

ISSUE 15, Q4, 2013
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On the ARN from Hanoi to Shenzhen

Feature:
Putting the body onto
your truck

Tech Talk:

A Day in the Life of a Fuel Scientist

Market Update:

Scania Driver

Competition Malaysia 2013
crowns TNT driver as champion - again!

Special Report:

No Fuel Wasted on Volvo Trucks' Watch

Industry Profile:

Hap Seng Star set to leave a mark on Penninsular Malaysia





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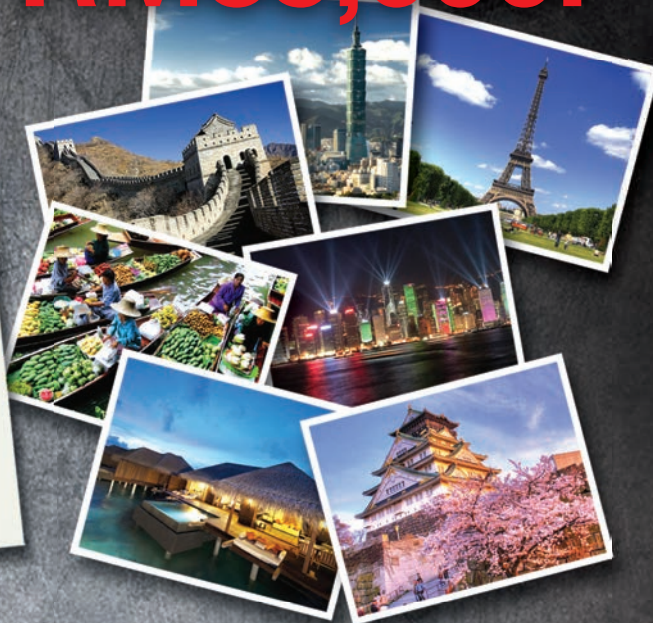
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Join our contest from 30th October to 30th December 2013 to win awesome prizes!

Join our snap & win contest to win prizes up to **RM35,000!**



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2nd Prize x 1

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+ iPad 32GB

3rd Prize x 1

Driver :
Holiday voucher worth RM1,000
+ iPad mini

Owner :
Holiday voucher worth RM1,000
+ iPad mini

Consolation Prize x 5

Driver : Holiday voucher worth RM500
Owner : Holiday voucher worth RM500

Best Slogan x 1

Driver : Apple iPad mini
Owner : Apple iPad mini

Mercedes-Benz Trucks – SNAP & WIN!

How to participate:

Step 1 Snap a creative photo of yourself together with a Mercedes-Benz Truck that you own with the driver.

Step 2 Complete the slogan and send your creative photo together with the contest form to:

Mercedes-Benz Malaysia Sdn Bhd,
Level 48, Menara TM, Jalan Pantai Bahru,
50672 Kuala Lumpur
OR email to mbtc@daimler.com

TERMS AND CONDITIONS:

1. All participants must be a member of Mercedes-Benz Truckers Club.
2. All entries must come with photocopy of IC
3. If you are an owner, kindly submit your vehicle registration card (JPJ) for your Mercedes-Benz truck together with the contest form.
4. If you are a driver, kindly submit proof of employment together with the contest form.
5. For hardcopy entries, the photo must be a 3R (9cm X 13cm) size photo.
6. For softcopy entries, image files must be in JPEG, GIF, and PNG format between 1MB to 5MB.
7. Contest closing date : 30th December 2013
8. Visit www.benz.me/mbtc to download competition form and for more detailed terms and conditions.



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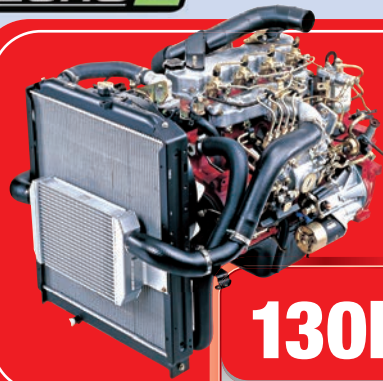
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Nitrogen Facts - A Competitive Advantages

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- Support GO GREEN, reduce CO2 footprint and tyre waste

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- Lower accident liability due to fewer blow-outs and collateral accident claims
- Reduce late delivery charges (for guaranteed delivery services)
- Lower costs per km in service for steering tyres, drive tyres, and trailer tyres



Nitrogen Inflation System

Specification

- Capacity : 5 - 30 m³/h
- Nitrogen Purity : 95% - 99%
- Operating Pressure : 100 - 170 PSI
- Inlet/Outlet Port Size : 1/2" BSP
- Dimension (LxWxH) : 800 x 400 x 1400 mm
- Weight : 130 kg

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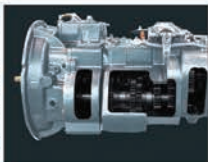
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- Nitrogen analyser
- Auto tyre inflator
- Nitrogen valve stem caps



CAMC Heavy-duty Truck, European Standards Definition of new criteria for heavy-duty truck



Engine
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Cummins ISMe 420-30 - 420Hp



Transmission
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Chassis
Double Layer



Rear Axle
Hub Reduction

Prime Mover - 4x2, 6x4

CAMC new generation heavy-duty trucks are developed by Anhui Hualing Automobile Co. Ltd. by applying world advanced heavy-duty truck technology.

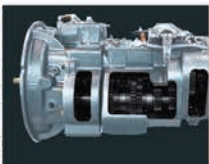
It is powered by high performance common-rail engine with low fuel consumption and high power, complying with Euro III emission standard.



CAMC Heavy-duty Truck, European Standards Definition of new criteria for heavy-duty truck



Engine
HINO P11C-350HP



Transmission
ZF Friedrichshafen AG.



Chassis
Double Layer



Rear Axle
Hub Reduction

Mixer Truck - 6x4, 8x4

CAMC new generation heavy-duty trucks are developed by Anhui Hualing Automobile Co. Ltd. by applying world advanced heavy-duty truck technology.

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CONTENTS



68 COVER STORY

On the ARN from Hanoi to Shenzhen



54



62

24 EDITOR'S NOTE

MARKET UPDATE

- 26 E.A.E. Freight & Forwarding Sdn Bhd ups the ante by increasing the fleet size by some 35 percent
- 28 Kit Loong signs milestone contract
- 30 Hammar buys unique TRT sideloader business
- 32 Launch of ISTREC Road Safety Innovation Challenge 2013
- 34 Bomba Expands Scania Fleet
- 36 For the stars of the industry: The Mercedes-Benz Trucker's Club
- 38 On the way to become a 3S dealer for FUSO - N.K Automobile
- 40 HINO Motors on the double-quick
- 42 Sinotruk: European Standard, Chinese Price
- 44 Volvo Malaysia Opens New Kuantan Dealership
- 46 Illyria Geotechnologies tracks deliveries and more
- 48 Kudrat Malaysia's first choice: Scania P410

- 50 Negeri Sembilan Lorry Operator's Association - The oldest trucking association in Malaysia

- 52 Mercedes-Benz Services Malaysia's First Year

- 54 Scania Driver Competition Malaysia 2013 crowns TNT driver as champion - again!

- 56 Equipping it! Truckquip offers R&D and assembly under one roof

- 58 Volvo's RM 1 offer that lubricates your business

- 60 Northern states cleaned up with HINO trucks

LAUNCH

- 62 UD launches the Quester - A truck specifically designed for emerging markets

- 64 Hat-trick: Isuzu launches three new trucks for Malaysia

COVER STORY

- 68 On the ARN from Hanoi to Shenzhen

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CONTENTS



INDUSTRY PROFILE

- 76 Hap Seng Star set to leave a mark on Penninsular Malaysia

FEATURE

- 80 Putting the body onto your truck
82 Nexus' mega drive

SPECIAL REPORT

- 86 No Fuel Wasted on Volvo Trucks' Watch
90 Fuel & Tyre Management Workshop – Get the most out of your fleet!
91 What the ASEAN Free Trade Area means for trucking?

TRUCK FEATURE

- 94 Scania Streamline G 410 LA 6x2 MNA with Opticruise

TECH TALK

- 96 Doll's Panther claws in - Extreme approach to quality pays out in South East Asia
98 LuK RepSet SmarTAC - Highest Performance Clutch System
100 A Day in the Life of a Fuel Scientist

102 COMMERCIAL VEHICLE FINDER

TRUCKER OF THE MONTH

- 108 Practice makes (almost) perfect!

NEWS & NOTES

- 110 SAF-HOLLAND: Acquisition of leading commercial vehicle suspensions system supplier in China
110 Efficient tour through Russia: MAN tests optimised trucks for Russian long-haul transport
110 Tata Motors partners with DRB-HICOM for Commercial Vehicles in Malaysia
111 DAF launches the Euro 6 LF and CF Construction
111 Two new electronic systems from Meritor, Inc.
112 Knorr-Bremse extends truck racing deal with Jochen Hahn
112 Cummins Announces New Global Heavy-Duty Engine Platform
112 Research highlights huge fuel loss due to poor design
113 Hendrickson releases white paper on AERO CLAD Bumper Technology
113 Highly efficient nanofibers from MANN-FILTER used in commercial vehicles

CELEBRATE

- 114 Bus & Truck13, BITEC, Bangkok Thailand, 7 - 9 November

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PUBLISHED BY

ADAIKALARAJ MEDIA GROUP SDN BHD
The Penthouse, No 1-3A, Jalan PJU 8/3,
Damansara Perdana, 47820 Petaling Jaya,
Selangor, Malaysia
www.amg.com.my

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PRINTED IN MALAYSIA

Percetakan Osacar Sdn Bhd
(Co.Registration : 63461-W)
Lot 37659, No 11, Jalan 4/37A,
Taman Bukit Maluri Industrial Area
Kepong, 52100 Kuala Lumpur

Distributed by

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Saving fuel or burning the midnight oil?



Action packed

The last quarter of this year promises to be an action-packed, high cetane and thrilling one! Several trucking companies are switching on the afterburner to propel them successfully into the new year. Among them is UD which has just launched a new truck, the Quester in Bangkok. This truck is specifically designed to meet the need of the industry in emerging markets. Joining them is Shell. The energy company let's us gain insights into how their fuels help us to run our businesses more efficient. In another instalment of the seminar series we will learn more about their products. To give you a preview, we followed a fuel scientist for a day to see what it takes to develop fuels. Isuzu adds another three truck models to their line-up and several OEMs have opened new workshops and 3S facilities. Turn to our market updates to see what has happened over the past weeks.

Take a ride

Our cover story is a very exciting one as it connects to our earlier report on the ARN. When we told him about the ride we took, Devindran immediately responded that he wanted to fulfil a childhood dream by riding along on a truck. A quick phone call later and he was Hanoi bound to ride along with the TNT crews towards Hong Kong. Our team also had the opportunity to drive a number of Scania vehicles during the Scania Driver Competition 2013. We made it compulsory to ride the prime mover and it appears that several of my colleagues are thinking of trading in their cars for something bigger now. More driving took place in Australia where Floyd joined Volvo's FuelWatch Regional Finals. Seems like we are also racking up miles on the ground. For us it is always fun to get our hands on the wheels as it gives us the opportunity to see and feel what it means to be a trucker.

Shifting up

Some of you may already have been briefed by Nicole and her team. We are working on some very exciting new happenings. In order to serve you better, bring you more information and to elevate the standing of the industry, we will be launching a few new platforms for you to communicate with your clients, to engage with truckers and to increase two-way communication between you, our reader, and industry players. I am able to tell you a few things: MIBTC is going to be back! Floor plans are ready and I suggest to contact the MIBTC team soonest to reserve your space. Besides that, we are also going to bring you one more issue of Asian Trucker, meaning you get 20 % more reading pleasure per year. Also, we are planning to launch a multi-language version of our website. Rest assured that will not be all...

Teaming up

We are proud to announce that we have struck a deal with another publication and will be therefore be having more exposure and content for you. Also, we have added several staff members to the team, many of which you will be meeting soon. Personally, I have to say that we have a great team now and we are all excited about the upcoming events and happenings.

Drive safe and always fasten your seatbelt.

Stefan Pertz
Editor

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Volvo Trucks. Driving Progress



E.A.E. Freight & Forwarding Sdn Bhd ups the ante by increasing the fleet size by some 35 percent



First order of 25 Sinotruk HOWO trucks has impressed and further orders are contemplated.



YS Tan CMLT
Group Managing Director,
E.A.E. Freight & Forwarding Sdn Bhd

YS Tan, Group Managing Director of E.A.E. Freight & Forwarding Sdn Bhd (E.A.E.) is a busy man. Juggling business and personal life, he takes out time to meet us in Sunway Lagoon Hotel to share insights with us on what is happening in the transport industry. Fresh from having taken delivery of 25 Sinotruk HOWOs he reveals that his company has just been granted licences for another 75 trucks. These new trucks would take the fleet size from 210 to close to 300.

“The business is there, you just need to pick it up and manage the jobs correctly” Tan tells us. “Yes, there are people trying to undercut, but at the end of the day,

many customers come back to us as the cheaper ones may not be able to perform satisfactory. Well, there has to be a reason for them to be cheaper, right?” he says with a wink.

E.A.E. is a fully integrated logistics provider that offers transportation, warehousing and customs brokerage. Apparently, TNT was one of their key clients and together they worked hard on the establishment of the Asian Road Network. “We also have trucks running in Thailand to Bangkok and beyond, we are a regional business as we are also part of a larger group” he further elaborates. According to Tan, his advantage is that the company offers coverage from South to North, not just a specific region. Offices can be found in Bukit Kayu Hitam, Johor Bahru, Klang and Penang. One of the credos of the company is to support others. It doesn’t come as a surprise that the fleets in Malaysia and Thailand run on MAXXIS tyres, which are distributed by a Penang based distributor.

Having taken delivery of the first 25 HOWO trucks only 3 months ago, he admits that he hasn’t got detailed data, but initial evaluations show that the trucks are indeed fuel savers. Tan explains “Look, it is simple. A European truck has

all the bells and whistles, but you may not need all that. Sinotruk’s HOWO is a simple machine and that means it is lighter. In turn, this results in lower fuel consumption”. Sinotruk and E.A.E. have agreements that allow E.A.E. to have their mechanics trained by Sinotruk staff. This is possible as the trucks are easy to maintain and don’t require a lot of hi-tech. “Well, it is nothing fancy, just a great truck, isn’t it?” Tan says.

Like many others, his company is facing challenges as a result of the recent price hike in Diesel. New contracts are not so much of an issue, however, existing contracts may not allow for price adjustments and the announcement of the price hike came as a surprise. “This may result in contracts all of a sudden being loss making whereby they used to generate profits before” Mr. Tan adds.



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Kit Loong signs milestone contract

Gathered from various locations, Kit Loong and Petikemas staff witnessed the signing of this milestone contract for Kit Loong. Kenneth Teh was clearly delighted as all the hard work his team has put into this agreement finally came to fruition. "We are offering a unique solution for the commercial vehicle industry. This 3-year agreement is for the total management of the tyres of Petikemas' fleet and it is based on CPK, Cost per Kilometre" he says. Included is the breakdown service from Kit Loong Commercial Tyres and according to Teh, all elements of the fabled Kit Loong Sigma Formula come into play in this deal that was brokered over the last nine months.

Abdullah Bin Mahmud, Managing Director of Petikemas explained the reason behind signing up for this extensive deal. According to him "Petikemas is in the business of trucking, not tyre management. We have decided to leave that to the expert so we can focus on our core business and grow in line with our expansion plans".

Asked why the company chose Kit Loong as their partner for the total tyre management, Abdullah lists several reasons. According to him, tyres are not their business and they want to leave the management of them to the experts. The company looked for suitable partners and Kit Loong qualified as they fully understood the requirements having gone

through a 10 months long evaluation and proposal phase. "We hope this will be a long-term relationship. It is not important to work with a local company, but with one that provides the right service" Abdullah said further.

Rafidi Abdul Rahman, Finance Manager of Petikemas added "Tyres make up about 13% of our operating cost. If we can reduce the cost by just 1 %, then this would be amazing! This should also ease the burden of financing supplies." Petikemas is also active in other countries and hopes that Kit Loong will be able to follow them as they have ambitious expansion plans. Interestingly, Petikemas did not have to let go of any staff as mechanics handling the tyres previously were re-assigned within the company. Currently, the company uses a mix of Volvo, Scania, DAF and Mercedes trucks.

Kenneth Teh, clearly happy about the development is optimistic as he pointed out that Kit Loong could still increase capacities to times of the current volume. With facilities in Kota Bharu, Prai and Kota Kemuning, they are ready to be a truly Pan-Malaysian provider.

"Let's make this work for everyone" was the agreed statement by everyone present and we are sure that we will get to hear more about these two companies as they are both ready to become major players across borders.

The sum total of Kit Loong's Sigma Formula is a win-win for all involved after Syarikat Logistic Petikemas Sdn Bhd signed a holistic tyre management deal.





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HAMMAR buys unique TRT sideloader business

HAMMAR broadens range of sideloaders to cover a wider spectrum of applications



HAMMAR New Zealand Limited, the fully owned subsidiary of Sweden's Hammar Maskin, has purchased the 3-crane Sideloader business of Hamilton-based Tidd Ross Todd (TRT) Ltd to broaden its range in the New Zealand market. It is possible that the model may be marketed worldwide in addition to other HAMMAR models.

Many containers are moved either empty or lighter than 15 tonnes and in some cases it is inefficient and costly to transport them with a Sideloader designed for fully loaded containers. Around 20 years ago TRT was asked by Tapper Transport to come up with a solution and designed the 3-crane Sideloader to be able to lift and transport one 40' or two 20' light containers.



Fred Sandberg (right), Managing Director of Hammar New Zealand, shakes hands on the purchase of the 3-crane Sideloader business with Bruce Carden, Manufacturing Director of TRT.

The TRT 3-crane Sideloader was designed to be pulled by a single drive prime mover at lower capital cost than larger trailers. It has a low twist-lock height for High-

Cube containers and its low tare weight results in greater productivity.

With TRT concentrating on other parts of its business, the Hamilton company has agreed to sell the 3-crane Sideloader to HAMMAR, which has been looking at a similar concept.

"It was very timely – HAMMAR had been interested in the 3-crane Sideloader and we were too busy with other projects to be able to devote the resources to market it and develop it further, so the sale made sense," says Bruce Carden, Manufacturing Director at TRT.

"It's nice to see an internationally renowned company like Hammar to recognise the innovation and engineering know-how at TRT. It's something we pride ourselves on and we are happy that the 3-crane Sideloader is going to live on and benefit." The deal also means that the development and production of the former TRT 3-crane Sideloader will shift to the HAMMAR factory at Takanini, South Auckland.

Chris Joon, Executive Director of Hammar Malaysia is pleased with the outcome, as this will mean a wider market opportunity for other customers who wants to move middle weight containers, cabin containers, speciality containers, etc; customers won't have to invest heavily into heavy duty Sideloaders which will be overly specified as they are meant for heavy loads.

He says: "The TRT 3-crane Sideloader is well proven, with a good reputation in the market and it will fit well into the HAMMAR model programme.

"Fred Sandberg, who spearheaded the purchase of TRT, believes it has a good future, especially with the way traditional Sideloaders will need to be set up as 4-axle trailers, pulled by 4-axle trucks and registered as an HPV vehicle, which will also have an impact on RUC charges in New Zealand. Such a unit may turn out to be quite expensive to use for moving an empty or lightweight box. I am convinced this will open up a growing worldwide market for the middle range Sideloaders."

Fred says the addition of the 3-crane model means that Hammar will be able to offer a more complete range, be more competitive and he can see it working in other countries around the globe, too.

"It will fit perfectly – we have a middle range model, the ML-12, manufactured by HAMMAR Australia, however with this we enter another dimension in the Sideloader world," he adds. "We are ahead of other countries in being able to offer a choice of Sideloaders for light and heavy boxes."



The TRT-designed 3-crane Sideloader will now be produced by HAMMAR New Zealand.



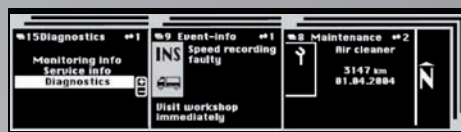
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Launch of ISTREC Road Safety Innovation Challenge 2013



Research presentation on accidents between motorcycles and trucks in Malaysia

Volvo Trucks Malaysia (Volvo), Agensi Inovasi Malaysia (AIM), and Universiti Putra Malaysia (UPM) jointly launched the ISTREC Road Safety Innovation Challenge 2013 on 18 September 2013 at the Engineering Faculty, Universiti Putra Malaysia (UPM) in Serdang.

The launch was held in conjunction with the Sweden Malaysia Innovation Days 2013 that is organized by Business Sweden. Mr Bengt Carlsson, Ambassador of Sweden to Malaysia, who was the guest-of-honor for this event.

ISTREC or "Innovative Solutions to Reduce Crashes between Trucks and Motorcycles" is an initiative and collaboration between Volvo, AIM, UPM, Business Sweden and Vehicle and Traffic Safety Centre of Sweden (SAFER). The initiative was launched in January this year with the key aim to investigate and recommend solutions to reduce crashes and casualties between trucks and motorcyclists in Malaysia. It kicked off with a research in which the findings were presented during this launch event.

The launch of the Road Safety Innovation Challenge seeks to drive awareness and engagement among Malaysians on the vitality of road safety via students, and the public at large, by contributing innovative ways on improving and achieving better road safety for all.

Apparently, the number of casualties on the road is on the rise. Some 32 % of accidents are between trucks and motorbikes. Road fatalities are as high as 4000 per year with some 60 % of them being motorbike riders. As detailed in the study, motorbike riders face a 20 times higher death risk than other participants in traffic.

One of the key findings presented was the fact that participants in traffic may "look but fail to notice" motorbike riders. A key issue is the fact that due to the height difference between trucks and bikes a biker may "disappear" from the field of view of a truck driver. Relative size effects also play a role.

Mats Nilsson, Managing Director, Volvo Malaysia, said during the presentation "This is an important study. As a truck manufacturer, we have a responsibility to innovate to make our trucks safer. That said, we cannot simply blame truckers for the accidents as human behavior is a complex subject."

Ingrid Skogsmo (Phd hc), who works with SAFER, added "In Europe we have less accidents between trucks and motorbikes. However, that is due to the fact that motorbikes are not a main means of transportation as they are here in Asia. We are looking into the entire ecosystem of road traffic here."

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Bomba Expands Scania Fleet

The Fire and Rescue Department of Malaysia will add another 100 Scania trucks to its fleet under a new acquisition exercise, eventually bringing its Swedish built fleet up to 547 units delivered.

These trucks will be Scania P360 LA 4X2 MNA prime movers, with the first 25 units to be delivered this year and the remaining 75 to be delivered in 2014.

Scania's prime movers have been ordered with 20,000 litres capacity semi-trailer water tankers that will be used to support fire rescue tenders in areas where there is a lack of water; especially to fight the annual fires in remote, drought hit areas that contribute to the haze.

The prime movers will be procured for the Fire and Rescue Department, which had

previously also bought 309 Scania rigid truck P310 DB 4X2 MNZ with factory fitted 8-men crew cab to be used as Fire Rescue Tenders (FRT).

Fitted with the latest 13-litre engine, the Scania P360 LA 4x2 MNA is equipped with 2-pedal Opticruise and hydraulic retarder. This combination offers superb drivability in emergency respond situation, safety and comfort through the higher torque it produces.

"We are very proud to have our vehicles being selected once again for such a crucial role where power, reliability and the capability to deliver a payload under volatile conditions is essential. Scania's strength lies in its ability to provide total solutions for our customers who are satisfied by the products and after sales service," said General Manager of Scania (Malaysia) Sdn Bhd, Idros Puteh.

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The Mercedes-Benz Trucker's Club, in short called MBTC, has the primary objective to recognize the efforts of our Malaysian Truckers as well as appreciate them for their continuous efforts in improving and uplifting the local trucking industry. This club is formed in order to have a stronger bound with Mercedes-Benz truck owners and truck drivers from all over Malaysia by communicating with one another on a more personal note.

Truck owners running a business with a fleet of trucks or truck drivers driving a

truck daily is certainly not an easy task. Truckers provide an essential service to every industry as well as being intertwining partners to every business and are key people contributing to the economic growth. It is with this reason MBTC is hoping to instill a sense of pride and recognition to MB truckers for their efforts.

MBTC will create a platform for Mercedes-Benz Commercial Vehicle to reach out to MB truckers to acknowledge their contributions so that their not gone unnoticed."

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On the way to become FUSO -



Truckers looking at purchasing a new FUSO truck in Johor Bahru have a new address to turn to.



Having set themselves an ambitious sales target, Mr. Tan and Joanne of N.K Automobile are confident that they can add value to their market. Representing FUSO, the company aims at becoming a 3S Dealer by 2014.

Mr. Tan and Joanne of NK Automobile have been a FUSO dealer since 2010, over the years they have increased their sales volume significantly as they are confident that they can add value to the market with FUSO trucks. Coupled with the strong support provided by their principal, Mercedes-Benz Malaysia Sdn Bhd, they've gained full confidence in the FUSO brand that they've now decided to invest into a FUSO 3S outlet and aims to become a 3S dealer by 2014. "We are

hoping to increase the number of FUSO vehicles in Johor Bahru" said Mr. Tan when we called him to enquire about his plans.

The current location has a total space of 33,000 square feet with a dedicated area of 18,000 square feet for FUSO. The expansion of their business by opening up a new dealership was initiated because they saw great market potential as this new dealership is strategically located along the Pasir Gudang highway. This is a route that is frequently used by lorries and the easy access to the dealership makes it more convenient for them to visit or bring in vehicles for service. The larger area was required so that they are able to accommodate more trucks.

a 3S dealer for N.K Automobile



N.K Automobile can be found at:
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For more info please call Mr.Tan (012
7374 777) or Joanne (012 737 4333)

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HINO Motors on the double-quick

Opening two new 3S dealers in one month further improves the dealer network for the Japanese brand and offers better support for clients.



Weemaju Motor Sdn Bhd



Weemaju Motor Sdn Bhd



Weemaju Motor Sdn Bhd



Weemaju Motor Sdn Bhd

One could say that the theme of the month of October was “East” for HINO in Malaysia. Two new 3S dealers were opened, providing increased coverage for the brand and offering a better service. In early October HINO announced the opening of its new 3S dealer (Sales, Service & Spare-parts) in Lahad Datu. Weemaju Motor (Sabah) Sdn. Bhd. (Lahad Datu) which offers Sales, Services and Spare Parts under one roof. HMSML, Managing Director, Mr. Nobuyuki Tanaka was present to grace and officially open the 3S Dealership.

Weemaju Motor (Sabah) Sdn Bhd has been in the commercial vehicle industry for more than 6 years. Its Managing Director, Mr. Wee Kok Yiun is very optimistic and highly believes that HINO products are able to cater the needs of the local market by providing the trucks that fit individual niche business. Commenting at the launch, Mr. Wee Kok Yiun said, “The opening of our HINO dealership today is to further strengthen our commitment to HINO brand and providing the best possible ownership experience for all HINO customers. We must continue to deliver high quality products and provide excellent services if we are to keep improving customer satisfaction and reaffirm our position as the top selling commercial brand in the country.”



Edaran Riz Sdn Bhd

Weemaju Motor, with sufficient number of service bays that enable them to provide service to customers' vehicles. Moreover, the oil palm plantations, fishery industry and SME operators have contributed very high demand on the needs for HINO trucks as they are one of the strongest economic activities in the area.

Another new 3S dealer (Sales, Service & Spare-parts) followed in mid October. Located in Kuantan, Edaran Riz Sdn. Bhd. now also offers Sales, Services and Spare Parts under one roof. The Managing Director, Mr. Nobuyuki Tanaka was present to grace and officially open this 3S Dealership. The dealership has been officially declared open in the Kuantan township of Pahang. The Managing Director of Edaran Riz Sdn. Bhd- Mr. Hoong Jiann Feng is very confident and has a very strong belief in ALL HINO products and understands the importance of having a good relationship with his customers.

This HINO dealership was established in 1999 under Okuan Otomobil Sdn Bhd. They have been serving a network of close to 800 companies since the inception. Due to the growing customer base and demands for good after sales service in the East Coast region, Edaran Riz Sdn. Bhd was set up with a full-fledged 3S facility (Sales, Service & Spare Parts). The brand new 3S facility is the largest in East Coast region with 8 service bays. Their well equip workshop and experienced team of technicians will provide the technical expertise to ensure the HINO trucks are well looked after. At Edaran Riz Sdn. Bhd, they provide a wide range of services from service repair, insurance, warranty, and Puspakom inspection.

It has built a very positive relationship at each touch point over the years with their customers and plans to be the undisputed

Hino dealer in East Coast Region by end of 2014. He is confident that this new Hino 3S dealer is able to offer better services and facilities to Hino owners towards achieving excellent customer satisfaction.

HINO has emerged as the winner for the second consecutive year at the NST-Shell Rimula Truck of the Year (TOTY) 2013 Awards. It swept two of the four main category awards, keeping ahead of its close rivals in the Light Duty Vehicles of the Year (up to five tonnes) for its Hino 300 Series WU710R and the Medium Duty Vehicle of the Year (10 to 18 tonnes) for its Hino 500 Series GH1J.



Edaran Riz Sdn Bhd



Sinotruk: European Standard, Chinese Price

Yang Zhengxu, President of Sinotruk Import & Export, discussed his company's plans for growth and expansion in Malaysia during with Asian Trucker.

The Commercial Vehicle industry is changing in two significant ways. More Chinese manufacturers are venturing into the growing markets of Asia, and they are partnering with European companies, gaining experience, technology and resources as they grow their market share.

Sinotruk Import & Export Co. Ltd, currently the leading producer of heavy trucks in China, with a market share of approximately 20%, is moving in both directions – growing its presence throughout Asia, and developing partnerships.

Having already sold 1000 units in Malaysia and targeting 500 for 2013 Sinotruk President, Yang Zhengxu, says the company plans to expand its presence in Malaysia for the benefit of its customers and its partners. “We are making environmentally friendly and safe trucks and through our efforts with Sinotruk Malaysia, which is our distributor and strategic partner, we are targeting 10 to 15% growth this year.”

Sinotruk has also entered a partnership with German truck maker MAN SE which sees MAN paying 560 million euros (US\$786.7 million) to get a 25% stake plus one share in Sinotruk. The partnership will see MAN share its advanced technologies and engineering know-how developed in Europe and Sinotruk’s will use its existing manufacturing platform, local expertise and extensive sales network in China to grow the business.

The partnership with MAN also promises growth in the Malaysia market for Sinotruk. “With TDA Heavy Duty Trucks, including engines,” Zhengxu continued, “we are taking advantage of the partnership to introduce a new generation of trucks with MAN technology, to supply customers in this market with products made to European standards with a Chinese price.”

There will be a transfer of technology to Asia beginning with Euro 3 technology to the implementation of Euro 5.

Two new innovations Sinotruk is bringing to speed up truck repairs are in the areas of the gearbox and the engine. The Component Action Programme will ensure that repairs are done within two weeks. However, it is truly innovative what they are doing with engines. When a truck breaks down with an engine problem repair time can be long. To minimise downtime the Sinotruk repair team will replace the entire engine of the truck, giving it a new engine while the old one is taken to the shop to be fixed. Once the original engine is repaired it is returned to the truck – which has been on the road and not sitting idle.

“We provide 24-hour break down service in every big town in East and West Malaysia,” the President continued. “We have RM3 million in spare parts in store, so we can provide our customers with parts and services quickly to ensure downtime is as brief as possible.” The company has two dedicated workshops and will be developing more after sales services.

The President stated that the company target for 2015 is to have a 30 – 35% market share. They will be building the brand throughout the region and will be supporting the Lorry Association of Malaysia in its efforts to improve trucking in Malaysia.

Zhengxu says the challenges Sinotruk faces are the focus on branding by the companies that are already here and the many more newcomers to the market. “The competition is becoming more and more fierce,” he states. “We see this as a challenge and an opportunity and we will meet this challenge by providing a new generation of products. We are improving the current network of after sales service and the availability of spare parts. By doing these things we are confident we will expand our market share here.”

In the near future, with signage going up on main roads, expect to become even more aware of Sinotruk’s presence in Malaysia as the company continues to develop its brand and its image.

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Volvo Malaysia Opens New Kuantan Dealership

Volvo Malaysia (Volvo) has officially opened its new dealership centre at the Gebeng Industrial Area in Kuantan, Pahang on October 2nd. This is part of its network expansion strategy to increase and improve on its presence in Malaysia. The centre was officially opened by His Excellency Mr. Bengt Carlsson, Ambassador of Sweden to Malaysia, who was the guest-of-honor.

Mr. Mats Nilsson, Managing Director, Volvo Malaysia said, "The opening of this new dealership reflects our strong business commitment and network development strategy in line with our corporate direction to be more customer-focused and to strengthen relationship. It is also in response to the growing needs of the east coast region"

"Malaysia is a fast growing nation spurred by various economic developments. The east coast economic region (ECER) covers an area measuring more than 66,000 square km, which is more than half of Peninsular Malaysia. Thus, the demand for reliable commercial transport solutions is very huge as the infrastructure sector continues to develop. That increases the need for products such as trucks and construction equipment, and we plan to expand wherever there is an opportunity for us to meet our customers' needs"

The new dealership carries the status of a full 3S (service, sales and spares) centre equipped with six workshop stations and special tools and diagnostic equipment for a variety of tests including brake tester. In addition, the new dealership is Volvo Malaysia's first service centre in the east coast region which has incorporated a driver overnight facility.

He also said that Volvo's continued leadership in the Malaysian market can be attributed to its long-standing presence and innovative transport solutions, and that the expanded network will assist the company in its goal to gain new grounds in the industry. Through its dealerships, the company also intends to increase product and service offerings that will contribute to fuelling developmental projects in the region.

New dealership in Gebeng Industrial Area, Kuantan seeks to provide comprehensive transport solutions and quality aftermarket support to customers in the east coast region



Ambassador of Sweden to Malaysia, H.E. Bengt Carlsson (fourth from left) and Managing Director of Volvo Malaysia, Mats Nilsson (second from left) presenting mock keys to customers Ahmad Zubir Azhari (second from right) from Zha Pengangkutan and Lee Kon Sung (third from left) from Syarikat Tat Mun at the opening of Volvo Malaysia's new Kuantan dealership. Joining them are Vice President of Sales and Logistics Volvo Malaysia, Mr Jerome Wong (far left) and General Manager of Rest of Peninsular Volvo Malaysia, Mr Law Ah Tiong (far right)



Ambassador of Sweden to Malaysia, His Excellency Mr Bengt Carlsson (centre), Managing Director of Volvo Malaysia, Mr. Mats Nilsson (right) and Business Director for Volvo Construction Equipment, Mr. Brandon Ross (left) cutting the ribbon to officiate the opening of Volvo Malaysia's new Kuantan dealership

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Illyria Geotechnologies tracks deliveries and more



Illyria Geotechnologies is a specialized Fleet Management Solutions provider with being present in Malaysia for more than ten years. The company offers products and services ranging from GPS tracking systems, integrated alarm systems and integrated security solutions, supply chain fleet solutions and transport management systems. Besides that, customers may also use Illyria Geotechnologies for specialized related training and consultancy services. This makes them an expert in cross-technology solution implementations. The GPS tracking service is mainly offered to various industries fleets (Trucks) comprising Logistics, Hauliers, Delivery & all generally commercial vehicles.

To manage a number of trucks, you may opt for their Fleet Management System (FMS), which is a fully-featured web-based application. It integrates the latest GPS technologies, GSM technologies and GIS location maps for remote tracking, monitoring and controlling vehicles that are mounted with 'Black Boxes' or 'Automatic Vehicle Locator Units' (AVLs). It can be deployed within your organization itself or through subscription to our application service provider (ASP) model. With a smartphone or a tablet PC, you'll be able to track and control your fleets 24/7.

FMS allows you to monitor the status of the vehicle, track and trace a single or multiple vehicles in real-time, monitor vehicle route history, control the vehicle, receive alerts on exceptional occurrences like emergencies or if the vehicle leaves or enters a pre-specified geo-fenced area or

if the vehicle exceeds certain speed limit etc and generate management reports. It is noteworthy that Illyria Geotechnologies have achieved a recovery rate of 99% of stolen trucks by using their system.

The BABA'S brand has been synonymous with premium quality spices, truly vegetarian curry powders, flours and pre-mixes for the past 25 years. Mr. V. Kalitass, Fleet In-Charge and Mr. Subramaniam, Fleet Supervisor share their experience in using Illyria Geotechnologies' system. "Timely deliveries are very important for us. We use this system to check delivery times and to ensure all locations for the day are being supplied" says Kalitass. "Speeding and braking are other issues we check through the system. This particular system has been in place for some five years and it serves us very well." Subramaniam added "What we like about working with Illyria Geotechnologies is their pro-activeness and fast response. They would even check in if a truck shows as not moving, which could mean that there is something wrong with the system. Usually, it is the truck not moving as it isn't scheduled for deliveries."



For Ekajaya (M) Sdn Bhd, tracking their fleet is an important aspect as deliveries into Singapore make up 60% of their business. Although the main office is located in Klang, most of the activity takes place in southern Malaysia or the island state of Singapore. The fleet of 50 Scania and Volvo trucks is fitted with the tracking system from Illyria Geotechnologies whereby the devices are being installed before the hand-over at the truck maker. "For us it is important

to know when trucks enter or exit pick up points or cross the border to Singapore" says S.Y. Chuah, Managing Director of Ekajaya. He adds "We manage the journeys with the system and it allows us to know the exact positions of each truck. Service levels are great and we have been recommending the service to others too."



K2 Corporation Sdn Bhd runs a fleet of 21 commercial vehicles equipped with the GPS system from Illyria Geotechnologies. "Immediate response!" is what Eric Hew, Security Automation Manager, answers when asked what he likes about this vendor. "We use the system for a number of applications. As our goods are valuable, theft prevention is one aspect. Also, we want to monitor driver behavior when it comes to idling, speeding and the route they take. This has helped us when it comes to discussions about summons. With the system we can prove if a driver was speeding and the summon is to be paid by him." In bi-weekly reports generated through the system, fuel consumption is being monitored. In case of a breakdown, the SOS button is an easy way of knowing where the vehicle is located as the driver may be in an unfamiliar area and may not be able to provide the exact location.



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Kudrat Malaysia's first choice: Scania P410



Kudrat Hauliers Sdn Bhd selects Scania for its first haulage fleet.

From left to right

- Mr. Gary Archer, After Sales Director of Scania Southeast Asia
- Mr. Ferike Pashy, Regional Director Asia, Scania Credit
- En Ashraff Hassan Abu Bakar – Chairman Kudrat Group
- Tuan Haji Faizul Kamaruddin – Group Managing Director, Kudrat Group

Kudrat Hauliers Sdn Bhd (KH), a wholly owned subsidiary of Kudrat Malaysia Sdn Bhd, has acquired 15 Scania prime movers for its first fleet to power its entry into the haulage industry.

KH will utilize the Scania fleet as it expands its operations to provide a complete range of supply chain management services with the Scania P410 LA 6X2 MSZ model forming the backbone of the Port Klang based company's maiden expansion into haulage services.

"There has been an increase in the freight business in tandem with the increase in Malaysia's exports and imports in 2013, so to cater for the increase as well our business expansion, the decision was made to expand into the haulage business as well," said Group managing director of Kudrat Malaysia, Faizul Kamaruddin.

Incorporated in 1984, Kudrat Malaysia is a 100 per cent Malaysian owned leading and reputable shipping and forwarding agency house in Malaysia with a presence in all the major ports in Malaysia.

Over the years the Company has also expanded into related business areas such as warehousing, insurance ship brokering and now, with its first fleet of prime movers, into container haulage.

"The haulage industry is a capital intensive business and the investment in Scania prime movers gives us the physical capability to be an efficient service provider and we believe that there is always a place for an efficient player in the industry, especially with the positive outlook for Malaysia's trade and the container throughput" said Faizul.

The decision for a Scania fleet, according to Faizul, was based on the brand's reputation for reliability and wide service network.

The fleet is partly financed using the Scania Credit facility, which offers a range of flexible and comprehensive financial solutions to provide local companies predictable costs and manageable risks over the entire life cycle of their vehicles.

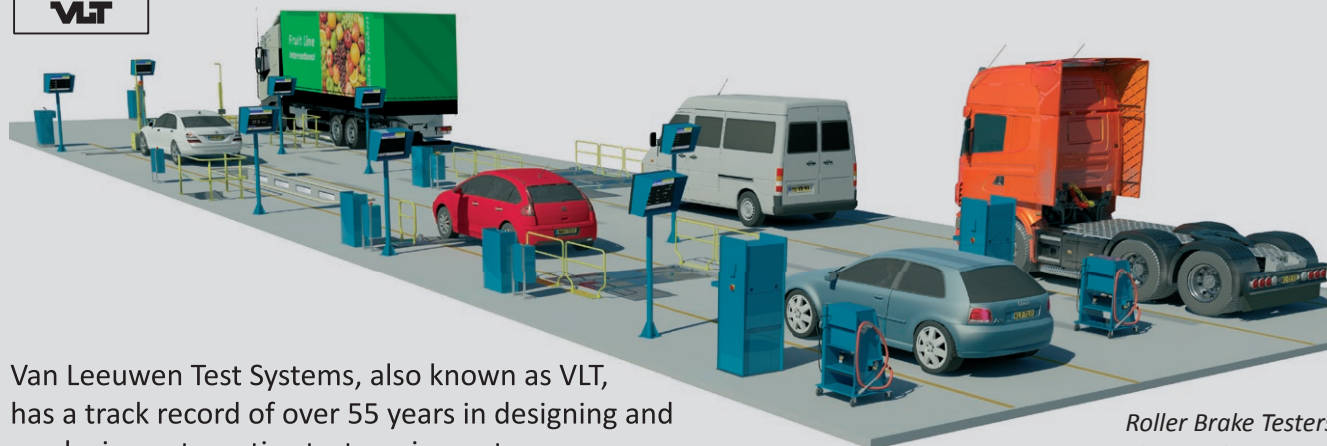
Encik Idros Puteh, General Manager of Scania (M) Sdn Bhd said, "We're very proud that Kudrat Malaysia chose to invest in Scania prime movers for its expansion into the haulage industry, especially when it is making such a large investment in trucks for the first time."

"Transport is a trust business and Kudrat Malaysia has invested its trust in Scania to provide its haulage business with a total solution to ensure that it can reliably and efficiently deliver cargo as well as the returns to achieve maximum profitability," said Idros.

"The Scania P410 series prime movers is an excellent choice for Kudrat Malaysia", added Idros, as they are highly reliable and provide the high torque necessary to move containers; backed by a vast network of service centres to minimize downtime.



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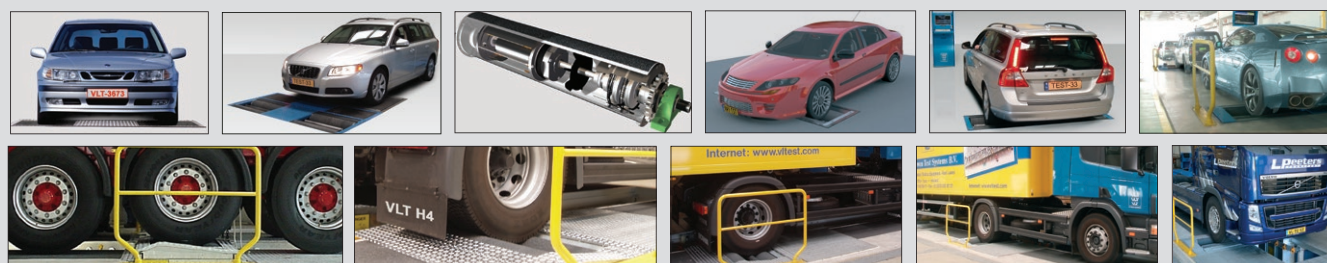
Equipment is available for heavy vehicles (trucks, buses, trailers, axle load up to 24000 kg), light vehicles (cars, vans, taxis, axle load up to 5000 kg) and 2 and 3-wheeled vehicles (motorcycles, scooters, trikes). It can be used in stand-alone situations such as garages and repair shops, but can also be integrated into fully automated Test Lanes for Periodic Vehicle Inspections.

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Negeri Sembilan Lorry Operator's Association - The oldest trucking association in Malaysia

Associations play a vital role for any industry. The trucking industry is no different as it needs strong representation and a shared voice for their concerns. In Negeri Sembilan, The NSLOA takes care of this.



We meet with Dato' Tan Kim Chong, JP, to learn more about the history and future plans of this association. Dato' Tan has a wealth of knowledge about the organisation as he took over the reins from his father, who has also been heavily involved in running the association. Going back to pre-war times, the association is actually the oldest in Malaysia, although it had a different focus in the early days.

"What begun as a association catering to lorry and taxi drivers as well as crane operators started out in 1934. The first president was Encik Abdul Aziz Bin Ahmad and the idea of the organisation was to foster the understanding among its members" explains Dato' Tan. He has spent significant time to piece together the history of the association and may be the most knowledgeable member today. According to him, in those days the association already had members from all races, backgrounds and walks of life. In the 1950s, the organisation was changing direction and also registered as a society.

With the establishment of the association as a society also came a re-focus on lorries only. A number of things happened. One needs to remember that in those days, there were 3 types of licences for transportation: A = For hire and reward, B = Own transport as well as hire and reward and C = Own goods transportation only. Called "NS Motor

Service Association" the association decided to open up for "C" class as well. In 1979, the association was one of the founding members of PMLOA, the umbrella association that takes care of issues of the trucking industry across



Malaysia. PMLOA saw a total of four presidents from the ranks of NSLOA so far and the NS chapter has always been very active. Naturally, with the growth of the nation, more trucks were needed and the association had an influx of members.

"Our role is help all truckers, small or large companies, with their trucking related matters. We mediate between the industry and the government" explains Dato' Tan. One of the areas where they have been very vocal is the issue of overloading. He says "We are strictly against overloading. However, fining people that overload has to be done right and fair. Our association even runs campaigns against overloading

and we have been very successful with this. On the other hand, we argue that the permissible load may have to be increased as it is below the truck manufacturers limits in many cases." What hasn't changed since 1958 is the rate of 25 cents per tonne per mile while costs for about everything have gone up. Speeding and corruption are other areas which the association is fighting jointly with government agencies.

The association is funded by the contributions from members. Joining fee is a modest 1500 RM for a lifetime membership and 150 RM joining fee. During fund-raisers and events the association is asking members to chip in to ensure the continuation of the organisation. "Yes, we have also terminated membership, we need to

be true to our mission and if a member misbehaves, it will be brought up to the enforcement committee" he says further. NSLOA is moving into a new building this year. "We are planning to have many more activities once we moved. We are hoping that such activities could convince more companies to join us as we need support in order to represent the trucking industry" he says.

When we leave Dato Tan parts with the words "Isn't it a great industry to work in? Without trucks nothing would move and countries would not be able to grow! It is an important business and we should all be working towards making it more professional".



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UD Trucks Corporation

Mercedes-Benz Services Malaysia's First Year



Anniversary Celebrations Continues With 110th Commercial Vehicle Customer.

Financing a new Mitsubishi FUSO FE83PE truck with Mercedes-Benz Services Malaysia Sdn Bhd's (Mercedes-Benz Services) Hire Purchase Classic proved to be a very rewarding decision for transportation agent, Noraini Muhamad. Noraini, who is under the hire purchase deal to finance the RM 100,000 truck, was the 110th commercial vehicle customer of Mercedes-Benz Services. Her financing decision won her a Motor Insurance Voucher worth RM 5,000, which provides complimentary renewal for the comprehensive motor insurance with Mercedes-Benz Services. Mercedes-Benz Services Managing Director, Ms Hilke Janssen, personally congratulated and presented Noraini with the prize at the FUSO authorised dealership, Leang Seng Motors Sdn. Bhd., in Kota Bahru recently.

The prize was in conjunction with Mercedes-Benz Services Malaysia first year of operations and Mercedes-Benz Malaysia Sdn Bhd's 10th anniversary. Hence, 1-1-0 was the auspicious number selected to be rewarded.

The fortunate 110th customer, Noraini, was thrilled with her win. "This is such a lovely surprise, and totally unexpected. I decided to finance the new truck with Mercedes-Benz Services Malaysia as the package was the best one to suit my needs. Now, the decision has paid off in more ways than one," she said.

In addition to financial support, Mercedes-Benz Services Malaysia offers exclusive insurance benefits to FUSO customers demonstrated through features like the 'Waiver of Excess and Loading' which covers new vehicles for the first three years. Policy holders can expect speedy claim approval processing within two working days upon submission of full documentation, cashless windscreen claims and waiver of betterment charges for vehicles up to five years old subject to guidelines by the General Insurance Association of Malaysia (PIAM).

Customers will also enjoy optimum service in addressing enquiries or requests. Aware of possible disruption in a customer's repayment capabilities, Mercedes-Benz Services Malaysia

considers the restructuring of finance products to avoid the repossession of vehicles as the first and forefront solution.

Among Mercedes-Benz Services Malaysia's most recognised products in the market is the Hire Purchase Classic which involves maintaining fixed monthly instalments over a set period. Other products include the Hire Purchase Balloon in order to reduce monthly instalments or Hire Purchase FlexiPay which gives the option to structure payments according to predictable cashflows due to holiday or festive seasons.

"Mercedes-Benz Services Malaysia's offerings cover various flexible financing plans for customers in the passenger and commercial vehicle segments. Our current portfolio consists of 60 per cent non-commercial and 40 per cent commercial customers. Given the increasing number of fleet businesses and corporate customers in Malaysia, we expect growth in both segments over time," concluded Janssen.



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Scania Driver Competition Malaysia 2013 crowns TNT driver as champion - again!



Searching for the world's best drivers, Scania organises held the Scania Driver Competition 2013 at the Sepang International Circuit.

As if on cue, the sun breaks through the rainclouds and heats up the track just before the competition starts. Five bus and five truck drivers take their driver's seats to find out who is the best driver.

Controlling the power of a truck or manoeuvring a large bus on a daily basis is tough enough, but the demanding mental and physical conditions of the Scania Driver Competitions 2013 (SDC) Malaysia amplified the challenges for the 10 finalists vying for honours of being Malaysia's best drivers.

The 10 finalists:

Bus Category

1. Mohd Shahril Aizuwan bin Rumlan – Zulco Sdn Bhd
2. Azmi bin Umar – Rapid Bus Sdn Bhd
3. Sariputdin bin Hamid – Konsortium E-Mutiara Berhad
4. Mohd Sukri bin Harun – Sani Express Sdn Bhd
5. Mazlan bin Pawan Marican – Rapid Bus Sdn Bhd

Truck Category

1. Suppayah a/l Vyravan – TNT Express Worldwide (M) Sdn Bhd
2. Mohd Hisham bin Yusof – TNT Express Worldwide (M) Sdn Bhd
3. Nor Rizat bin Husin – KN Global Transport Sdn Bhd
4. Syed Noor bin Masadi – Kontena Nasional Berhad
5. Amir bin Abu Kasim – Jabatan Bomba dan Penyelamat Malaysia, Negeri Sembilan

were selected from an initial field of over 700 applicants and made it to the final round based on stringent entry requirements.

Held once every two years, the numbers of applicants to enter the SDC 2013 Malaysia have more than doubled since it was first introduced in Malaysia in 2009 and its increasing popularity is a positive indication that the drivers now value the importance of safety, fuel economy and environmentally-friendly driving.

This year's challenge also saw the introduction of tougher competition conditions which are designed to elevate the status Malaysian drivers to international standards by raising the bar as it is the intention of the Scania Driver Competitions to seek out the finest professional drivers of buses and trucks wherever the competition is held in the world.

Even more extensive and demanding than before, SDC 2013 Malaysia will nevertheless continue to focus on Scania's philosophy that drivers are the single most important asset for safety, fuel economy and environmentally friendly driving by challenging the skilled drivers to deliver energy efficient transport and reduce emissions, while contributing towards safer roads and profitability to the transport business.

The winners of the Scania Drivers Competition 2013 are Mohd Sukri bin Harun representing Sani Express Sdn Bhd for the bus category whose driver won the title last year and defending champion Mohd Hisham bin Yusof, who had also won the previous competition from TNT Express Worldwide (M) Sdn Bhd



Camp David Tan - TNT facilities in Kayu Hitam served as training ground for the drivers



Morning Exercise before the event starts



Ready to face the challenges



Media test drives - a unique experience on Sepang International Circuit

Dinesh Kanapathy, Regional Operations Manager, Asia Road Network commented on the win of the competition by his driver: "What a tremendous achievement for us!. We won the competition in Thailand in 2010 and in Malaysia in 2011. To win it again this year back to back is definitely a great testament to the abilities of our entire team. It goes to show that the consistently high standards we impose and practise are second nature to our drivers. You can't really prepare too much for a competition like this. The discipline, safety and good driving habits culture must be ingrained in you.

This year's course was a bit more challenging than the previous competition and we were slightly nervous to begin with. The quality of the finalist were also of a high standard. However, after we saw the first 3 finalist take their turns, we were quietly confident we would make it to the top 2. Our Champion Hisham is ecstatic to have won this and very relieved now that the competition is over. After all, he is the defending Champion.

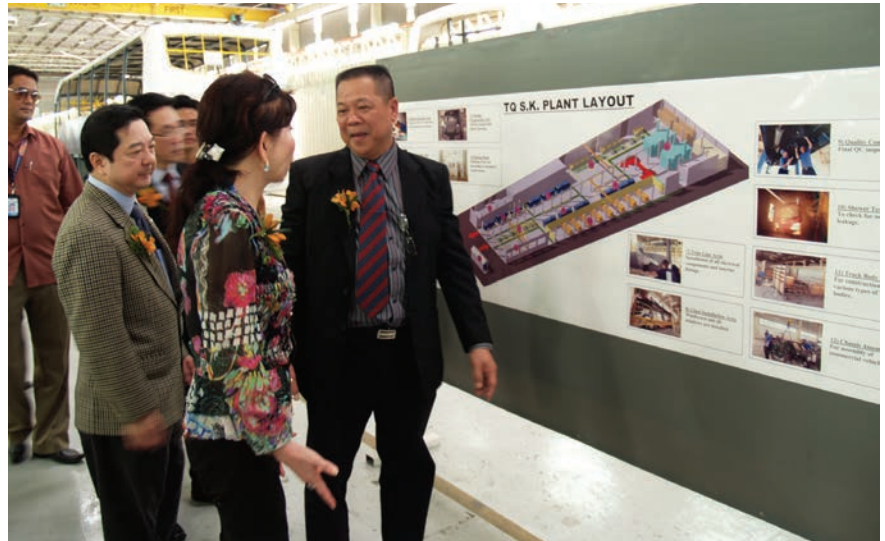
Kudos to Scania for once again organizing an excellent competition and putting the driver at the forefront of their trucks. After all, both Scania and TNT believe that the trucks are only as good as the drivers who drive them. We look forward to partner Scania in more events like this."

Asian Trucker learned that TNT had actually set up a training ground in their location in Kayu Hitam. The training course was modelled after the schematics that we had published in our May issue.

Equipping it!

Truckquip offers R&D and assembly under one roof

The Alpha bus may have been the tangible end-product the market could see at the recently held MIBTC, however Truckquip has a lot more up their sleeve.



layer insulation that comes with melding sheets are just some of the technical features that Truckquip applies to their busses. For panelling, the builder resorts to hi-quality materials such as marine type ply wood for the flooring. What makes the busses a real joy for passengers is the fact that there is a lot of insulation to reduce rolling noise.

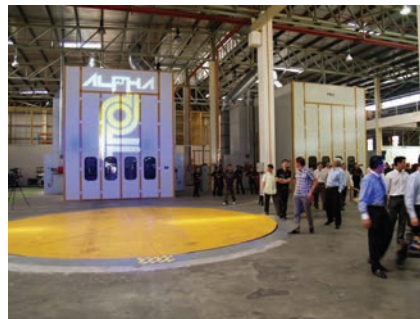
of trucks or the conversion of standard panel vans into vehicles with high roofs, this assembly plant is ready for the job. Some 32 engineers and 34 general staff are ready with their tools to address the needs of the market for quality assembly services.

In the future, Truckquip will continue producing their own products according to sources within the company. According to a spokesperson, the decades of research and development enable Truckquip to think outside the box and to apply their knowledge to a wider field of applications.

It has been a careful expansion of the business. Since 1987, Truckquip has held the manufacturing licence for commercial vehicles. What started as a coach builder, was elevated to be a repair center as well in 1993. Following this, in 1998, the company started to construct truck bodies. These are mainly for general cargo and container transport. In 2000, the company decided to take Truckquip to the next level and to add more capabilities under the umbrella of this brand.

What makes Truckquip special is the approach to their production. Busses are standardised, but come with high quality. Thanks to the standardisation, busses can be completed within a short 2 months period. Currently, the production churns out some 15 busses a month with capacities to add more units delivered each month. Sandwich material and four-

Also housing the R&D department, Truckquip is also proud innovator of innovations such as the Oil / Gas Dual fuel system. Apparently, it has a lot of advantages, however, the current infrastructure in Malaysia is not yet ready to support larger production volumes. To address issues pertaining weight and safety, Truckquip has also developed monocoque platforms for entire busses.



Besides their own products and brands, Truckquip is also handling contract manufacturing. May it be the assembly





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Volvo's RM 1 offer that lubricates your business

Volvo's current promotion gives you 6 liters of genuine lubricant for RM 1. This may sound too good to be true even with simple terms and conditions. We asked why.

Volvo lubricants are a guarantee for maintaining the performance and overall economy of your Volvo Truck or Bus. They are specially tested and therefore meet the strictest requirements for safety and quality. While the lubricants are all VDS approved and produced to match the truck's performance, they work in all conditions and environments. They are therefore the best possible solution for your vehicle, according to Volvo.

Martin Kavanagh, Vice President Aftermarket at Volvo Malaysia Sdn Bhd, explains what this unusual campaign is all about. "Yes, there are terms and conditions, but these are rather simple. In essence, you qualify for this offer by having 1 000 RM in a single work-order in one of our workshops. The 6 liter bottles are perfect to be carried along in the storage compartments on the sides of the trucks and can be used for top-up during the normal operation" he explains. Although Martin has been in the industry for some three decades and with Volvo for 26 years, he has never seen a campaign like that.

"At the core, this is about providing the customer with the best possible offer. We are hoping that we will see some customers coming back to the workshop to make use of the promotion.

Through this, we are creating value for our clients" he adds. Apparently, loyalty to a brand pays out and this is just one of many ways that Volvo has come up with to reward their clients. The campaign is not linked to any service agreement and can be utilised by anyone with a Volvo truck, meeting the Terms and Conditions.

According to Martin, campaigns like this are also a way of supporting the dealer network, into which Volvo has invested extensively over the past few years. What Volvo also aims at proving is that genuine parts and lubricants help customers to increase uptime. Naturally, the oil change intervals may differ depending on the fuel quality used, but Martin is certain that customers will feel a difference when using original parts, services and lubricants.

With RM 1 for 6 liters, this offer is certainly one that will create a wow-factor. Martin adds with a smile that there will be, of course, other promotions coming. All we have to do is to wait and see what Volvo has in store for the market to further create awareness with offers that are hard to refuse.



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Nothern states cleanded up with HINO trucks

Japanese truck maker delivers 36 compacters & 15 roll-on, roll-off; hand over in Batu Gajah.

It was a proud moment for HINO Malaysia when the latest order for some 51 trucks was handed over in a ceremony in Batu Gajah, Perak. With bright and exciting lively, these trucks are set to clean up the Northern region of Peninsular Malaysia. AWS, HINO's flagship dealer for this sector was proud to see the vehicles changing hands in a well attended event.

BumiGT Sdn Bhd, Banting, Selangor took care of the body-building. It took some 4 months to get the compactors on the road while the roll-on, roll-off variants needed 2 months to complete.

"Perak used to be a stronghold of another Japanese brand; this procurement is done by Perak state govt for all 15 local authorities in the state and it marks a breakthrough for us" said Tuan Haji Mohd. Anuar bin Saufi, Chairman of AWS.

According to him, AWS Sdn Bhd has been the sole provider and supplier of garbage trucks for Northern states (i.e. Penang, Kedah, Perlis) and this is done so by proving that they have the experience and expertise to handle the delivery as well as management of the fleet for govt purchase. AWS has heavily invested in after-sales services by providing a dedicated PROCARE unit to service and maintain these trucks. This is to ensure the proper maintenance as well as usage of HINO genuine parts. The uninterrupted running of these vehicles is of utmost importance as these trucks provide a crucial service to all residents and communities of the state.

He further stated "We offer the PROCARE unit to service the trucks and maintain their new trucks at the location of the town council's office/premises. The new purchase by Perak state govt is a testament to our service and providing a "total support" to our customers".

The Perak State Government commented as to how happy they are with HINO trucks. "The Perak State Government has spent a huge amount of tax payers money to ensure that the roads and towns in the state are clean and tidy. We are aiming to become Malaysia's cleanest state and to achieve this mission, it is our priority to ensure that the local councils have the proper machineries and tools to carry-out the work" one member of the government said. One of the reasons the state purchased Hino trucks is that they have proven their reliability and maintenance.

The drivers of these trucks are also happy to drive them as they are more comfortable and ergonomically designed. "As for the purchase, we find them to be a 'Value for Money' buy" another government representative said in an exclusive discussion with Asian Trucker. Some local councils have been using Hino trucks for more than 20 years and they are still running. From this experience stems the confidence in the new models. AWS Sdn Bhd has been providing after-sales services for all HINO trucks and it is very important for any customer, be it lorries or cars, to ensure their products are backed with good after-sales service, parts and affordable maintenance.



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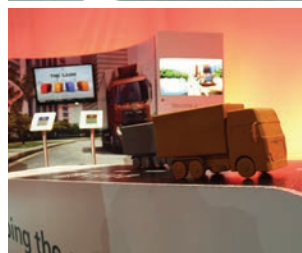
UD launches the Quester - A truck specifically designed for emerging markets

Taking the notion of “providing customers with solutions that fit their needs, UD has launched the “Quester”. This truck was designed specifically for the needs in emerging markets, but we shouldn’t be surprised to see it entering other markets soon too.



“This truck is a game changer” said Mr. Joachim Rosenberg, Executive Vice President Group Trucks Sales & Marketing and JVs APAC, during the global launch of the new UD Quester in Bangkok, Thailand on 26th August. The all-new Quester is a complete and modern heavy duty truck platform designed to serve a wide range of applications including amongst others mining, construction, distribution and long-haul transportation. Quester is a robust, reliable, and efficient truck range combining the best of global technology and Japanese craftsmanship, sourced and manufactured close to its first targeted customers in mainland Asia.





Global quality designed for growth markets

"UD Trucks, with a proud tradition of developing high quality trucks for the Japanese market, has for a long time successfully exported trucks across markets in Asia, Africa, Middle-East and South America. However, we have previously never developed products specifically for customers outside Japan", said Joachim Rosenberg, Chairman UD Trucks. "With Quester, UD Trucks is now entering a new era by introducing an additional truck range – designed especially for growth markets."

It is also UD Trucks' first completely built-up truck range manufactured outside Japan, leveraging expertise from both UD Trucks in Japan and the Volvo Group's global development resources. "More than 400 full-time experts from different nationalities with different knowledge and experience have been involved to contribute to design, develop, validate and industrialize Quester and its associated services", said Rosenberg. "We have amongst others spent 1,500,000 engineering hours and 65,000 tests hours to ensure that Quester delivers as good in real life as when it was conceived by our skilled engineers".

Seven Different Configurations

"One of the most obvious advantages with Quester is versatility. Quester offers users a unique experience of adaptability that is currently not available on the market", said Taizo Matsuo, Vice President UD Trucks Product Management. Quester offers ideal axle positioning available in seven different configurations - 4x2R/T, 6x2R/T, 6x4R/T and 8x4R configurations for distribution and long haul, and 6x4R/T and 8x4R for construction and mining work. The 6x4R/T and 8x4R are designed for rough conditions and particularly suitable for construction where durability and high reliability are of the highest importance. The 6x2R/T can be provided with a bogie lifting axle which is used to lift the axle in the unloaded condition.

Hat-trick: Isuzu launches three new trucks for Malaysia

Addressing the specific needs of the Malaysian market, Isuzu responds with the simultaneous launch of three new models. Among them the new light duty 4x4 NPS which is set to be the answer to all the woes in plantation operations.



Addressing the media gathered for the launch, Managing Director of Isuzu Malaysia Kimitoshi Kurokawa said “Today, Isuzu Malaysia takes another step forward as we foray into new segments of the market. In particular, our new light duty 4x4 NPS, our new medium duty FVR285 and our heavy duty FVZ PRO represent Isuzu’s commitment to continuously develop our model line.”

With the introduction of these new products, Isuzu customers can easily find the most suitable vehicle for their needs. Isuzu’s team of specialists from Malaysia as well as Isuzu are also on hand to provide the necessary advice and guidance to help customers select the product that best serves their business applications.

This emphasis on customer satisfaction has been a key factor in Isuzu being the No.1 brand in various markets around the world. Kurokawa further said “In Malaysia, Isuzu light-duty commercial vehicles have held the No.1 position for the last three consecutive years. I believe that with the good products and the strong focus on customer satisfaction, we should be able to achieve that position once again at the end of this year.”

The new 4x4 light duty NPS, has been tested in Malaysia for two years with very positive results and feedback. Isuzu is therefore quite confident to reach their target of 500 units per annum by 2014. The company hopes that this will also contribute to our overall market share of the light duty segment by 7% and to strengthen our position as the No.1 light duty truck brand in the country.



In the larger duty segments, Isuzu Malaysia is still considered very young. Isuzu only entered the medium duty segment with the FVR last year and is now breaking into the heavy duty segment now with the 26 ton GVW FVZ PRO.

However, with its highest-in-class engine output. Kurokawa is confident that the new FVR285 will receive a strong response from customers. The FVZ PRO also represents the first of Isuzu’s heavy duty trucks in the segment and the company intends to continue growing the product portfolio to appeal to customers in these two segments.



Introducing the NPS71

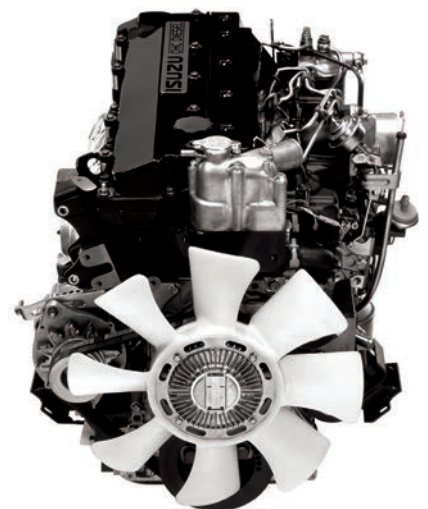
Isuzu's all-new NPS71 is expected to reign supreme in Malaysia's jungles, estates and plantations following its official launch by Isuzu Malaysia.

Isuzu 4x4 trucks have been the choice products in extreme conditions in many rural parts of the country especially in oil palm estates and slippery hill-side plantations where traction, power and reliability have been paramount in getting supplies and crops in and out of these sometimes-treacherous conditions.

Powering the NPS71 is a Euro 2-compliant 4.6-litre turbocharged engine that delivers a useful 125PS of power at 2,850rpm. More importantly, the maximum torque of a massive

325Nm is available at 1,800rpm. What this translates to is a vehicle that is able to remain tractable in slippery conditions yet have the pulling power to climb steep inclines with consummate ease.

One of the areas that Isuzu designers also gave a lot of consideration to is the spaciousness of the cabin. The NPS71 has one of the largest in its class with excellent head room, giving the vehicle a very airy feel. The windscreen angle is less raked so the driver not only gets a very clear view of the area ahead, it also lets in less direct sunlight so the cabin remains cooler and comfortable. The side windows are shaped to provide maximum peripheral view.



ISUZU FVZ PRO at a glance

When the going gets tough, the tough now have a new truck to turn to; Isuzu's all-new heavy duty FVZ PRO.

This heavy duty 6x4 truck has been designed with serious performance in mind, whether it is hauling heavy cargo over loose and rough gravel tracks or delivering goods over mountainous terrain, the all-new FVZ PRO will be the one that can be depended on to get the job done.

Powered by a 6-cylinder common rail 6HK-1TCS engine that produces a whopping 285PS of power and 883Nm of torque, this high performance truck will ease the cargo over any terrain without much fuss.

Designed to perform its duties mainly in the construction, oil palm and general cargo industries, users will benefit from its optimal power and drive capabilities that gives the FVZ PRO the edge under extreme conditions.

With all that engine performance available, the FVZ PRO needs to be able to transfer that power to the ground effectively. This is achieved by using an all-new ZF 9-speed transmission with very well-spaced ratios and a high/low selector, the FVZ PRO is able to efficiently drive laden or empty. Even in top gear, drive ratio is 1:1 giving the FVZ excellent pulling power and throttle response as it remains well in the power band.



The all new ISUZU FVR285

Since the Isuzu F-Series FVR was introduced into the Malaysian market (Asian Trucker reported) just over a year ago, owners and operators have been raving about how well the truck behaves and performs. Many remarked on its fuel efficiency, easy operation and immense comfort making it an excellent vehicle for the long haul transport.

This medium duty long hauler now gets the added benefit of a new powerplant and transmission that will further eat up those miles with ease.

Employing the ultra smooth 6HK1-TCS six cylinder OHC engine, the new FVR285 boasts a whopping 285PS output at 2,400rpm, the highest power output in its class. Torque is also up from 706Nm to a stump-pulling 883Nm, achieved at a mere 1,450rpm. This turbo intercooled engine features a

heavy duty common rail fuel delivery system that ensures better and cleaner performance, more direct throttle response and improved fuel efficiency.

With this new engine, customers will be able to extract better hauling power from the FVR, making it easier and more efficient to haul goods within its 18-ton GVW category over more undulating terrain.

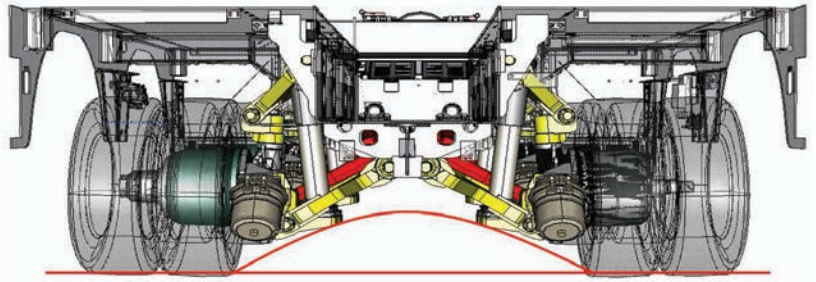
Coupled to a new 9-speed ZF transmission, the FVR285 now gets a selectable range of high or low ratios. For better take-offs on steep slopes, the low range maximizes the high torque to quickly drive the FVR285 up to speed, regardless of whether it is fully loaded or unladen. This superior gradeability provides the FVR285 with more confident starts on slopes and saves on clutch wear and tear.

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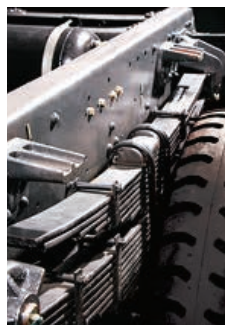
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On the ARN from Hanoi to Shenzhen

Asian Trucker sent Devindran Ramanathan to travel TNT's ARN from Hanoi, Vietnam to Shenzhen, China. Early this year Stefan Pertz travelled from KLIA in Malaysia to Hat Yai to Bangkok and then into Laos via the Friendship Bridge 2 that was featured in Asian Trucker issue 13. Devindran returned with many insights into regional trucking.

“I grew up in Ipoh (the Malaysia mining town that tin helped build) in the 70's. My home was just off the busy Tiger Lane (now Sultan Azlan Shah Road), then a main trunk road linking cities and towns like Kuala Lumpur, 200km to the south to Penang in the north.

Watching Trucks go by

Many may remember Stephen Bishop's popular song It Might be You in the 1982 film Tootsie, with the lyrics of "I've been passing time watching trains go by." Now substitute "trains" for "trucks" and you may conjure up an image of me as a little boy watching trucks going by.

Those were the days before the North South Expressway was built and the road fronting my house was the main Federal Route for all traffic and commerce plying their trade from the Malaysian-Singapore border in the south to the Malaysian-Thai border in the north.

Often light and heavy trucks would choose to park overnight for light repairs and rest across from our home. The shade and

safe distance from the busy junction was probably the reason. Timing wise, I guess most drivers, if they were driving solo, would have needed a break, considering a trip from KL to Ipoh or Ipoh to Penang would have taken at least five hours for these heavy commercial vehicles.

My mum would often take pity on the drivers and would send me to offer them a hot drink and biscuits. Thinking back, perhaps that's why many familiar faces must have chosen the front of our home for their ideal truck stop. When the drivers were free to talk, my conversations with them mainly centred on where they were coming from or travelling to and what cargo they were carrying.

At night, when I lay in bed troubled by the noise they made repairing their trucks, I use to wonder what their daily life was like; what they ate, if their seats were comfortable for the long haul and how long were they going to be away from their families.



Hanoi to Shenzhen

When Asian Trucker asked if I would be interested in participating in a road trip on a truck, I immediately jumped at the opportunity. I was even more thrilled when told I would be completing the Hanoi to Shenzhen leg of the Asian Road Network (ARN) hosted by TNT. Stefan Pertz had earlier completed the Kuala Lumpur to Laos journey (AT Issue 13).

ARN is an integrated road delivery service which is available in Asia. With their tagline "Cheaper than air freight and faster than sea", ARN trucks operate on routes connecting Singapore, Malaysia, Thailand, Laos, Cambodia, Vietnam and China with cost efficient offerings.

I boasted to Stefan that I used to service Volvo prime movers during my college holidays in the UK and was impressed by the level of driver comfort and technology in these vehicles. Mind you, those were the days when tachographs were state-of-the-art tools. Stefan cautioned me about getting my hopes too high on the comfort part as a passenger.

Dinesh Kanapathy, the Regional Operations Manager of ARN was in constant communication with me prior to the trip and provided me with all the necessary names and travel details to ensure my journey went smoothly.

Hanoi Delays

I arrived in the afternoon at Nai Bai International Airport on August 1, 2013 for my journey scheduled for the following morning at 4:00am from the TNT My Dinh depot on the outskirts of Hanoi.

The TNT team recommended staying closer to the depot, at the Grand Plaza Hotel located 40km from the city and approximately 7km away from the My Dinh depot. I contacted Mr Nguyen, TNT My Dinh Freight Manager to inform him that I wished to receive the route to the depot as I wasn't going to be taking a chance on the taxi driver losing his way at 4:00am the next morning.

I grabbed a cab to TNT Hanoi's office, just 15 minutes away to meet Mr Nguyen. With a big welcoming smile he informed me immediately that my departure, scheduled for the following morning was postponed a day due to custom difficulties experienced by the truck from China. The truck from China was scheduled to swap the complete trailer with our Vietnam truck at the border the following day.

A Buzz of Activity

I was told to expect an email to this effect from their County Manager later in the evening. While at the depot, the Freight Manager gave me a quick tour of the facilities to witness activities of warehousing to distribution. In total, TNT has 12 trucks which are sub-contracted, but totally managed in-house. There is a buzz of activity with pickers and packers processing consignments and paperwork to match the smooth physical flow of the goods throughout the country, both inbound and outbound.

"When you consider that the objective is to provide high quality freighting service at attractive prices, the total distribution concept needs to be understood by all the employees in the organisation" Nguyen explained.

I returned to the hotel before dark and walked around to the nearby shops to locate my first local treat. Slowly savouring the steaming hot bowl of Beef Pho noodles for dinner allowed me time to mull over the fact that I had the entire following day to roam Hanoi. I mused about how the delay would affect my plans once I arrived in Shenzhen.





Good Morning Hanoi

It's been raining the entire night as I arrive at the TNT My Dinh depot at 4:00am; the security dogs are first to be alerted of my arrival. I am shown to my truck and the staff on duty beats the doors of the somewhat post war looking American Freightliner with a 6X4 tractor unit capable of hauling up to 40 tonnes. The drivers slept in the sleeper cab the entire night after loading their consignment the night before to ensure we were quick to get out of the city before morning traffic set in.

I immediately choose to "ride shotgun" (an early American term to claim the front passenger seat beside the driver) while the other driver sat in the sleeper compartment as we departed the depot. We cleared the security checkpoint upon showing proof of our consignment documents. Three hours cruising out of Hanoi morning dawns amidst the purring of the Detroit & Cummins engine, trucking an 18 tonne pay load to the Vietnam-Chinese border.

Ease of Driving

The interior of the cab has seen better days, but what seemed most important was the driver's ease of handling the truck with all the necessary comfort features laid out around him. To our driver, having to reach his can of Red Bull and the closeness to the air horn lever seemed to be the most important accessories to keep him alert. At the end of the day, a safe and comfortable driver is a productive driver.

The rain and winds intensify throughout the journey and this is confirmed in the local Vietnam English newspaper which I brought along from the hotel. The paper warned residents in northern Vietnam to prepare for floods as Tropical Storm Jebi was continuing to gather strength and due to hit East China Sea that day.

I couldn't believe my luck as I was going right smack into the eye of the storm as portrayed in the newspaper diagram of the predicted storm path.

As we completed the final part of the Vietnam leg, I get to see the richness of the soil, rice fields and the many river tributaries

crossings as we approach Lan Son, less than 40km from the border.



Gateway to China

Due to its ideal location, it served for centuries as a gate-way to China as well as the path of several invasions including the site of three French defeats during the colonial war in the late 19th century.

Rain began to beat heavier as our driver decided to have breakfast in Dong Dang, on the Sino-Vietnamese border, which is 14km after Lang Son (the last major city before China). Just three kilometres to the east of Dong Dang is the Huu Nghi (Friendship) border where we seemed to be heading for the container exchange. As long as living memory can testify, this gate has been a major point for the exchange of goods between Vietnamese and Chinese.

It was a bowl of hot noodles for me with a cup of hot tea with our drivers and other local truckers at a road side eatery. As the rain got heavier, the drivers exchanged advice, amidst deafening thunder and lightning, saying it would be a good idea to move on to our destination before the roads become impassable due to anticipated landslides and floods.



At the “Friendship Border”

Our truck quickly moved through the heavy downpour to the TNT border office where I alight, bid farewell to my Vietnamese truckers and I am welcomed by the lovely Ms Ngoc from the TNT border office holding an umbrella. Much of my time here, a six-hour wait for the China Truck to cross over to the Vietnam side of the border for the trailer exchange was spent chatting with Ms Ngoc who spoke good English.

Ms Ngoc explained how TNT operates in this region through the three road hubs in the country; one each in Hanoi, Danang and Ho Chi Minh and the fleet size. She also explained in greater detail about the truck departing from China that had an issue with the customs system and which caused the one day delay. The system was only backed up and running the next day.

What added to the delay was that since there was going to be an exchange of containers, and it now being Saturday, the Chinese customs only allowed exports of general cargo for a limited time only between 3:00pm and 5:00pm. The mornings are limited to imports of perishable cargo, hence our delay!

It was apparent that country specific rules and regulations, custom documentations, clearance, swapping of containers are rife with challenges, despite the best efforts by companies like TNT. Delays beyond their control cost money and at times like these, customer service levels must prevail besides the incurred additional cost.

Managing International Road Freightling

Witnessing how TNT manages their international movement of goods by road earned my total admiration. It requires a thorough knowledge of documents as well as know-how about country specific laws and practices, policies and procedures on the physical distribution of goods being transported.

Keeping up-to-date with changes is no easy management task, dates can change as I experienced, and staff at various border offices have to work towards a common goal.

Ms Ngoc handed me the cargo manifest which seems complicated paperwork to an ordinary person, but herein contains the critical information on road freightling to the consignor and consignee and the listing of various products due to many Chinese destinations.

Some goods are semi-finished electrical items carefully transported by road for the cost effective frontier crossing and door to door delivery. It's all about the right load, to the right international destination, at the right time, at the right price. The importance of road transport can hardly be over-estimated.

Ms Ngoc explained that as the storm was rather unusual, that I would not be in a position to go to the yard to witness the container swap. Instead she suggested we have lunch at a nearby town and I should make my way across the passenger immigration as the Chinese TNT staff was awaiting my arrival on the other side.



Ni Hao!

I intercept the Chinese truck as it comes off the Ping Xiang integrated free trade control. The Chinese truck clearance was non-bureaucratic and fast from both border check point to immigration control.

As it was still raining, I am quickly whisked into a Sinotruk Howo 4X2 tractor for our overnight journey across two provinces along with our container from Hanoi. Neither the driver nor his assistant spoke English so it was going to be a challenge again.

After a 30 minute drive, the driver signaled in international sign language that we would be stopping for dinner. Everyone seemed to know everyone as it is a frequent stop for local truckers before getting on the inter-province highway. I realized we spent longer than usual as the drivers were determined to ensure I enjoyed some of the best cooked local Chinese cuisine.

"On a normal journey the drivers have KPIs and they are measured on arrival times and departures of the line hauls. Our tolerance is 15 minutes from scheduled arrivals and departures," Dinesh informed me through my email enquiry after the trip.

Several off-duty truckers who enjoyed my company later convinced me to try their local brew despite me trying to bluff them that I was here to also spend some time behind the wheel of the truck, which they easily realised was not true.

Driver Change

As it got dark and was still drizzling, we set-off and immediately got on the G7211 Nanyou Expressway by passing Ping Xiang, a county-level administrative division of mainland China.

I am quick to doze off after the local Chinese wine and am frequently awakened during driver change every 3-4 hours. "Driver change is governed by local statutory requirements and TNT's internal health and safety regulations" Dinesh stated.

We travelled by nightfall through the mountainous terrain of Guangxi's province, in the far south of China. Many rivers have cut valleys through the mountains. Most of these rivers form the tributary basin of the West River.

The roads are smooth and lay-by rest areas are most adequate to refresh us as we continue our journey by-passing Nanning in the night on the G80, Guangwu Expressway.





Into Guangdong Province

When morning comes, we are just going through Guangdong province, the most populous province in China with over 100 Million people. Located in the southern part of the country, our truck soon crosses the scenic Jinma Bridge which is a major bridge in the expressway from Zhaoqing to Guangzhou. Here the rivers still play an integral part in the transport channel in the Pearl River Delta.

We're now on the G15 aka the 2nd Ring Road travelling around the city heading towards Shenzhen, another three hour journey.

I am unable to continue my journey to Shenzhen and opt to be dropped off in the outskirts of Guangzhou, the third largest Chinese city and southern China's largest city. As of the 2010 census, the city had a population of 12.78 million.

Fuel Type	Vietnam		China		Malaysia	
Diesel	RM	3.41	RM	3.79	RM	1.90
RON 93	RM	3.76	RM	4.11	RM	2.10
	(RON92)					
RON 97	RM	3.83	RM	4.46	RM	2.80
	(RON95)					

exchange rate @ 30/Sep/2013



I'm off at Guangzhou

As I reminisce about this more than 1 000km journey in a taxi to my destination in Shendu, I look back with a tinge of melancholy of the bond I had developed with the truck drivers. They were ever so courteous and wonderful hosts. Ultimately they ensured that not only the truck, payload and driver were safe, but their guest was looked after and cared for.

Coordination and good communication is vital when handling international freighting operations as you're as good as your weakest link and that one weak link can thwart the entire supply chain process.

The journey raised my respect for humanity, machine and the environment. When a parcel is delivered to our door step, how many of us are privileged enough to appreciate the enormous work that goes on in the background by such companies as TNT to get that package to you quickly and cheaply.



Devindran is a 23-year "young" veteran in the Malaysian automotive industry and has held several senior management positions. He is now the principal of his own company, ACS AsiaPac Sdn Bhd focusing on Aftersales Training, Consulting and raising the overall image of the Aftersales stakeholders. For information on upcoming programmes, log on to www.acsasiapac.com



Prevention is always better than cure...
sometimes not every damage is reversible...



Unexpected hick-ups on the road are nightmares that could damper your business operation. Reason why it's important to ensure efficiency of your fleet by maintaining scheduled check-ups with your trusted service partner. Our fully equipped service infrastructure for commercial tyre will enable you to be in control of your fleet's safety, efficiency and cost saving by applying our **KL SIGMA Formula methodology**. Just so you can concentrate more on your business and less on worrying.

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KIT LOONG
COMMERCIAL TYRE GROUP



Hap Seng Star set to leave a mark on Peninsular Malaysia

Bringing with them some 40 years of trucking expertise from East Malaysia to the Peninsular, the business is poised to offer more than just a star studded vehicle.

As they say, what is in a name? What's in a name? That which we call a rose by any other name would smell as sweet. Hap Seng actually means "United Success". We will see later why this is a very fitting name. We meet with Mr. Wong Leh Seng, Chief Executive in the Kinrara Branch near Kuala Lumpur to find out what the company is planning in terms of expanding in Peninsular Malaysia.

Diversified business

Hap Seng Star Sdn Bhd is a wholly owned subsidiary of Hap Seng Auto Sdn Bhd, which is in turn a wholly owned subsidiary of Hap Seng Consolidated Berhad, a progressive and well-

established publicly listed Company with diversified businesses in plantations, property investment and development, credit financing, trading of fertilizers and automotive, as well as building materials and stone quarries.

Hap Seng Auto (then known as Si Khiong Industries Sdn Bhd) was incorporated in 1969 in Tawau, Sabah, where it opened its first Mercedes-Benz dealership. Hap Seng Auto became an authorised dealer for Mercedes-Benz passenger cars and Mercedes-Benz commercial vehicles in Sabah and Sarawak. The company has over 40 years of experience in commercial vehicles, with experience as the market leader in marketing and distributing Mercedes-Benz commercial vehicles in Sabah and Sarawak. The first model of Mercedes-Benz commercial vehicle the company introduced in 1969 was the L/LA911.



Wong Leh Seng - Chief Executive of Hap Seng Star in the Kinrara Outlet



Hap Seng Star Sdn Bhd (659844-H)

On the rise: Hap Seng Star

A truck is no longer just a truck

"When I started in commercial vehicle sales, age 21, it was all much easier" says Wong. "A truck was a simple thing. Either a dump truck or a cargo truck. Now, these days are over and our products are highly specialised vehicles that address very specific needs of our customers." Not only that has changed. Apparently, there isn't a shift stick in a Mercedes truck anymore "Super-simple!" says Wong with a smile. Besides making it easy for the driver with air-suspended seats and a spacious sleeper cabin.

Mercedes is using names and number-codes for their trucks. This allows to tell a buyer immediately what the truck is supposed to be for, before going into the minute details of gear ratios, axle specifications etc. "We are about to launch a new 48-Tonne Actros soon, meant to be used in quarries" he adds.

According to Wong, Hap Seng Star has two major advantages. The first is the fact that the group also offers financing. The group is actually the second largest money lender in the non-bank sector in Malaysia and the 58th largest listed company on the Main Board of Bursa Malaysia. While priority may be given to the principal's finance solutions, sometimes a second financier is needed and then another subsidiary comes in very handy. The second advantage is the fact that the company also sells Mercedes passenger cars. Not surprising, many commercial vehicle customers also drive a star studded car. Wong explains that "Many of our customers come to all our events, regardless of the type of vehicle it is for. Ultimately, there they meet their peers and this gives them a chance to exchange thoughts. You could say that we are actually providing more than just vehicles by organising such events". Customers are not shy to boast about the fact that they run a fleet of Mercedes trucks as such brand affiliation elevates the owner's business.



The legendary Mercedes lorry with a load of logs

Eastern expertise for all of Malaysia

With the move to expand their network into Peninsular Malaysia, Hap Seng Star brings with them some 40 years of experience. People at Hap Seng Star understand that it takes more than having a great product on hand. The key issue is finding staff. "Young people don't want to get their hands dirty anymore. However, much of the work today is done with a computer. That said, you need technically sound people. Unfortunately, excellent people are hard to find and if you find them, they are about to retire" Wong states. To address this, passionate people may enrol in the trainee school. Eventually, working in a workshop may ultimately open the door to endless possibilities in the commercial vehicle industry. Hap Seng Star has recognised this and is eager to support talent that wants to start a career in this field.

With the opening of the Hap Seng Star outlets, the company brings some 40 years of experience to the workbench. Initially, the company started out as a customer. In the 1960s and 1970, the company (then Si Khiong Industries Sdn Bhd, which was founded in 1969) was part of the Gek Poh Group, the largest logging operator in East Malaysia. Having bought several hundred trucks, management saw the need to integrate. What used to be the biggest customer of Mercedes-Benz trucks then became a dealer.

The right product

As any fleet manager will tell us, trucks need to be profitable. They cannot stand still and the worst case scenario is that a

truck is sitting in the workshop. Not only are Mercedes trucks the most fuel efficient (Shell partnered with Mercedes to proof this during the "Record Chaser" Challenge), they also have one of the, if not the longest service interval. On average, a truck would only need to be send in for service every 55 000 KM, which means that in some cases the truck would only be out of action twice a year. An inbuilt system actually monitors the driving behaviour to prompt the best timing for the next service. The actual service interval may differ, depending on the idling times for each truck.



Worry not , 24 hour at your service



An experienced team that will keep you going

In the rugged terrain, the Mercedes 911 was the truck that built a long-lasting reputation for the brand. Some of these trucks are still in service, which speaks volumes for the durability of this model. Mercedes has since been associated with durability and low operating costs. Hap Seng Star has paired this with excellent after-sales service. According to Wong, the company not only has multi-million worth of stock, even for the 911, but they go the extra mile by flying in parts if needed. They also have some other tricks up their sleeves to ensure customers get their replacement parts quickly.

Mercedes products are highly recommended for SMEs. On first sight, this may sound a bit like a contradiction. However, SMEs have small profit margins and the right truck may improve profitability. Hap Seng Star's team is confident that they can convince SMEs to give their truck a try as the vehicles are supporting the needs of smaller businesses.

Putting it all together

Knowing from East Malaysia, that it takes expertise in both, engineering and understanding customer needs, the company is set to grow rapidly. Currently, the commercial vehicle workshops are sharing the same spaces as the passenger car outlets. Wong explains that this is a way to optimise resources and reduce cost. According to him, the Kinrara outlet stands on a RM70 Million plot. Meanwhile, the Hap Seng brand has gained such a reputation that in areas where there are mixed developments, photographers aim at having the Hap Seng outlets in the picture to elevate the value of other commercial buildings or residential areas.

Hap Seng has a clear strategy: The main focus will be in the Klang Valley. Some 85% of truck sales in Malaysia takes place on Peninsular Malaysia, with 50% of that in Klang Valley, the trucking hotbed. Next, Johor Baru is on the map for expansion. As the market for New European made Prime Movers is very limited with some 900 units sold every year, there isn't much room to gain market share. Wong asks "If you already have some 30%, how much more can you achieve?" An answer might be to bring in smaller Mercedes trucks. The prolonged silence following our questions kind of confirms that the management of Hap Seng Star is already working on something here.

"Now, if you look at our business model, the trucks are the real door openers. Once we start selling trucks, we can cross-sell and up-sell services and products from within our group. If you want to start a logistics business, we can give you the trucks, finance and service them and build your warehouse."

Looking beyond that, Hap Seng Star has recognised that the business is no longer just about selling trucks. Social issues need to be addressed by responsible companies and again, the management has realised this and is addressing these issues. One of such issues is the fact that truck drivers may not lead a healthy life. This in turn could be potentially dangerous and Hap Seng Star is working with industry leaders on finding solutions.

Putting on his jacket to head to the next appointment, Wong Leh Seng says that "We can only get bigger. Not smaller!"

Putting the body onto your truck



Mr. Raymond Chin , Managing Director

As each truck serves a specific purpose, the body-building process is crucial for the success of the fleet owner or manager. Tropicstar (M) Sdn Bhd adds the crucial components that complete any truck.



Established in 1995 the company's core activities includes bodybuilding of various types of bodies as well as minor and major modifications and specific business development relating to the commercial vehicle industry, namely accessories. Tropicstar is also the first manufacturer who introduced Fibre Box Body in Malaysia since year 2009.

Accredited and certified workmanship

Not only is Tropicstar certified according to ISO 9001-2008, but the business has also been granted an "A" license by Jabatan Pengangkutan Jalan Malaysia, Bahagian Kawalselia Teknik for their workmanship and quality services. In addition, the company has been awarded with the titles of "International Standard Quality (ISQ) for the category of "Quality Pioneer & Key Player" and "Quality Information Technology Company" in April 2012. ISO certification was obtained in May 2011, signifying a major milestone in the company's history.

Tropicstar is located at Lot 2698, Jalan Kampung , Sg, Buloh New Village, 47000 Selangor Darul Ehsan and Lot AL 184D, Jalan Taiping, Kampung Baru, Sg.Buloh, 47000 Selangor. Here the company maintains a vast array of equipment to handle any incoming job. Walking into the premises, one will find all the equipment one would expect and the place gives away the air of readiness to handle any incoming job. In addition to this, the company also has it's in house R&D division which serve as an one stop solutions center especially for Custom Designed Vehicle (Mobile Event & Promotion vehicle, Mobile service truck, Mobile kitchen etc). Services such as conceptual ideas, 3D drawings and artwork designs are provided to meet different customers demand. It is obvious that the trade of bodybuilding requires more than just a welding machine. Beyond the machinery, human resources are also needed and it is the knowledge of the 70 experienced staff that proved the work and expertise needed to take any job from concept to final delivery.



A long list of prestigious customers

Hino Motors Sales (Malaysia) Sdn Bhd, Mercedes-Benz Malaysia Sdn Bhd, USF-Hicom (Malaysia) Sdn Bhd, Hyundai-Sime Darby Motors Sdn Bhd, Boustead Petroleum Marketing Sdn Bhd and HAP SENG STAR Sdn Bhd use Tropicstar as their main contractor for all body building work pertaining to all types and models of commercial vehicles. These include brands like HINO, Hicom Perkasa, Isuzu, Inokom, Daihatsu, Mitsubishi, Dong Feng, Tuah and Tata.

Besides this already impressive list of OEM manufacturers that use them as main contractor, Maxis, Tenaga, Transnational Network, Sony Logistics, Biforst Logistics, Teoh Company Logistics, SWM Environment and Tasco are just but a few to name besides various town councils that contract work with Tropicstar. Authorised dealers from all makes also turn to Tropicstar for their bodybuilding needs.



Interior of a Fibre Box Van

Customers prefer this type of Fibre Box because:

- 1) The finishing give the truck a fresh and cleaner look
- 2) Flat surface on truck body for better visual image when install advertisement stickers
- 3) Better strength and higher durability
- 4) Easy maintenance (Damaged truck body can easily be repaired without leaving significant marks)



Mr. Raymond shows us the completed product at the Fibreglass factory.

Tropicstar (M) Sdn Bhd is also a manufacturer for Wind deflector (Air-Foil).

Different sizes of air foil are available ranging from the smallest 4 wheeler truck to the biggest prime mover.



星輝(馬)有限公司

Tropicstar (M) Sdn Bhd (640709-M)

Lot 2698, Jalan Kampung, Sg. Buloh New Village, Sg Buloh, 47000 Selangor Darul Ehsan.
Tel : 603-6156 7617 / 6157 5545 Fax : 603-6140 4330 Email : tropicstarmdnbd@gmail.com

Nexus' mega drive



Car carrier expands and heads in the right direction with Cobra GPS fleet management system

Based on what this company has achieved or rather delivered over the past few years, Mega may just be the right word to describe Nexus Mega Carriers Sdn Bhd which has since become the biggest car carrier in Malaysia.

Nexus has grown from strength to strength in terms of loads carried (from 24,000 in 2007 to 44,000 last year), distance completed by fleet (from 5,000,000 km in 2009 to 9,000,000 km last year) and fleet size (from 100 vehicles in 2009 to 150 last year). The figures that are cropping up this year look just as promising. For those familiar with the industry, this development comes as no surprise.

Nexus has the muscle, in terms of logistics capability, to deliver loads and loads of completely built-up (CBU) cars for the automotive industry – from manufacturing plants and assemblies to automotive dealers and showrooms across the country. After having firmly established itself in West Malaysia, Nexus, which is part of the Giga Maritme Group (GMG), has now set its sight on ramping up its operations and driving its business even further in East Malaysia.

GMG also comprises of Straits Auto Logistics Sdn Bhd, Giga Car Terminal Sdn Bhd and Giga Shipping Sdn Bhd. Recently, Straits Auto Logistics Sdn Bhd acquired its sixth roll-on roll-off (RORO) vessel in the form of the US\$20 million (RM64.55 million) MV Straits Challenger. This massive ship is the size of five and-a-half football fields. It has 12 decks and has the capacity to carry 5,340 cars.

Giga Car Terminal (GCT) currently operates two yards within Westports in Port Klang capable of storing 10,000 cars over 50 acres. The group also does its own freight and forwarding.

Nexus' current fleet of 160 vehicles and its contribution in the land transportation segment completes the jigsaw for GMG's offering as a total logistic solution.

"The success of Nexus Mega Carriers," says its chief operating officer Shahrman Hasan, "has very much to do with the strength of our group. On top of our own vehicle fleet, GMG also has our own ships and our own yards. We are port terminal operators and freight forwarders as well. This gives us a significant advantage. We are thus able to retain better control in terms of planning and running our deliveries. It also puts us in a good position to provide better customer service and to respond effectively to any delay, request or situation."

"In the car carrying industry, there are always high and low periods in terms of our operations. We have to cater for customer demands, which are in term affected by market conditions, sale orders and production plans" he adds.

At the moment, Nexus delivers CBUs for almost 30 brands of vehicles ranging from marquee European brands like BMW and Mercedes to top Japanese makes that include Toyota,



Nexus transport executive Aminuddin Mohamad Samdin (second from right) and technical and safety manager Bahtiar Warman (right) briefing the drivers on safety at the Bukit Kemuning operation yard Group briefing on safety and performance

Honda, Mitsubishi and Isuzu, Korean models like Kia and Hyundai to Malaysian models: Proton and Perodua.

The Nexus fleet of double-deck trailers, single-deck carriers, rigid trucks and motorcycle carriers run the length and breadth of the country transporting CBUs from manufacturing and assembly plants including Pekan, Tanjung Malim, Rawang, Gurun, Kulim, Rawang, Malacca and Shah Alam to the port and all the designated automotive dealers and distributors.

Peak periods mean delivering about 3,000 vehicles in three days – or transporting 1,000 units a day. Giga Car Terminal (GCT) chief operating officer Captain Hairi Ho said they were currently shipping about 90,000 CBU units from Port Klang to Sabah and Sarawak.

“This volume,” Capt Hairi pointed out, “represents about 15% of the total industry volume in the automotive sector. Previously, the land transportation in East Malaysia was outsourced. Now, we plan to use our own fleet to reduce cost, deliver better service and increase efficiency.

“Kuching is the port of entry for Sarawak while Kota Kinabalu has become the sole entry point for Sabah. Tawau and Sandakan are no longer used. To lower costs, we have reduced the number port terminals in Sabah to discharge the vehicles.

“We have the capacity, capability and expertise to undertake this challenge especially with the recent acquisition of the MV Straits Challenger and the expansion of our yards in West Port.”

The interview, held over lunch in Glenmarie, saw the two COOs getting along splendidly. While Shahriman and Capt Hairi displayed pride in their jobs and took pains to highlight the achievements of their respective companies with detailed facts and figures, the sprinkling of jokes and laughter during the meeting revealed the spirit of two comrades who have been working in harmony.

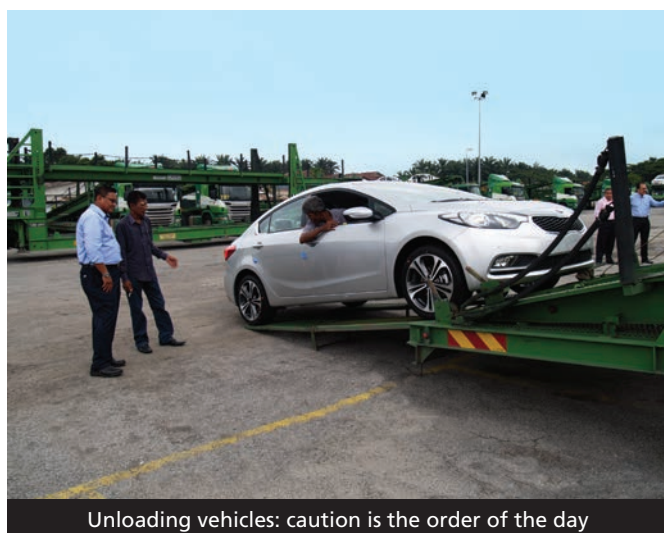
The scene that unfolded, no doubt, would have pleased the two helmsmen of GMG - Datuk Kumar Prabakaran, the managing director of Nexus Mega Carriers Sdn Bhd and Giga Shipping Sdn Bhd, and Datuk Adrian Henry D' Silva, the managing director of Giga Car Terminal Sdn Bhd and Straits Auto Logistics Sdn Bhd – who have among themselves created such synergy in this group.

However, the challenge for Nexus is not just about delivering more loads, expanding its logistics facilities and capturing more business.





Nexus Mega Carriers Sdn Bhd chief operating officer Shahrman Hasan (left) with Giga Car Terminal (GCT) chief operating officer Captain Hairi Ho working together to ensure that operations run smoothly



Unloading vehicles: caution is the order of the day

Nexus has continuously strived to improve the operational efficiency of its vehicle fleet, increase productivity, enhance driver safety and reduce fuel and vehicle maintenance costs. Its main concern, of course, is to provide good customer service by delivering its loads of cars on time and with zero defect.

In this regard, technical and safety manager Bahtiar Warman said that the use of modern technology, including the deployment of the Cobra GPS Fleet Management System by CSE Telematics, and the integration of this system with Maslog, a Transport Management System, has steered Nexus in the right direction.

In terms of fuel efficiency, Nexus has been able to achieve an 18.5% increase in fuel efficiency – from an average of 2.2km per litre for its fleet in 2009 compared to 2.7km per litre in 2012. That's important bearing in mind the considerable distance run by the fleet. This year, the fleet is expected to clock 10,000,000km – almost double the distance compared to the 5,000,000km achieved in 2009.

“Part of the reason,” said Shahrman, “has been because we have been modernising our fleet by adding new and more fuel efficient trucks and carriers.

“But the GPS system has contributed to smoother operations and has helped us to achieve more efficiency and savings. The



Cobra system provides alerts, reports and real-time minute by minute data on our fleet movement. Integrating this data with Maslog, our Transport Management System, has helped us tremendously.

“We are better able to plan and run our loads. We are also able to monitor our deliveries well. All our drivers are trained on the vital aspects of safe, defensive driving. They also learn the skills of loading, unloading and securing the vehicles on the carriers. That’s very important as many of our carriers are double-deck.”

Despite having a highly trained group of drivers, nothing is left to chance. The Nexus logistics team of Ahmad Shahir and Samsul Fitri at the Bukit Kemuning operation yard in Shah Alam and Hamir Yusof in Gurun routinely monitor the system. Any form of violation or exception -- route deviation, speeding, idling, unauthorised stops, barred locations or hot spot – are routinely picked up.

In the business of delivering loads, Nexus has always been prudent. It has been cognizant of the fact that success is not only about arriving at the destination. With the millions of kilometres chalked up by its vehicle fleet each year, it also has to do with the habit of always keeping a keen eye on the road ahead.



All under control with tracking systems from Cobra

No Fuel Wasted on Volvo Trucks' Watch



Floyd Cowan went to Brisbane, Australia for Volvo Trucks Asia Pacific Fuelwatch Championship 2013 where he not only reported on the professional drivers, but had the opportunity to drive a truck as well.

For the second year in a row an Australian has won Volvo Trucks Asia Pacific Fuelwatch Championship. Grant Morice was the most fuel efficient of the 13 drivers who had travelled to Australia from 10 countries in Asia Pacific to compete in Volvo Trucks Asia Pacific Fuelwatch Championship 2013 from October 22 - 23 at Brisbane Australia. In the inaugural APEC championship in 2012 Chris Sanders comfortably won the on-road title.

Good for Everyone

"It's great, really great," said Morice after his win in the new Volvo FH16 6X4 with gross combination weight of 40 tons. "I loved coming here, and I'd like to say thanks! It's just great what Volvo does. Fuelwatch is good for everyone. It's getting the word out for saving the environment and its helping companies save money on fuel."

Youngki Park from Korea triumphed in the off-road event driving a Volvo FMX 8X4 with a gross vehicle weight of 21 tons.

Many Benefits

"We know how important fuel efficiency is to our customers' business," stated Christophe Martin, President of Volvo Group Trucks in Asia Oceania. "With Fuelwatch we address this need and show how the right driving habits can dramatically lower the fuel consumption of a truck, and hence save costs," he stated at a press conference. "Therefore, Fuelwatch is not just a competition, but rather a competence development effort. It benefits the drivers by improving their skills, it benefits our customers by contributing to the bottom line, and it also

benefits the environment by decreasing the carbon footprint. That's why, with Fuelwatch, everyone is a winner."

During this annual competition, drivers navigate Volvo trucks along a course with the winner being the one who uses the least fuel. The on-road course twists and dips for 5.8km around the rolling hills of the Mount Cotton Training Facility located 30 minutes outside of Brisbane. The course must be completed within 14 minutes 30 seconds before penalties are incurred. The off-road route was a challenging 4.2km, with no time limit.





Training Day

Day 1, October 22, 2013, was for driver training and practice. Ian Sinclair, Product Director of Volvo Trucks Asia Oceania, welcomed the drivers, owners and media and introduced them to the facilities. In addition to the two FH trucks to be used in the on-road competition, a B Triple was on display with its three trailers making it 36m long and capable of carrying 90 tons. Participants could take a ride in the truck. "Fuelwatch is not just a competition and it is not just about saving fuel," Ian stated. "It is also about driving safely and smoothly. It is about the core values of Volvo of quality, safety and protecting the environment."

Per Hansen took to the stage to begin the briefing stating that 65% of the fuel used by a vehicle was used for powering it and there are no discretionary options for reducing fuel consumption. This 65% can be optimised by the features within the truck such as the I-shift transmission, fuel-efficient engine and aerodynamic cab.

However, the remaining 35% is determined by other factors. "There is a huge difference in fuel consumption based on how we drive the vehicle," Per explained. There are internal factors, such as keeping the vehicle properly serviced, and external conditions such as snow and route planning. "In reducing that 35%," Per continued, "the most important factor is the driver."



Fuel Saving Tips

Most often drivers want to get from A to B as quickly as possible over the shortest route, but for fuel economy that may not be the best approach. Per ran through 11 points that could



help reduce fuel use such as not overloading a truck, braking, changing gears and reducing idling.

"Try not to stop," he advised the drivers. "When we walk we look 6m ahead, but when we drive we don't switch to driving mode and continue to look at what is immediately ahead of us. For a bad driver everything comes as a surprise. You should be looking ahead so you can anticipate what is going to happen. Once you stop it is a huge effort to get the vehicle moving again. You've seen a strong man pull a vehicle. I could never do that because I couldn't get it started, but once it is going I could step in and pull it. The truck has a lot of kinetic energy that keeps it moving even after the power is not engaged."

Braking is Crucial

Braking at the right time is also critical to fuel savings. When cresting the hill the foot should be taken off the accelerator before reaching the top and the vehicle will continue over the hill and down the other side under its own momentum, saving on fuel.

"Driver attitude is very important. Taking care of yourself is as important as taking care of the vehicle. Get some rest, get some exercise and eat well. Exposure to training will also benefit the driver."

As in all Volvo presentations and events there is an emphasis on safety. In many Asian countries safety is crucial not just to the driver, but to his family as well. Most often the driver is the sole breadwinner in the family and his loss can have dire effects on them.





Malaysian Champ

When Zamri Abdullah Rahman, the Malaysia Fuelwatch Challenge Champion 2013, began driving 23 years ago he had a different perspective on the profession than he does today. Before becoming a driver he worked as a clerk for EON Distribution where he talked with the drivers who came in. "I met lots of drivers and they told me of their experiences driving. They went to many places, and I, as a clerk, was desk bound."

Under his own initiative Zamri took driver training and got a job as a driver with EON and then switched to MISC driving containers, based in Port Klang. In 2009 he joined Konsortium Logistik Berhad and when the position came up to be a driver trainer he applied for it and got the job. Again, under his own initiative, he went outside the company to get driver trainer and now teaches the Konsortium's new drivers three days a week.

With the constant upgrading of technology in today's automobiles Zamri frequently takes refresher courses. He passes his knowledge on to the drivers and he does their assessments. "I don't drive anymore, but I take long trips with drivers. I go with them to assess them on long drives."

More Challenging

Asked what changes he has seen over his 23 year career he says, "It is actually harder to be a truck driver now than it was before. Now you have to learn all the new technology and know how to use it. You have to learn many things which you didn't have to before."

Emphasising the importance of education he explains: "The new trucks have better fuel economy now, but if you have a driver who drives like it is an old truck then it doesn't matter how much new technology you have, it won't perform any better than an old truck."

Zamri says what he likes about being a driver is that it broadens your horizons. "You keep updated on what is happening and drivers like to share information. When you start you are young and brash. As you get older you get more experience. I enjoy sharing that experience with young drivers to help them improve they way they drive. I think that one of the most important things I tell them is to drive with patience. They will be safer and they will save fuel."



Passion for the Programme

“The passion for this event amongst our staff is massive,” explained Mats Nilsson, President Asia Oceania Sales, Region Malaysia. “We are all very proud to put on this event where we can share our vision and our passion with our customers.”

The event is truly a win-win situation for Volvo and its customers. “By training their drivers how to reduce the amount of fuel they use we can save our customers a great deal of money. Consider that if a fleet owner has a 100 trucks and he was able to save just 10% on fuel costs that would have a significant impact on his bottom line. There is a potential to save even more than that.”

To determine the Malaysia Fuelwatch Challenge champion competitions were held in six locations around Malaysia with roughly 500 drivers taking part, “which shows how much importance owners are putting on this,” Mats states. “Fuelwatch helps to create a stronger relationship between Volvo, the drivers and the owners.”

Winners

While ultimately the goal is to sell more trucks, having a bit of fun is also part of the event. “You are all winners, just by being here,” Christophe told the drivers – a theme that was repeated by all the Volvo management.

I was surprised how easy it was to drive the FH16, which ultimately got me into trouble in the truck. It was easy to get it up to speed, but not so easy to manage the first downhill corner at that speed. I hit the brakes hard and was the only one to leave rubber on the track. On my second drive I didn’t repeat that mistake and improved my fuel consumption by over 11%.

A gala dinner was held to announce the winners and present them with their trophies and air tickets to Sweden. The attendees at the dinner were surprised by exciting news. Joachim Rosenberg, Executive Vice President of Volvo Group, revealed: “I am very pleased to announce that we will have a global final for the year 2014. And we will have this final in Gothenburg ,Sweden.”

The dinner was followed the next day by a factory tour, at Volvo and Mack Trucks Wacol Plant, lunch at a Gold Coast restaurant overlooking the beach and a trip to Currumbin Wildlife Sanctuary where some had the opportunity to feed a kangaroo. How much more Australian can you get than that? Well, dinner at the Outback Spectacular enjoying The Spirit of the Horse, a live performance that celebrated Australia’s history and culture.



Fuel & Tyre Management Workshop – Get the most out of your fleet!



Shell and Michelin jointly organize a workshop to impart valuable knowledge on how to run fleets efficiently using their products.



The company is continuously working on improving their fuel. Some of the key features of Shell fuels are cleaning properties and the ability to protect engines and fuel lines from corrosion and clogging up.

Laying a solid foundation by discussing production of tyres and their components as well as elaborating on the markings found on a tyre, Douglas then moved on to discuss various issues about tyre management. Videos and practical examples were used to illustrate how fleet owners could improve the lives of tyres in all three stages of their usage. Ensuring correct maintenance of new tyres would go a long way to ensure good regroove-ability he explained. Through re-grooving, tyre mileage may be extended by up to 25% before going into the retreading process.

In front of a full house in the Mandarin Orchard in Singapore, Shell and Michelin welcomed fleet owners and operators to provide valuable insights into their products and how they can be used to further improve performances of commercial vehicles. First up was Ratchatapong Boonwatsakul, known as “Coco”, Shell’s Fuel Scientist who flew in from Bangkok, Thailand to meet with fleet customers and representatives of key accounts.

Highlighting the importance of quality fuels, Ratchatapong used videos to illustrate what happens when injectors are clogging up and fuels aren’t providing enough energy when burned in the chambers of the engine. Gaining insights into compositions of fuels and how they work, many participants commented that they had learned a lot and that they now understand fuels much better.



One of the main attractions were tyres and tread patterns that Michelin had on display. These commercial vehicle tyre samples were in different states of usage and could be used to illustrate the points made in the presentation.

We are sure that many guests will be checking their tyres more carefully now that they know about correct handling of the rubber, which is not just round and black.

Managing tyres and how to get the most out of pneus was the main topic of the second part of the seminar. Taking over the stage, Douglas Ong, Director of Chin Seng Hin Pte Ltd talked about the importance of tyre management.



What the ASEAN Free Trade Area means for trucking?



About 55 percent of Asia's total trade was conducted within the region in 2012, up from 45 percent 10 years ago. We also see the Free Trade Agreements being signed between countries in Asia as a positive development for the future. Currently the number of exporters using the FTA's is small but growing.

The ASEAN-China FTA will provide a boost for trade in the region and should help ease delays at Customs particularly on the road borders where we see the most potential for growth in trade.

Within Asia, bilateral trade corridors involving China and India will be the fastest growing sectors – leading the way for Asia (excluding Japan) to make up roughly one-third of the world's total economy by 2020, double the region's current levels.

Agility sees import demand from emerging markets in Asia increasing as consumption develops to become an important growth engine for the region. All the analysis we are seeing suggests that there will be considerable growth in disposable income levels, and increased urbanization throughout Asia. A dramatic increase in middle class wealth across Asia is expected.

The establishment of free trade across ASEAN by 2015 is also a key factor higher intra-regional trade. The recently published Agility Emerging Markets Logistics Index, now in its fourth year, China ranked number one and Indonesia at number five and Malaysia at number eight and were among the top performers Asia in the overall Index rankings.

There are indications that the region's dependence on established trading blocs is diminishing as consumer classes across the region grow and internal and intraregional trade becomes more important. Confidence in Asian markets was evident among the trade and logistics professionals survey. They selected Intra-Asia trade as having the greatest potential for growth.

Elsewhere, survey respondents pointed to Indonesia, Vietnam, Bangladesh, Thailand, Malaysia and Pakistan as Asian countries poised to become major logistics markets.



Agility's Established Trucking Network Across Asia

Agility has a long established comprehensive network across Asia including India, China and all countries in South East Asia. Having this presence in the region with our own offices and local staff means that we have considerable reach into local markets where we generate business opportunities.

The company offers international daily trucking services covering China and Southeast Asia, and they view these routes as offering the most growth potential. For example, manufacturing clusters have now been established in Vietnam, and more recently in Cambodia as a result of improved road access to the Thailand and China borders.

Combined with this Agility has a global network, which for customers in South East Asia means they can deliver to their customers anywhere in the world.

Agility has the expertise and experience of working in emerging markets and is able to manage transportation challenges effectively on the ground.

Providing in-country logistics services the company offers cross border trucking that connects all the major economies in South East Asia including Indochina. The network has also been extended into Southwest China through Kunming and Southern China.

Demand for land transportation is growing as economic corridors are developing along the major road networks as trade expands between countries in South East Asia.

Given that some of the emerging markets in Asia face issues with infrastructure, including port congestion, lack of air freight capacity and poor development of rail infrastructure, trucking has become a viable alternative.

Cross-border road freight is proving increasingly attractive to customers because of improved shipper transparency and security, and the ability to offer trucking as part of a multimodal solution or as a time-definite door-to-door service. The mode also offered more flexibility than air on cut-off times and a speed advantage compared to ocean.

Manufacturing clusters are setting up along the highways taking advantage of the improved road access to the growing number of consumers in the region.

For example Agility is trucking electronics components by road from Vietnam to Shenzhen by road. The cost is cheaper than air and the transit time is quicker as the shipment is transported door-to-door.

Every region has its challenges, but in ASEAN the lack of a contiguous highway network adds time and cost to most shipments. This is improving but given the number of countries with infrastructure challenges it will take time.

There is a need for improved customs procedures in order to reduce waiting times at borders, this will support an increase in shippers using international trucking services. If there are improvements to the highway network connecting Southeast Asia and into China and border services improve, the time differential between trucking and air freight between major cities would become negligible and the cost of trucking would significantly lower.

In ASEAN trucking also offers additional options to air and ocean and makes it attractive in the region. Some of the local markets are capacity constrained, in particular, at certain times of the year, and trucking gives providers an option to offer a road/air or road/ocean options.

The ASEAN FTA is hopefully the way forward to removing the trade barriers that inhibit cross border growth.

The major problems that exist are both bureaucratic and infrastructural and common in frontier and emerging markets. But cross border delays are common, poor infrastructure also means there can be delays on the road.

Agility is fully engaged at every level with the Customs departments in Indonesia, Vietnam and Thailand, with an aim to improve cross border processes and procedures.

Delays are also factored into the schedule and there are contingency plans for most eventualities to ensure supply chain integrity for our customers.

Agility has opened a representative office in Myanmar and there are many opportunities for Agility as the company opens up.





About the Agility Emerging Markets Logistics Index

Agility Emerging Markets Logistics Index looks at the world's most dynamic economies and the forces powering them. It ranks 45 major emerging markets and identifies the attributes that make them attractive for investment by logistics companies, aircargo carriers, shipping lines, freight forwarders and distribution property companies. Together, the Index rankings, analysis and survey of 375 industry professionals provide a basis to compare individual countries, weigh their strengths and weaknesses, and gauge their near-term prospect.

Other Sources

UOB Singapore – The Rise of Intra Regional Trade in Asia





Scania Streamline G 410 LA 6x2 MNA with Opticruise

CAPACITY AND WEIGHTS

Front axle load (Max) : 7,500 kg
Rear axle load (Max) : 20,000 kg
Gross vehicle weight : 27,500 kg

DIMENSIONS

Axle distance (A) : 3,100 mm
Vehicle length (G) : 6,705 mm

ENGINE

13 litre DC13 107 EURO 3
4-stroke 6-cylinder in-line, 4-valves per cylinder, turbo-charged, intercooled, Scania PDE injection (separate electromagnetically controlled unit injectors) and air cleaner.

Maximum Output

302 kW (410 hp) @ 1900 r/min
Maximum Torque
2000 Nm @ 1,000 – 1,350 r/min

Equipped with:

FMS – Fleet Management System (Preparation).
Electronic temperature controlled fan (heavy duty).

GEARBOX

GRS905, 12-speed range-splitter, synchromesh gearbox with two non-synchronised crawler gear fitted with Opticruise gear shifting system.

Opticruise

“Automatic Gear Shifting” on manual gearbox – with downhill speed control and Hill Mode gear shifting for >5% gradient climb.

WHEEL CONFIGURATION

6 x 2 – Forward control, right-hand drive.

SUSPENSION

Front – Heavy duty parabolic leaf spring (3 x 29) suspension c/w shock absorbers and Anti Roll Bar.

Rear – Heavy duty air suspension of 2 bellow type c/w shock absorbers and Anti-Roll Bar.

TYRES AND RIMS

295/80R 22.5” Radial Highway pattern tubeless tyres on 9.00” x 22.5” steel rims in the front and rear with spare.

BRAKES and SAFETY

Direct acting full air brakes with independent circuits for front, rear, and parking / emergency circuits and trailer brake. Spring type parking brake acting on rear wheels. Also features:

- Exhaust Brake – foot switch operated
- Air Dryer
- Load Sensing Valve
- Automatic Slack Adjuster
- Anti-lock Braking System (ABS)
- Traction Control (TC)
- Air Processing System (APS)

CAB

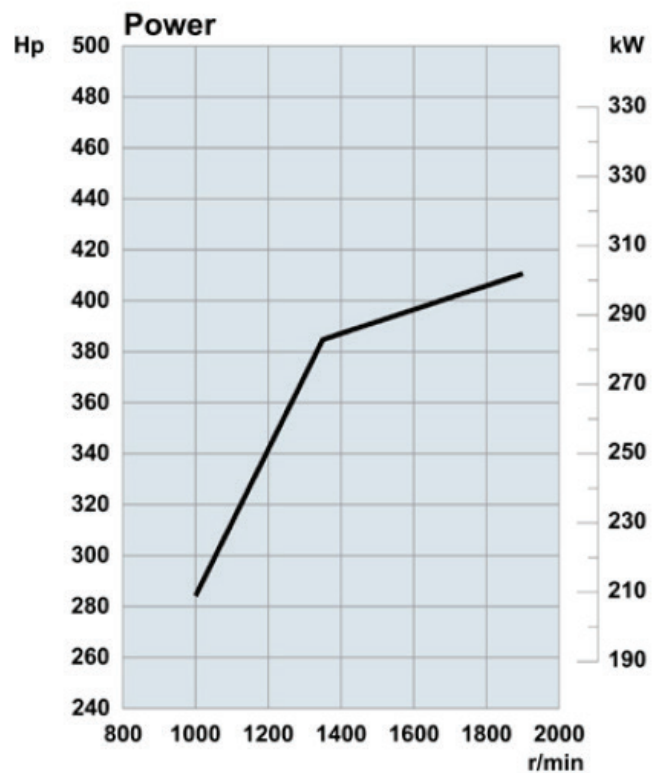
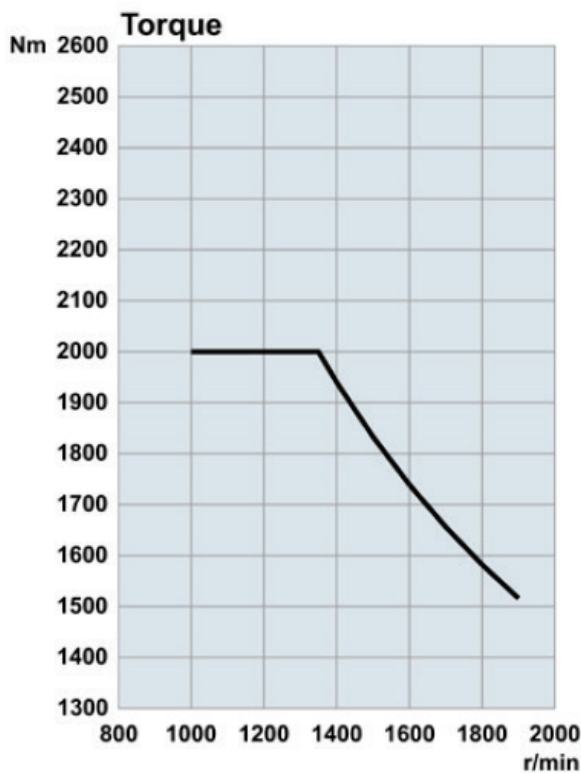
Scania CG19N Sleeper Cab – New cab corners and sun visor improve aerodynamics. Welded steel structure with galvanised sheet steel panels. Heat and noise insulated, with laminated windscreen glass and tinted door windows.

Cab is suspended on 4-point spring system.
Fully adjustable, air-suspended seats for driver.





DC13 107 410 Euro 3



FUEL TANK

400 litres aluminium tank c/w lockable fuel cap.

STEERING

Fully adjustable 4-spoke safety hydraulic power steering.

ELECTRICAL SYSTEMS

Batteries : 2 x 12 volts with 140Amp/h capacity
 Alternator : 100 A

INSTRUMENT GAUGES

Long curved dark grey dashboard with all instruments and controls within easy reach from driver.

Trip computer with engine-hour meter.

Tachograph – 1 day, 2 drivers, km/h, SIM, rev. recording.

Cruise control, with switches in steering wheel.

Speed limiter – Max speed 100km/h.

Doll's Panther claws in - Extreme approach to quality pays out in South East Asia



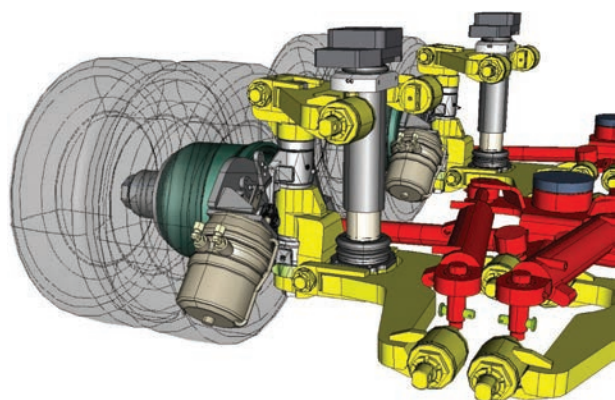
When moving heavy goods, the trailer is the key component in the operation. Global CV and Equipment is the best address to get your hands on one of the Doll Panthers.

By now, for three years it has already been holding its ground on the hard-fought special transport market: the Panther – longer than any other supplier of heavy-duty semitrailers with independent wheel suspension in the industry.

In comparison to the competition, DOLL demonstrates market-readiness with the panther-plus package: 5 years of warranty on all proprietary DOLL components in the vehicle: “After delivery hardly ever any vehicle returns to our workshop. The majority of our service personnel can be used for the production of new vehicles” says Rolf Gerhardt, engineering manager in the house, DOLL employee of 37 years’ standing. The company can be confident about their product quality as they even manufacture their own axles for the Panther.

Third-party components are dispensed with in the Panther to the utmost extent possible, because operational reliability and optimal driving characteristics require particularly precise matching of all components of the independent wheel suspension with the frame and chassis design. This tailored synchronization with the frame enables the specially patented Panther components to completely do without soft bearings and use of rubber in the direction of the axles. Thus extraordinarily low maintenance and low wear are achieved, while driveability is concomitantly improved. This also means improvements in terms of road conservation – sustainability, which is estimated by authorities particularly in times like these when roads require preservation.





The Panther offers:

- 55° steering angle
- Forced steering of all axles
- Best possible axle compensation

Lowest loading height: 850 mm

- At 70 mm stroke and 315 mm total travel
- Single, double, triple, and even quadruple telescopic extension
- Irrespective of the number of axles

The panther's third birthday thus emphasized the maturity of the product, and at DOLL's booth at Bauma earlier this year was celebrated with customers and prospects.

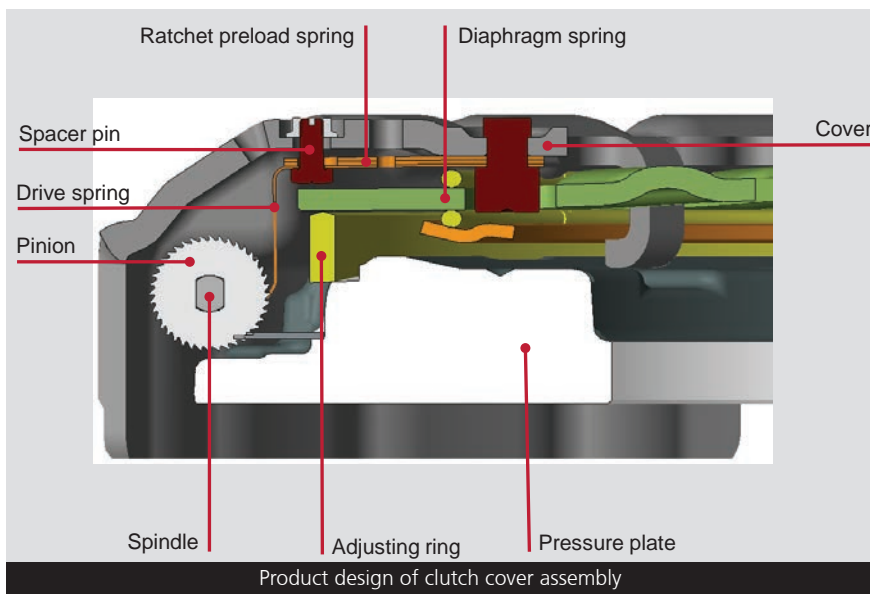
About Global CV & Equipment

GLOBAL CV & Equipment Pte Ltd is a registered company in Singapore which is dedicated into the development and marketing heavy duty truck, Construction Machinery and special trailers to the worldwide customers. Headed by industry veteran Mr. George Lee, the company has been successful since 1991 as the appointed distributor for Doll trailers.

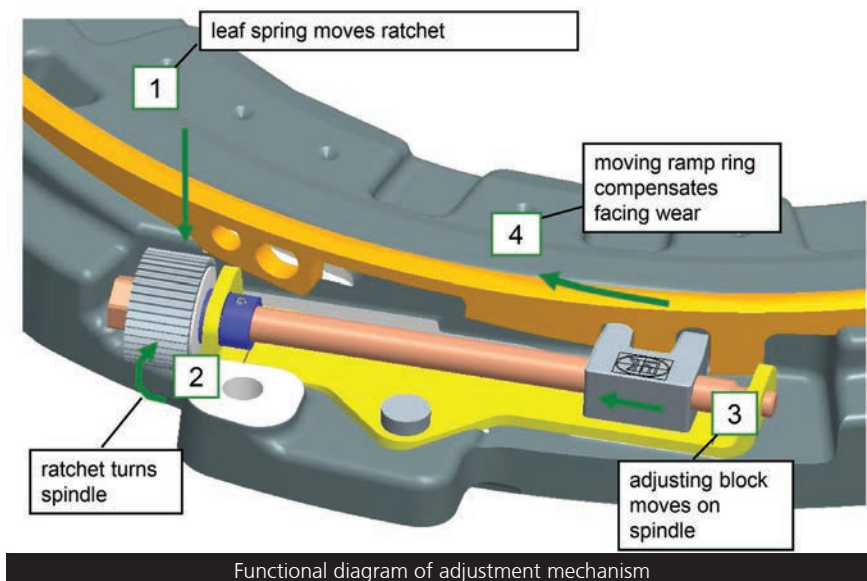
For more information:
www.globalcvequip.com or www.doll-oppenu.com/

LuK RepSet SmarTAC - Highest Performance Clutch System

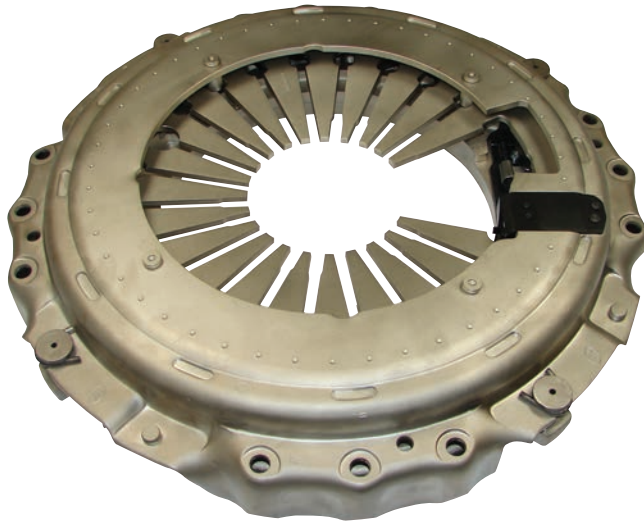
Lower Release Force, More Wear Reserve and First Aftermarket Application for Commercial Vehicles.



Schaeffler Automotive Aftermarket has been responsible for the Group's global automotive replacement parts business for the LuK, INA and FAG brands for over 35 years from its headquarters in Langen, Germany. In 2001, LuK-Aftermarket Services set up a representative office in Singapore. In 2007, there was a full legal integration of LuK, INA and FAG aftermarket to Schaeffler Automotive Aftermarket South East Asia (SAAM SEA). Since this legal integration, SAAM SEA offers a vast range of components for the drive train, engine and chassis – for all vehicle classes and in OE quality. Having the three brands and a strategic distribution network in South East Asia, SAAM is able to deliver superior service to their valued customers.

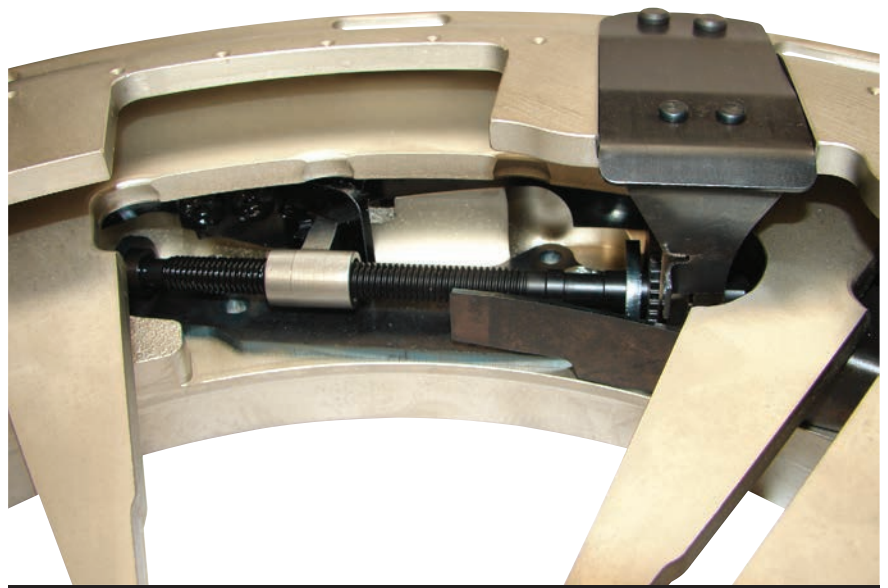


Clutch systems for commercial vehicles are designed for high mileage and long life. It is common to see delivery trucks achieve mileage of 600,000 km, with long haulers travelling over 1,000,000 km. Stop-and-go driving with lots of parking maneuvers, as required by construction vehicles, challenge the wear-resistance of commercial vehicle clutches. Schaeffler Automotive Aftermarket has developed a solution which offers long life clutch comfort for commercial vehicles with its LuK RepSet SmarTAC that features wear reserve levels of nearly twice that of conventional clutch systems.



A maximum wear reserve of up to 6 mm – the LuK travel-adjusted clutch, here a cutaway showing the adjustment mechanism.

Besides extreme demands on wear-resistance, commercial vehicles often have automatic-shift gearboxes with clutch boost controllers that use a flat clutch-pressure curve for clutch control. LuK RepSet SmarTAC is employed here. The adjustment process is initiated by the travel-adjusted clutch measuring the distance during clutch engagement and disengagement. When the distance between the pressure plate and flywheel changes due to wear, the axial amount of change is translated to the adjusting ring by a spindle with a coupled pinion gear. Compensation follows with constant finger height between the pressure plate and the diaphragm spring. And because the entire adjustment mechanism is located on the pressure plate, distortion and torsional forces have no influence on the quality of adjustment. This gives the LuK RepSet SmarTAC a minimum wear-reserve of 6 mm, a true benefit as it is twice as large as that of conventional clutch systems.



The adjustment mechanism of the LuK travel-adjusted clutch.

With LuK RepSet SmarTAC 430 mm (pull-type), Schaeffler Automotive Aftermarket is making a high-performance and long-life repair solution available. It consists of a clutch disc, pressure plate and conventional release bearings, all of them tuned to work precisely together and in proven original equipment quality. LuK RepSet SmarTAC 430 mm (pull-type) has a long-life design, a precise adjustment mechanism and the newest-generation clutch lining with the LuK HD30PLUS that also allows a dramatic increase in mileage, optimal friction values and top comfort. In 2012, the LuK travel-adjusted clutch began being installed as original-equipment in commercial vehicles.



The LuK RepSet SmarTAC 430 mm (pull-type) – an even higher performance, longer-life repair solution for selected heavy-duty applications. It consists of a clutch disc, a clutch pressure plate and conventional release bearings.

A Day in the Life of a Fuel Scientist



We accompanied a Fuel Scientist for a day to find out more about how fuels are being made and how science plays a role.

Here at Asian Trucker we wanted to find out more about how fuels are being created and what it takes to produce the best possible Diesel for your truck. Loke Ean Bee allows us insights into his daily work.

8:00 Reflections on the way to work:

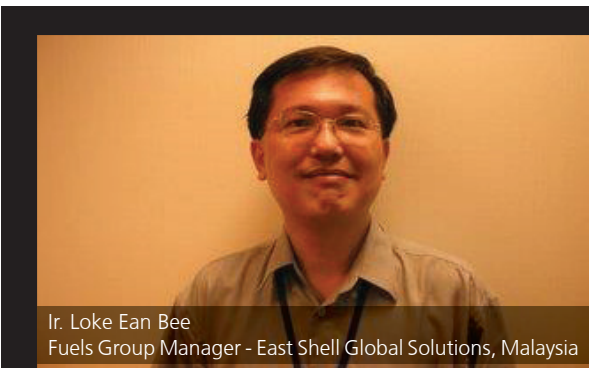
What is it that a Fuel Scientist is trying to achieve?

My colleagues and I may be based here in Malaysia's Shell technology centre, but we share a common mission with our colleagues around the world to help develop innovative fuel technology that can help make a positive and tangible difference to our customers. It was a proud moment for all of us at Shell Malaysia when we introduced Shell FuelSave to the market.

While we operate at the cutting edge of fuel innovation, it's also a source of great pride for me to be part of a 100-year heritage of scientists who have contributed to the development of some of the most advanced fuels in the world. We know all fuels are not the same, which is why we are committed to making better fuels for our customers and their vehicles.

Personally, I like to take off the lab coat, and get out into the field to explain to customers the benefits of Shell FuelSave 95 and Shell FuelSave Diesel – it's also an opportunity to share fuel-saving tips on how to get the most from the fuel.

Aside from my primary role as a fuel scientist, I am also involved with helping to communicate our messages across Malaysia – to local businesses and to everyday consumers like you and me. Gradually, we want to help more drivers and fleet managers to make their fuel last longer, which makes financial sense.



Ir. Loke Ean Bee
Fuels Group Manager - East Shell Global Solutions, Malaysia

Loke is currently the Shell Fuels Group Manager- East. He is responsible for leading the Fuels Marketing Technology R&D and technical services for Asia Pacific and Middle East. Loke's work experience included fuels product R&D, product launches, fuel specification development, air quality issues, alternative and future fuels, fuels and lubricant technical services and quality assurance. He has also represented Shell in various technical committees and forums in the region.

Over the last 25 years in the company, Loke has held leadership and senior technology positions in Shell. He was the Global Technology Manager for Premium Gasoline from 2007 till 2010, where he managed the R&D programme for Shell V-Power gasoline worldwide. He joined Shell Global Solutions in 2000 where he was cross-posted to Shell Technology Centre Thornton, England as the Assistant Lubricant Business Group Manager and Singapore in 2002 as Fuels Manager. While working in Shell Malaysia from 1988 till 2000, he has worked as Fuels Technical Manager, Technical Sales/Services Engineer and Safety Inspector in the Marketing and Sales organisations.

He joined Shell Malaysia in 1988 after graduated as a Chemical Engineer from University of Malaya. He has a MBA degree from Heriot Watt University in Edinburgh. He is a British Chartered Chemical Engineer and Malaysian Professional Engineer. He was the Chairman of Chemical Engineering Technical Division of Institution of Engineers, Malaysia from 1997-1999.



9:30 What is most important for fuels used for commercial vehicles?

Shell FuelSave Diesel is our regular priced fuel designed to last longer per tank. It is one of our breakthrough fuels and Shell's most advanced fuel-economy Diesel. Shell FuelSave Diesel is designed to ignite and burn more effectively, helping to produce more efficient combustion in your engine. It is also designed to help protect against the build-up of deposits. Our instantaneous fuel economy formula in Shell FuelSave 95 and Shell FuelSave Diesel is designed to improve fuel efficiency from the very first tank. Internal Shell tests with heavy-duty engines used in road transport vehicles have shown fuel savings of up to 3% compared to regular diesel without the fuel economy formula. Customer trials have confirmed these results and in some cases, higher fuel savings were achieved.

11:00 Law abiding scientists: addressing legal issues that need to be considered in the composition of fuels?

Our products have to comply with relevant fuel specifications and standards. During the development process, fuels will also be rigorously assessed against Shell's extensive no-harms testing protocols and quality requirements. Only when we have a new formulation that fully meets the applicable specifications, is fit-for-purpose, meets our no-harms and quality requirements, with technical performance claims fully substantiated, do we make it available for Shell customers at the forecourts.

11:30 Testing the fuels we create

To develop fuels that go beyond the minimum specification requirements and that are designed to deliver performance benefits, we need to first understand how best to combine those materials produced at the refinery with other ingredients to produce technically advanced formulations such as Shell FuelSave Diesel. Before we bring a new fuel to our customers, Shell scientists run rigorous tests on the fuel in the laboratory and on rolling roads with real trucks. When we tested Shell FuelSave Diesel in cars, the tests included an extensive programme conducted by independent engineering specialists, using the same official European test cycle that is used to measure the 'official' fuel consumption figures shown in vehicle manufacturer advertising and handbooks. The tests conformed to standard industry-recognised fuel economy measurement procedures and were audited by the BSI Group (British Standards Institute). Our knowledge and dedication helped to develop the fuel technology, which is found in Shell FuelSave Diesel.

14:15 Why is it called a "Science"?

As a scientist, I collaborate with my peers around the world to identify innovative ideas that can help develop or support a product. Once an idea is passed over to the laboratory, then the testing begins. The team starts off with simple experiments and then, as the fuel formulation becomes more successful, the scale of testing expands from test tubes to bench engine tests, vehicle testing and on-road fleet testing and market trials. Shell scientists and engineers then apply their research experience to manipulate the formula further to create advanced fuels that are designed to work and interact with the engine to help deliver different benefits.

16:30 Planning: How long does it take for a new fuel to be created (from idea to pump)?

There is no single answer to this question. The length of time taken to develop and deploy a particular Shell fuel technology varies from product-to-product and formulation-to-formulation, and is dependent on multiple factors, including the desired performance, technical challenges and complexities of the development process. To put it into context, if we were to start this process with a clean sheet of paper and develop a new formulation technology designed to meet specific performance needs, based – for example – on learning from customer research, this could take a long period of time. There will also be continuous and on-going background work, seeking out new ideas, looking at emerging and future vehicle and engine technologies and laying the foundations for future generations of fuel technology. In Research and Development, our work is never complete. What I want to convey is that we are constantly seeking the next innovation, the next breakthrough, and ways to make our fuels even better for our customers and their vehicles – we always strive for excellence. It is my job as a scientist to work with the wider Shell group to introduce new fuel formulas into Shell retail sites around the world and bring products to life. As fuel development can take a number of years, it is very rewarding to see ideas materialise and then talk to customers and explain to them first-hand about Shell's latest generation of fuels.

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2001, Excellent condition, S/N 23207834, Hour meter 11628, Net Price, **RM250,000** Call 019-6115746, (Loc. Rawang)

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CHANA ERASTAR PICK-UP 1.3L (P) 2013, aircond, radio am/FM, cargo body, steel, wooden, luton box, pasar malam, **RM29,888** Call 012-8559229, 016-6222163, 012-6511283, (Loc. SETAPAK)

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GARBAGE COMPACTOR, Fully imported from Europe certified to EN-1501 standard, Fully Automatic with Manual Redundant system, 18CBM available stock, High tensile German Spec ST52 material/specifications, very light structure, **RM9X,XXX ONLY** Call 019-318 1188 Alex, 019-236 4236 Chew, (Loc. S.Alam)

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-, Import Recon Case580, JCB 214 KOMATSU EXCAVATOR, EX200, SH60, SH120, PC 200, PC150, EX60, S280, EX120 CAT910 Wheel Loader,, - Call 012-6230289, 012-3890036, (Loc. SENAWANG)

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ERA JINBEI 2.2 (P) 2013, from 2-14 seater, ABS+EBD brake, DVD player, reverse camera&sensor, **RM68,800** Call 012-6511283, 012-8559229, 016-6222163, (Loc. SETAPAK)

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00468511

COMMERCIAL VEHICLE FINDER



FOTON VIEW PANEL VAN -, Accept trade-in, new, diesel, 3 years warranty or 100,000KM whichever comes first. **RM65K** Call **019-2702957**, 019-2250610, (Loc. OKR) 00468816



HICOM MTB 150DX (5000KG) 2007, 1-owner, new paint, new wooden floor board, t/top cond., 100% acc-free, must view. - Call **012-8881795**, 019-3333155, (Loc. K.Lumpur) 00469848



FORD MAXI 2.5 Diesel (m) 2006, 1-Careful owner, Clean Interior, Well maintained, Good Condition, Full Seat, No Repair. **RM33,000** Call **019-999 9974** Asri, (Loc. Klang) 00469737



ERA KOMUTER BAS SEKOLAH 2.8 TURBO (M) 2013, 23 murid-murid, ABS+EBD, Air-cond, 16" alloy rim, ABS+EBD brake. **RM98,888** Call **012-8559229**, 016-6222163, 012-6511283, (Loc. SETAPAK) 00468513



INOKOM LORIMAS AU26 WOODEN 03/05, 1-owner, acc-free, low mile, new paint, loan available, low down payment, trade-in welcome. **RM1X,XXX** Call **019-2421422**, (Loc. Cheras) 00470314



HICOM MTB 145 (4500KG) 2007, 1-owner, new paint, / mileage 7x,xxxxm only, 100% acc-free, t/top cond., must view. **RM-** Call **012-8881795**, 019-3333155, (Loc. K.Lumpur) 00468586



FOTON VIEW SEMI PANEL VAN -, Accept trade-in, 3 years warranty or 100,000KM whichever comes first. **RM67K** Call **019-2250610**, 019-2702957, (Loc. OKR) 00468905



HICOM MTB140 (4000KG) 1999, 1 owner, new paint, new seat, nice interior, acc free, must view. **RM-** Call **012-8881795**, 019-3333155, (Loc. K.Lumpur) 00469847



ISUZU NRR 33 CONCRETE MIXER 2013, Unregistered, new paint, new cushion, new aircond. **RM1XX,XXX** Call **017-3996520**, 0106695659, (Loc. JB) 00470734



ISUZU FSR 5.8 93/94, Call for best price, 1100kg, wooden cargo, loan arrangeable. **RM1X,XXX** Call **012-3991819**, 019-3333262, (Loc. SEGAMBU) 00469225



HINO RK1J 2008, Clean Interior, DVD/TV, Well maintained, Accept trade-in, 40 Seater, Bas Persiaran, Loan Arrangeable, Air conditioned. **RM-(NEGO)** Call **019-3333626**, 012-3991819, (Loc. Segambut) 00469234



HICOM MTB150DX WOODEN 2009, 1 owner, original paint, done 40KM only, seldom use, 100%acc-free, like new. **RM5X,XXX** Call **019-2421422**, (Loc. Cheras) 00470318



MERCEDES-BENZ VAN 2.9 DIESEL 2000, Well Maintained. **RM28,800** Call **019-774 2709** DIRECT OWNER, (Loc. Kluang,Johor) 00468300



KIA PREGIO 2.7(M) DIESEL 02, 1-Careful owner, Acc. Free, Clean Interior, Tiptop, Well maintained, Accept trade-in. **RM19,800** Call **016-2738806**, 017-3488675, (Loc. Klang) 00469798



MITSUBISHI CANTER (1 TON) 1995, 1 owner, new paint, good running condition, acc-free, value buy, must view. **RM-** Call **012-8881795**, 019-3333155, (Loc. K.Lumpur) 00469850



ISUZU NPR59P BDM 7000KG 1996, Must view, Well maintained, kargo AM 16 1/2 ft - worth to buy. **RM28,500** Call **012-2224490**, 03-33747211, (Loc. Klang) 00469519



ISUZU NPR 3TON 1997, 1 owner, acc free, very smooth engine, new paint, steel floor plate, well kept. **RM31,800** Call **019-2421422**, (Loc. Cheras) 00470308



INOKOM LORIMAS AU26 2001, 1 owner, new paint, acc-free, good running cond, value buy, must view. **RM1X,XXX** Call **012-8881795**, 019-3333155, (Loc. K.Lumpur) 00468589



ISUZU CHASSIS -, OFFER! Ready Stock Roll-Roll, - Call **012-686 0381** Jasmine, (Loc. S.Alam) 00469620



ISUZU NPR 71 CAR CARRIER, Unregistered, full loader with remote control, 18 feet. **RM-** Call **019-3829102**, (Loc. OKR) 00469899



ISUZU NPR 71 CAR CARRIER, Unregistered, full loader with remote control, 18 feet. **RM-** Call **019-3829102**, (Loc. OKR) 00469899



MERCEDES-BENZ MB 100 00/01, Silver, Clean Interior, Tiptop. **RM21800** Call **017-7799416** Tan, 019-7530612 Leaw, (Loc. JB) 00469626



MERCEDES-BENZ MB 100 00/01, Silver, Clean Interior, Tiptop. **RM21800** Call **017-7799416** Tan, 019-7530612 Leaw, (Loc. JB) 00469626



ISUZU NPR MOTORHOME 1997, Acc. Free, Clean Interior, Excellent condition, Well maintained, comes with freezer, home theater, toilet, new gen set, lightings, for sale/rental. call for best price. **RM-** Call **012-3991819**, 019-3333262, (Loc. Segambut) 00469248



ISUZU NPR MOTORHOME 1997, Acc. Free, Clean Interior, Excellent condition, Well maintained, comes with freezer, home theater, toilet, new gen set, lightings, for sale/rental. call for best price. **RM-** Call **012-3991819**, 019-3333262, (Loc. Segambut) 00469248



HOOKLIFT 7 tonnes lifting, Europe high flow 65cc piston pump, Europe hydraulic valves, stabilizer, heavy duty construction for high lifting capacity, best warranty (one to one exchange on parts), best price, ready stock & fastest delivery, dealers/resellers wanted. **RM-** Call **019-318 1188** Alex, 019-236 4236 Chew, (Loc. S. Alam) 00468283



HOOKLIFT 7 tonnes lifting, Europe high flow 65cc piston pump, Europe hydraulic valves, stabilizer, heavy duty construction for high lifting capacity, best warranty (one to one exchange on parts), best price, ready stock & fastest delivery, dealers/resellers wanted. **RM-** Call **019-318 1188** Alex, 019-236 4236 Chew, (Loc. S. Alam) 00468283



HINO XZU 412 ROLL ON ROLL OFF -, Unregistered, Full Loan, low interest, made in Japan, rebuild in Malaysia. **RM7X,XXX** Call **019-3829102**, 019-2303299, (Loc. OKR) 00469896



HINO XZU 412 ROLL ON ROLL OFF -, Unregistered, Full Loan, low interest, made in Japan, rebuild in Malaysia. **RM7X,XXX** Call **019-3829102**, 019-2303299, (Loc. OKR) 00469896



FODAY-SC 2.5 MANUAL 4B2 SINGLE CAB -, Leather seats, 2 Seater, halogen lamp, auto level, dual a/con, power steering, LCD digital odometer, PS 110/3600 RPM/ Torque 300/1800-2400, RPM, long 10'width 6', wheel base 3380. **RM-** Call **017-2927797**, 016-2162126, 016-3719544, (Loc. OKR) 00468519



FODAY-SC 2.5 MANUAL 4B2 SINGLE CAB -, Leather seats, 2 Seater, halogen lamp, auto level, dual a/con, power steering, LCD digital odometer, PS 110/3600 RPM/ Torque 300/1800-2400, RPM, long 10'width 6', wheel base 3380. **RM-** Call **017-2927797**, 016-2162126, 016-3719544, (Loc. OKR) 00468519



FODAY-DC 2.5(MANUAL) 4B2 DOUBLE CAB -, Leather seats, 5 Seater, Halogen seat, auto level, dual a/con, power steering, LCD digital odometer, CD+USB player, PS 110/3600 RPM/Torque 300/1800-2400, RPM, **FROM RM68,000** Call **016-2162126**, 016-3719544, 017-2927797, (Loc. OKR) 00468605



FODAY-DC 2.5(MANUAL) 4B2 DOUBLE CAB -, Leather seats, 5 Seater, Halogen seat, auto level, dual a/con, power steering, LCD digital odometer, CD+USB player, PS 110/3600 RPM/Torque 300/1800-2400, RPM, **FROM RM68,000** Call **016-2162126**, 016-3719544, 017-2927797, (Loc. OKR) 00468605



ISUZU NPR 97/96, 31 seaters, fully refurbish, call for best price, loan arrangeabale. **RM58,000** Call **019-3333262**, 012-3991819, (Loc. Segambut) 00469245



HINO ISUZU FUSO NISSAN Chassis with new Garbage Compactor for Sale. - Call **012-686 0381** Jasmine, (Loc. S.Alam) 00469622



HINO ISUZU FUSO NISSAN Chassis with new Garbage Compactor for Sale. - Call **012-686 0381** Jasmine, (Loc. S.Alam) 00469622



ISUZU NPR 71 CARGO -, unregistered, made in Japan, rebuild in Malaysia, fully refurbish. **RM69,800** **OTR** Call **019-3829102**, 019-2303299, (Loc. OKR) 00469876



MERCEDES-BENZ MB140 2.9(M)DIESEL 03, acc-free, clean interior, double blowers, like new, / mileage, t/top, well maintained. OFFER End of this month. **RM38,800** Call **019-2290688**, 012-3115688, (Loc. Klang) 00470283



MITSUBISHI FE639E BDM 5,000KG 1997, Excellent condition, Must view, Well maintained, sell off road cond. and as it basic-cond., **RM22,000** Call **012-2224490**, 03-33747211, (Loc. Klang) 00469516



MITSUBISHI FE639E BDM 5,000KG 1997, Excellent condition, Must view, Well maintained, sell off road cond. and as it basic-cond., **RM22,000** Call **012-2224490**, 03-33747211, (Loc. Klang) 00469516

HANTAR KERETA



- To Sarawak, Sabah and Semenanjung Malaysia all Destination by RORO vessel, all Passenger Car, Prestige Car, Motorcycles, Light Commercial and Heavy Machinery. Call we are for more details, or visit our office. **RM** Call **012-9254383**, (Loc. Port Klang) 00468326



COMMERCIAL VEHICLE FINDER

JBC LORRY 5 TON 3.2CC



-, model SY 1044 DVPMY, wheel base 3340/3058/2490, 14'5"x7", 13'2"x6'4", 10'2"x6'4", wooden/box van, tipper, extension up to 17", only white, **FROM RM58,800** Call **016-2162126**, 016-3719544, 017-2927797, (Loc. OKR)

00468516

NEW TOYOTA HIACE-FOTON VIEW



2013, ABS, Double Blowers, Facelift, High Specification, Seater, D/Payment, latest model 2.8 diesel turbo, low roof, long wheel base, dual sliding door, fast delivery, Toyota Hiace spare part, **FROM RM74,000** Call **012-2867842**, 012-3725615, (Loc. Sg.Buloh)

00468528



NISSAN C22 1.5(M) SEMI PANEL 2007, 1-Careful owner, Acc. Free, Low mileage, Must view, Tiptop, new paint, **RM28,000** Call **019-3911333**, 017-3344653, (Loc. Kajang)

00468742



NISSAN C22 (WINDOW VAN) 2003, 1-owner, new metallic paint, tiptop cond., acc-free, aircond., new seat, nice interior, **RM2X,XXX** Call **012-8881795**, 019-3333155, (Loc. K.Lumpur)

00469851



NISSAN C22 1.5(M) WINDOW VAN 05, Acc. Free, Low mileage, Must view, Tiptop, Well maintained, careful owner, new tyres, **RM28,000** Call **019-3911333**, 017-3344653, (Loc. Kajang)

00468739



NISSAN C22 LORI RIGID KARGO 2007, 1 owner, metal floor, new paint, **RM29,800** Call **012-3690707** MR LOO, (Loc. Cheras)

00468649



NISSAN C22 (PANEL VAN) 2000, 1 owner, new paint, acc-free tiptop & good running cond, smooth engine value buy, must view, **RM1X,XXX** Call **012-8881795**, 019-3333155, (Loc. K.Lumpur)

00469844



NISSAN AD RESORT 1.6 SLX (A) 1995, Acc. Free, Clean Interior, Excellent condition, Must view, Well maintained, S/Rims, **RM10,800** Call **019-3911333**, 017-3344653, (Loc. Kajang)

00468736



NISSAN C22 WINDOW VAN

01/05, we specialist in C22 windows van, all new paint, fully refurbished, air-cond., **RM1X,XXX** Call **016-3333198**, 016-3368023, (Loc. Serdang)

00470364



NISSAN C22 PANEL VAN

04/09, all new paint, air-cond, fully refurbished, we specialist C22 panel in vans., **RM1X,XXX** Call **016-3333198**, 016-3368023, (Loc. Serdang)

00470366



MITSUBISHI EURO 2 ENGINE FE TRUCK
NEW, high trade in, low interest rate 3.XX% & low down payment, promotion discount more than RM4,000, **RM- Call 016-7736560**, (Loc. Cheras)

00470883



NISSAN C22 VANETTE (M) WINDOW VAN
1999, Clean Interior, Excellent condition, full 8 seater, double blower, s/rims, loan RM16k, call for best price. **RM- Call 012-3302626**, 019-6138822, (Loc. SEGAMBU)

00470800



NISSAN C22(PICK UP) END
2002, 1owner, new paint, steel body, acc-free, new seat, pasar malam box available, **RM- Call 012-8881795**, 019-3333155, (Loc. K.Lumpur)

00469849



NISSAN C22 VANETTE WINDOW VAN 2002, Acc. Free, Clean Interior, Excellent condition, Must view, Well maintained, new paint, new cushion, **RM21,900** Call **016-3316856**, (Loc. Selayang)

00469106

COMMERCIAL VEHICLE FINDER



NISSAN CABSTAR (DIESEL) 97, 1 owner, new paint, smooth engine, clean interior, acc-free, must view, **RM1X,XXX** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00468584



NISSAN CABSTAR (PETROL) 2000, 1owner, 2.Occ, nice interior, tiptop condition, smooth engine, must view. **RM-** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00469841



NISSAN CABSTAR BOX-PETROL 03, 1-Careful owner, Excellent condition, **RM21,800** Call 019-3829102, 019-2303299, (Loc. OKR)

00469872



NISSAN JA 452S 2010, Acc. Free, Clean Interior, Excellent condition, Tiptop, Well maintained, Call for best price, SCOMI-body, **RM NEGO** Call 012-3991819, 019-3333262, (Loc. Segambut)

00469222



NISSAN LKA211N BDM 14,000 2008, Must view, wooden cargo 25" 3 feet with steel plate and steel railing., **RM10X,000** Call 012-2224490, 03-3374211, (Loc. Klang)

00470920



NISSAN JA 2002, Must view, Accept trade-in, aircond bus, 44-seater, bus perisaran, engine converted to Nissan V8, loan arrangeable, **RM-NEGO** Call 012-3991819, 019-3333262, (Loc. Segambut)

00469220



NISSAN SK82 "PASAR MALAM" 2013, Unregistered, new paint, new cushion, new aircond, **RM4X,XXX** Call 017-3996520, 010-6695659, (Loc. JB)

00470729



NISSAN URVAN (D) 2007, Clean Interior, Excellent condition, Well maintained, aircond, loan arrangeable, call for best price., **RM-** Call 019-3333262, 012-3991819, (Loc. SEGAMBU)

00469228



NISSAN VANETTE 1.5 (M) C22 2006, 1-Careful owner, Acc. Free, Excellent condition, Must view, Well maintained, full seater., **RM28,800** Call 019-3369717, 012-2866680, (Loc. Sunway)

00469947



NISSAN VANETTE 1.5(M) 2006, Low mileage,NGV Tang,No need repair,accident free,full loan,loan up to 7years, **RM35,800** Call 012-2896518(Khoo), (Loc. Selangor)

00468529



NISSAN VANETTE 1.5(M) PANEL VAN 2008, 1-Careful owner, Acc. Free, Must view, Original paint, smooth engine,well maintained. **RM26,800** Call 017-2183536 Micheal, 012-4763806 Cruis, (Loc. Puchong)

00468713



NISSAN VANETTE 1.5(M) WINDOW VAN 2004, 1-Careful owner, Acc. Free, Low mileage, Must view, Tiptop, Well maintained, **RM25,800** Call 012-9675939 Chong, 012-2207717 Enson, (Loc. Puchong)

00468709



NISSAN VANETTE C22 2003, Silver, Acc. Free, Must view, 1.5(M) 2003 * Window Van * 3Row Seats **RM23,900** Call 0174554580 (Loc.Kuala Lumpur)

00468196



NISSAN VANETTE C22 2005, 1-Careful owner, Acc. Free, Clean Interior, Excellent condition, window van, **RM29,000** Call 012-3991819, 019-3333262, (Loc. SEGAMBU)

00469238



NISSAN VANETTE C22 1994, Acc. Free, Clean Interior, Double Blowers, Must view, Well maintained, Full Seater, immaculate condition,best buy, **RM16,500** Call 019-3290982, 017-8855078, (Loc. Ampang)

00470633

NISSAN C22 VANETTE



91/10, largest & specialist in vans, all new paint, full spec, fully refurbished, opposite sek, teknik with blue signboard , **RM1X,XXX** Call 012-2867842, (Loc. Sg Buluh)

00468505



NISSAN JP 2008, aircond, 44 seaters, new paint, loan arrangeable, acc.free, accept trade in, **RM NEGO** Call 019-3333262, 012-3991819, (Loc. Segambut)

00469240



NISSAN CMF (31 SEATERS) 1995/96, window bus, fully refurbish, loan arrangeable, **RM7X,XXX** Call 012-3991819, 019-3333262, (Loc. SEGAMBU)

00469242



NISSAN VANETTE C22 2008, 1-Careful owner, Acc. Free, Clean Interior, Must view, Tiptop, Well maintained, **RM36,000** Call 019-3290982, 017-8855078, (Loc. Ampang)

00470640



COMMERCIAL VEHICLE FINDER

REBUILT SCANIA VOLVO ERF



P94, 114, 124, 144, 164, FM12 Version 2, FM10 ECT 11, Must View, **RM1XX,XXX NEGO** Call 010-700 1000 Mr.Marco, (Loc. Klang)



00469628



RENAULT KANGOO 1.4 2007, Blue, 1-Careful owner, Clean Interior, Full Service Record, Well maintained, **RM20,000** Call 0164224010 (Loc.Kedah)

00469709



RENAULT KANGOO 1.4 (M) P 06, 1-Careful owner, Acc. Free, Like new, Well maintained, **RM14,800** Call 019-3632752, (Loc. K.Lumpur)

00469433



TOYOTA KM70 2013, Unregistered, new paint, new cushion, new aircond, **RM4X,XXX** Call 017-3996520, 010-6695659, (Loc. JB)

00470740



TOYOTA LITEACE (DIESEL) 1995, new paint, smooth engine, acc-free, nice interior, good running condition, must view, **RM14,800** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00469840



TOYOTA DYNA (LUTON BOX) 1996, new paint, tiptop & good running cond, acc-free, nice interior, must view, **RM-** Call 012-8881795, 019-3333155, (Loc. K.Lumpur)

00468585



TOYOTA HIACE 3.0(M) WINDOW VAN DIESEL 2003, 1-Careful owner, Acc. Free, Low mileage, new paint, smooth engine, **RM40,800** Call 012-2207717 Emsen, 012-9675939 Chong, (Loc. Puchong)

00468692



SCANIA TRUCK CRANE Unreg, Scania R114, 4x2, Palfinger PK20002 ex3, **RM200,000** Call 0111-5133333, (Loc. Seremban)

00468352



SCANIA P380 PRIME MOVER , 380BHP, PDE Injection system, manual transmission box, - Call 012-2339526 (Wong), 012-3331477 (Chow), (Loc. S.Alam)

00468307



TOYOTA HIACE 2.0 WINDOW VAN 1997, Clean Interior, Excellent condition, arrow aircond, new carpet, new cushion cover, new paint, **RM28,800** Call 016-3316856, (Loc. Selayang)

00469108

PORTABLE/ OFFICE CABIN



-, We sell, manufacture, repair, rent portable/office cabin, labour quarter, steel cabin, heavy duty office, linked cabin, double deck cabin, used container, toilet cabin, guard house cabin, customized project site, Office Hour 8:30am-5:30pm (Mon-Fri), 8:30am-1:30pm (Sat), **RM1XXX** Call 03-33924848 (Hunting Lines), (Loc. Klang)

00468325



TOYOTA HIACE



92/06, Clean Interior, Tiptop, Well maintained, Accept trade-in, Call for best price, Ready Stock, largest & specialist in vans, all new paint, full spec, full refurbished, Sri Gombak 96 Auto City, **RM2X,XXX** Call 012-3725615, (Loc. Sri Gombak)

00468536



TOYOTA DYNA DOUBLE CABIN ALUMINIUM TOP, Unregistered, D/Payment, Made in Japan, rebuilt in Malaysia, **RM-** Call 019-2303299, 019-3829102, (Loc. OKR)

00469891

ZNA SUCCESS 1.5 MANUAL



-, top speed 160km/h, 600kg loading capacity, 600L interior loading full panel/semi panel, sliding door, reverse sensor, cargo room, side mirror with indicator, adjustable steering, power window, 16" steel plate rim, digital meter, fuel gauge & temperature, front wheel drive, **FROM RM56,581** Call 016-3719544, 016-2162126, 017-2927797, (Loc. OKR)

00468512



VOLVO FH12 Unreg, Volvo FH12, 6x4, 500hp, Good condition, **RM245,000** Call 0111-5133333, (Loc. Seremban)

00468351



NISSAN YU41H5 BDM 5,000 2003, Must view, new body 16 1/2 feet, nice no "8808", view to believe, **RM5X,000** Call 012-2224490, 03-33747211, (Loc. Klang)

00469534



P&H KOBELCO 670 - 70 TON, Good condition with 100-ft boom, **RM500,000** Call 012-3593539, (Loc. PETALING JAYA)

00468405



NISSAN VANETTE C22 SEMI PANEL VAN 2003, Clean Interior, Excellent condition, Must view, Tiptop, Well maintained, new paint, **RM19,800** Call 016-3316856, (Loc. Selayang)

00469105



NISSAN VANETTE C22 1.5(M) 2003, Acc. Free, Double Blowers, window van, Kangaroo bar, careful owner, **RM26,800** Call 017-2338881, 014-6436877, 012-2283503, (Loc. Kajang)

00470109



TOYOTA HIACE WINDOW VAN DIESEL 2.5 2002, Acc. Free, Clean Interior, Excellent condition, Must view, Well maintained, **RM43,800** Call 016-3333198, 016-3368023, (Loc. Serdang)

00470389



TOYOTA HIACE 2.5 DIESEL PANEL VAN 2002, Acc. Free, Clean Interior, Must view, Well maintained, new paint, double blower, **RM36,800** Call 016-3316856, (Loc. Selayang)

00469073

Practice makes (almost) perfect!



We meet with Malayandy Thamgamalai, currently the best driver that Nippon Express employs. He shares with us his insights into the job and reveals the secret to being a good truck driver.

Name: Malayandy Thamgamalai,
Father of 4 kids
Born : 1954

Truck driver since 1977 and with Nippon Express since 2000

AT: What truck are you driving at the moment?

MT: It is a MAN TGS, which is really comfortable and handles well.

AT: What made you want to be a truck driver?

MT: Back in the days, education wasn't accessible to everyone and driving commercial vehicles was one way to earn honest money for someone that did not study. You may say that I did not have a choice, but that's ok. Actually, I always wanted to be a truck driver. It was an opportunity then. My first truck I drove was the Volvo F86.

AT: Which is your favourite route?

MT: It is the North-South Highway from Singapore to Ayer Hitam. The road is smooth and it is a comfortable ride along the route. Plus you have good food spots along the way in Pagoh and Tapah.

AT: What are the issues that you are facing in your daily job?

MT: Accidents and jams are an issue. As we are delivering goods that need to reach customers in time, such delays have a big impact on the business. Recently, I stood still for 5 hours as there was a heavy accident.

AT: What do you do when you don't drive?

MT: I used to play a lot of soccer, but nowadays I mainly stay at home with my family. Nippon Express give truckers the chance to travel as the company rewards good driving. After having seen some foreign countries, I have taken my family to the same places for them to see.

AT: What does it take to become a driver that tops the rankings (Malayandy Thamgamalai currently scores 94.6% in the internal driver assessment of Nippon Express based on factors like numbers of sudden deceleration, over RPM time and idling)?

MT: It may sound simple, but it is not: you need to be disciplined and practice good driving. While you drive, you must focus on the road. You cannot take your concentration away from the driving; if you do, that's when things go wrong. Nippon Express helps us drivers a lot as the company provides training.

SAF-HOLLAND: Acquisition of leading commercial vehicle suspensions system supplier in China



SAF-HOLLAND, the globally active supplier to the truck and trailer industry and Corpco Beijing Technology and Development Co., Ltd. ("Corpco") today have entered into a definitive share purchase agreement for SAF-HOLLAND to acquire 80 percent equity of Corpco Beijing Technology and Development Co, Ltd. In a first step a joint venture will be formed with a pull option regarding the remaining 20 percent of shares.

With revenues of around 18 million Euros in 2012 and 180 employees Corpco is a leading producer of commercial vehicle suspensions systems in China. Its products are proven and suitable for global markets. The acquisition will expand the presence of SAF-HOLLAND's Business Unit Powered Vehicles Systems into the Emerging Markets, especially in China. Both companies will combine their resources to provide continuous product improvements and new technologies across the commercial vehicle range in China and certain export markets.

"We are pleased that we have gained with Corpco a strong partner which will help us to further explore the growing market for truck and bus suspensions in China. The combination of the organizations is a perfect move as both, SAF-HOLLAND and Corpco, are major suppliers of suspension systems with strong brands in their respective markets", said Detlef Borghardt, CEO of SAF-HOLLAND.

Corpco Beijing is a leading Chinese company engaged in the production and sale of suspensions for the coach and bus markets in China and is one of the market leaders for state-of-the-art suspension systems. The company was founded in 1992, and through corporations with Neway, acquired by Holland in 1999, starting in the late 1990's began selling and distributing SAF-HOLLAND's Neway branded suspensions for the developing coach and bus suspension market in China. The company expanded its product range through internally developed products and started a manufacturing operation in Baotou, Inner Mongolia. Corpco has a well-established Aftermarket network that includes over 70 service stations, 43 spare parts warehouses and four parts distribution centers.

The transaction is subject to regulatory review and approval and customary closing conditions. The closing of the transaction is expected in the fourth quarter of calendar year 2013.

Tata Motors partners with DRB-HICOM for Commercial Vehicles in Malaysia

Tata Motors has announced its partnership with DRB-HICOM, Malaysia's biggest conglomerate, for the import, distribution and assembly of Tata Motors Commercial Vehicles in Malaysia. Tata Motors signed a Distribution Agreement and Technology License Agreement ("TLA") with USF-HICOM (Malaysia) Sdn. Bhd., a subsidiary of DRB-HICOM Berhad. Tata Motors also signed another Importation Agreement with another DRB-HICOM subsidiary, DRB-HICOM Auto Solution Sdn. Bhd. ("DHAS") and USF-HICOM.

Mr. RT Wasan, Head, International Business, Commercial Vehicles, Tata Motors said, "We are proud to announce our partnership with DRB-HICOM, one of Malaysia's leading corporations in the automotive space. One of the key parts of our business is the importance of our partnership with DRB-HICOM, which will not only help us service this market well, but also play a significant role in ensuring that we are listening to our customers."

YBhg Tan Sri Dato' Sri Haji Mohd Khamil Jamil, Group Managing Director of DRB-HICOM Berhad said, "It is indeed an honour for us that Tata Motors known to be among the world's top truck and bus manufacturers, has chosen to partner with DRB-HICOM to start this new chapter in their engagement with the Malaysian market. Through our subsidiary, USF-HICOM, we at DRB-HICOM intend to establish the Tata Motors brand, and promote its products and services, providing the best customer experience".

The agreements will enable DRB-HICOM via USF-HICOM to become the exclusive distributor of selected Tata commercial vehicles, as well as expand its vehicle assembly business and distribution network in Malaysia. The Importation Agreement will enable DRB-HICOM via DHAS to become the exclusive importer and logistics service provider for Tata Motors Completely Knocked Down and Completely Built Unit vehicles in Malaysia.

Efficient tour through Russia: MAN tests optimised trucks for Russian long-haul transport

The "Consistently Efficient Tour" drives over 10,000 kilometres through Russia

After more than 90,000 kilometres achieved in West Europe in 2011 and South Africa in 2012, the "Consistently Efficient Tour" is coming to Russia in 2013. Throughout August, MAN Truck & Bus will tour through Russia. The journey begins in the southern town of Sochi, the venue of the next Winter Olympics, and goes through the Asian city of Jekaterinburg to Moscow. A MAN TGS WW and a reference vehicle will drive to eleven MAN support points between the Black Sea and the Ural mountains, where the vehicles will be presented to the customers.

MAN will compare the fuel consumption of a MAN TGS WW tractor optimised for Russian long-haul transport – equipped with an aerodynamically shaped cab and MAN TipMatic gearbox – with



a conventional TGS WW truck. Both vehicles will be loaded with 20 tons and will thus drive under real conditions. Driver trainers of MAN ProfiDrive will accompany the tour and ensure that the entire tour is driven in a way that is economic and that reduces CO2. Around 10,000 timed kilometres will thus be brought together.

The results of the comparison will be published at the Comtrans commercial vehicle fair that takes place mid-September in Moscow.

DAF launches the Euro 6 LF and CF Construction

Robust, powerful, efficient and developed for maximum durability

DAF is launching the new Euro 6 CF Construction, specially developed for applications in the building and construction industry that require regular off-road driving. The CF Construction features an increased approach angle and high ground clearance for good off-road capabilities and numerous clever details for maximum availability, low operating costs and class-leading ease of use. The sturdy styling elements on the CF Construction also give the new LF Construction an individual appearance.



The first thing that strikes you about the new CF Construction models is their characteristic design. They display strength, thanks to the distinctive black grille with large louvres and the brand new bumper design, made from galvanised steel for maximum robustness. For the same reason, the covers of the attractive headlights are made from unbreakable Lexan and a 3 mm thick steel plate is fitted under the bumper to protect the radiator. This protective plate

can withstand loads of up to 4 tonnes and the lower section folds out to provide a practical and wide step.

The robust bumper is mounted high to create a large 25° approach angle. Combined with a 40 cm ground clearance - thanks in part to the use of 'straight' front axles - this provides excellent driving characteristics on unpaved roads.

Double-drive tandem

The new DAF CF Construction is delivered as a three-axle 6x4 rigid with an 8 or 9-tonne front axle and a 19, 21 or 26-tonne tandem, which makes the vehicle ideal for use in the building sector and timber industry. As a three-axle 6x4 tractor, the CF Construction is exceptionally well suited for special transport applications or for transporting trees or pillars.

The 8x4 rigid provides the ideal base for a tipper or concrete mixer. With twin steered 7.5, 8 or 9-tonne front axles, combined with a 19, 21 or 26-tonne tandem, this rigid provides a high design GVW of 32 to 44 tonnes. All models feature DAF's renowned double-drive eight-rod tandem, which is characterised by its high roll stability and large articulation (270 mm) for high off-road mobility.

Efficient PACCAR engines

Power is supplied by the 12.9 litre PACCAR MX-13 engine with ratings of between 303 kW (410 hp) and 375 kW (510 hp) and the new 10.8 litre PACCAR MX-11 engine with ratings of between

210 kW (290 hp) and 320 kW (440 hp). The average fuel consumption of the PACCAR MX-11 engine is up to 3% lower than the already efficient 12.9 litre PACCAR MX-13 engine, and the weight reduction of over 180 kilograms results in an even higher payload.

An optional AS Tronic automated gearbox is available with a specific setting for off-road use, with gear shifting strategies specially developed for this purpose. This ensures faster shifting of the gearbox with faster operation of the clutch. Obviously, for the CF Construction also a range of PTOs is available. On versions with the PACCAR MX-11 engine - next to the one o'clock position engine PTO - also a light, 11 o'clock position version is available with a torque of 250 Nm.

New: LF Construction

The LF Construction is available with the 6.7 litre PACCAR PX-7 engine with ratings of between 164 kW (220 hp) and 231 kW (310 hp). Of course, the new LF Construction also boasts the many unique qualities for which the LF is so highly regarded. The DAF LF has the smallest turning radius in its class for maximum manoeuvrability and a low kerb weight to allow highest payload.

DAF will start delivering its new LF Construction and CF Construction from early next year. For applications in which a large approach angle and high ground clearance are of lesser importance, DAF also offers the CF 6x4 and 8x4 models in a version with the attractive exterior design of the standard CF models.

Two new electronic systems from Meritor, Inc.

These new systems are keeping military vehicles rolling through various terrains and extreme conditions with outstanding traction and mobility.

Building on Meritor's heritage of advanced engineering, SmartFlow™ Central Tire Inflation System (CTIS) and DriveCommand™ Drivetrain Control (DTC) deliver customized tire pressure and drivetrain management through mud, sand and snow, on highways and cross-country, and in emergency situations.

"Both systems improve vehicle performance for warfighters in extreme conditions because drivers can easily control tire pressure, differential locking

and transfer case positioning," said Tim Burns, vice president, North America, Meritor. "Our engineering investment in developing these two electronic systems extends our defense product line to include wheel valves and electronics. The systems can potentially cross over into other segments, including commercial vehicle."

These lightweight systems are controlled independently by a single Human Machine Interface (HMI) unit and mount easily in the cab or on the chassis of High-Mobility Multipurpose Wheeled Vehicles (HMMWVs) and Joint Light Tactical Vehicles (JLTV). The U.S. Army and Marine Corps are expected to be first-time users

of the systems, which can be integrated into any military vehicle with an onboard air compressor.

SmartFlow CTIS automatically monitors and adjusts tire inflation as needed with a single pneumatic control unit (PCU), whether the vehicle is in motion or stationary. Tire pressure can be altered to tires independently or through all four tires simultaneously. The system detects when the tire is leaking and will determine if it should continue inflating with air. This functionality extends tire and wheel component life and reduces maintenance costs.

Knorr-Bremse extends truck racing deal with Jochen Hahn



Knorrr-Bremse has been backing this likeable truck racer from southern Germany since 2001, initially providing technical input before becoming an official sponsor of Team Hahn Racing in 2003. Jochen Hahn had stepped into the racing shoes of his father Konrad in 2000. After years of steady progress he notched up his first prestigious European Championship titles in 2011 and 2012.

Hahn's rise to the top has been no coincidence. Truck racing is not only challenging for the driver but above all

for the truck technology and the people who design and build it. That's why Knorr-Bremse provides all-round support for the high-performance disc brakes on Jochen Hahn's truck. In return the company benefits from valuable data on the performance of these series-production brakes under the extreme loads they are subjected to on the track – data that are fed into the ongoing development and optimization process. Unlike in Formula 1, only series production parts can be used in this championship.

Following the signing of the contracts in Munich, Jochen Hahn reported how "the whole team is delighted at the continuing involvement of one of our most important partners. Knorr-Bremse has not only provided us with technical and financial support for many years now but also looked after us and our interests at a personal level."

Research highlights huge fuel loss due to poor design



Fuel theft from Commercial vehicles in Malaysia happens – according to FuelDefend a lot.

"Just look at the number of prime movers fitted with the fuel tank 'welded extension' which serve as 'anti-siphon' devices!" says Graham Carmichael who handles the FuelDefend brand in South East Asia.

These self-made devices probably do a good job of stopping fuel theft, but are confirmed to lead to extended filling times. Perhaps 24 minutes to fill a 400 litre tank?

Additionally there is a huge risk of spillage as the design does not allow filling at the 120 litre/minute pump speeds available in Malaysia. This creates 'welling' and then spillage.

"It's this poor design that we believe causes some 24 million litres of diesel to be spilled in Malaysia. That's RM 70 million" says Carmichael.

By fitting the Fueldefend 'NeckIt!' anti-siphon devices, you can halt this wastage and allow faster turn round times. And stop petty fuel theft. For more information: www.fueldefend.asia

Cummins Announces New Global Heavy-Duty Engine Platform

Cummins announced that a new global heavy-duty engine platform has developed to complement its existing global product offering. The G Series platform is an in-line six cylinder engine and will be available in 10.5 and 11.8 liter displacements to meet a broad variety of on-highway and off-highway global market requirements and emission standards. Initial engines are designed to run on diesel fuel.

Design and development of the engine was led by a team in the United States and supported by global technical and marketing resources with deep knowledge of local market and customer needs. This global design approach utilizes the latest advanced technologies to develop an adaptive architecture, with each engine designed to meet unique performance and cost of ownership expectations for its target market and region.

A sculptured block retains high rigidity while removing unnecessary mass. The use of composite material for the oil pan and valve cover provides further weight savings. With this innovative approach, the G Series achieves a remarkably low engine weight of just 1900 pounds (862 kg) while retaining all the structural strength and durability expected of a Cummins heavy-duty engine.

The G Series incorporates Cummins Xtra-High Pressure Injection (XPI) fuel

system, derived from the larger and more powerful X Series engine. With multiple injection events driven by high-precision Cummins electronic controls, the XPI fuel system contributes to a very impressive peak torque for the G Series of 1700 lb-ft (2305 N•m), together with a torque rise as high as 60 percent available. These attributes enable the G series to deliver exceptionally fast response to increasing load factors from low engine rpm.

For on-highway markets, the G Series heavy duty engine platform will be introduced as the Cummins ISG11 and Cummins ISG12. These engines offer a power range from 290 to 512 horsepower (213 to 382 kW) in a compact and lightweight package. Engines will be available to meet global variations in emissions requirements. At launch in 2014, engines will meet Euro III, Euro IV, and China NS4 emission requirements. Engines for Euro V, Euro VI and U.S. Environmental Protection Agency (EPA) are also in development. The ISG11 and ISG12 are ideal power solutions for heavy-duty trucks in long-haul, regional haul and vocational service, as well as buses, motor coaches, fire trucks, and recreational vehicles.

The G Series will initially be manufactured in Beijing Foton Cummins Engine Company, serving customers on a global basis. Production will start during the first half of 2014.

Hendrickson releases white paper on AERO CLAD Bumper Technology



Hendrickson Bumper and Trim releases test results in a White Paper proving that AERO CLAD® Bumper technology addresses the industry call for light weight metal material, mirror-like finish, and increased ground clearance while offering fuel efficiencies similar to their plastic counter parts. The independent third party SAE J1321 Type II testing represents Hendrickson's on-going commitment to provide solutions to meet

the needs of today's medium- and heavy-duty trucking industry by continuing innovation in its 100-year history.

In recent years, the trucking industry has become more concerned than ever with increasing fuel efficiencies to address both today's economic needs and growing environmental responsibilities. A common solution to these two concerns has been to reduce weight and increase the aerodynamic properties of the vehicle by shifting from traditional metal bumpers to lightweight plastic alternatives.

However, the durability and maintenance of such plastic bumpers can undermine the savings achieved by weight reductions and thus, a need for a light weight metal alternative remains.

Hendrickson Bumper and Trim commissioned two SAE J1321 Type II fuel consumption tests to prove once and for all that a metal bumper could provide the look, durability and ground clearance desired while not degrading the consumption of fuel on a given vehicle. Each fuel consumption test utilized identical vehicles with one variable, a control vehicle with a factory supplied plastic bumper to provide a baseline, and test vehicles utilizing AERO CLAD® bumpers. Two separate tests were run in the spring and fall of 2012; both were run on two popular industry vehicles.

The results of the independent tests concluded that the replacement of the factory bumper with the Hendrickson AERO CLAD® product produced no adverse effect on fuel consumption.

Highly efficient nanofibers from MANN-FILTER used in commercial vehicles

Commercial vehicles are often exposed to particularly high levels of polluted air. At the same time, the Euro VI standard means that clean air is more important than ever today for commercial vehicle engines. The filtration specialist MANN+HUMMEL has responded to this by using particularly efficient nanofiber coatings for its air filter media. Since September, MANN-FILTER has offered the MICROGRADE A-NF filter medium for new light to medium-weight trucks in the independent aftermarket.



Particularly clean air for the engine even in a particularly dusty environment – MANN-FILTER uses nanofiber technology for such applications. The filter manufacturer currently produces the latest nanofiber-coated air filter media MICROGRADE A-NF for the small and medium-sized TGL and TGM truck models manufactured by MAN. The Ludwigsburg-based company also supplies nanofiber air filter media for the independent aftermarket for DAF's mid-range CF trucks.

Ultra-fine fibers for high performance

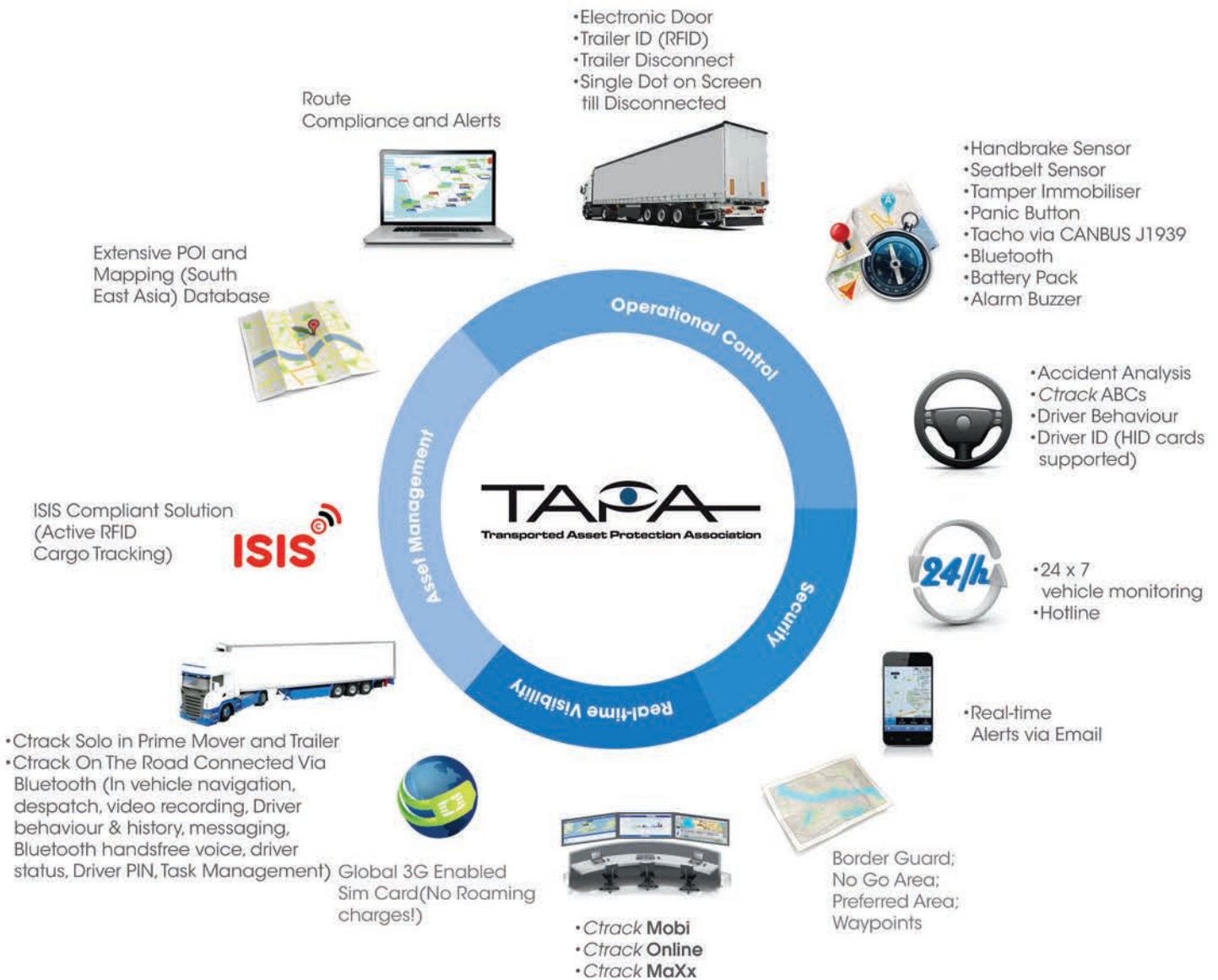
MICROGRADE A-NF media consist of a cellulose carrier material coated with extremely thin layers of ultra-fine polymer fibers. The fibers are invisible to the naked eye. They have an average diameter of 0.15 micrometres or 0.00015 millimetres. This makes them up to 500 times finer than a human hair and up to 300 times finer than the fibers in the carrier material. As a result, the surface on which dust particles can be deposited is much larger, making the filter much more efficient. MANN+HUMMEL has proved this in laboratory tests using fine particles with a diameter of 0.7 micrometres (0.0007 mm). Result: Using the pure carrier material without nanofibers, the filter medium retains 40 percent of all particles of this size. The so-called separation efficiency increases to up to 99.98 percent when filtered through the fine-mesh nanofiber layers. MICROGRADE A-NF therefore filters almost all of even the tiniest particles from the intake air. The dirt particles attach to the surface of the medium. The advantage of this is that the particles cannot penetrate the cellulose base medium and block the pores there. Long service intervals are therefore a further benefit.

Innovative, patent-pending software

Despite its high separation efficiency levels, the flow resistance of MICROGRADE A-NF is very low. The small diameter of the nanofibers has a positive effect here. The diameter of the fiber is also a key factor in the stability of the fiber mesh and thus in preventing tears and cracks. MANN+HUMMEL has developed specific software for checking and assessing the produced nanofibers. This software can be used to automatically determine the diameter of the fibers using pictures from a scanning electron microscope. This solution is just one of the many patent applications the company has filed with the German Patent and Trade Mark Office (DPMA). Having submitted 114 applications in the past year, the DPMA lists MANN+HUMMEL among the most active domestic patent applicants.

Bus & Truck13, BITEC, Bangkok Thailand, 7 - 9 November





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