Managing Director of Daihatsu Malaysia.

This new five years / 150 000km warranty is applicable throughout the entire period of coverage of the vehicle and the entitlements are identical to that of the previous three Years / 100 000km warranty coverage. This new warranty package shall be fulfilled by Daihatsu (Malaysia) Sdn. Bhd. (DMSB) and its authorized dealers. What sets this apart is that unlike certain extended warranties available in the market, DMSB maintains a comprehensive coverage throughout the additional years provided by the exclusive distributor, ensuring consistent protection. The warranty provides for related labour, defective parts or parts attributable to the Daihatsu Gran Max free of charge. All repairs and servicing will be carried out by qualified and Daihatsu trained technicians to the highest standard, ensuring that only 100 percent Daihatsu Genuine Parts will be fitted for all repairs during the warranty period.

To ensure the terms and conditions for this warranty are in effect, and applicable owners must adhere to the scheduled service intervals. All scheduled services must be carried out

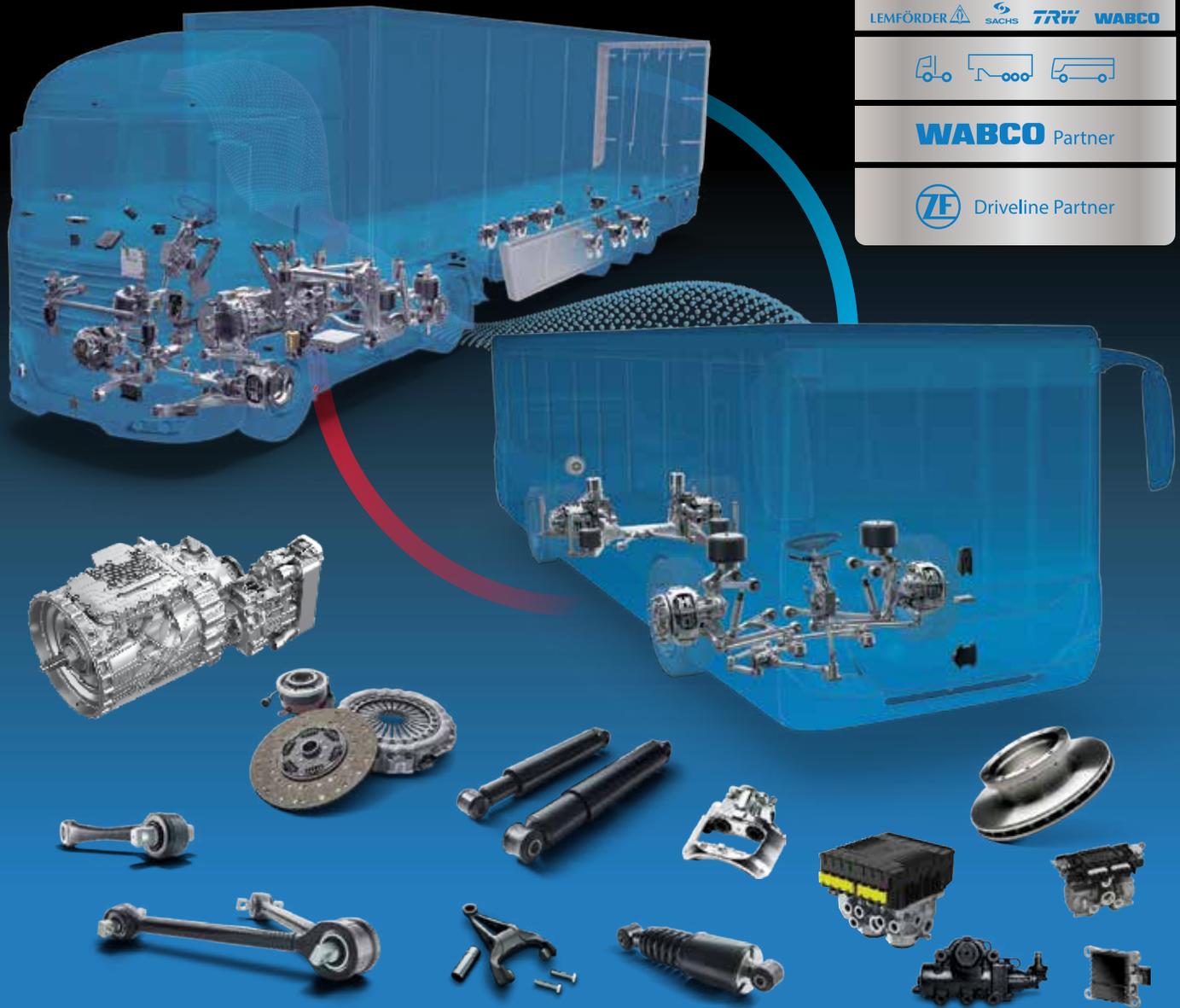




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New Generation DAF Trucks Ready for 100 Percent HVO

90 percent CO₂ reduction 'Well-to-wheel' with Hydrotreated Vegetable Oil

In addition to the introduction of a complete series of fully electric trucks and the development of hydrogen technology, DAF is getting its combustion engines ready for new types of fuel to further reduce CO₂ emissions. HVO – Hydrotreated Vegetable Oil – is a biofuel of the latest generation that enables a reduction in CO₂ emissions of up to 90 percent and can perfectly be used in all New Generation DAF trucks.

Hydrotreated Vegetable Oil (HVO) is made from waste products and fats from the food industry. It is currently the most sustainable fuel on the market for diesel trucks and offers a reduction of up to 90 percent in CO₂ emissions ('Well-to-wheel') compared with regular diesel. Unlike previous generations of biofuels, HVO has no impact on food production.

In addition to the environmental benefits, another important advantage is that HVO can be used in DAF trucks without any adjustments to the vehicles, while maintaining the trucks' excellent performance, as well as the service intervals of up to 200 000 kilometres for long-distance transport.

All of the newest generation of DAF trucks are ready to use 100 percent HVO, including the popular LF series for distribution transport, the versatile XD ('International Truck of the Year 2023') for distribution and specific applications and the 'top-of-the-range' XF, XG and XG+ ('International Trucks of the Year 2022') for heavy and long-distance transport.

"DAF is at the forefront of our society's ambition to reduce CO₂ emissions", according to Patrick Dean, chief engineer at DAF Trucks and member of the Board of Management. "In 2018 we were the first to launch a fully electric truck and last year we presented a completely new generation of electric trucks with 'zero-emission' ranges of up to 500 kilometres. We are also getting ready for the new generations of fuels. HVO is enabling us to make a giant leap in the reduction of CO₂ emissions, already today, with the current trucks on the market and more importantly 'well-to-wheel'. When it comes to CO₂ certification of trucks, it would be a huge step forward if European legislation would value the contribution of clean fuels to reduce CO₂ emissions, as we cannot afford to leave opportunities unused to achieve sustainable road transport. This should expand focus on the total chain – from energy source up to what's coming out of the exhaust – instead of focusing on 'tank-to-wheel' only." **T**

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Hino 3S Dealer Auto Skyline Opens Second Branch



indoor sales lounge, a service centre with the latest diagnostics tools, and a comfortable driver waiting area.

Putting Customer-Centric value as a top priority in the business direction, HMSM Managing Director, Atsushi Uchiyama said, "We appointed another Auto Skyline branch outlet as Hino Authorized 3S centre to offer a one-stop solution under one roof to our customers. One-stop solution centre is known as a Customer-Centric main angle in our industry and will enhance our customers' confidence from the point of deciding to purchase a Hino. With the full range of services under one roof, we aim to enhance customer service and the excellent experience of owning a Hino vehicle."

Auto Skyline invested five million Ringgit Malaysia into the new 3S centre, aims to provide the best support solutions that optimally suit customer needs.

Hino Motors Sales (Malaysia) Sdn Bhd (HMSM) has taken another step towards spreading its footprint across the country with its new 3S (Sales, Service, and Spare Parts) centre operated by Auto Skyline Sdn Bhd. Through a strong partnership with Auto Skyline Sdn Bhd (Auto Skyline), an established HINO Authorised Dealer, the 3S operation is a one-stop solution centre for meeting its customers' emerging needs.

"As a reliable business partner, customers remain at the heart of everything we do, and this 3S centre is convenient for the customer from making inquiries about the latest Hino models to purchasing one and getting all the required after-sales services," he added.

Auto Skyline was appointed as Hino 1S (Sales) centre in April 2002 and has been endeavouring in selling Hino products ever since. In 2021, Auto Skyline officially upgraded to a 3S centre which is located in the industrial hub in Johor Bahru, known as Kawasan Perindustrian Tebrau. This 3S centre is expected to build on Hino's efforts to deliver the brand's vision to the market and bolster customer confidence. Drawing inspiration from the brand's Japanese-inspired ideals and corporate identity guidelines, the state-of-the-art centre is equipped with four service bays at the rear side which can service up to eight lorries a day, and there will be an

Leveraging its empire for more than 40 years in the country, Hino Malaysia continues to master its performance in Sales and After-Sales Services through various customer engagement programs to give the absolute experience of Sales, Service, and Spare Parts.

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It is interesting to note that the company's origins are in bus manufacturing. A project in 1998, responding to a Singaporean tender to provide buses, was a milestone event, during which the relationship with Hino was galvanised. "It was then, when we got to know the Hino management team," Auto Skyline Sales and Marketing Director, Beck Da Wei told Asian Trucker. Starting with a 1S dealership, it was in 1998 when the company branched out to trucks. "At that time, Hino was one of several brands that we would use." Today, two separate companies are handling buses and trucks respectively.

Confident with HINO brand as it has been in Malaysia for more than four decades, shared his mission on the new 3S centre, Beck shared "With the growth of our business, we find that it is imperative to offer a one-stop solution under one roof to our customers. We decided to open a new branch in Kulai in response to the needs and preferences of our existing customers. By expanding our footprint to Kulai, customers no longer need to travel long distances to our main dealership or other locations for after-sales services."

"This convenience can be a significant factor in attracting more customers and building long-term relationships with them. This could save customers time and effort by eliminating the need to visit multiple locations for different requirements. With the new 3S centre and the strategic location in Kulai, Hino has strengthened their Total Support, providing the best solutions that optimally suit their needs. Hino will help valued customers make the most of their HINO trucks and buses by providing comprehensive follow-up service in the spirit of Total Support," he added. In arranging and managing two branches, he stated, "In order to effectively manage the manpower across the two branches, we have transferred one of our experienced sales managers to the new branch in Kulai. This sales manager brings a wealth of knowledge and expertise in the truck dealership industry, having been with our company for several years. Their experience allows them to provide leadership and guidance to the sales team at the new branch.

The opening of the second dealership and workshop was motivated by the observation that owners of Hino trucks would want to cut the transit time for services. Being closer to customers in Kulai gives Auto Skyline and edge as they will be closer to their customers. In addition, Beck hopes to acquire more customers, who would typically other workshops, which are oftentimes independent. The upgrade from 1S to 3S was a decision which is also motivated by insights into market dynamics: once a relationship with a customer is formed, one would want to retain

it by offering a holistic service instead of allowing buyers of trucks to take their service needs elsewhere.

Taking a fresh approach to the interior design, the Auto Skyline team has designed the premises with the customer's needs and perception in mind. "What we want to achieve is to lean towards the atmosphere one is used from a car dealership. We want to get away from the old perception of a greasy and inconvenient workshop. Our customers, many of whom are owner-drivers, should feel at home here while they wait for the vehicle to be serviced," Beck explained. He added that the times when one would order a truck out of a catalogue, based on a few specs, are long gone and that today; nowadays, there is more to selling a truck, which is reflected in the layout and fitting-out of the service centre and showroom.

Besides the way a showroom and workshop are designed, Auto Skyline also adapts to the changing times when it comes to staffing. Similarly to the transport companies facing a driver shortage, service centres oftentimes find themselves desperate for technicians. Here again, Hino has an answer with their in-house apprenticeship program. "When we have an urgent need, we can tap into that talent pool. Currently, we have two staff working with us from this program." Meanwhile, working with his parents and brother, Beck quipped that a family business never really stops to be a topic when one meets. However, when one needs help, the others would be available on short notice.

"Besides, our technicians and service advisors have undergone comprehensive training at our headquarters before they start working in the Kulai branch. This training equips them with the necessary skills and knowledge to handle various service and maintenance tasks effectively," he added. 🏆



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IVECO eDaily Tows Over 153 Tonnes to Claim GUINNESS WORLD RECORDS Title



bursts of additional power in demanding towing conditions for the all-electric van. Britain's current Strongest Man, Adam Bishop, drove the eDaily and broke the world record.

Fabio Santiago, Head of Marketing and Product Management IVECO Truck Business Unit said: "The IVECO eDaily has made history with this impressive record, giving further evidence of its strength, durability, and outstanding capabilities. We are proud of this achievement as it demonstrates the eDaily's capacity to push the boundaries, outperforming traditional electric vehicles and enabling customers to pursue the energy transition without compromise".

An eDaily, the 3.5-tonne all-electric IVECO light commercial vehicle pushes the boundaries of performance, demonstrating its strength and robustness.

The all-electric light commercial vehicle IVECO eDaily – in its 3.5 tonne van version - has claimed the official GUINNESS WORLD RECORDS title for the 'Heaviest weight towed by an electric van'. The IVECO eDaily is known for its class-leading 3.5 tonne towing capacity and strong truck-based chassis, with the van's robust engineering now cementing its place in the history books with an official GUINNESS WORLD RECORDS.

Towing an incredible 153.58 tonnes, this standard production electric vehicle is now globally recognised for its extensive capabilities. In fact, this achievement surpasses records set by all-wheel drive electric cars, an impressive feat delivered by the eDaily's 140kW rear-wheel drive drivetrain with 400Nm of torque.

On 20th June 2023 the record-breaking eDaily was hitched to the enormous IVECO X-Way Strator truck. This mighty machine was specially engineered to cope with moving large-scale loads of up to 150 tonnes. The truck's trailer was laden with a huge earth-mover weighing in excess of 50 tonnes, with an additional seven tonnes of ballast being added for good measure. A fully-loaded IVECO X-Way 8x4 tipper truck was then attached to the Strator's trailer before an all-terrain airport fire truck completed the 153-tonne road train.

Once it started moving the eDaily made steady progress down the stipulated 100ft of runway and crossed the finish line in front of the GUINNESS WORLD RECORDSTM invigilators to claim its impressive accolade. The van's 'hi-power' mode - fitted to every eDaily as standard - was utilised on the run which provides

The IVECO eDaily made EV history and highlights the benefits of its body on frame concept and the immediate torque delivery of its electric motor. Operators undertaking demanding towing missions can rest assured that the eDaily is more than capable of its official up to 3.5 tonnes towing capacity. **f**



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“Made in Europe” - Production of the Next Generation eCanter

The Next Generation eCanter is now available in a total of 42 variants with six wheelbases and a gross vehicle weight of 4.25 to 8.55 tons.

More powerful, more efficient, longer range - plus a wide variety of applications and CO2-neutral in driving operation: This is the essence of the Next Generation eCanter from FUSO. Following its European premiere at the IAA Transportation in Hanover in September 2022, Daimler Truck subsidiary FUSO is celebrating the start of production of the all-electric light truck in Europe. The event at the Mitsubishi FUSO Europe (“MFTE”) production plant in Tramagal, Portugal, brought together company representatives and guests of politics and business to celebrate the first Next Generation eCanter from European production running off the assembly line.

At the event, Karl Deppen and Arne Barden, CEO MFTE, proudly announced another impressive milestone for the Tramagal plant with the 250 000 FUSO Canter produced on site. Arne Barden: “The MFTE team is proud to build the iconic FUSO Canter here at Tramagal meanwhile in its fifth generation! Thank you to the highly dedicated team who managed the ramp-up of the Next Generation eCanter with flying colours!” The MFTE plant in Tramagal produces the FUSO Canter since 1980.

The Next Generation eCanter: Pioneer on the Way to Sustainable Transport
 Since the launch of the eCanter in 2017, FUSO, the Japanese subsidiary of Daimler Truck, has been considered a pioneer and frontrunner in electric trucks and has been working consistently to implement sustainable transport solutions. There are now over 550 FUSO eCanter in customer operation in Europe, Japan and the United States, as well as in Australia and New Zealand. The total distance covered by the global eCanter fleet in all-electric and thus locally emission-free mode is now around eight million kilometres - equivalent to about 200 circumnavigations of the globe. The Next Generation eCanter is now taking this success story to a new level.

Production of the all-electric light truck already started in the first quarter at the sister plant in Kawasaki, Japan. Kawasaki delivers the FUSO Next Generation eCanter in Japan as well as in all other non-European markets worldwide. In Europe, sales of the FUSO Next Generation eCanter will initially start in 17 markets (France, Spain, Portugal, Italy, the UK, Ireland, Germany, Austria, Switzerland, Belgium, the Czech Republic, Denmark, Sweden, Finland, Slovakia, Greece and Poland).



More Variants for Greater Flexibility

In order to meet customer requirements even better, FUSO has made several adjustments to the Next Generation eCanter. While the previous electric truck was exclusively available as a 7.49-tonner with a wheelbase of 3 400 millimetres, customers now have the choice of six wheelbases between 2 500 and 4 750 millimetres and a permissible gross vehicle weight of 4.25 to 8.55 tons. The load capacity of the chassis is up to 5 tons. The Next Generation eCanter is powered either by a 110 kW (variants with a gross vehicle weight of 4.25 and 6 tons) or 129 kW (variants with a gross vehicle weight of 7.49 and 8.55 tons) electric motor with an optimized driveline and 430 Nm of torque; the maximum speed is 89 km/h (electronically limited).

MFTE Plant Tramagal: A Pioneer in Sustainability

As part of its overall ecological strategy, the MFTE plant in Tramagal has already successfully reduced its CO2 emissions on a step-by-step basis over the past few years, and by the end of 2022, balance sheet CO2-neutrality in production has been implemented. In order to reach this milestone, MFTE has among others continuously expanded the use of renewable energy sources and completed the conversion to green power sources. 1 200 solar panels on the hall roofs produce up to 350 megawatts of electricity per year. Future targets are to produce up to 600 megawatts of electricity. In addition to expanding photovoltaic systems, the plant is also testing technologies for the local production of green hydrogen.

“Made in Europe” for the FUSO Next Generation eCanter does not only refer to the vehicle assembly in Tramagal: more than 50 percent of the electric truck’s components come from over 90 different European suppliers. In line with the production of the all-electric FUSO eCanter, MFTE has also been successively converting its entire internal logistics and warehouse fleet to locally emission-free, electric vehicles since last year. **F**



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REQUIREMENTS

- Contestants must be at least 21 years old.
- Possess a valid E License with GDL (unladen weight exceeding 7,500kg), which have not been currently suspended or revoked.
- Free of drug or alcohol influence.
- No illness that might be dangerous while driving.
- Have clean driving record for at least 6 months, which include not being sentenced or fined for:
 - a. Violation of traffic signs or signals
 - b. Drink driving
 - c. Speeding
 - d. Reckless driving which put other people and/or their properties in danger

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2nd Runner Up	Parts Voucher RM 2,000 MOCK CHEQUE	Cash RM 2,000 and TROPHY
Champion Category		Cash RM 500 and TROPHY
Consolation (All Participants)		MEDAL and CERTIFICATE



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Sabah: Miles 4½, Jalan Tuaran, Lot No. 353, Taman Cempaka, Likas, 88450 Kota Kinabalu, Sabah, Malaysia. **Tel: (088) 393 663 Fax: (088) 424 223**

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Events & Exhibitions

The Vietnam International Logistics Exhibition 2023

Date : 10 – 12 August 2023
 Venue : Saigon Exhibition and Convention Center (SECC)
 799 Nguyen Van Linh Str, 7 Dist., Hochiminh City, Vietnam
 Contact : <https://vilog.vn/en/>

According to experts, Vietnamese logistics enterprises have experienced adapting and overcoming the second most difficult year of the Covid-19 epidemic, so the upcoming period will be the time for logistics to make a breakthrough and develop strongly. Vietnam's logistics industry is having many opportunities from free trade agreements and the strong development of e-commerce. Also according to economic experts, Vietnam's logistics sector is facing the "golden" opportunity after the Covid-19 pandemic.

Specifically, the strong development of supporting industries and increased e-commerce activities will make logistics a sector that attracts investment and has many development opportunities. Free trade agreements (FTAs), including new generation FTAs, have taken effect and will help Vietnam benefit from the promotion of import and export of goods.

Futuroad Expo Johannesburg 2023

Date : 5 – 7 September 2023
 Venue : Johannesburg - Johannesburg Expo Centre,
 Gauteng, South Africa
 Contact Info: <https://www.cantonfair.net/event/6144-futuroad-expo-johannesburg>

The platform is a comprehensive business platform that covers the truck, bus, and commercial vehicle industries.

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Belt & Road Summit

Date: 13 – 14 September 2023
 Venue: Hong Kong Convention and Exhibition Centre

Contact info: <https://www.beltandroadsummit.hk/conference/bnr/en>
 The Belt and Road Summit is a premier international platform for promoting business collaboration along the Belt and Road. The Summit gathers senior government officials and business leaders from countries and regions along and beyond the Belt and Road to exchange insights on multilateral co-operation and explore concrete business opportunities.

Automechanika Dubai

Date: 30 Sept – 2 October 2023
 Venue: Metropolitan Expo, Athens, Greece
 Contact Info: <https://ctvexpo.gr/>

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International transport haulers, distribution trucks, public transport vans and pickups will impress visitors. Also, bodywork, superstructure, refrigerated storage rooms, tachographs, telematics and truck supplies will be included in Cargo Truck & Van. The landscape has now changed in road transport with transport companies and commercial companies dealing with large vehicle fleets and adapting to EU directives for EURO 6 vehicles.

The linking of the Supply Chain & Logistics Fair with the new sector of Cargo Truck & Van constitutes an ideal combination for the promotion of commercial vehicles in the new era of logistics which Greece is entering.

Malaysia Commercial Vehicle Exhibition 2024

Date : 9 – 11 May 2024
 Venue : MIECC, Mines International Exhibition &
 Convention Centre, Malaysia
 Contact : www.mcve.com.my

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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.



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MAN's Trucknology a Glimpse at the Possible

Meant as a display of what can be done, what is possible with a MAN truck, the 2023 instalment of MAN's Trucknology offered insights into the state of the trucking industry.



What is "Trucknology"?

With ever more attentive assistance systems, even lower fuel consumption and in future also CO₂-free, trucks from MAN are making a decisive contribution to safe and environmentally friendly logistics and thus to the functioning of modern society. Since logistics is always first and foremost a team effort, MAN Truck & Bus invited customers, bodybuilder partners, drivers and friends of the lion brand to the MAN Trucknology Festival 2023 in Munich from 6 to 8 July. More than 7 000 festival guests from all over the world were expected, looking forward not only to extensive information on product and future topics in the industry, but also to seeing the MAN truck series with their assistance systems, their body-friendliness and their operational suitability in action. Also taking part for the first

time: the new high-range MAN electric truck for all applications, for which 500 order enquiries have already been received.

MAN has invited customers, body manufacturers and members of the "Trucker's World by MAN" driver community to the exclusive event to experience around 220 trucks, vans and body solutions at first hand. All segments from distribution and long-distance transport, construction, food and heavy haulage as well as municipal and fire services are represented across the tonnage range from 3.5 to 250 tonnes. Among the invited guests was a delegation of Malaysian customers, representing a number of different segments.

There, they did not only learn about sustainable and intelligent transport solutions from MAN Truck & Bus and some 70 partners on site, including Continental, Fliegl Trailer, Humbaur, Kögel, Krone, Liebherr, Schmitz Cargobull and Würth. You will also receive detailed first-hand information on MAN Services & Solutions and on current trends in the transport industry: zero emissions, digitalisation, automation - what is the state of play, what is MAN contributing?

Beyond this, visitors could also take a short bus ride to an off-site venue that has been set up as a museum. Here, a good dozen vehicle tell the story of MAN, highlighting milestone vehicles that some may call iconic.

Expectations and Purpose

Together with his team, MAN Malaysia Managing Director Andrew O'Brooks accompanied a group of nine Malaysian transporters to the event. He took the opportunity to personally accompany them to the event in order to also introduce them to the origins of the MAN brand. "This is the first time since the pandemic that this is happening again and we are honoured to have with us these transporters to experience the Trucknology Festival here in Munich," he said.

In his words, the purpose of the festival is to showcase the full width and depth of what the brand is capable of doing. At the same time, it is to demonstrate innovations and a range of applications, as well new technologies and innovations, and partnerships. This includes what he described as future technology that we may never see in action, although being an outlook into what is potentially doable. In contrast to the IAA, which showcases what is available as new vehicles, the Trucknology Festival is focused on the future of transportation as an entire ecosystem.

I would love to see different applications being requested in Malaysia - Andrew O'Brooks

The selection of the participating customers was made in order to bring those that could benefit from seeing how things could be done differently. Applications showcased were highly innovative in the areas of construction and special purpose vehicles. O'Brooks hopes that having exposed these customers to the possibilities of what MAN can do, they might also adopt some of the approaches and bring them back to Malaysia. "Our approach is to focus on specific segments of the market, which is what we have done this time," O'Brooks explained. Considering the broad customer base, he asked for patience as others may still wait for their turn to be invited to Munich.

When asked about his own experience at the festival, he pointed out that the highlight for him is the reactions he has observed when customers get to see different applications, realising that MAN trucks could be so much more. According to him, the Malaysian market is moving forward and to do so, both bodybuilders and

users of trucks need to be innovative. It is through events like this that customers can see the opportunities that there are and bring back ideas to be implemented in a market that could be seen as somewhat isolated at times. Bodybuilders are typically invited for a separate event hosted by MAN to give them specific insights that they can apply in their home markets.

"I would love to see different applications being requested in Malaysia," he summed up his own experience. Currently, Malaysia is facing issues with driver shortages and in parallel a need for more adapted vehicles. O'Brooks is hoping that the customers that have been at the festival will transfer the knowledge gained to their own operations and demand for different types of vehicles in order to tackle the challenges they face in their respective operations.

Where is MAN with Autonomous Driving?

Amidst all the hubbub about electrifying the industry, one should not overlook the push towards autonomous vehicles, one of the three current mega-trends. At the Trucknology Festival, MAN showcased their progress in this area in a dedicated





booth. Having passed through the initial phases of autonomous driving with assisted driving (Level 1) for some time now, we are now seeing the first business cases of Level 4 autonomous driving.

MAN's goal at the moment is to create trucks that can move between trucks without drivers. Based on what the truck maker has learned in confined areas and platooning, such as the port of Hamburg, the next step would now be to have trucks moving between two points, such as a port and a train station, to move containers. Once such applications have been successful, MAN is planning to move to high-speed applications, where the truck is moving on highways. The first such highway application could be as soon as 2024.

What makes autonomous driving interesting is the fact that the technology can be utilised no matter what drive train is used in a vehicle. Being it Diesel, giving it more range, or electricity for quicker turn-arounds, autonomous vehicles can be equipped with any drive train option.

Keeping the Operation Profitable

Among the 70+ partners participating in the Trucknology Festival was Continental. Walking past their booth, one could have mistaken the tyre on display for one that is meant to be used on a truck, which would have made it odd, considering that the focus is on trucks. Indeed, however, the tyre in question is part of the "VECTO" approach. VECTO stands for "Vehicle Energy Consumption Calculation Tool", whereby this should be something transporters should pay close attention to.





"We are keen to participate in this event as we are a large OEM equipment provider and MAN is one of our key customers. Beyond that, we feel it is our responsibility to assist transporters in their quest to find the best possible ways to reduce operating costs, which is what we showcase here," the Continental staff on the stand told Asian Trucker.

The Efficient Pro tyre displayed at the festival is developed to give transporters maximum mileage. The tread pattern is designed to minimise the movement of the blocks within the thread, thus reducing the wear during operation. The tyre would be best suited for those that run pure on-road missions that don't require the truck to drive into terrain that is not a hard surface. "This pattern is giving you a very low rolling resistance, thus reducing CO2 emissions." Although the tyre may look like a bus tyre, it is designed specifically for trucks. For example, a bus tyre would have thicker side walls as buses are often prone to scraping curbs when manoeuvring in cities.

Continental's concept for lowering overall driving costs is based on the notion that cost efficiency is the key. And this is precisely why Continental Truck Tyres pay in the long-term, as their performance benefits extend beyond a tyre's normal lifespan to be repeated again and again, thanks to the ContiLifeCycle. The durability of Continental Truck Tyres begins with the new tyre and is considerably extended by options including professional regrooving, intelligent casing management (ContiCasingManagement) and our premium retread. The mutually harmonised components of the ContiLifeCycle make a considerable contribution to the reduction of tyre costs and help you to lower your overall driving costs.

Fully Charged Trucks

With the fully electric trucks now being a reality, MAN is also looking at increasing the range of BEV (Battery Electric Vehicles) and speeding up charging as these are still issues that keep customers from switching. Using the moniker "Mega-Charging", faster charging is progressing with tremendous development steps. Currently, the 500 Ampere charging system can provide enough power in 90 minutes to a MAN truck to give it 400 Kilometres range. Naturally, such range is not sufficient for most transporters and thus, MAN is currently looking at ways to shorten the charging times and extending the range.



With a new standard, the FCS (Fast Charging Standard), charging is six times faster, thus reducing the standing times of electric trucks. This means, that a full charge would only take 15 minutes. Utilising the mandated breaks drivers have to take to top up the batteries, distances of up to 1 000 Kilometres can be achieved with just one top-up charge.

In contrast to the supply chain of Diesel, electric charging is not as widely available at the moment. In the meantime, the big commercial vehicle brands have formed joint ventures to provide a unified charging infrastructure with thousands of charging stations (Asian Trucker reported). At the end of 2024, test routes in Germany will also be equipped with FCS standard charging stations in order to gain insights into the needs of transporters using BEV trucks. Beyond that, MAN is developing bi-directional charging technology for its trucks, which will allow operators to discharge electricity back into the grid if a fully charged truck is parked for some time.

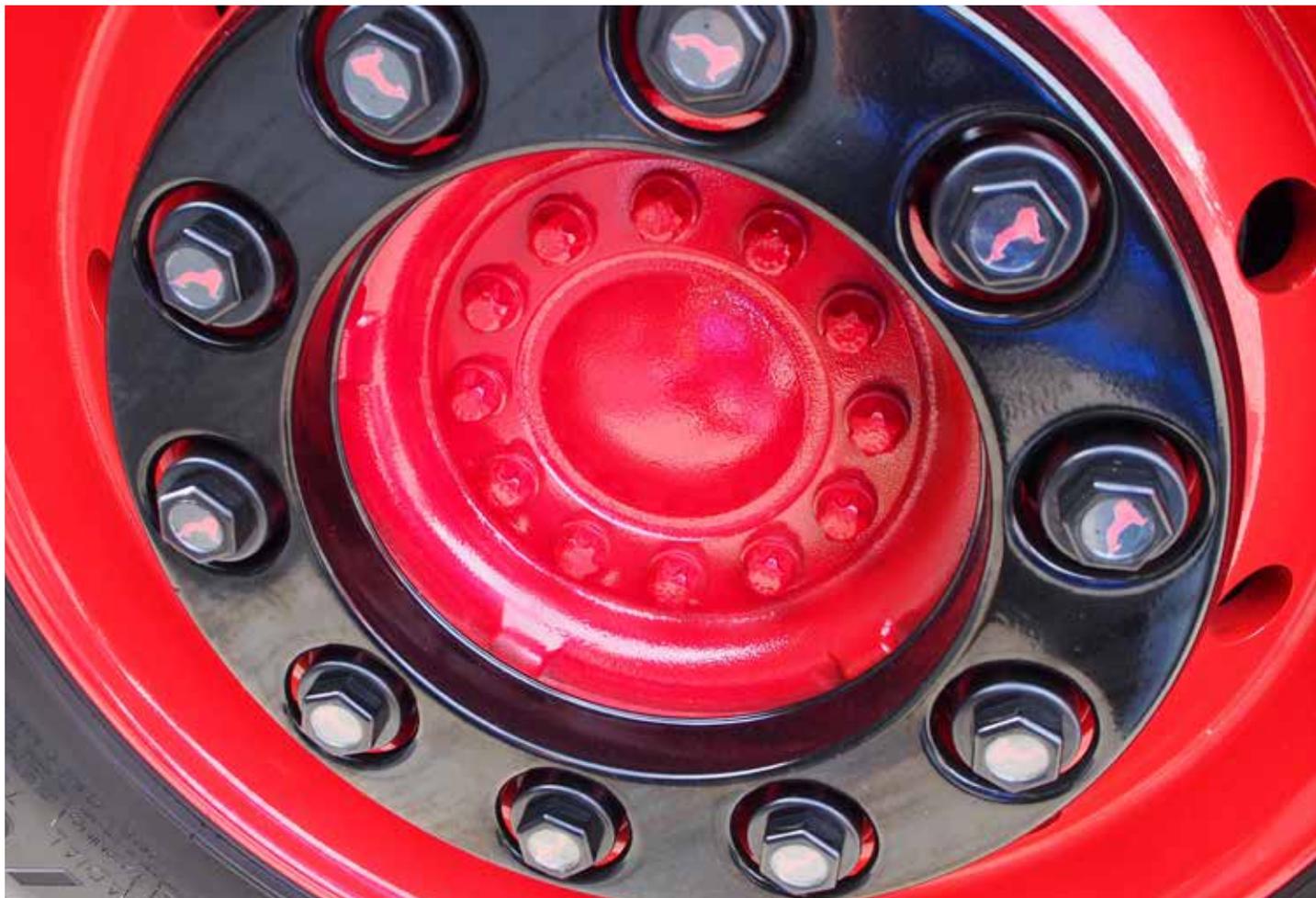
New User Perspective

Having branched out from operating buses, Mekar Angkut is a new user of MAN trucks. Khairul Anam Bin Che Ibrahim was part of the tour to experience the brand in its home country. Mekar Angkut is operating tanker trailers and car carriers. “We have just started using trucks. One has to acknowledge and understand that there are a lot of differences between the two,” he said. In his view, it is best to stick to one brand. Hence, the selection for their first prime movers had to be made very carefully. Among the criteria were the cost, with TCO (Total Cost of Ownership) being a key consideration, as well as the performance.

Now that I have seen the factory and met with more MAN representatives, my confidence in the brand has been boosted - Khairul Anam Bin Che Ibrahim

“I was really pleasantly surprised when I tested the truck myself,” Khairul stated. The TGS he tried was more powerful than what he expected. Also, he praised the fact that the trucks does not have a lot of vibrations, which is important for the drivers as the cab is their workstation.

Having driven a few vehicles on the test track at the Trucknology Festival, he pointed out that there is a huge gap between the technology he has seen here, during his first visit to MAN in Munich and what is available in Malaysia. “However, now that I have seen the factory and met with more MAN representatives, my confidence in the brand has been boosted.” What stands out in his mind is the experience of having seen the truck assembly in MAN’s Munich plant. Here, he was able to see how the trucks he is driving are made and how quality control is a key aspect with dedicated personnel to ensure that every vehicle leaving the line is in tip-top condition. Khairul stressed that it is the after sales service that is crucial for those operating truck fleets





and he hopes that there will be more such events that can help operators to better understand the brand and how the vehicles can be optimised.

Improved Trucks for 2024

Although the current generation of MAN Trucks (as featured in the Iconic Trucks coffee table book) is touted as the best MAN ever, there have been improvements made, which will be introduced shortly. Most importantly, the aerodynamic has been further improved, reducing fuel consumption. Inside the cab, the management of the truck has been made even easier with a button placed on the steering wheel, allowing the driver to swiftly access all settings. The air-suspended seat now sees a faster operation, cutting the adjustment times in half.

In its third generation, the emergency braking assistant is worth highlighting. In case of an emergency, a heart attack for example, the driver can press a button that initiates the process of the truck being brought to a complete stop in a safe manner. Utilising the collision avoidance system on board in combination with other functions, such as the dynamic steering, the vehicle will decelerate and move to the emergency lane. As a demonstration how MAN goes above and beyond the call of the law for safer vehicles, this system may not be available immediately in Malaysia. 







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B



Being a Unique Truck(er)

AT: Please tell us a little bit about you.

MA: I am Muhamad Hazwan Bin Rosely @ Abdul Hadi. I am 30 years old with three kids. I am actually a local here, living in Beruntung, Rawang. My place of work is close to my home, which is one of the reasons I applied for the job here when Giga Maritime Group (GMG) relocated here from Kota Kemuning.

AT: What is your driving experience?

MA: I have been driving trucks for over ten years now. Of that, the last two have been with GMG. I really like it here as the company has a great reputation, is stable and has some of the most comfortable trucks in the industry. Many people know their trucks as they move cars throughout the country. I don't know anyone that doesn't have a smile on their face when they see a truck load of new cars. Being a solo driver, I can listen to the radio and when tired just take a break to take a nap.

AT: You are driving a very special truck. Unlike other car carriers, this one does not allow people to see what you are moving. Please tell us about that.

MA: The one I operate is coupled to the Auriga Deluxe. This is a very special truck as it is the only one example of Scania's model G360A4X2EB in



Malaysia. Its low height makes it the perfect tractor for this new trailer concept. Driving the only truck of its kind in Malaysia makes me feel proud. Also, the box of the trailer gives it a bit of mystique. Many people will check out my vehicle and are curious about what's in the box. The vehicles inside are "hidden" as they are usually very expensive.

AT: It is a special vehicle, moving unusual cargo: luxury cars. My daily routine is that I arrive in the morning, check the truck's condition, its tyres etc. I have to make sure that the vehicle is in top working condition as we do not want to get involved in any incident that could possibly damage the cargo. My tours take me all over the country as the cars inside go from anywhere to everywhere. The tours depend on where the clients want us to pick up and deliver the vehicles. I will follow the schedule prepared by our planner. Every day is a different route and I get paid accordingly.

AT: This means that you are not only driving a truck, but also cars when you load and unload the cars?

MA: Yes, and my favourite cars are the Lamborghinis (Saying it with a wide smile). I have been receiving special training to drive



vehicles into the truck box. I really enjoy driving my truck as it is much more comfortable compared to other trucks I have driven. What I would like to do is to drive a truck in Sweden.

AT: What do you like and dislike about the job?

MA: I like that I am being the first and only one to drive such truck. It makes the job special. In terms of the trips, I like most of the routes while working, my but favourite is driving up north. That's when I get to eat my favourite Nasi Kandar. At the same time, I dislike that I have to worry for the safety of the vehicle while carrying luxury cars. Some schedule can be tight as we would have to ensure that we manage to catch the ferry to Langkawi. All things considered, I really like this job, however I do not wish for my kids to follow in my footsteps. Although it's a good job and pays well, but it's a risky job that comes with a lot of responsibility too.

AT: What do you do when you are not working?

MA: Although I will call family daily, I am oftentimes not with them and on my off day I ensure that we spend time together as a family. I am a Selangor FC fan, so I also follow their games. 



The State of BEV Trucks in Malaysia, as seen by Scania

The preview of Scania's first battery electric truck sold in the region was a milestone event for the industry. As with ICE-powered trucks, they don't exist without supporting infrastructure and overarching paradigms on how to operate them.

the Shift to a more sustainable transport system, to find out more about how Scania plans the introduction of the new drivetrain technology to the local market.



David Lantz, Director of Driving the Shift to a More Sustainable Transport System

When looking at the Malaysian context, one would have to view the introduction of Battery Electric Trucks (BEV) within the framework of the country's ambition to become carbon neutral as well as the proposed upgrade of emission regulation to EURO IV. Additionally, one will have to consider that Scania is aiming to be a provider of sustainable transport solutions. "What that means is that we are primarily concerned about the reduction of CO₂. As the different requirements of our client call for a range of solutions, we have to make it very clear that we will not simply drop the Diesel engine, or any other type of fuel from our portfolio immediately with the introduction of BEV," Lantz said to open up the discussion. Different methods, such as calculations for well to wheel, exist to determine the CO₂ output of a

When invited guests gathered in the Scania Malaysia headquarters in Shah Alam to preview their first battery electric truck sold in the region, the brand made it a point to introduce along with it the infrastructure that is crucial to operating such vehicles as well as the business models and thinking underpinning the technology. Asian Trucker spoke at length with David Lantz, Director of Driving

vehicle. The Paris Agreement for instance looks at CO2 emissions from the vehicle, while lifecycle calculations also consider the production of the vehicle. “What we see is that those opting for Scania’s BEV now are a niche market; they are those that want to signal to their market that they are ready to make a difference.”

Currently, sales volume of BEV are low, which means economies of scale have yet to be realised, making such vehicles a premium product that only those wanting to get started on this journey early would opt for. “If we come back to the discussion of CO2 emission reduction, we have to point out that we also offer solutions that can run on Biodiesel,” Lantz said. The key take-away, if it were, is that the ICE-powered trucks will not disappear suddenly, but one would have to find the best option to suit the needs of each operator. At this point in time, BEV could be considered as niche products as they cannot be used in the same way as ICE trucks at the moment in all applications besides being significantly more expensive. As an example, one could run BEV trucks in long haul applications, given that the infrastructure is in place, however the high cost of the vehicle and the charging times of current battery generations are prohibitive. However, other applications are well suited to be run using BEV, such as waste collection.

Companies wanting to look at CO2 reduction through improvements of fuel efficiency are in good hands with Scania as their Ecolution programme offers help. Through driver coaching and training, significant reductions of CO2 can be achieved still. Surprisingly, it is wheel alignment of both, the truck and the trailer that ranks high in the measures to be taken to improve fuel efficiency, with the alignment of trailer axles most often not being considered as something that should even be done. Typically, it is during the use of the vehicle that most of the CO2 is generated, and it is here, were one would have to look to reduce emissions.

Those wanting to embark on an electrification drive can seek assistance from the government. For instance, certain tax deductibles are in place as well as a Green Income Tax allowance. Incentives extend to the charging infrastructure, however, are not enough in Lantz’s view. “One has to admit that there is no level playing field as Diesel is heavily subsidised in Malaysia for instance.” While Scania is confident that the company can achieve its own goal of reducing CO2 emissions by 20 percent by 2025, which probably could be done by using Biodiesel as well as having more BEV trucks on the road. Much of the demand will be driven by government incentives and directives. In Singapore, operators vying for government contracts would have to have a minimum of 30 percent electric vehicles as Singapore has mandated this as part of their electrification of transportation strategy.

Offering a different way of looking at Total Cost of Ownership comparisons between ICE and BEV, Lantz cited that it is usually the fuel cost that is a key determinant. In most applications, the profit margin is very small, with operators being able to eke out more money by looking at fuel efficiency. However, in Malaysia, Diesel is priced at a level that would make a BEV truck still 30 percent more expensive to run than an ICE version. When it comes to repair and maintenance, the paradigm is that BEV will be cheaper to maintain as they have fewer parts and components. However,



Lantz offered a different perspective on this as it is usually suspension and brake parts that would need to be replaced. Running between 100 000 and 300 000 kilometres a year, these components would be the ones subject to wear and tear, not the chassis components. It is true though that there are fewer driveline components, however, there is a technology risk. “We have been using Diesel engines for over 100 years. BEV started only a few years ago.”

Returning to how the return on investments are measured, Lantz gave the example that the added CO2 resulting from producing BEV is offset much faster with commercial vehicles than with passenger cars. If one assumes that the CO2 emissions would require 30 000 kilometres of usage to be offset, it would take most trucks only six months to reach the point where they are Carbon neutral. A car would average 10 000 kilometres a year, thus taking six times as long.

Currently, Europe is seeing a wide roll-out of application using battery-electric powertrains. The question that local operators are asking is whether or not these trucks would be suitable for the Malaysian market. Lantz is confident that the offerings will be well-suited. While the offering locally is extremely specific and optimised for a specific operation, the modular system, which has long since been a Scania

“We should be very well prepared to meet the demands of the market.”

approach, will allow for a broad range of applications to be rolled out over the coming years, covering various needs. “We should be very well prepared to meet the demands of the market.”

The paradigm that the first truck is sold by the sales person and any other truck thereafter is sold by the aftersales service also holds true for BEV. Scania is in a unique situation in Malaysia as it has not only an extensive service network, but also one that is owned by the brand. A roll-out of BEV will require the re-tooling of workshops and training of technicians to be able to work on the new generation of trucks. Especially when it comes to safety, BEV require specific procedures and tools in order to avoid accidental injuries or even deaths.



Heba El Tarifi, Managing Director,
Scania Southeast Asia

Tipping Point: Scania Starts Sales of Battery Electric Truck for Customers to take Charge of ESG Goals.

Scania started the sales of much-awaited battery electric truck for customers' regional operations to meet their Environment, Social and Governance (ESG) goals at the first preview for customers in June 2023.

Available both as a rigid truck and as a trailer tractor, Scania offers a brand-new driveline, improved batteries, faster and more powerful charging capabilities, 350-kilometre range at 40 tonnes load and 250-kilometre range at 64 tonnes max gross tonnage weight (GTW). The new triple electric machine powertrain also provides ample electromechanical power take-off (PTO), ensuring smooth and reliable operation of temperature-controlled transports or power-hungry applications such as hook lifts.

In 2022, the Scania battery electric truck was launched for sale in Singapore, followed by the clinching of the first contract with Alba W&H Smart Cities for waste collection. Recently, Scania clinched the second contract signed with Jasico Express Services, this time for the logistics sector.

"The future of transport has never been this complex, but Scania has made it easier to adopt battery electric solutions through a consultative sales process. I now understand that after identifying our sustainability targets, operations and pre-requisites; a turnkey solution is provided. From charging to battery warranty, from financing to insurances, from repair & maintenance contract to driver training; the battery electric truck from Scania is optimised to suit my operations. I look forward to working more with Scania towards getting one," said Che Ibrahim Che Ismail, Chairman, Mekar Angkut Sdn Bhd.

The battery packs are now assembled in-house at Scania, to perfectly fit both the strengthened chassis and the new placement of the charging interface, on the right-hand side behind the driver door. Closely connected is the completely reworked heating and cooling system, keeping powertrain and battery components at their perfect operating temperature, and allowing excellent fingertips control of the cabin climate through our digital platforms. The aerodynamics of the cab has also been further improved with wind deflector extensions to ensure

every kWh provides the maximum distance and range.

The driveline is what changes fundamentally. And with that, the required knowledge, skills and tools needed.

"Our customers' environmental and social impacts can be measured and managed through their ESG program. Scania has a wide range of products and services to address our customers' ESG objectives. One of them is Scania Ecolution way-of-working with our customers to reduce CO2 emissions over the years. Through a total solutions approach, we have been able to provide the best safe & smart technology and services resulting in the best fuel efficiency. All our vehicles are also FAME-prepared up to Biodiesel 100 to leverage on renewable fuel opportunities in this country. Now with battery-electric solutions, Scania continues to be a proud leader in driving the shift towards a sustainable transport system with our customers. Together with our customers, we hope to continue our sustainable partnerships and take charge towards achieving ESG goals," said Heba El Tarifi, Managing Director, Scania Southeast Asia.

Adjusting the skill set of technicians and re-rigging the workshops is crucial. What is remarkable is that the tasks performed would be partially identical between the common ICE-driven vehicles and those using electricity: suspension, certain filters and instruments along with the telematics system remain the same, however, the driveline is what changes fundamentally. And with that, the required knowledge, skills and tools needed. Someone working on an ICE engine could, theoretically, swap parts and see where the problem lies through elimination. With BEV, this will not be possible, requiring computer skills to pinpoint any problems. “The next generation of technicians will need to be able to understand programming and electrical engineering.” Meanwhile, this will also giving the Top Team competition a new spin.

Initially, the approach Scania will be taking with regards to charging is transferred from the bus sector: a vehicle would be deployed during the day and re-charged when it comes back to the depot overnight. The first use applications can be expected to be for shorter distances and this approach has already been proven for such missions. The added benefit would be that one does not have to think about extra stops at the pump as the re-fuelling would take place when the vehicle is not moving anyway. Widespread charging infrastructure, possibly in collaboration with other truck makers would only make sense when the batteries installed allow for long distance applications and even cross border transport. “Even then we may only see a little bit of a top-up and still fully reload in the depot,” Lantz said. Ironically, the current infrastructure provided along the North-South highway for instance would be compatible with BEV trucks, however, what was meant well is proving to be a hindrance for trucks as the service providers have designed the booths for cars, oftentimes with a (nice) canopy that is too low to allow trucks to move in.

Each electric truck on the road is accelerating the development as Scania is gathering data from each connected vehicle. This is reflected in the global sales forecast the brand has populated: by 2030, 50 percent of the vehicles sold by Scania are to be electric. “One has to point out that this is mainly driven by policy directions from European governments.” Similarly, in Europe,

there is a bigger push for electric buses. Cities want to be seen as healthier and a greener environment is what can be used as a plausible argument to be re-elected. In Malaysia, the demand for electric buses or trucks to reduce noise pollution has yet to become an agenda item of the governing bodies. **F**



Are They Ready Yet?

When it comes to the preparedness of the industry, independent studies have ranked truck makers. One of the latest reports, by Transport & Environment, published in 2023, titled “Ready or Not: Who are the frontrunners in the global race to clean up trucks and gain technology leadership?” addresses the question how ready each brand is in detail.

Transport & Environment ranked European truckmakers’ readiness to transition fully to zero-emission truck sales. This report assesses the compatibility of their voluntary zero-emission sales announcements with climate needs, and the extent to which they are aligning their industrial plans and business activity with those targets. This helps identify the gap between announcement and plans, and the role for regulation to ensure a speedy transition. The report also looks into how European manufacturers perform compared to their counterparts in the US and China, assessing who is best positioned to win the ongoing global race for leadership on commercial vehicle technology.

Scania, Mercedes-Benz Trucks, and MAN aim for 100 percent new zero-emission truck (ZET) sales by 2040 or earlier. Volvo Trucks is the most ambitious with a 2030 target of 70 percent ZET sales share. But the company is not committed to only truly zero-emission technologies in the long term. Renault Trucks and IVECO Group are lagging behind in the transition. DAF closes the ranks with a very weak score, having no public ZET target for 2030, and scoring the lowest of all legacy manufacturers on battery value chain. Strong CO2 standards for trucks are needed to ensure frontrunners keep their promises and laggards catch up.



More Electromobility Expertise with MANN-FILTER

Global filtration expert MANN+HUMMEL applies decades of filtration experience to the requirements of electromobility. But is filtration even necessary for electromobility? MANN-FILTER discusses the electric axle and why filtration is so important for e-mobility.

Dr. Michael Harenbrock, Principal Expert E-Mobility at MANN+HUMMEL, explains: “In this context, it is important to separate what is useful from what is harmful. As is the case with conventional drives, the components of electric vehicles must be protected from contamination and wear in order to ensure optimal performance. We do this in two ways: with established products – and with future-proof innovations. With our high-quality filtration solutions, we extend and optimize the service life and performance of fuel cells, electric axles, and batteries. While electric vehicles do have fewer powertrain components, these parts also need to be checked and replaced over time. This creates opportunities for the automotive aftermarket and our premium filtration brand MANN-FILTER, whose portfolio already includes filters for electric vehicle maintenance.”

The following filtration solutions are used for the different drive types:

Filtration Requirements of Fuel Cells

Fuel cells are extremely sensitive to particles, corrosive gases, and water in the intake air as well as to impurities in the cooling circuit. These impurities include, for example, dust particles that obstruct the flow of gas and can form deposits on cell membranes. Corrosive gases can severely damage the catalyzer, thus causing a significant decrease in performance within the fuel cell system. Effective filtration is therefore essential for protecting sensitive components.

Harenbrock explains: “Our cathode air cleaner ensures that intake air is clean. This cleaner has a particulate filter layer that separates solid particles from the intake air, while its tailor-made activated charcoal layers adsorb harmful gases, like sulfur dioxide (SO₂), nitrogen oxide (NO_x), and ammonia (NH₃). This protects the fuel cell’s catalyzer from being irreversibly damaged, which shortens the system’s service life. Our ion exchange filter removes positively and negatively charged ions from the cooling fluid, keeping the cooling fluid’s conductivity as low as possible to prevent short circuits in the fuel cell stack. Our coolant particulate filter is designed to protect the coolant pump from wear and prevent blockages in narrow cooling ducts within the fuel cell stack. This filter removes harmful particles from the cooling circuit.”

E-axle Filtration

When the electric motor, power electronics, and transmission are

integrated into one compact unit, these components are referred to as e-axes or electric drive units. This compact design enables the use of one joint fluid circuit for all three components, which cools the electric motor and power electronics and also lubricates the transmission. Passenger cars usually have a basic reduction gear, while commercial vehicles normally have a multi-speed transmission that often requires better filtration to protect the hydraulics. "We also offer tailor-made filtration solutions for this, such as the MANN-FILTER W 7071 transmission oil filter for the Mercedes-Benz eActros 300 and eActros 400", Harenbrock adds.

Filtration Solutions for Battery Systems

In battery-electric vehicles, the battery system is the most valuable component. This system must be protected from water and dust, and it must be operated within its optimal temperature range to maintain its maximum charging capacity. Higher temperatures will decrease the battery's performance, and severe overheating will even destroy the battery cell. There are two approaches for cooling battery systems: air cooling or liquid cooling.

With air-cooled systems, MANN+HUMMEL uses cooling air particulate filters to protect the fans and battery system from dirt particles in the cooling air. For these filters, developers use materials and knowledge from cabin air filters. The coolant in liquid-cooled batteries – often a mixture of water and glycol – may contain harmful particles that originate, for example, from the surfaces of components in the cooling circuit or from the assembly process. These particles may cause the cooling ducts to become blocked, thus causing a

loss in pressure and overheating of the battery. The coolant particulate filter developed by MANN+HUMMEL efficiently separates dirt particles from the coolant in order to protect the system from pressure loss, wear, and overheating.

An opportunity for workshop business is a given with electric vehicles through an annual change of cabin air filters. The reason for this being that this component is used both in combustion engines as well as electric vehicles to protect drivers and passengers alike from harmful particles and pollutant gases in the intake air. For example, the innovative MANN-FILTER PreciousPlus has a biofunctional coating that binds to harmful substances, allergens, and mold spores, improving the air quality of the vehicle cabin. To maintain the filter's performance, however, it must be replaced every 15 000 kilometers or once per year. With more than 96 percent market coverage in Europe, MANN-FILTER offers cabin air filters in original equipment quality for almost every electric car.

"With our wide range of filters for alternative drives, we demonstrate that there will be a continued need for filtration in the future, which represents maintenance potential for workshops," Harenbrock concludes.

In the third and final part of this series on electromobility, MANN+HUMMEL will reveal the filtration solutions that will play a role in the future. These include, for example, multi-stage cabin air filter systems featuring highly efficient HEPA filters, which further improve the air quality of the vehicle cabin. **F**

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ASIAN TRUCKER





Generally, Malaysia is a very strong domestic market and the demand for trucks has always been high. To support the truck owners, we have also initiated a number of activities. HINO believes that one can not just sell the vehicles without having supportive activities to accompany the sales. A new warranty program covering our trucks for five years was launched in 2020. In addition, we launched a membership program which gave our customers access to an extended warranty of up to seven years and special promotions and parts, for instance free brake linings.

All our vehicles are now also equipped with telematics. Customers might be busy and not notice that the vehicles are due for service. Based on this insight, we have implemented the position of CSO, Customer Satisfaction Officer, in all our dealerships. This dedicated person will utilise the telematics data and call the customer whenever a service is due. Thanks to these initiatives, together with the increased sales of our trucks, lead to the increase in service intakes.

AT: What were the key factors for staying successful whereby no staff left or was made redundant during the pandemic? What made them stay and how come you did not downsize as that is an easy option to counter a crisis?

AU: We need to look again at the market conditions during the pandemic. Hino is a leader in light and medium duty commercial vehicles, and these were in high demand during the crisis, as we mentioned before. This meant that we managed to continue selling trucks, thus keeping the cash flow going and people busy. Plus, we have between 60 000 to 100 000 units on the road, which still needed to be serviced. Customers would come back to us for their regular inspections, thus again requiring us to keep the headcount and adding to the cash flow. Hino group has a policy that we do not retrench people, as they are our most important assets. Whenever one has to train new staff, it is a lengthy and costly process. Hence it is better to retain staff for when business booms again as one then has the right resources.

AT: Hino is upgrading dealers across Malaysia to 3S outlets. What is the rationale behind this move?

AU: There are only three or four 1S dealers left in our network. There is a

Built on a Foundation of Trust

Emerging from the pandemic with record sales, Hino has found an approach that ensured sustainability during a global crisis. Managing Director of Hino Motors Sales (Malaysia) Sdn Bhd (HMSM), Atsushi Uchiyama, discussed with Asian Trucker how the brand managed to not only stay relevant, but to enhance their brand value in such tough times.

AT: Last year you have posted a sales record and a record in service intake. Why do you think people spent more on their trucks last year?

AU: What I notice is that passenger cars have also seen record sales last year, which can be traced back to the SST exemption. When we are looking at commercial vehicles, the situation is different. A lot of vehicles sold last year where from the backlog of the previous years. During the lockdowns in the years 2020 and 2021, there was strong demand for trucks, as a result of the increased need for transportation for courier services and to support online shopping. Even in lockdown, people still need food. However, due to the MCO (Movement Control Order), we could not operate as usual and even had to stop production for several months. In summary, we had high demand, but could not satisfy it.

good reason to upgrade to being a 3S outlet: margins on vehicle sales alone will not be enough to sustain a business and it is the follow up jobs will make money for the 3S outlets. Upgrading from 1S to 3S is allowing dealers to forge long term relationships with clients and this way have a more sustainable business. While we encourage our dealers to upgrade to become 3S outlets, we will not force them. From our data, we can tell that it is a beneficial move, however some are happy just selling the vehicles. And it is those dealers that we also have to thank for as they have put all these vehicles on the road that I mentioned before, those that we now serviced during the pandemic.

AT: Your tenure here is an interesting timing: you have seen Malaysia pre-pandemic and all through it, then the recovery. How has the market changed in your view?

AU: What we see is that customers are much more conscious about cost. This is in two parts: firstly the vehicle itself. Many transport companies are under pressure to drive down cost. A lower price for the truck is one way to achieve that. Beyond that, they are looking for ways to reduce cost in the operation of the trucks. Here we see that our customers are becoming more sophisticated in pinpointing where there are opportunities to find extra money. This is not just a Malaysian issue, but a global one.

For instance, customers are looking for ways to reduce the money spend on maintenance. An easy way is to buy non-genuine products. However, we know that this is a fallacy as such parts are typically not as good as the original parts we sell. Our customer will find that the uptime is much better with genuine parts than with counterfeit parts for instance and that they make more money using our services.

For this year, we are going to focus on another activity that is aimed at delivering the best value for our customers. Traditionally, one would look at sales figures and service intake. However, we want to get away from that, comparing the perception of our service network with that of our competition. Sure, we need to plan and thus sales numbers are important, but such number does not reflect the satisfaction of a buyer. Called "Best in town" we will evaluate dealers based on the criteria such as employee satisfaction and benchmark against the network of our competitors in the same area.

We realise that we need to do more than just sell vehicles. For instance, we might be dealing with the buyer, the owner of the truck, but we may not have had any contact with the user, the driver. Hino Malaysia wants to change that by having on-boarding processes in place for drivers, and also organising more professional handovers. This will go hand in hand with a standardisation of our service delivery across all network partners. We acknowledge that this is a huge undertaking, but it will be beneficial for our customers.

AT: What is your view on the implementation of e-mobility in Malaysia?

UA: The Malaysian government has made it clear that the approach is to first introduce and promote the introduction of electric buses first. It is generally acknowledged that the charging infrastructure would have to be implemented first. What we can expect is that Klang Valley will be the first area to be equipped with charging stations and then it will expand into other business centres.

In Japan Hino has introduced an e-truck for last mile deliveries last year. It is our home market and we will need to learn about electric trucks and how they can best be used first at our doorstep before we start offering them in other markets. Hino needs to gain experience first before we can confidently offer such vehicles here for instance. Currently, we have clients that want to experience this kind of new vehicles, but we have to ask for patience.

In the meantime, Daimler Truck, Mitsubishi Fuso, Hino and Toyota Motor Corporation concluded an MoU on accelerating development of Advanced Technologies and integration of Mitsubishi Fuso and Hino Motors.

AT: You added the 200 Series to the line-up. How has the response been?

UA: By now, we have received orders for about 100 units of this vehicle. It is an interesting option as it suits the new needs of transporters for smaller vehicles, perfectly fit to handle the last mile transport and missions that derive from online shopping, due to a shift in consumer behaviour. Unfortunately, we are running at full capacity in our assembly plant and those that have ordered the Hino 200 series trucks will have to wait a bit. 





Volvo Debuts Electric Trucks in Malaysia

Volvo Trucks Malaysia (Volvo Trucks) has officially debuted its fully electric heavy duty prime movers in Malaysia, their first electric heavy duty prime mover to be launched in the Southeast Asia region. Further to the reveal, Volvo Trucks also secured its first adopters, integrated logistics provider, Swift Haulage Berhad. The announcement spotlights the Swedish truck maker’s role in accelerating the industry’s transition to electromobility, in line with the nation’s net zero carbon ambitions.

“The transportation and logistics segments are critical areas to address in the race towards net zero carbon. We are thrilled to introduce the technology behind our fully electric prime movers which supports low climate impact, enhances safety for road users and creates a better working environment for drivers. While the road to decarbonization is challenging, we continue to share our expertise around sustainable energy adoption and addressing infrastructure challenges through our government and industry partnerships,” said Volvo Trucks Malaysia Managing Director, Anthony O’Connell.

Decarbonizing the transportation and logistics segment

In its overview presentation of the industry, Volvo Trucks highlighted that the emissions from one heavy-duty truck are equivalent to emissions from up to 47 units of passenger vehicles. The comparative analysis indicated a greater need for stakeholders at the policy level through to the operational level to design an electric vehicle (EV) ecosystem that is conducive and attractive to players in the transportation and logistics segment.

“The Government is aware that the adoption for commercial EVs such as trucks and busses is still low in Malaysia. As such, we commend Volvo Trucks’ leadership, commitment and investment in making the logistics industry more sustainable, particularly in supporting our New Industrial Master Plan 2030’s net zero agenda. Volvo Trucks’ technology-sharing will also help advance the collective knowledge on commercial EV’s in Malaysia, paving the way for a more vibrant EV industry that could tap into ASEAN’s USD2.7-billion EV potential by 2027, enhance our domestic SME EV supply chain and provide higher-paying jobs for Malaysians,” said YB Senator Tengku Datuk Seri Utama Zafrul Tengku Abdul Aziz.

“Sustainability is and has always been a top priority for Swift. I am proud to announce that Swift will be the first haulage company in Malaysia to acquire and incorporate electric prime movers into our fleet. We believe this technology will revolutionize the industry, and we are excited to lead the way towards a brighter, more efficient,

and greener future. Looking forward, we are committed to convert the majority of our fleet to EVs by 2030,” Swift Haulage Berhad Group Chief Executive Officer, Loo Yong Hui.

Prepared for Success

These trucks being something new to the market, homologation is of course a topic to be discussed. O’Connell told Asian Trucker that Volvo has been working closely with the relevant authorities and bodies, following the same process as any other vehicle would have to undergo. What he lauded though, is the support and enthusiasm experienced in this procedure. “It was a huge collaboration, with a lot of help being offered along the way. It is never easy, but what we have seen is that everyone put in extra effort in removing any obstacles that we encountered.”

While the focus on the day was on the electric vehicle, the launch has to be seen in the bigger context of Volvo offering a full range of transport solutions. To stress this point, O’Connell pointed out that Volvo Trucks now covers both ends of the spectrum of drive train solutions as well as anything in between. Customers can opt for EURO V ICE engines or the fully electric truck. Viable options would include also to even opt for ICE using biofuels. Ultimately, the goal is to become carbon neutral and according to him, there are many different paths that can be taken to get there.

In their bid to become carbon neutral, Volvo and its customers, are putting in extra effort. Within the energy framework of Malaysia, one has to admit that electricity is not always produced in sustainable ways. Thus, Volvo has decided to instal solar panels in order to offer sustainable

charging for the electric trucks. Meanwhile, Swift, as a key opinion leader, is doing the same in a bit to reduce dependency on non-sustainable energy. Green energy is available in Malaysia, through official channels. With an emphasis on Solar energy, Volvo expects that soon more green energy will become available, with energy being stored during the day and made available for charging during the night.

Most often, it is the bus segment that leads the way for electrification. As reported (Asian Buses), Volvo has also been very successful in offering electric buses, with roll-outs happening in the region and Australia. In Malaysia, however, the demand from the Malaysian market has been stronger for trucks and thus, Volvo decided to take the leap and not just showcase an electric truck, but to make it available as an option that customers have going forward. “Naturally, every market is different. We even see cities in the same country taking different stances towards electric buses and trucks.”

It is no secret that a truck depends on a support network and that just selling the truck is only part of the deal. Before launching or selling any electric truck, Volvo has taken significant steps to ensure that the needed infrastructure is in place. Re-skilling technicians, re-tooling workshops and training staff is perhaps more important in O’Connell’s view. With electricity being potentially more dangerous than working on a Diesel truck, new procedures and processes had to be implemented and only workshops that have been certified will be allowed to handle any work on the electric trucks. The roll-out of this upgrade of the workshops is also underway with two workshops in Volvo’s service network being ready to receive electric trucks at the time of writing. **F**

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Making a Case for Using Premier Products

Making the most out of modern technology, the company is going with the times while harnessing the power of relationships.

When visiting Teoh Company Logistics (M) Sdn Bhd, one will immediately know that there is something special about it. For starters, there are no trucks in sight, which is a bit unusual for a company that is primarily concerned with logistics, road transportation and warehousing. There is no warehouse either. Managing the business from afar is Alvin K L Teo, Managing Director, who is letting us in on how his secrets to efficiently operate his business.

“We have been in business for over 40 years, I am the second generation handling it. My dad and I started out with one big customer, which is an American multinational corporation developing medical devices, pharmaceuticals, and consumer packaged goods. Till today, we are still managing their transportation needs,” he told Asian Trucker. Today, Teoh Company Logistics handles several clients in FMCG. Dependability is crucial as shopping malls depend on goods being re-stocked on time. Teo achieves this by having a dedicated team of five staff to manage the telematics, monitoring the movements of the fleet of over 70 trucks.

About 60 percent of the business for Teoh Company Logistics is generated within the Klang Valley. The routes stretch all the ways up north and down south, whereby goods moved include waste paper and sugar, as well as high end luxury goods. This means that the requirements for customers can vary drastically. The former, heavy goods need powerful trucks, while the latter demand secrecy in order to avoid hi-jacking, which is also monitored through the telematics. To keep his business going during the pandemic, Teo had to diversify the vehicle portfolio in order to address supply chain issues. Previously, the company stuck with one truck brand, whereas now, there are four, mainly European. “I have to point out though that drivers are now in a position to demand a certain brand.”

Any well-run organisation requires strong partners. “We have known Mr Lee for decades. Now that he is with Allegiance, we can depend on him to help us with our parts needs.” As an appointed dealer of Wabco, Allegiance is able to supply Teoh Company Logistics with original parts, for some of the trucks used. A small workshop situated near Allegiance’ main office handles smaller repairs. In case the in-house technicians cannot fix the problem, the Allegiance workshop is only a few minutes away. Teo lauded that his provider holds large quantities of spare parts, thus Teoh Company Logistics does not have to maintain their own stocks, depending on the availability from Allegiance.

To keep up to date with the latest trends, Teo would visit trade fairs in the region. He found that elsewhere, trailer EBS is more commonly used. Upon the recommendation of Lee, Teo decided to try the Wabco system for a batch of new trucks and trailers. Through the use of this add-on, transporters are able to improve tyre performance by up to 30 percent. Teo opines that tyre management should not be left to the drivers as they have different priorities. What he found is that the EBS also helps to prevent tyres to become unbalanced due to heavy braking, causing uneven wear of a tyre, thus protecting other components as well. “Whenever trucks go downhill, this feature is a real big help, especially, when the trucks are fully loaded.”

A crucial part of the business, according to Teo is money management. “The biggest challenge nowadays are new entrants that simply want to get the business by undercutting the market,” he said. However, what he observed is that these companies oftentimes do not sustain for very long as the low profit margin means that they need to function for a long time before being able to collect from their clients. In his view, the rates charged correlate also to the service provided. He cautioned that those that seem to be offering deals that seem to be too good to be true are likely not to succeed. At the same time, he also cautioned against the use of cheap parts and supplies or the use of fake and counterfeit products. “Our customers operate using KPIs and we cannot afford downtime.” Teo is happy to pay more for original parts, as downtime is the enemy. **T**





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(Japan Import Truck 日本进口)





Having trialled a Hammar Sideloader in operation for a few years now, Bumimas' management has decided to add another Sideloader to their fleet. "What we found is that the HAMMAR makes it very easy for us to handle the shunting," Lim said. The first unit was a 195, while the second unit is equipped with the weighing mechanism build-into the trailer. Lim explained that there are several benefits to adding the weighing system to unit. Firstly, it saves Bumimas the tedious trips to places that offer weighing of trucks, thus making the tours more efficient. Secondly, it allows Bumimas to communicate immediately with clients about the loading of the containers, how much they have stuffed and what capacity there still might be available. Also, the practice of weighing the containers when loading avoids the containers being rejected by the shipper due to it being overweight.

Cold Chain Transport Depends on Smart Technology

Technology plays a crucial role in operations of frozen food logistics provider Bumimas. While the warehouse is being automated, the transport of goods relies on Sideloaders.



Brandon Lim (Middle), Group Sales Director of KYAM Logistics Sdn Bhd

After three years in use, Bumimas gives HAMMAR the thumbs up, based on the superior service provided when there is a problem. Lim points out that there could be issues with sensors, considering the working condition in which the units operate: a hot climate, high humidity and non-stop use. However, Lim lauded the system as it is geared to be as safe as possible and whenever a safety mechanism is tripped, it is showing that the unit works as it should. The latest HAMMAR unit is a 119HS. Its weighing scale display works by a calculation computer system through the CANBUS system installed on the 119HS. Utilising a multitude of sensors while lifting it determines an estimated weight ranging of the container with an accuracy of about 500KG plus minus. **F**

The company is principally engaged in the import and export of Halal frozen food. Port Klang serves as the transportation hub, while the headquarters is located in Segamat, Johor. "This year, we ramped up our cold chain logistics, now covering the entire peninsular Malaysia, East Malaysia and into Singapore," said Brandon Lim, Group Sales Director of KYAM Logistics Sdn Bhd (A member of KIM YAM GROUP). While the company has always handled their own transportation, now they are offering their services to third parties. For now, the workload is divided about 50 / 50 between in-house jobs and third parties' needs.

A crucial aspect of moving frozen goods, such as chicken, french fries and beef, is to ensure that the temperature is constant. Monitoring the temperature of goods in transit is done via telematics. A new, ASRS fully automated warehouse in Westport with a capacity of 9 000 palletes has been established recently as their hub to move products. "Here again, constantly monitoring of the conditions inside is crucial." The addition of this warehouse not only marks a milestone for the company but is viewed as the most memorable event thus far. Being fully automated, the warehouse is off-limits for humans.





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Elring: Experience Breeds Innovation

As an automotive supplier, ElringKlinger has become a trusted partner to its customers – with a firm commitment to shaping the future of mobility. Be it optimized combustion engines, high-performance hybrids, or environmentally friendly battery, and fuel cell technology,

ElringKlinger provides innovative solutions for all types of drive systems. ElringKlinger's light-weighting concepts help to reduce the overall weight of vehicles. As a result, vehicles powered by combustion engines consume less fuel and emit less CO₂, while those equipped with alternative propulsion systems benefit from an extended range. In response to increasingly complex combustion engine technology, the Group also continues to make refinements with regard to gaskets in order to meet the highest possible standards. This is complemented by solutions centered around thermal and acoustic shielding technology. Additionally, the Group's portfolio includes products made of the high-performance plastic PTFE which are also marketed to industries beyond the automotive sector. These efforts are supported by a dedicated workforce of more than 9 500 employees at 46 ElringKlinger Group locations around the globe.

The Elring aftermarket brand offers an all-embracing package: original equipment quality, functional reliability, and premium, end-to-end service. This includes, for example, sales and technical training, service information, exploded-view drawings for trucks and vans, monthly newsletters focusing on engine sealing solutions, an online sealing compound wizard, professional installation videos, the Elring Academy, the training truck, and much more besides.



Original Elring products are acknowledged among dealers, mechanics, and customers around the globe. These products include cylinder-head and sealing systems, oil seals and valve stem seals, sealing compounds, and threadlockers as well as cylinder-head bolt and complete gasket sets – for full- and partial servicing. One can also discover their innovations for e-drives.

Elring – Their Ten Good Reasons

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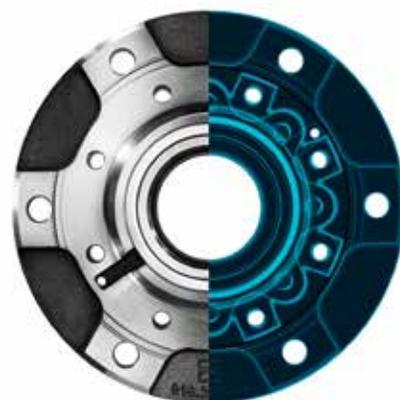


PE Automotive works in a solution oriented way, using the innovative power inherent in its brands PE and Monark. They are already convincing with an all-round good impression and experiential quality. Their head office is in Wuppertal (Germany), the business operates from there and other locations for customers all over the world. "Our team shows professional competence and proves every day anew that we are genuine problem solvers that you can rely on in all the world's languages," a PE Automotive spokesperson said.

The brands stand for the highest standards. That is why they make no compromises when it comes to optimal spare part solutions. They keep an eye on improvements and react promptly and gladly help and advice personally regarding their services.

The PE and Monark product range is a collection of high-quality spare parts to fit for different axles and vehicle manufacturers, enabling dealers to procure all the alternatives they need from a single source.

75 Years of Partnership - Built on Trust
Giving their thoughts free rein the PE team generates new solutions. PE Automotive have been in the market for 75 years and have, time and time again, proven themselves to be a problem solver – and a product innovator to keep fleets running smoothly. This is just one of the reasons why they are seen to be a top specialist in the independent aftermarket of spare parts for commercial vehicles.



PE Automotive: Successful. Together.

Partnerships built on trust: This is PE Automotive's spirit.

PE Automotive is part of the BPW Group and the experts when it comes to spare part solutions for the independent commercial vehicle aftermarket.

As a full-range supplier, they know just what matters most to their customers – end-to-end repairs and maintenance in line with current market value, delivering uncompromising quality and needs-based solutions. Their goal is to push ahead together with their customers.

PE Automotive which was founded in 1947 and operated by the founding family, stands for innovative products in outstanding quality. In the 1960s-1990s the brand was introduced and registered internationally. The PE brand has been part of the BPW Group since 2016. The international network of PE trading partners ensures that their spare parts are reliably and quickly available where they are needed.

The objective of PE Automotive is clearly defined – the continual expansion of the range. In 2020, it was time to find a suitable partner to round out the existing product portfolio and, as a full-range supplier through the newly created unit, to offer customers a comprehensive range of products from a single source. The objective was to keep in line with the notion of offering the best value for money while maintaining the highest commitment to quality. An idea became reality. On February 1, 2020, PE Automotive GmbH & Co. KG took over the trading business of Monark Automotive GmbH as well as the Monark brand. Through the merge PE and Monark will concentrate on the further strategic expansion of their commercial vehicle spare parts programme.

As a full-range supplier for repairs and maintenance in line with the current value, PE Automotive can open up completely new perspectives. In addition to products such as engine cooling, wheel suspension, air suspension, disc brakes, drive, axle suspension, compressed air systems, electronics, steering parts, shock absorbers and drum brakes, they also offer vehicle electrics, lighting, and diesel injection equipment. The brands PE and Monark promises to do so with uncompromising quality and demand driven solutions.

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The Digitally Networked Commercial Vehicle - Into the Future, as Part of the Whole

More and more, individual commercial vehicles are considered an organic part of extensive networks. Increasing connectivity improves the efficiency of road transport on many different levels. Knorr-Bremse is promoting this development with its solutions alongside its Spanish subsidiary Cojali.

Just like any other complex machine, commercial vehicles generate an abundance of data. The environmental conditions the vehicle is exposed to and the way it is driven have a significant impact on a variety of factors: Wear and tear on and maintenance of the vehicle, the condition of the goods that are transported, route planning, or arrival time. The collection, analysis, and provision of this data and the information derived from it are changing the market and transportation services as a whole. Operators benefit from higher efficiency in planning maintenance, repair processes, and fleet management.

The diagnostic system as the foundation for more

By purchasing a majority share in Cojali, a global developer and manufacturer of diagnostic systems for

commercial vehicles, Knorr-Bremse has strengthened its position as a system partner in the global growth market of digital, networked solutions. Jaltest Diagnostics, Cojali's diagnostic system, can be used to detect errors in any make and model of vehicle. Currently, Jaltest Diagnostics already covers more than 6,000 models and 200 makes of commercial vehicles. In addition, it not only delivers error analyses, but also provides support for correcting faults and ongoing data analysis.

Stationary and mobile diagnostics

Jaltest Diagnostics makes it possible to conduct diagnostics on the vehicle while it is in the workshop, and provides comprehensive support for repair processes. NEO, Knorr-Bremse's previous diagnostics solution, will soon be integrated into Jaltest Diagnostics as an expansion. This will allow Knorr-Bremse to offer greater diagnostic depth for its products than any other manufacturer.

The remote diagnostics solution Jaltest Telematics makes it possible to identify errors and assess how critical they are while the vehicle is in operation. This

allows fleet operators to better plan time spent in the workshop. Knorr-Bremse and Cojali will develop the system together with an eye towards preventative maintenance. In the future, it will be possible to predict when certain errors will occur through collecting and analyzing data. This will further improve coordination of time spent in the workshop and transportation orders, and ultimately help avoid even more downtime.

Many additional options on a single platform

Jaltest Diagnostics and Jaltest Telematics make huge quantities of data available. This includes data drawn from monitoring vehicle components and workshop diagnostics, as well as data on fuel consumption, speedometer data, remaining travel times, and much more. It is also possible to analyze driving behavior.

Further development of the system aims to provide Jaltest Solutions to workshops and fleet operators alike as a comprehensive platform that makes all of this information available through one central system. 

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Battery Safety Through Quality

Webasto's latest CV Standard Battery and other additions showcase the company's willingness to go the extra mile to keep electric buses as safe as possible.

There's no denying that electric buses hold a critical piece of the sustainable transport puzzle when it comes to urban areas. Its popularity in these regions has made battery electric buses an exciting way forward.

Yet with this new technology comes its own discussion around safety concerns. To address this, global top 100 automotive supplier Webasto has designed its own range of innovative solutions to ensure safety is at the forefront for its e-mobility partners and customers. "As a major supplier to the global automotive industry, Webasto's products not only meet the applicable standards, but are designed to exceed the industry requirements regarding reliability and safety," Webasto CS sales and service director in APAC David Byrne advises.

"Unique testing and validation ensuring the highest quality and safety levels are part of Webasto's automotive DNA. With an in-house design, prototyping and comprehensive range of facilities, Webasto tests and validates all components from cells to full systems."

This complete package of internal testing includes functional, thermal, environmental, mechanical shock, vibration and electrical testing. These assessments have resulted in the Webasto CV Standard Battery. Produced in a state-of-the-art German facility, the CV Standard Battery is part of a homologated system designed specifically for the world's commercial vehicles like buses and coaches.

Webasto says its robust design and housing result in the battery being used on buses as well as in off-road construction machinery. "This modular scalable battery system offers a range of safety features that are essential for the safe operation of electric vehicles," Byrne says.

"With its integrated BMS, the system is constantly monitoring key performance and safety critical factors such as voltage, current, temperatures, state of health and charge at a cell, pack and module level."

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Also included in every Webasto CV Standard Battery pack is insulation measurement, high voltage interlock and contactor monitoring. It all results in safe operations for buses and coaches within its designed parameters. Webasto says the CV Standard Battery System has also been designed to feature integrated thermal runaway detection.

In the event of a fault or malfunction, the system will automatically detect any abnormal changes in temperature, voltage, current and other critical values to shut down the system long before it can reach any state in which harm can be possibly caused to human life and the customer's property.

If the risk ever spirals into an unlikely thermal event, the highly sensitive system will automatically detect any sharp increase in temperature and carbon dioxide levels to give the driver time to safely evacuate the vehicle. Byrne says specially designed degassing units on each layer of the system provide pressure relief in a controlled manner.

"In normal operation, these units also act as pressure equalisation devices and ensure the battery is always maintained at the correct pressure if there's an altitude change for the vehicle," Byrne says.

Byrne says one of the key safety features of the CV Standard Battery System is its physical separation between high voltage and cooling connectors. On top of this, the system also includes desiccant cartridges to avoid condensation over the lifetime of the battery pack, preventing moisture from damaging the battery.

If growing operators want to use multiple battery packs in their buses or coaches, they can be connected via Webasto's vehicle interface box (VIB). As well as acting as a master BMS, the VIB allows for power distribution and a two-way communication interface with the vehicle, including receipts of critical safety messages like crash detection that would then lead to the automatic shutdown of the battery systems.

"Complementing the intelligent thermal management within the battery system is the development of Webasto's eBTM 2.0," Byrne says.

"This is a stand-alone battery thermal management unit that aims to regulate the temperature of the battery pack and maintain it within a safe operation range.

It does this by combining heating and cooling elements with sensors and control systems that monitor and adjust the temperature as needed."

Webasto's eBTM 2.0 is especially designed to allow for optimal functioning of its water-cooled battery packs that are used in electric commercial vehicles. Its compact design includes all components needed for heating and cooling such as pumps, heaters, compressors and DC/DC converters.

Byrne elaborates this underlines the simple 'Plug & Play' principle and allows for flexible installation of the system onto a bus's roof or within its chassis. This provides a wide range of benefits that makes Webasto's new battery packs safer and more innovative than ever before.

"One of the key benefits of a properly functioning thermal management system is improved battery life," he added.

"Batteries, commonly used in electric buses, are sensitive to temperature fluctuations. If it's then exposed to high temperatures for long periods of time, it can cause accelerated aging and reduce its lifespan." By regulating the battery temperature, the system lowers the risk of performance reduction that could limit the bus's range and driving behaviour. **F**



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Electric Mobility Changes Major Parameters in Tyre Development Process



Enno Straten, Head of Strategy, Analytics and Marketing at Continental Tyres EMEA, explains at the presentation of the new Generation 5 Conti Hybrid tyre line how Continental is shaping the transformation to electric mobility with specially developed commercial vehicle tyres and smart sensors.

Q: Mr. Straten, electric mobility has hit the fast lane, and the EU is predicting 30 million electric vehicles will be on Europe's roads by 2030. How far has electrification progressed with commercial vehicles?

ES: Electrically powered trucks play an important role in reducing CO2 emissions from road traffic – and therefore in achieving sustainable mobility. It is true that development has reached a more advanced stage with passenger cars – as well as with electric vans and electric buses – than with heavy-duty commercial vehicles. Electric vans are employed primarily by courier, express delivery and package delivery services; light electric trucks up to 7.5 metric tons are generally used for delivery purposes in urban areas to transport goods over the last mile. And an ever increasing number of local transport operators are running electric buses.

Q: What do these changes to drive systems mean for the tyre market?

ES: The rapid development of electric mobility has been accompanied by a surge in demand for suitable tyres in the commercial vehicle segment. The new drive system types and, in some cases, new vehicle concepts, are changing requirement profiles.

Q: What are these new requirements?

ES: First of all, tyres for electrified commercial vehicles do not yet differ fundamentally from tyres for commercial vehicles with diesel or gasoline engines. Having said that, certain parameters that play a major role for us in tyre development are changing. Uppermost on this list are load capacity, rolling

resistance and wear resistance. Vehicles with electric drive are heavier on account of the batteries they are carrying, but they also accelerate faster than vehicles with conventional engines. The driver can essentially call on maximum torque from a standstill. So greater forces are exerted on the tyres of electrified vehicles.

Q: Can you give us some specific examples of tyre developments?

ES: With the Conti Urban city bus tyre, we have developed a tyre with an increased load index specially for electric buses operating in urban areas. The load capacity of the tyre is geared to the higher weight of electric buses. For example, the Conti Urban HA3 315/60 R22.5 can carry up to eight tons per axle.

Q: You also mentioned rolling resistance as an influencing factor. What role does this parameter play?

Optimized rolling resistance allows the motor's energy consumption to be reduced, and that also applies for vehicles with combustion engines. Since the EU emissions directive came into force and the VECTO tool was introduced – if not before – commercial vehicle manufacturers have been concentrating on lowering CO2 emissions. And tyres have been one of their main points of focus.

Q: Another trend are smart tyres with sensors. What sort of developments are we seeing here?

ES: Yes, commercial vehicle tyres are being increasingly incorporated into the vehicle architecture for connected and automated driving. We also offer this technology as a professional retrofit solution with ContiConnect 2. Sensors fitted in the tyre provide information such as tyre pressure, temperature, wheel load, tread depth, wheel speed, wheel slip, and structural damage in the tyre. This information can be accessed

and analyzed in real time. The result is improved handling properties, increased road safety and greater efficiency, combined with low costs.

Q: You mentioned working with commercial vehicle manufacturers. What do these partnerships look like in detail?

ES: A good example here is VDL Bus & Coach, a leading manufacturer of electric buses based in the Netherlands. We have been running a partnership with the company since the end of 2020 and have worked with them to develop initial prototype tyres for electric city buses. We have now tested these tyres in depth at our Contidrom proving grounds. VDL has been offering electric city buses since 2013. The driving environment with these buses is a departure from the familiar. To start with, there is the higher torque when pulling away and accelerating. And then you have the impact of recuperation – i.e. recovery of energy when braking. All of this subjects the tyres to particularly significant forces.

Our partnership with the Switzerland-based Designwerk Group's electric truck brand Futuricum works in a very similar way. In fall 2021, a Futuricum truck fitted with our EfficientPro tyres set a new distance world record at the Contidrom: 1 099 kilometers on a single battery charge!

Q: Those collaborations are with commercial vehicle manufacturers. Do you also have special partnerships with end customers – i.e. mobility providers?

ES: One example here would be our partnership with MOIA, a ride-sharing company operating in Hamburg and Hanover. We developed a special all-season tyre for MOIA, which offers even greater safety in combination with the Conti360° Fleet Solutions concept. Together with our service partner Vergölst we are working intensively on optimizing tyre performance and breakdown service. This has seen us successfully carry over our established 360° Fleet Solutions approach from the commercial vehicle space into MOIA's new and innovative mobility concept.

Q: Do you also work with traditional mobility providers, e.g. with local transport operators?

ES: Of course – the partnership with the Hamburg-Holstein public transport operator (VHH) is a case in point. VHH uses fully electric Lion's City buses from MAN. To ensure the tyres can deal with the weight of the batteries on board, the buses are fitted with our Conti Urban HA3 tyre. Our developers have increased the load capacity of this tyre specially to meet the requirements of electric mobility in urban areas. Two other examples also spring to mind – one in everyday usage scenarios and one in the context of smart tyres.

Q: Sounds interesting – please tell us more!

ES: The Stiegl brewery in Austria has been running an electric truck from MAN since late 2018. In this time, our Conti Hybrid HS3 and HD3 tyres have covered more than 23,000 kilometers on the vehicle. The truck is on the road for eight hours a day in the center of Salzburg and in a radius of 50 kilometers around the city. Stiegl report that our tyres have performed outstandingly across all driving situations.

Q: That's nice feedback! What example were you thinking of when you mentioned smart tyres?

ES: We launched a pilot project with SHARE NOW Denmark in which we successfully monitored the tread depth of tyres on electric vehicles in real time. Together with telemetry experts Traffilog, we linked information from tyre sensors and telemetry data from the fleet's vehicles with a cloud-based algorithm. We were then able to use this information to tailor our tyre service even more precisely to actual needs, instead of pursuing regular, scheduled servicing. 

Fleets and Electric Mobility

The European Commission has made clear stipulations regarding the use of low- and zero-emission commercial vehicles, meaning there is growing pressure on fleet operators to upgrade their vehicles accordingly. Time is running out, the costs are enormous and the market very unsettled. As far as the tyres are concerned, considerable gains can be made by using low-rolling-resistance, low-noise tyres designed for electric drive systems, professional tyre management, and digital solutions.

Mobility is currently undergoing a rethink. Electric mobility and sustainability are the most important elements and hold the key to a more climate-friendly, future-proof form of mobility worldwide. Electric vehicles produce fewer carbon dioxide (CO₂) greenhouse emissions, especially when they run on electricity from renewable resources. For years now, demand for electric vehicles has been steadily increasing – for cars, trucks, buses and vans alike. Sustainable and safe electric vehicles call for tyres offering exactly the same qualities.

When it comes to tyres, the same essentially applies for an efficient electric vehicle as for a low-emission combustionengined vehicle: lower energy consumption equates to a higher level of sustainability – regardless of the type of drive system. For an electric vehicle, achieving a greater range while using less power is the measure of particularly high sustainability. Energy consumption can be reduced by minimizing rolling resistance, but also by giving the tyres good aerodynamics. There is particularly strong demand for zero-emission electric fleets from municipalities and transport operators. The EU's revised 'Clean Vehicle Directive' from 2019 is one of the factors driving the switch to electric. With electric mobility evolving at such a rapid pace, there is also a growing demand for suitable tyres in the commercial vehicle segment. Manufacturers have been focusing their efforts on reducing CO₂ emissions ever since the EU regulation governing emissions came into force and the VECTO tool was introduced, if not before.



Fersa Bearings Brings its Expertise to Asia

The truck bearings expert trusted by the world's leading OEMs is expanding throughout the Asian market.



The company is focused on expanding in the Asian market, and currently holds a local inventory in Singapore, serving Asia-Pacific markets, with distributors all over Malaysia, Thailand, Indonesia and even Australia. This underscores Fersa's commitment to growth and to being closer to customers around the world.

Fersa Bearings is a European bearing manufacturer specializing in powertrain solutions, high-performance bearings and smart mobility solutions for automotive applications for European and American trucks, offering innovative, complete

and high-quality solutions, designed and manufactured in Spain, for the rebuilding and repair of high-efficiency differentials, automated transmissions and high-performance wheel bearings for commercial vehicles.

Headquartered in Spain, the company with over 50 years of experience, is a member of Fersa Group and has a broad product portfolio that includes wheel-end bearings hubs and repair kits for European truck, wheel bearing sets for American axles and a complete range of bearings and components for gearbox and differential repair. Fersa Bearings is recognized for its high quality, and is chosen by the world's leading OEMs, such as Scania, Volvo, Mercedes-Benz and MAN, and Tier1 manufacturers of transmissions and differentials, such as Meritor, ZF, Eaton and Dana.

Fersa Bearings has expanded from a bearing manufacturing company to a complete solutions provider for heavy-duty powertrain and combines the expertise of an OE bearing manufacturer with a strong focus and specialization in truck applications. The company's core

business is e-mobility and innovation. With its portfolio, Fersa Bearings supports the reduction of emissions and works on developing Smart Mobility solutions to improve current technologies shaping the future of bearings technology.

Among Fersa's most important key factors of success is the adaptability to the requirements of different sectors and vehicles. The company is an original bearing supplier for the top worldwide truck brands because it applies the highest quality standards to their products. This makes Fersa the brand of choice for truck experts in the aftermarket.

The Spanish multinational also counts on an extensive range of bearings, from tapered roller bearings to preset bearings for the most popular bus and trailer applications. This makes clear their commitment to adapt to the needs of each sector, which is why large fleets and rebuilders in Europe, USA and Asia use Fersa Bearings for their maintenance and remanufacturing of commercial vehicle applications.



Wheel End Kits

Fersa's wheel end kits are an advanced replacement solution, consisting of a set of two preset bearings, interior and exterior, with high precision for all types of industrial vehicle applications. Fersa's wheel end kits are previously greased with a high-quality grease that guarantees their use in the most challenging conditions.

These products have incorporated the patented Fersa solution to facilitate the effective mounting of bearings and seals that ensure using the correct torque in the assembly and the correct alignment of the bearings in the hub.

Wheel End Hubs

Fersa wheel end hub bearings are preset bearings, composed of two interior sets housed in one hub. They are maintenance-free bearings that are greased for life, and

because of their precise axial clearance, compact design, and the use of high-quality grease, these bearings ensure optimal bearing performance at high loads. With our wheel end hub bearings, quick and easy replacement in heavy vehicle wheel hubs is ensured.

Wheel End Module

Fersa's wheel end module is an integrated bearing in the hub of the industrial vehicle. They are made of two preset bearings, perfectly aligned and lubricated for life. Thanks to integration, this type of bearing ensures optimum performance and easy assembly by completely replacing the set.

Local Inventory at Your Disposal

Fersa Bearings is trusted by the world's leading OEMs by its premium European quality, ensuring local inventory stock and quick delivery to all its customers. The rigor, quality and modernization of its production processes, and the company's continued investment in R&D have enabled it to become an Original Equipment Manufacturer (OEM) and an approved Tier1 supplier, positioning itself among the leading brands in the aftermarket. Fersa's international presence is growing every day and has now reached more than 100 countries. The company's extensive global distribution network, as well as the presence of its own manufacturing centers and engineering and sales offices in strategic markets, have allowed the Fersa brand to continue growing worldwide year after year. 





Hengst Gallops into Vietnam

The recently held Automechanika Ho Chi Minh City offered opportunities to understand the market and to establish connections vital to the success in the automotive aftermarket.



Speaking exclusively to Asian Buses was Frank Maergner, Sales Director, Hengst Asia Pacific Pte Ltd, who made it his personal mission to be present during Automechanika Ho Chi Minh



Automechanika Ho Chi Minh City 2023 took place from 23 to 25 June 2023, highlighting the latest technologies and market trends through booth showcases, industry conferences, as well as lifestyle events. Hengst, through their regional office in Singapore, took the opportunity to probe the market in order to boost its presence in the emerging market of Vietnam. The country is seen by many as an opportunity to be tapped into as strong growth of the economy brings with it significant demand for transportation solutions; Vietnam is also a unique market as commercial vehicles from all over the world are being used.

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City to gain first hand insights into the market. “As a Filtration expert, we have a lot more to offer than we are showing here. Hengst covers segments outside the automotive aftermarket as well, however, here we are focusing on our Blue.maxx and filtration solutions for the automotive aftermarket,” he said. In particular, the Blue.maxx is a product that is best suited as a door-opener in markets like Vietnam. Southeast Asia, with its humid climate and relatively lower fuel quality in many countries, requires water separators for fleet operators to protect their assets. Maergner told Asian Buses that there has been a very good response to the pre-filter during the event.

“We have been motivated to participate in this trade show by our ambition to find new distributors for the Vietnamese market. The event seemed to be professionally organised, and has proven to be, and we decided to give it a try.” Although Maergner and his team have been visiting Vietnam several times over the past two years, there has been no significant progress. This was to be changed through the participation in the Automechanika, a confluence of market players. At the moment, Hengst is selling through one distributor that focuses on selected products while Hengst is aiming to offer their entire product range in Vietnam.

Echoing what others said and what could be observed inside the hall, the event attracted not only local players but a truly international audience and stock of



exhibitors. “It has been surprising to us how many overseas visitors came here. These are obviously also people who we would want to connect with as we are a globally operating business.” Maergner was positive that he and his team will be returning to future instalments as the show already showed the hallmarks of a truly big event like the Automechanika Shanghai.

Being present, with a booth and team, has given Hengst a boost in visibility and credibility. According to Maergner, customers are aware of the brand and its products, however are sceptical regarding the authenticity of the products. Hengst Filtration is a German; it has been a family owned business

since its founding in 1958, now in its third generation, with 21 subsidiaries world-wide, in 11 countries. “The market has been unsure about these products as they do not know our set-up. Now, having been able to talk to the source, they understand how we operate and that Hengst products are directly shipped from Germany to

Product Focus: Hengst oil filter modules for Mercedes-Benz

With the OM654 four-cylinder diesel engine and the Six-cylinder gasoline engine M256 Mercedes Benz marked the start of a trend-setting engine family. On board: Hengst developed the oil filter modules, which, with their hybrid design to a weight saving and more Contribute to efficiency. The environmentally friendly and patented Energetic oil filter element E159H D311 contributes to sustainability. The oil drain valve is integrated directly into the module and a sealing lock prevents the installation of an incorrect filter insert. Vehicle applications: Mercedes-Benz A-Klasse (W177) A 200 d, A 220 d B-Klasse (W247) B 200 d, B 220 d CLS-Klasse (C257) CLS450, CLS53 AMG E-Klasse (W213) AMG E 53 EQ GLE-Klasse (W167) GLE450 S-Klasse (W222) S 450 EQ, S 500 EQ AMG GT (X290) 43 EQ Boost



the customer.” Elaborating on this topic, Maergner said that there are not many fake or counterfeit Hengst products available in Vietnam as the brand is not yet successful enough that it is worth to copy their products. In his view, fake or counterfeit products can also be seen as an indicator how well a brand is recognized in a market as nobody would copy a brand which is hard to sell. However, if no quick action is then taken the brand may take huge damage and lose its original value.

Hengst operates multiple productions plants throughout the world, so Hengst can be as close as possible to our OE business partners. Meanwhile, almost all of the products sold in the Southeast Asian aftermarket are manufactured in Germany and shipped to the markets. Of about 3 500 part numbers available to the Asian market, only about 50 are made in China. Maergner stresses that the production location has no impact on the quality as all Hengst products are made to identical OEM specifications regardless of origin.

The next step will be to follow up with all the connections made, regardless of what walk of life they are from to thank

them and to see how the discussions can be moved forward. Many visitors have commented that they like German brands and feel strongly about the brand that the country stands for. As such, Maergner also views German brands doing business in Vietnam as Ambassadors for the country. Looking ahead, he and his team are considering to return to Automechanika with a bigger booth as that will enable them to showcase more of their products and expertise. **F**





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Brianza U.S.A. Corporation Grows Again



On the eve of the 10th anniversary of its operations in the United States, Brianza Plastica continues to structure and consolidate its presence in the country with further investments and significant personnel changes. In fact, effective June 26, 2023, James Witty (previously Vice President of Sales) will assume the role of President of Brianza USA Corporation, taking over from Filippo Milani, who has been leading the U.S. division since its establishment in 2014 until the present day.

According to Alberto Crippa, Sales Executive and Board Member of Brianza Plastica S.p.a.: "This is an important passing of the baton, which will take place with a view to maintaining continuity, capitalising on the essential contributions made by Filippo Milani during his nine years of dedicated work, while simultaneously enhancing the great experience in the sector that James Witty will bring to our company."

Brianza Plastica is one of the most important European companies in the production of fibreglass laminates, with over 60 years of experience in the sector. On the strength of its success and consolidated presence in the European market as a preferred supplier of semi-finished products for the automotive market, specifically in

the field of recreational, commercial and passenger vehicles, in 2014, Brianza Plastica established its own subsidiary in the United States, Brianza U.S.A. Corporation, located in Elkhart, Indiana. The choice of Elkhart as the location for the company's commercial outpost in America was not random: Elkhart is widely known as the "RV Capital of the World" because it is home to numerous major manufacturers of recreational vehicles.

Brianza USA was established as a service, storage and distribution facility to serve the American market directly and locally under the competent and hands-on guidance of Filippo Milani, an Italian manager with extensive experience in fibreglass laminates and a distinguished career within Brianza Plastica, holding the position of President of the U.S. office. The overseas subsidiary experienced rapid growth in terms of both the volume and size of its warehouse, which led to the relocation to larger premises. In a remarkably short period, Brianza USA was able to fulfil the effective and timely supply capacity of the U.S. market.

Today, following a path of strategic consolidation, the Elkhart facility is taking another significant step forward by enlarging its workforce and renewing its top management: three new people, all with prior experience in the RV sector, will join Brianza USA Corp, including James Witty, who has been appointed President.

Brianza Plastica would like to thank Filippo Milani for his significant and invaluable collaboration over the years and it wishes him success in his upcoming professional endeavour in a different industry within the United States. At the same time, we are delighted to welcome the new President, as well as new employees, Kolin Adams and Erik Rheinheimer. On June 26, 2023, Adams will assume the role of Territory Sales Manager, while Rheinheimer will become the Plant Manager. Andrea Bollani will assume the duties of technical support and a bridge from the US to its home office in Italy.

With the addition of the new personnel and appointment of Alberto Crippa as the Sole Director overseeing operations

from Italy, Brianza USA has set ambitious growth targets. The company aims to achieve these targets by implementing a well-organised and widespread technical-commercial consultancy service for its customers. This approach capitalises on the expertise of the newly hired personnel as well as the technical team from the Italian parent company, which includes several technicians and engineers, most notably Stefan Bachstein, who has spent decades researching and developing cutting-edge solutions and innovations in the field of plastic composites.

James Witty comes equipped with extensive sales and leadership experience, as well as in-depth understanding of RV manufacturing industry and processes. He joins Brianza U.S.A. after serving in the roles of Vice President of Sales, Brand Manager/Factory Direct Representative and as Director of Sales.

"Throughout my professional career, I have been involved in sales, forecasting, business strategy, training as well as general management of sales and technical support," Witty explains. "Previously, I led a team that had unprecedented success." He then continues: "I believe that the key to a company's success stems from the perfect combination of people, processes, products and services. And I was able to witness this synergy during my visit to Brianza Plastica in Italy." 





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is important for transporters as every tyre change also requires downtime of the vehicle, during which it is not generating income. “The fewer tyre changes one does, the better.” The connection between distributor and supplier is crucial. In case of any claims or issues, a quick resolution is key to forging strong bonds with the end user. Thanks for modern technology, any technical issue can be quickly resolved by sending photos or videos for the engineers to evaluate. Meanwhile, Koo would schedule regular visits to his customers to gather first hand feedback.

On that note, Koo mentioned that he is now seeing more and more transporters also going for regular wheel alignment in order to reduce tyre wear. “What I hope for is that transporters also consider their trailers more. Here, trailer EBS would make a real difference”. For those contemplating adding EBS to their trailers, Koo would point them to WABCO’s system, which can be obtained from Allegiance in Bukit Jelutong. Misaligned or unbalanced tyres can also cause damage to other components of the vehicle. Hence, proper maintenance of the tyres not only prolongs their life, but also protects other parts of the vehicle. Koo pointed out that the fleet owners should take extra measures to maintain their tyres. “The drivers would oftentimes not know, or they don’t care as they may not see this as part of their job.”

One challenge he is facing is the perception of Chinese tyres being prone to liner separation. However, he pointed out that almost ever the problem lies in the wrong inflation of the tyres. “Chinese tyres are produced to a very high standard. They are all inspected individually before they are shipped.” He should know: his father operated a fleet of some 50 trucks for over 40 years and Koo was also a runner, taking trucks for inspections. However, he decided to venture into the tyre trading as he enjoys the process of marketing.

Having been a member of NSLOA for over 20 years, he sees a lot of value in networking within the industry. Koo urges others to also venture out more to visit trade shows in other countries, to widen their reach. What he has seen is that there are many more interesting brands which have yet to step into Malaysia. He opined that companies may be put off as the country may not appear to have a stable government. **FT**

Connections to Improve Tyre Performance

Hailing from a family-run transport company and a long-term member of Negeri Sembilan Lorry Operator’s Association (NSLOA), Koo Meng Fui of Fui Lin Trading has been keeping the transport industry rolling for 11 years. As a distributor of Chinese tyres, he has set up his warehouse in Klang to be close to the industry, tapping into the biggest potential in the country.

“I have chosen to distribute China-made tyres as I see an opportunity. While they are less known, they offer a price advantage. This I want to capitalise on as many transporters are now looking for ways to reduce their cost,” Koo told Asian Trucker. Three brands make the bulk of his trading volume: Kunlun, Hawkway and Firemax. Depending on the size, TME Tyre Retread also offers bus tyres. Although he admits that these brands require advertising and promotion as their names are not as well known, he has garnered a solid customer base within the haulage industry.

Observing the market, Koo finds that the key components to success as a tyre distributor are customer service and being able to offer long-lasting tyres. The latter

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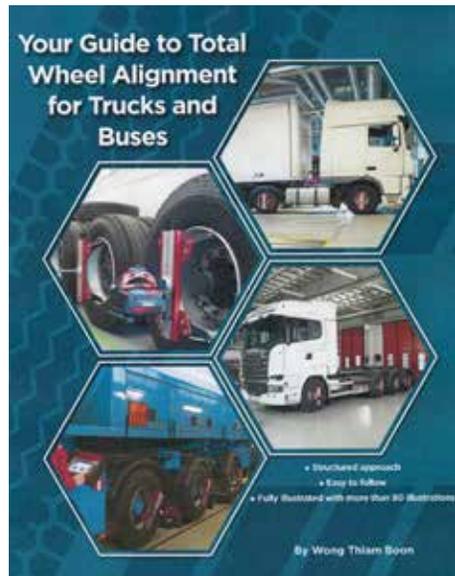
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Pumped in Segamat: U.D. Fuel Pump Service

A highly specialised workshop, focused on the repair of Diesel pumps, strives despite the mantra of replacements over repairs.

Specialisation can be described as the process of concentrating on and becoming expert in a particular subject or skill. Generally, one could become a generalist or a specialist in any given industry with the later being extremely focus. Located in Segamat, U.D. Fuel Pump Service, which is run by Mr Liou Yoon Fah is one such specialist business. “I only repair and fix fuel pumps,” he told Asian Trucker. His workshop, near the Segamat Hospital, immediately feels like an artist’s studio.

It is a very specialised business. Generally, the problem with Diesel fuel pumps will be described simply as the engine not having enough power. However, it is Liou’s task to find out exactly what is wrong with the fuel pump in such a case and to remedy it. Typically, the older the fuel pump gets, the likelier it is to develop an issue that leads to the loss of power. The most common truck model he is fixing is the fabled Mercedes 9-Eleven (Short Nose), which is still widely used in Segamat and Jerantut in the timber industries.

At the heart of his workshop is a Bosch Diesel injector tester. “This is my trusted DPS 711 from Bosch, which is a highly accurate machine, that allows me to pinpoint where the problem lies.” Diesel injectors and fuel pumps are delicate components. Hence the investment in precision tools is key to success. Although his trusted Bosch DPS 711 is an expensive piece of kit, Liou would not want to miss it. In times where the mantra is to replace rather than repair, his business is still striving as he is able to fix a faulty Diesel pump at a cost lower than a replacement part. In fact, there is still enough business going around that some of his former employees have decided to start their own workshops, now being his competitors of sort. “I must have trained them well, I am very proud of them.”

Although the machinery is key to the swift and accurate diagnostic of a faulty fuel pump, with decades of experience also comes the ability to immediately know what problem plagues a fuel pump. “Often, we can tell what is wrong by just looking at the component as we have fixed so many of them. We know what part would be affected.” According to Liou, one way to know if a fuel pump is working properly is to see if there is black smoke. A new, properly working fuel nozzle would not produce black smoke. In addition, the engine would not burn as much engine oil. Driving a truck with a damaged fuel pump would see the truck having not enough pulling power. “Immediately, the driver will know as they can pull heavier loads.”

Oftentimes, Liou also recommends adjusting the fuel pump in order to increase the power of the engine. He feels that many older trucks have been tuned in a manner that is too conservative. “We can increase the power by some 15 percent, which does not harm the engine as there is a safety margin far above that.” He is speaking from experience as he started working on fuel pumps in 1979, right after finishing school. He opened his shop in 1991, and he is still in the same place. Liou recalls that his brother recommended this kind of work as it is one that is and will be in demand and pays well. Confident that this has been the right decision, he is poised to pass the business over to his son, who is currently a trainee in another automotive company.

Besides logging, palm oil is another crucial industry for the Segamat district. “It is tankers and timber trailers that we see here a lot. Both need the prime mover to have sufficient power and to be dependable. This is where we come in to ensure that the trucks are running without problems.”



In the Fast Lane: Truck Makers Moving Drivetrain Technology Up

Something interesting is happening in Malaysia. More and more trucks are offered in engine and drivetrain technology that is surpassing the current EURO II (M) standards that is mandated. For as long as I have been writing about trucks, one Chinese zodiac circle of 12 years, it has been said that EURO IV will be introduced “soon”. Today, I see that brands either decided to introduce EURO V engine technology or announce the arrival of electric vehicles for sale within the next couple of months. What I notice is that passenger car brands are switching to electric propulsion rather than sticking with better ICE solutions.

If we ask “what happened?”, I think a few things came together to encourage OEMs to take this bold step to do their own thing and to offer trucks that far exceed the current legal requirements. For one, the demand for the low-tech engines is waning. Fast. There are only a few markets left where this is a viable option and at some point, the cost of keeping such technology just isn't justifiable anymore. Just like WhatsApp is way better than fax. I liked faxes, but eventually, the technology has become obsolete. But I romanticise the past; let's move on.

What I like about the fact that the market is taking matters into their own hands is that it shows action aligned with the narrative that can be found on the brands' websites. If truck makers claim to be concerned about the environment, I have to applaud them for putting their money where their mouth is. There is no reason for them not to introduce the higher specs. Why would we want to go to EURO IV, which is a step up, sure, but when we can go all the way, let's do that. One should laud the efforts made by the truck manufacturers to provide everything else needed to run Battery Electric Trucks (BEV) or EURO V engine-powered vehicles as smoothly as possible: Diesel Exhaust Fluid (DEF, which is also known as AdBlue) and charging infrastructure is something that they also promote.

Truck operators are also sending a very strong statement by asking for “better” products. More and more businesses collectively realise that the provision of their services might be what makes the money, but being sustainable is what keeps them in business. Hence, the best possible solution may no longer be the one that is the least expensive. As these customers of truck makers have customers themselves, it is the end-user of the transportation service that will have a say as well. Society as a whole has started to demand that the impact from industrial activity be as low as possible. I may not need a yacht to be moved from the shipyard



stefan@asiantrucker.com

to the marina, but I want that trip to produce as little damage to the environment as possible as I like the planet to be as intact as possible.

Where does this now leave the legislative? Between a rock and a hard place, I would say. Looking at the promise of becoming carbon neutral, the ambitions of the industry should be lauded, while at the same time, some sulking should be expected as the private sector has just taken the initiative that would have been supposed to be a governmental one. There are some far reaching issues associated with the implementation of higher specs or a new technology. For instance, BEV may require different insurance packages or, as many demand, subsidies. Using EURO V engines, could Malaysian transporters not finally be allowed to service more areas in Singapore? Importation and distribution of DEF and batteries needs to be discussed as well as recycling at the end of life; importation of used trucks is another issue that needs to be addressed too.

In view of the fact that older technology is going to get phased out soon, it should be a priority to ensure that a framework for both, EURO V technology and battery-powered trucks is being implemented swiftly. I would think that there is a lot to think about. With the number of vehicles on the road, the transition and sustainable support for all levels of technology is required and the government, at this point, will have a lot to catch up on. 

Valeo Launches Canopy, the First Wiper Blade Designed to Reduce CO2 Emissions



As part of Valeo's CAP 50 plan to reduce the carbon footprint of its entire value chain, Valeo Service, a Valeo entity dedicated to after-sales activities, is committed to gradually reduce the impact of automotive after-sales activities on the environment and supports its professional partners in their efforts to contribute to a more sustainable aftermarket.

Valeo Canopy's rubber blade is made of more than 80 percent natural, renewable or recycled materials such as cane sugar, vegetable oils or carbon black from recycled tires.

An increased share of recycled material is used in other components of Canopy wiper blades with up to 15

percent recycled steel in the metal structures and up to 50 percent recycled plastic in the end clips. The Valeo Canopy range of wiper blades is delivered ready to use without unnecessary adapters to be thrown away while offering great ease of assembly. It covers 95 percent of the vehicles in the European fleet.

Valeo doesn't stop there; Canopy comes in a 100 percent cardboard packaging, fully recyclable and printed with solvent-free water-based inks. In addition to this action on the specific Valeo Canopy range, Valeo is committed to eliminating single-use plastic packaging from all its wiper blade ranges by the end of 2024 in Europe, replacing them with more sustainable cardboard solutions.

Finally, with Canopy, Valeo promotes the industry and jobs in Europe since it is manufactured in the Valeo plant in Issoire (France), from which already originates the majority of Valeo wipers for the European market. The site is particularly committed to an energy efficiency plan for more than 10 years and certified "Energy Management" by the ISO 50001 label. **F**

FOTON AMTs Debut Globally



FOTON's automatic transmission launch ceremony was held at the FOTON & ZF joint venture plant in Zhejiang, China. With the theme of "Changing your Driving", the event launched heavy-duty, medium-duty, and light-duty automatic transmissions for all series, bringing full-scenario automatic transmission technology and product solutions to the logistics industry, offering customers a more comfortable, safe, fuel-efficient, reliable, and intelligent logistics environment, and leading the industry to a new journey of automatic transmission commercial vehicles.

All products attributes of safety, fuel efficiency, comfort, intelligence and reliability are conducive to significantly reducing the fatigue level and driving skill proficiency level of truck drivers, improving driving comfort, safety and vehicle fuel economy. Combined

with factors such as consumption upgrade, customer youngerization trend, new energy and hybrid products accelerating penetration, the large-scale commercialization prospects of commercial vehicle automatic transmission products are promising in the future. Chang Rui, chairman of Foton Motor Group, said that by 2023, FOTON will accelerate the promotion of all-series commercial vehicle products into the new era of automatic transmission. Next, it will focus on promoting the full-line development of medium and light-duty automatic transmission products, opening up a new era of FOTON's automatic transmission. By 2025, it will achieve a penetration rate of 80 percent for heavy trucks and 50% for medium and light trucks, with an overall penetration rate exceeding 50 percent. By 2030, it will achieve full automation.

The medium and heavy-duty AMTs launched this time adopt an electro-pneumatic technology route that can share the chassis air source and have a large driving force; light-duty AMTs adopt an electro-hydraulic technology route that can flexibly adapt to air brake and liquid brake chassis while being sensitive in action, fast response and high shift comfort. **F**

Mercedes-Benz eActros LongHaul will Celebrate World Premiere as eActros 600 in October



Mercedes-Benz Trucks for customers compared to the conventional diesel Actros. The manufacturer expects that the e-truck will significantly accelerate the far-reaching transformation of road freight transport towards CO₂-neutral drives.

Since the first appearance of the electric truck as a “concept prototype” at the IAA Transportation 2022, further test vehicles have been built at the Mercedes-Benz plant Wörth – with central components coming from the Mercedes-Benz plants Mannheim, Kassel and Gaggenau. Prototypes of the vehicle were put through their paces during winter testing in Finland at the beginning of the year. A fleet of around fifty prototype vehicles is currently being built, which is also planned to go into practical testing with the first customers in the next step. At the same time, the four plants are intensively preparing for series production of the eActros 600 or important components. Series production of the e-truck is planned for 2024. 

The battery-electric Mercedes-Benz truck for long-distance haulage is on its way. Mercedes-Benz Trucks will be presenting the series version of the previous eActros LongHaul on October 10, 2023, with a new design and the new name of eActros 600 as a world premiere. The designation 600 is derived from the battery capacity in kilowatt hours – as in the eActros 300/400 for distribution haulage. The high battery capacity and a new, particularly efficient electric drive axle developed in-house enable a range of around 500 kilometers without intermediate charging. Thanks to its low energy consumption, the e-truck, marketed as the “New eActros 600”, is intended to be the most economical long-haul truck from

DAF LF Electric Successfully Completes EV Rally 2023



The event was designed to demonstrate the capabilities of fully electric vehicles (EVs) and clean energy projects. The rally-organization also wanted to highlight the importance of publicly accessible charging infrastructure that can accommodate larger electric vehicles, including trucks such as the DAF LF, XD and XF Electric with ranges of up to 500 kilometres on a single charge.

The DAF-Cenex team’s 19-tonne LF Electric was seconded from the Battery Electric Truck Trial (BETT) – an 18-month fact-finding study from the UK government into the efficacy of EVs in daily operation. The BETT comprises 20 DAF LF electric vehicles now in service.

Long routes. Shorter distances. Urban areas. Highways and hilly terrain. The DAF LF Electric once again proved its operational excellence and reliability during the almost 2 000 kilometre EV Rally 2023 around the UK and Ireland. DAF Trucks has just successfully completed this 5-day trail together with Cenex, a UK-based technology organization for sustainable transport research.

The EV Rally started in Cardiff, the capital of Wales. First stop was London, followed by Edinburgh (Scotland) and Belfast (Northern Ireland). The finish line was set in the Irish capital of Dublin.

The DAF LF Electric has a 260 kW (370 kW peak capacity) electric motor that is powered by a 282 kWh (252 kWh effective) cobalt and magnesium-free lithium iron phosphate (LFP) battery. This gives the LF Electric a range of up to 280 kilometres, which is more than enough to serve the daily routes typically used for inner-city distribution. 

Kramer Group, StreetDrone and Terberg Launch Autonomous Yard Trucks in the Port of Rotterdam

Kramer Group, a major Rotterdam depot and container terminal operator, StreetDrone, a leading provider of autonomous yard truck technology, and Terberg, Europe's largest manufacturer of yard trucks, have joined forces to deploy autonomous yard trucks across multiple locations in the Port of Rotterdam.

The groundbreaking project, set to span the next two years, will introduce six autonomous yard trucks to the port, commencing at the Kramer City Terminal later in 2023 and expanding to the Maasvlakte Container Exchange Route in 2024. By leveraging the combined expertise of Terberg and StreetDrone, the collaboration is poised to deliver a comprehensive autonomous solution for Kramer Group and their employees.

Using a combination of StreetDrone's autonomous driving and remote teleoperation solutions, the group expects the new technology to alleviate several hazards and challenges in the port. This will empower Kramer's workforce to move containers with heightened precision, efficiency, and safety. With the strategic location of Rotterdam as Europe's largest port, this innovative project is expected to enhance the port's reliability and competitiveness on the global stage.

Terberg will provide the high-end vehicle platform for the autonomous solution, while StreetDrone will leverage its cutting-edge technology stack to enable safe and efficient teleoperation and self-driving capabilities. Kramer will provide their expertise, offering

their invaluable experience operating some of the busiest container terminals in Europe. Solid Port Solutions, a Rotterdam-based port consultancy firm, will support the management and delivery of the project. **F**



Ziehl-Abegg Expands Global Presence with New Facility in Vietnam



Ziehl-Abegg, the world's leading manufacturer of electric motors and fans, confirms its plans to open a new production facility in Vietnam. This move underscores the company's continuous efforts to expand its production capacities and get closer to its global customer base.

The official founding ceremony of the new subsidiary, "Ziehl-Abegg Vietnam," took place on July 11 in Ho Chi Minh City. A new facility is being built near Ho Chi Minh City with an investment of approximately 25 million euros. Due to the ongoing high

demand from customers, construction work has already begun. Production at the new facility is scheduled to start in the first half of 2024, with full-scale production set to commence by the end of 2024.

The production site covers a total area of 14 000 square meters, with 12 900 square meters allocated for production and 1 100 square meters for administrative purposes. This expansion follows recent investments in expanding production capacities in Poland and the United States, as well as continuous investments in Germany.

Ziehl-Abegg is one of the leading global companies in the field of ventilation, control and drive technology. In the 1950s, Ziehl-Abegg established the basis for modern fan drives: external rotor motors which even today are still seen as state-of-the-art worldwide. Another area of business is electric motors which provide the power, for example, for elevators, medical applications (computer tomography equipment) or deep-sea underwater vehicles. **F**

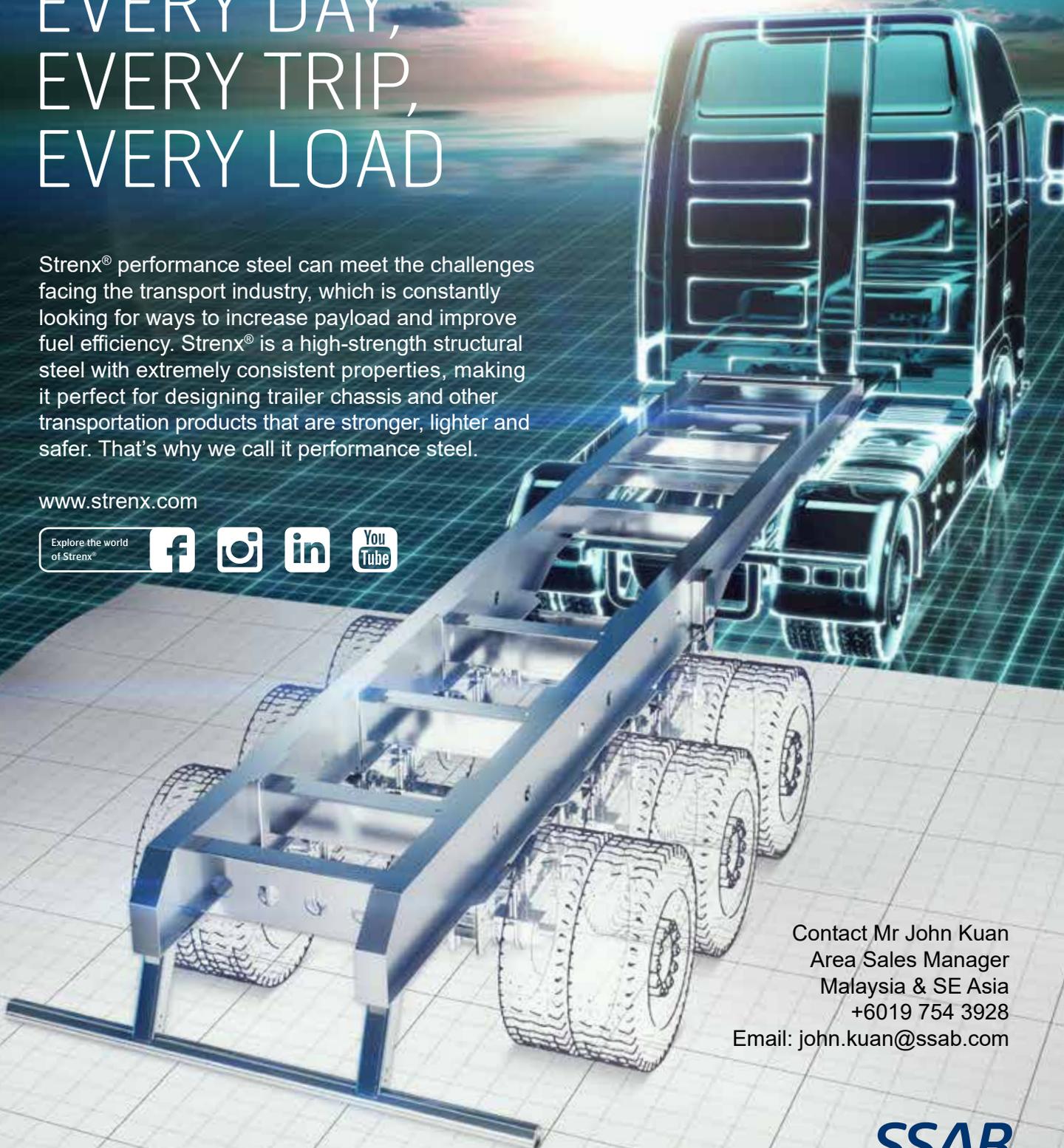
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