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COVER STORY

**Daimler Opens Regional
Centre In Singapore**

FEATURE STORY

**Soon Chow Workshop
- Heritage and vision for the future
HINO blossoms and weathers slowdown**

FUEL SAVINGS

**How tyres contribute to optimised
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DRIVING DOWN MEMORY LANE

This edition of Asian Buses certainly has a lot of good content. It has been heaps of fun to put this issue together. Made possible by HINO Malaysia, we visited the land of the rising sun to learn more about their culture and history. HINO's that is. Together with a group of Malaysian customers we visited the HINO Headquarters and the museum. These trips are good opportunities for me to learn more about the industry as well. Who would have thought that HINO had made a hybrid bus as early as they did? Our feature story gives you the insights. More insights can be found in our cover story, which one of my favourite Asian Trucker Editors developed. Floyd went to meet with Daimler when they opened their new regional office, which will from now on handle the affairs of the German brand. Unfortunately, I missed that bus and did not attend.

With great interest I have read the article on a bus company focused on safety. Fajar, who has a talent for finding exhilarating content, has actually stirred some memories. Haven't buses come a long way since we all went to school? In her article she talks about her experience taking the bus to school. My memories are slightly different. Mainly I think back in horror to the times when you had to stand in hail and snow storms waiting for the bus and getting cold feet. Maybe the designers of new buses could also think about that? Since buses could be charged at bus stops via induction, there could be some electricity diverted to heating up the ground around the waiting area, making the winter wait a little more pleasant. I know, not a problem that would concern us here. However, I wonder how people will remember their ride on the school bus in 20 years. We will ask!

Our exhibition is now also getting a marketing boost. You may want to check out www.mcve.com.my to get an idea what we have in store for you. By the time you read this, we have passed the "One year to go" mark. Currently, Malaysia Commercial Vehicle Expo 2017 is still the largest commercial vehicle expo in South-East Asia. Naturally, we are hoping to see you all there to mix and mingle, learn about the latest technology available for buses and to meet industry players. The online registration is available already. This is the event I am looking forward to the most, although it will be a hot and strenuous week. Speaking about events, in this edition we have also added an event calendar. As we ran out of space in the magazine, there is more on our website and we invite you to check this out.

Our Bus Captain this month is from Thailand and he shares with us some thoughts on safe driving and how to keep the momentum. Momentum is also what Scania is having as they not only launch their Marcopolo in Singapore, but also delivered a number of coaches to clients while their network is growing. If momentum is what you need, there are fuel saving tips in here as well, some of which might even be applicable to your private vehicle. Meanwhile, the push for automated driving has just gained more momentum with Singapore going to introduce self-driving buses this year, capable of moving some 24 passengers. This actually brings back more memories: of sci-fi movies. How many times have you see a futuristic movie that had driverless cars and buses? Now this seems to be soon a vision from the past.

I hope that you find our magazine informative and I look forward to your feedback.

Stefan Pertz
Editor, Asian Buses

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The Drivers.

**ASIAN
BUSES**

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Scania Marcopolo is a Complete Coach

A new era of coach transportation was launched in Singapore with the introduction of Scania Marcopolo's state-of-the-art vehicle which will please fleet owners and drivers.



When Scania Singapore launched the new Scania Marcopolo at Keppel Bay Marina on April 7th, 2016 Mark Cameron, Regional Director – South Malaysia & Singapore and Country Manager – Singapore told Asian Trucker in an exclusive interview, "From headlights to tail lights, Scania takes full responsibility. For our customers, this means they can now order, service and maintain a Scania Marcopolo from the same single source – that is Scania Singapore. Everything about this coach is designed to make ordering, owning and running it as productive and profitable as possible. It has a shorter lead-time and maximum uptime due to faster and comprehensive service turnaround."

Global Leaders

For most manufacturers in the bus industry the chassis is built separately from the body, but for the new Scania Marcopolo there is no need to go to different workshops for repairs and servicing. Scania Marcopolo is the result of a partnership between two global leaders, Scania, one of the world's leading manufacturers of trucks and buses, and Marcopolo, the Brazilian bus manufacturer that was founded in 1949 and has become the world's leading bus and coach body-builder.

The luxury coach, which is suitable for both intercity and tourist operations, offers operators an end-to-end transport solution - from sales to service and maintenance. This is the first time that such a total package has been offered in Singapore.

A Complete Solution

With a group of bus fleet owners, media and staff from both companies looking on, Scania Singapore launched the new Scania Marcopolo complete coach at a ceremony at beautiful Keppel Bay Marina. "We're excited to launch the Scania Marcopolo in Singapore," Mark Cameron told the assembled. "Our customers have been looking for a complete solution when it comes to their transportation needs. This premium coach comes with high and consistent exterior and interior built quality, together with a reliable, safe and comfortable performance for passengers."

Local transporters were impressed with the unparalleled comfort the coach provides for both passengers and drivers. The Scania Marcopolo is a first class luxury coach, with highest-quality exterior and interior fittings, low noise levels and full air-suspension. These features combine to deliver a safe and

comfortable journey for passengers. As a passenger boarding the bus for the first time, it is easy to imagine an extremely comfortable journey, with more leg room than one gets on many budget airlines.

For drivers, the Scania Marcopolo has an adjustable steering wheel and hanging pedals, which provide better ergonomics and comfort for a car-like feel. A powerful engine with higher torque at lower revs gives better driveability and fuel economy. Having the best-in-class gear-change, Scania Opticruise reduces clutch wear and reduces synchromesh wear. "We believe that the true value is in the attention to details of a Scania Marcopolo complete coach and the wide range of services supporting it," Cameron pointed out. "All of these are for the passengers' safety and comfort; and with our customers' best profitability in mind." ■



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Asian Trucker hosts largest CV expo

Run under a new name to be more inclusive, the third instalment of the exhibition will again be the largest in South East Asia.

Organisers of next year’s Malaysia Commercial Vehicle Expo, Asian Trucker, have announced the dates for the third instalment of the event to be 18 – 20 May 2017. This follows the usual rhythm of the exhibition to be a bi-annual event. The venue will be the same as the previous times, The Mines International Exhibition and Convention Centre, just outside Kuala Lumpur.

In 2015, the event was a sell-out with all the major players participating, showcasing their latest products and services. A truck convoy ferried the VIP into the venue to open the show while delegates could make use of a varied and thought through fringe program. With regards to the change in name, the organisers said “Following the success of the past event, we are returning with the show in May 2017. Having gathered feedback from the market, we have decided to rename the event to “Malaysia Commercial Vehicle Expo”, or in short “MCVE”. The new name is to reflect a more inclusive approach and orientation of the exhibition. The logo has been amended accordingly and now sports the Asian Trucker colours.”

The event, which at the time of writing has already seen a large amount of space being booked by exhibitors is currently the largest commercial vehicle exhibition in South East Asia. As it is aimed at a very specific audience, exhibitors can expect to make new contracts, foster existing relationships and grow awareness for their brands. In 2015, several brands used the exhibition as a platform to launch their products. Asian Trucker is hoping that this time around there will be more such activities taking place. In addition to these, Asian Trucker is planning to extend certain activities to be held on the Sunday following the expo.

Organiser of MCVE:



“The ASEAN Economic Community is now a part of our daily life and transporters need to address the issues around that. We are hoping that MCVE will become a meeting point for the industry to exchange thoughts, discuss issues and to push forward the idea of a borderless ASEAN” said Stefan Pertz on behalf of the organising team. He also sees an opportunity for customer events as businesses from neighbouring countries could send their clients to the event. “There is a golf course next door and a game could be combined with a visit to the expo” he remarked. ■



Ministry of Health receives 32 Brand New UD Buses



The buses will benefit colleges under the Ministry of Health's Training Management Division

The delivery of the last five units from a total of 32 UD buses purchased by the Ministry of Health (MOH) were officially completed with a handover ceremony held recently at Kolej Sains Kesihatan Bersekutu (KSKB) in Sungai Buloh.

Tan Chong Industrial Equipment Sdn. Bhd. (TCIE) has enjoyed a mutually beneficial relationship with the MOH, having previously provided 21 units of the 25-seater NU41BT buses for use by colleges under the authority of the ministry's Training Management Division (TMD). The UD buses were chosen for its ultimate dependability as well as its specifications, which includes a 'green' engine that meets the Euro 2 emissions standard, offered at a reasonable price.

Secretary for the TMD, Ellam Endin Nom received the handover key and accepted the five buses on behalf of the ministry from Deputy General Manager for Nationwide Sales of TCIE, Lum Chee Leong, accompanied by Senior Manager for Central Region Sales of TC Trucks Sales Sdn Bhd (TCTS), Ivan Cheng Heng Nam, and Deputy Director for KSKB, Tee Eng Ong.

Speaking to an audience of 70 guests from the division, Lum said, "We would like to thank the Malaysian Ministry of Health for the purchase of 32 units of UD Buses NU41BT model. The buses were provided in three batches: the first batch consisted of 15 units and the second batch consisted of six units.

"We are delighted to have been entrusted by the Malaysian Ministry of Health to provide 11 buses this time around, whereby six units will be delivered to Sabah and Sarawak. Although the short delivery schedule was a huge challenge for Tan Chong, we have successfully fulfilled the agreed delivery schedule with the help of all parties involved." Colleges under the authority of the TMD regularly transport trainees to and from many of the division's practical training centres nationwide.

"We are very fortunate to have made this purchase despite the government's efforts in reducing spending as the ministry is heavily reliant on buses to transport its trainees. This is due to the fact that the existing fleet of buses are old and prone to breakdowns, and that its small size could not cater to the increase in trainees," said Ellam, Secretary for the TMD.

Since the company first rolled onto Malaysian roads in 1978, UD Buses have become a leader in the bus manufacturing industry with 38 years of experience, renowned in the market as a Japanese brand that offers durability and dependability at affordable prices. On top of its own service network, UD Buses are also supported by TCTS to maximise the buses' performance.

"TCTS also offers a network of service centres and spare parts, including a 24hour nationwide breakdown service. With the existing network, we can ensure the best aftersales support to all of the buses purchased by the ministry so that their operations are not disturbed," said Lum. ■

Syarikat Tiara Pesona adds high end coaches to fleet

The official launch of a new office and MoU signing ceremony of bus purchase between Ekspres Perdana and Scania vs SKS & MAN vs RTG marks a new era for local operator.



Syarikat Tiara Pesona Sdn Bhd was established on 23 August 1993. On March 10th, the company took delivery of six buses from MAN and Scania. The main purpose of the bus purchase from the two companies was when the owner, Tuan Haji Laili Haji Ismail, wanted to improve the service and to meet the increase in demand. Having build a good reputation in the market, with solid operation, the Express Perdana is now able to stand tall and can be counted on among other well developed companies. Today, Syarikat Tiara Pesona has a total strength of 210 employees and 62 buses.

“We started by servicing the route between Kota Bharu and Kuala Lumpur. Now the brand Express Perdana has been

expanded up to the northern peninsula including Perak, Kedah, Penang and Perlis. Not only that, from Seremban to Putrajaya until Kuantan, Express Perdana has captured the country’s major roads. Our network is now including Melaka and Johor in providing express bus service, both economy-class and executive. We always ensure the journey is safe and comfortable for customers who use it,” said Tuan Haji Laili.

The ceremony was launched by YBhg Tan Sri Dato’ Seri Dr. Syed Hamid bin Syed Jaafar Albar, Chairman of SPAD, located at the new office of Express Perdana in Kelantan. The actual ceremony had a traditional theme as Syarikat Tiara Pesona prepared “Dikir Barat”, a form of musical that involves singing in a group.

It is the most popular traditional music in Kelantan. As the VVIP approached, he was greeted by the performance of “Silat”, the Malay art of self-defense. Guest were commenting that is always going to be an interesting event when you involve culture in it.



MAN BUS CHASSIS 24.460 HOLCN-R, R40

ENGINE

- Type : Diesel engine (Euro 3) D2676 LOH10
- Stroke volume : 12,400 cm³
- Power output : 338 kW/460 hp
- At engine speed : 1900 rpm
- Torque : 2,100 Nm
- At engine speed : 1000 rpm
- Up to engine speed : 1400 rpm
- Turbocharged & intercooler, direct injection
- Coolant lost indicator
- Safety insert for air filter

GEARBOX

- Automated 12-speed manual TipMatic gearbox - with MAN EasyStart moving-off aid
- Transmission shifting: DM/D5/D3/D1/N/R1/RM.

CHASSIS

- Front axle with independent wheel steering
- Additional reinforcement on rear axle for heavy-duty deployment

- Axle ratio i = 3.42
- Stabiliser for rear axle

BRAKES

- Electronic service brake system
- Manually-operated brake valve with emergency release unit
- Disk brakes on front and rear axles

AUXILIARY RETARDING BRAKE SYSTEM

- ZF intarder, 5-stage retarder switching
- Deceleration-sensitive brake light for activation of retarder
- Standard engine brake

ABS, TCS, EBS

- EBS including ABS/ASR function
- ASR with deactivation via pushbutton
- Electronic brake lining wear display

WHEELS

- Disc wheels: 10-hole steel wheel rims. Rim size 22.5 x 9.00

SUSPENSION

- ECAS air suspension system
- Raising and lowering of the driving height
- Starting-traction control on the trailing axle
- Shock absorber, travel-dependent

ELECTRICAL SYSTEMS

- 2 28.5V three-phase AC alternators, 120A
- Battery cut-off via mechanical plus circuit breaker
- Protection of the electrical system via ETA safety cut-outs
- Engine starter inhibitor with open engine compartment flap
- Engine control with start and stop function from engine compartment

DRIVER ASSISTANCE SYSTEMS

- Cruise control



SCANIA BUS CHASSIS K 410 EB 6X2 WITH OPTICRUISE

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 301 kW (410 hp) @ 1900 r/min
- Maximum Torque 2000 Nm @ 1,000 – 1,350 r/min
- Equipped with: Cruise Control, Speed Limiter, Centrifugal engine oil cleaner

GEARBOX

- GR875R, 8-speed Scania Opticruise with kick-down and oil cooling for gearbox.

RETARDER

- Scania Retarder – automatic and manual control.

AXLE GEAR

- R660, gear ratio 2.73

FUEL SYSTEM

- 500 litres polyethylene tank, fuel filter chassis mounted
- with water separator.

BRAKES AND SAFETY

- Disc brakes on front and rear axle, full air brakes with independent circuits for front, rear & parking circuits,
- with following as standard:
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 - Electronically controlled Anti-lock Braking System (EBS)
 - Traction Control (TC)
 - Interlock valve with parking brake
 - Asbestos-free linings
 - Hill Hold function

AIR DRYER

- High capacity air dryer with intelligent compressor
- control and oil separator.

SUSPENSION

- Front (2) and rear (4) and tag axle (2) air bellows, with heavy duty shock absorbers, anti-roll bars on all axles.
- Total raising and lowering suspension.

STEERING

- Hydraulic powered. Fully adjustable steering wheel column, with air-powered locking mechanism.

ELECTRICAL SYSTEMS

- Alternator : Heavy duty 150A + 150A
- Master Switch : Located at batteries
- Batteries : 2 x 220 Ah capacity (Maintenance-free)

TYRES AND RIMS

- 295/80 R22.5 tubeless tyres on 9.00 x 22.5 rims in the front and rear with spare, splash guard, front hub cover.

GENERAL

- Front axle load (Max) : 7,500 kg
- Rear axle load (Max) : 11,500 kg
- Tag axle load (Max) : 6,000 kg
- Gross vehicle weight : 25,000 kg

DIMENSIONS

- Axle distance (A) : 5,850 mm (variable)
- Bogie distance (B) : 1,300 mm
- Front overhang (I) : 2,500 mm
- Rear overhang (J) : 4,000 mm
- Chassis length : 12,350 mm (variable)
- Chassis width : 2,500 mm

TURNING CIRCLE (R) :


- 20.1 m, kerb-to-kerb



When asked about the decision to purchase these vehicles, Tuan Haji Laili commented that it is an important aspect in the bus industry that the buses are modern and safe from famous brands. In addition, using trained and experienced drivers is a key factor in ensuring passenger safety. This can be gleaned by reviewing the drivers history. What operators are looking for is a good driving record which is free from any involvement

in fatal accidents on the road. "We feel honoured to see our brand expand in Kelantan and definitely for our buses, we have the latest technology installed as requested from Express Perdana," said Mr. Hartmut Mueller, Managing Director of MAN Truck and Bus (M) Sdn Bhd.

"The trust given from Express Perdana is very important for us. We are hoping with the best support from Scania,

the business will grow and we can increase the comfort for Express Perdana' customers," said Mr Idros Puteh, General Manager of Scania (M) Sdn Bhd. 

Daimler Opens Regional Centre In Singapore

Daimler is making big strides in Singapore with the opening of a new Regional Centre and the celebration of milestone sales of its Citaro bus, writes Floyd Cowan.



From left: Mr. Haslam Preston, Mr. Eric Chan, Mr. Boon Yoon Chiang, Mr. Andrew Bujtor, Mr. Nigal Wood, Dr. Wolfgang Bernhard, Mr. Benny Lim, Mr. Woon Chio Chong, Mr. Yeo Teck Guan, and Mr. Kay-Wolf Ahlden

As a part of a strategic growth initiative of “Customer Dedication”, Daimler is in the process of separating its global sales organizations of its passenger cars and its commercial vehicles division to better focus on the respective customers needs.

Closer to the Customer

“The RCs are designed to bring the company closer to customers,” stated Dr Wolfgang Bernhard, Member of the Board of Management of Daimler AG, with responsibility for Daimler Trucks & Buses. Previously many of the operations were handled from Stuttgart Germany and Fuso headquarters in Japan. “With a nine hour time difference that gives the

staff in Stuttgart one to three hours to make personal contact with our customers in Asia. In a business where the personal relationship is very important, that wasn’t good enough. Now there will be more people on the ground here. They will be able to react much faster to any situation, any need of the customer. Our people will live and work in the same environment as our customers. This will allow us to have a clear focus on the commercial vehicle business.”

Daimler is the world’s biggest manufacturer of commercial vehicles. As a pioneer of automotive engineering, Daimler continues to shape the future of mobility today. The Group’s focus is on innovative and green technologies as well as on safe and superior automobiles that appeal to and fascinate. Daimler invests in the development of alternative drive trains with the long-term goal of emission-free driving: from hybrid vehicles to electric vehicles powered by battery or fuel cell. The company is following a consistent path towards accident-free driving and intelligent connectivity all the way to autonomous driving.

Importance of SE Asia

“In Southeast Asia we sold more than 40,000 commercial vehicles in the past year. That illustrates how important this region is for us,” Dr Bernhard stated. “That importance will increase within the coming years. In the emerging countries of Southeast Asia the demand for trucks, buses and vans will rise





continuously – and we are determined to participate heavily in this growth. That is the clear objective of our new regional centre.”

Why was Singapore chosen over at least 17 possible locations for the new headquarters? Dr Bernhard replied: “Singapore is the perfect place for the RC. It is the heart and hub of SE Asia. It has the second biggest port in the world and a highly efficient airport. DSEA benefits from Singapore’s excellent location and developed infrastructure, highly educated population, as well as stable political environment and business climate. You can rely on the word of the government.”

Long Presence in Region

Daimler has been in SE Asia for over 60 years and sold trucks here before they sold cars. Daimler sells its vehicles and services in nearly all the countries of the world and has production facilities in Europe, North and South America, Asia, and Africa. Its current brand portfolio includes, in addition to the world’s most valuable premium automotive brand, Mercedes-Benz, as well as Mercedes-AMG and Mercedes-Maybach, the brands Freightliner, smart, Western Star, BharatBenz, FUSO, Setra and Thomas Built Buses, and Daimler Financial Services’ brands: Mercedes-Benz Bank, Mercedes-Benz Financial, Daimler Truck Financial, moovel and car2go. In 2014, the Group sold more than 2.5 million vehicles and employed a workforce of 279,972 people while its revenue totalled €129.9 billion.

Dr. Bernhard turned the floor over to Kay-Wolf Ahlden, Head of DCV SEA. “Daimler has been serving the SE Asian markets since the 1950s and we have established a strong base of operations in Singapore,” he stated. “Our new office in Westgate is ideally located closer to our customers as well as general distributors and partners, allowing us to efficiently maximize resources. Singapore is the perfect point of entry to tap into the region’s key growth sectors such as goods delivery from trade and e-commerce, developing urban infrastructure and mining and construction.”

Growth in Staff

Mr Ahlden also made it clear that the new RC is a headquarters and will not have to check with Stuttgart whenever it makes a decision. Prior to the establishment of the new Centre there were 12 people working on commercial vehicles for Daimler in Singapore. When the new office is fully staffed there will be 52 people. “The staff will be made up from people from around the world,” Mr Ahlden continued. “There will be Brazilians, Japanese, Indians, Europeans, Malaysians, Indonesians and Singaporeans. Five versions of Chinese is spoken by the team that represents nine nationalities. Most of them have prior experience of living and working in countries other than their home.”

Taking questions from the press Dr Bernhard said Daimler was setting the cornerstone for the future. “We have competition from several directions, but our strength is that we have a product for every transport need, from vans to super heavy duty trucks to buses. We have something for everybody. No one else can do this.”





Growth Anticipated

In an exclusive interview with Asian Trucker Dr Bernhard said that though he anticipates strong growth in the SE Asia region he would find it very difficult to anticipate which country would provide the most growth. We anticipate 5 - 10% growth in the region and we believe in the long term potential of SE Asia where 50% of the people are under 30 years of age. Some countries will hit potholes every once-in-awhile, but eventually they will come back."



Asked if he saw opportunities or challenges with the new ASEAN Economic Community that will make trade easier between the 10 participating countries Dr Bernhard shook his head. "I don't see it happening," he stated. "I've seen these things come and go over the years. It won't happen."

SE Asia Growth Region

The business of Daimler's commercial vehicle division in the SE Asia region covers 18 markets, including Indonesia, Thailand, Malaysia, Singapore, the Philippines and Vietnam. With 622 million inhabitants, the region is more populous than the USA (> 300 million) or Europe (> 500 million) and, with over 50% of the population under the age of 30, it offers dynamic prospects for the long-term future.

In 2015 ten Southeast Asian countries (Indonesia, Thailand, Malaysia, Vietnam, Singapore, the Philippines, Myanmar, Laos, Brunei and Cambodia) formed the ASEAN Economic Community in order to strengthen cross-border trade. Foreign direct investments (FDIs) in the ASEAN region rose from USD 85 billion in 2007 to USD 136 billion in 2014.

Emerging economies with growing transport needs offer market opportunities both for Mercedes-Benz and FUSO commercial vehicles – in 2015 the truck market in Vietnam, for example, grew by 92%, and the truck market in the Philippines grew by 27%. The overall market volume in Southeast Asia totalled around 225,000 vehicles in 2015.

1000th Mercedes-Benz Citaro Bus for Singapore

Singapore is also an important market for Daimler's bus and coach business. Illustrating this, at the opening of the regional centre for Southeast Asia, attended by business partners, customers and the press, the 1000th Mercedes-Benz Citaro urban bus was handed over to the long-running customer SBS Transit in Singapore.



SBS Transit operates approximately 3,000 buses on more than 250 bus routes, representing 75% of the public transport in the city with more than 5 million inhabitants. The island state is home to the biggest single fleet of Mercedes-Benz Citaro urban buses in operation worldwide. Mercedes-Benz buses have been travelling Singapore's roads for over 15 years now.

Speaking to a large crowd at the Mercedes-Benz Center, in Singapore Dr Bernhard welcomed guests from the Land Transport Authority, as well as the bus fleet operators SBS, SMRT, Tower-Transit and Go-Ahead. "Today we celebrate the delivery of the 1,000th Citaro for the city of Singapore. It is a really special occasion for us. With now 1,000 Citaro buses travelling the streets of Singapore, this city is home to the largest fleet of Citaro buses in the world! We want to thank you for your trust and cooperation. We look forward to serving you with more buses in future.

Shaping Tomorrow

"Delivering the 1000th Mercedes-Benz Citaro bus to Singapore today is impressive proof for the potential of the partnership between Singapore and Daimler. Singapore is shaping the city of tomorrow – Daimler is shaping the mobility of tomorrow. Together we'll define standards with highly innovative transport systems worldwide," said Dr. Bernhard.

Dr Bernhard, as he did in our interview, emphasized the point that he expected there to be more cooperation between Singapore and Daimler. "I am happy to know there may be future potential with the Land Transport Authority, on "Citaro made for Singapore". Singapore is a pioneer in urban innovation. Daimler is a pioneer in mobility.

Mobility Concepts

Daimler is not only leading when it comes to products – it is also leading when it comes to solutions. "We don't "just" sell vehicles," he added. "We develop comprehensive mobility concepts for buses in megacities. One highly useful concept, Bus Rapid Transit (BRT), has big advantages. Regarding cost, in Bangkok 426km of BRT cost same as 7km of subway. In terms of time it takes just three years to implement BRT while it is 10 years for a new subway."

In terms of autonomous driving Daimler is leading the way. "Daimler is also the undisputed industry leader in autonomous driving. We presented the world's first officially licensed autonomous truck in the USA and we launched Europe's first serial truck licensed for autonomous test driving.

Autonomous Buses

In the interview I expressed the view that buses would never become autonomous. "Why not?" Dr Bernhard replied. "When elevators were developed people thought they would always need a human operator. They wouldn't get in an elevator that didn't have a person operating it. We see great opportunities to cooperate with Singapore. We have been successful in Bangkok and Istanbul and we can offer a lot in terms of technology for Singapore.

"Together we can pave the way for completely new ideas and new developments for urban mobility. I can not tell you specifics of what we are planning, but we are on the cutting edge with Singapore. We are a great match. In five years from now people will be coming from around the world to check out what Singapore is doing in terms of urban transportation. So I'm looking forward to future joint achievements, but for now, we're happy to celebrate a fleet of 1,000 Citaro buses on Singapore's roads." 🚐



Terminal Aman Jaya is moving towards becoming an integrated city



Fajar visits a modern fleet and biggest stage bus operator in Perak to get the inside scoop on the transformation plan of the busy hub in Ipoh.

As someone who was born in Ipoh, I am familiar with using the bus service that used to be in Medan Gopeng. The place was always packed and crowded. It is sad to mention that, every time I went back to my hometown during semester break, I felt unsafe while waiting for my dad to pick me from the terminal. Nevertheless, it was the main bus terminal in Perak back in those days.

As to go with the times, Perak Transit Berhad (PKTB) and a number of other stakeholders, in collaboration, submitted an application to the Ipoh City Council to seek for planning approval to construct an express bus terminal in Meru Raya, Ipoh. Once the approval received, they commenced construction of Terminal AmanJaya.

“We noticed the increase in demand in using the public transportation while the terminal in Medan Gopeng was no longer able to support the capacity of the users. Therefore, incorporated on 5th September 2008, PKTB Implemented the first private integrated transportation terminal, transportation hub and shopping complex in Malaysia. The development of Terminal AmanJaya is supported by government, nonetheless it was built by PFI (private funding initiative) approach” said Ms. Liana, Terminal Manager.



Terminal AmanJaya has now been in operation for almost four years, a terminal that accommodates 8,000 to 10,000 passengers daily. It houses more than 40 bus companies and has a whopping 43 of ticketing booths and sees a total of 300 buses every day leaving and departing at its eight platforms.

Safety

Security and safety for customers, passengers and commuters on board the bus, within the stations and terminal was enhanced with the installation of CCTV and provision of security guards on duty. Having an eye on everything that goes on, 40 CCTV inside and outside of the terminal ensure every angle is covered while there are 14 check points that security will pass during their rounds.

Moreover, inside the terminal there is a traffic control department to control the flow of the traffic within the terminal especially during peak seasons. Taxis and rental cars are rented out and managed separately by Persatuan Teksi dan Kereta Sewa Terminal AmanJaya (nothing related to the management). A taxi or rental car that is not a member of this association is not allowed to pick up passengers from the terminal.

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Design of the Terminal

According to Ms. Liyana, a bus entrance is straight to the first floor of the terminal where the arrival hall is located. A bus driver will drop the passengers and go down to the bus platform to pick up passengers. Near to the holding bay, there are few cafes and other facilities for drivers while they are waiting for the next trip. The exit from the terminal leads directly to the Ipoh toll. Apart from that, Hotel Rest & Go is located in the building of Terminal AmanJaya and located at the first floor.

“During the early stage of the terminal’s operation, the location was an issue to the public, as people from Simpang Pulai or Kampar felt the location was not convenient for them. It was quite far for them to travel to the terminal. After almost four years in operation now, location is no longer an issue for the users as the area has become a one stop centre and soon all the government agencies will be moving into the same area too,” said Ms Liyana.

Future Planning

“For now, the terminal itself already has become a shopping spot, therefore, in the future, we are planning to build an



elevated building of a cinema and sports centre that are connected to the main terminal so that the Terminal AmanJaya would be the next choice of shopping hub mainly among the youth generation in the city of Ipoh, said Ms Liana. ■

SOUTH EAST ASIA'S
LARGEST COMMERCIAL
VEHICLE EXHIBITION



Back for the third time, Asian Trucker invites you to be part of the largest dedicated exhibition for commercial vehicles in Southeast Asia. Co-organized by Asian Trucker Media, two highly successful commercial vehicle exhibitions were previously held in Malaysia. Following the success of the past event, we are returning with the show in May 2017 under a new, more inclusive name.

MCVE, organised by Asian Trucker, will be held in the Mines International Convention and Exhibition Centre from 18th to 20 May 2017. Fringe programs, including the Asian Trucker Networking Night, will run concurrent. Please visit www.mcve.com.my for details and updates. Access is free of charge for delegates.

To book your booth or to learn more, please contact Nicole Fong via nicole@asiantrucker.com or **+6012 207 5528**

Asian Trucker Media Sdn Bhd, Empire Tower, A 5-9, SS 16/1,
Subang Jaya, 47500 Selangor (902834-K)

Organised by
ASIAN TRUCKER

Scania's way of helping customers



Last year's market conditions can be described as riddled by uncertainties. Scania continues to be helping customers to even out these bumps that continue into 2016.

We met with Marie Sjödin Enström, Managing Director of Scania Southeast Asia, Scania Malaysia and Scania Singapore, to find out what the Swedish brand is planning for this year and how they see the market to develop this year. One of the most interesting news is perhaps the fact that oil prices are on all time low, which is good news for everyone being impacted by this fact. Scania is focused on lowering fuel consumption by means of deploying hi-tech engines and aerodynamics packages among others. However, the lower oil price doesn't mean that these efforts are no longer important. According to Sjödin Enström, this may just be short term gain whereby operators can use this break to innovate and use the extra profits to improve their business or be more aggressive. In general, operators will always be concerned about lowering

fuel costs. Diesel prices will fluctuate and anyone running a bus will need to work with this. "Scania will not stop to work on improving fuel efficiency," she stated.

Part of this commitment is also the service network. "Besides the buses, we are also offering a comprehensive range of services. Our service network is just one important one to mention," Sjödin Enström stresses. Customers will be pleased to hear that the workshop in Klang will be seeing an overhaul this year with facilities being upgraded and bays added to cope with the increased workload. A new workshop will be opening in Kuching while Singaporean clients enjoy the easy access to the Benoi workshop. She is very happy to report that the proximity to the port has been positively received by customers. Following the launch of the Scania MarcoPolo during

the 2015 exhibition by Asian Trucker, there have been a number of vehicles put on the road with more waiting to be commissioned.

It will be a challenging year, but clients can rely on the support of the Swedes. "What bus operators need to know is WHAT exactly makes them profitable," Sjödin Enström stated. To stay ahead, to remain profitable is most important and therefore, Scania is going to continue to ensure that customers improve their bottom line. This covers the buses as well as the service offers". She is saying that some can become even more successful with the help of Scania. Another trend that has been identified is the effort to be safer on the roads. Both of which are issues that have been part of the strategy and will continue to be on the agenda, independent of the markets.



Globally, Bus Rapid Transit systems, short BRT, are the megatrend at the moment. In our region, BRTs are in demand in every market Scania is present in, perhaps with Singapore being the only exception. The issue is to get people to work using public transport. The challenge here is urbanisation itself and the notion of getting people to abandon their cars in order to use public transport. Cities are choked with traffic and solutions need to be found fast. According to Sjödin Enström, bus system needs to be adapted to the requirements of each market. In Malaysia's Klang Valley for example, taking a bus needs to be made more interesting than using private transportation. For that to happen, transport needs to be, and perceived to be, efficient and reliable. "If you can trust the transport, when you know that you will arrive on time, it is clean and safe, then you will decide to leave the car," she concludes.

Some tour operators may look at making use of opportunities arising from the AEC (ASEAN Economic Community). Here Scania assures them that their bus will be well looked after no matter where they are. Although there are no additional service packages that cover different countries, Sjödin Enström is confident that this isn't going to be an issue as "The service will be carried out in

the same professional manner and way in any place you go. This is the Scania franchise so to say." Customers will be receiving a top notch treatment in order to keep their bus rolling and uptime high. Following the launch of the Scania Fleet Management, the organisation reports a 85% uptake of this option for their vehicles. As users can choose between various packages, they can make best use of this on-board option. Besides the standard versions, there are add-ons that can be chosen. This is being taken on by some 30% of customers as they require more than just the basic version. What is interesting to note is that the system is more popular in Malaysia and Singapore as other markets are not yet fully equipped for this tool. "There needs to be an infrastructure in place to support this function, which in some countries will catch up soon," is her comment. What the system allows Scania to do is to analyse the data and work with customers to further improve their business.

Scania prides itself in the development of alternative modes of propulsion of their vehicles. In Malaysia, municipal waste is one way of fuelling commercial vehicles and the Swedish brand is leading in this area. Sjödin Enström points out that "Scania has the widest range of engines using alternative fuels. We have ready-engines for any market need." That

means, that once the demand for electric buses for example rises, the company will be able to quickly respond. In Malaysia, fuel from municipal waste is in demand.

Sjödin Enström also noted good developments in Philippines where in 2015 a new showroom was opened to cater to the increased demand. Already active in Myanmar for some years, there had also been a good progression. For a number of years, a small dealer in Brunei has been supporting the local community, which is also a sign of the commitment of the brand to ensure that vehicles are running at maximum uptime. ■



Soon Chow Workshop

– Heritage and vision for the future

Drawing on over 90 years of company history, Singapore's SCW Group is now preparing to take the next steps in future-proving the business. In an exclusive interview, Stefan Pertz met with two generations of business owners to find out more about the history and future of the business.



Soo Keng Meng, Executive Director of Soon Chow Workshop (SCW) certainly has a few stories about buses to tell. Aged 79 (or 80, in the Chinese way of counting years), he is still full of energy and unwilling to retire as he “wouldn’t want to be bored at home” as he puts it. Knowledge has been passed on to him by his father, who started the company in Singapore as early as 1922, after having arrived from China. Proud moments were captured in photos, many of which evoke memories of turbulent, yet exciting times. It was Soo Keng Meng’s father, Soh Soon Chow who founded the business. This was motivated by the fact that a friend, Jay, started a business building trucks. However, wanting to be different, the founding father decided to focus on coaches and buses, seeing a future in this market. In 1925, construction of the Mosquito mini bus was Soon Chow’s contribution to the private transportation scene following the pioneer introduction of this vehicle. From here on, buses and coaches were produced right up to the Japanese occupation.

During the occupation, SCW could not continue with the main business. One had to be pragmatic in order to be able to

provide for the family and for a number of years, Soh Soon Chow became a fish monger, supplying food to the Japanese troops. The 1940’s presented a different scenario, enabling the company to resume the bus and coach building. During the colonization by the British, mobile canteens have allowed many food operators a lot of flexibility to visit different places and run their businesses. Soon Chow was the first to produce such mobile canteens. In addition, the population of Singapore needed to be moved around and the demand for buses was increasing. The government of Singapore tendered out those and SCW was able to get hold of many orders thanks to the good relationships that the business owner had built over the years. To cope with the increased demand, in 1959, a piece of land was purchased in Geylang, Lorong 18, where a three-story building served as a workshop, office and family home. The space available then was 15 000 square feet. Having studied in Singapore’s Gong Fook Chinese School, Soo Keng Meng joined the family business at the age of 15. During that time, career choices were made by the fathers. “We had to follow our father’s wishes. That is why three brothers and five sisters and myself ended up working

in the business,” he says. Then some ten to 20 staff worked for SCW, while today there are 30 – 40.

In 1969, after some ten years in the workshop, the company ran out of space and moved to a new location in MacPhearson with some 50 000 square feet of space. In terms of market requirement, things have clearly changed. During the boom of Singapore, the premise was to be able to deliver as fast as possible, whereby today safety of passengers and other participants in traffic is clearly a priority. The high volume of orders required the management team to be hands on. It meant that everyone had to chip in, working alongside with the workers. “You may also call this my education,” Soo Keng Meng says. What he remembers is that it was hard work and there was little time for leisure. However, the sacrifice paid out as not only the Singapore police tasked the company to design riot vehicles, but clients from as far away as Cambodia put their trust in the capabilities of SCW during the 1950s and 1960s. At the time, the order from Cambodia was one of the most important in the company’s history. Another milestone was the emergence of the wholly built full size passenger buses.

The evolution of the passenger bus has created buses with more capacity which Soon Chow built from scratch in the late 1960s. This eventually led to the first SBS buses rolled out to serve the public, whereby the bodies were built by Soon Chow.

Speaking to Robin Soo, Chief Financial Officer, we learn that the company has big plans to leap forward. "We recognise that the market in our segment is saturated and that without diversification, we will not be able to grow," he said. As a first step, SCW Group has been expanding the offer into automotive servicing and repairs since 2014. As the COE in Singapore is very pricey, companies are aiming at maximum uptime and life span of their vehicles. Apart from this, assistive mobility solutions (Medical Devices) are added to the product portfolio. In June 2016, SCW has signed a MoU with German manufacturer Myer GmbH to distribute high quality, premium wheelchairs. The connection with vans and buses are the modifications offered by the Singaporean company, allowing users of wheelchairs to use the vehicles. This expansion is an answer to the

realisation that the population in the island nation is also rapidly aging. "When the demand really increases, in about five years time, we want to be ready to respond," Soo explained. This however, is only a short-term plan.

For a longer view, SCW is aiming to expand into other countries in South-East Asia. The current country of choice is Vietnam. SCW has been conducting feasibility studies for about a year and is aiming at setting up a plant that can handle vehicle modifications as well as production. To compliment the product line-up, Soo says, automotive seats are to be manufactured there. Currently, R&D exercises are being carried out in order to see how this can be done in the best possible way. With that, SCW will also be able to penetrate other markets and Soo is hoping to even go global with the products. Following their studies, Vietnam was chosen as the country is perceived to be a very stable one with solid manufacturing knowledge. This is backed by the fact that a strategic partner or SCW is already there and has made very successful inroads.



Although stepping out of their comfort zone, Soo is confident that the new approach will be a successful one. In his view, one needs to risk something in order to gain something. Having heard that the business was founded as a venture based on taking risks in the 1920s, this view is not surprising and it is obvious that the spirit of the founding generation lives on in the current set-up. ■



SCW's CSR initiatives.

As SCW is embarking on their expansion journey into SEA in the following order – Vietnam, Malaysia, Myanmar, Philippines, Indonesia respectively, they are always on the constant look out for "exceptional" people to join them. The "Exceptional" by their definition refers to "deserving people with the right attitude". Basically, SCW seeks to recruit & develop people from these backgrounds :

- Generally from a financially poor family background
- With a positive attitude to learn and work hard
- Without merits of educational qualifications

SCW recognises that in the recruitment industry, foreign investment enterprises often focus on recruiting "Cream of the Crop" individuals to minimise time, maximise profits

& productivity, inevitably leaving many good, dedicated & deserving people behind. Hence, illustrating their intentions - instead of picking the biggest carat diamond among the crop, SCW opts for the ones they believe deserve acceptance and they spend time cleaning and polishing it till they shine. "We will develop this culture consistently and hope that these people will go on to understand and develop others who have been in the same shoes," Soo said.

"In a nutshell, although generating profits remains a primary objective, we make a choice of deliberately tailoring this expansion journey, to extend a hand to people who really deserve to grow and cohesively, grow with us."

HINO blossoms and weathers slowdown

The first days in Osaka were an exploration of Japanese culture and nature. With the cherry blossom in full bloom, cities transformed into a magical wonderland that married modern architecture and old traditions. While the group was walking along tree-lined river banks, couples set out to reserve their spots for their dinner picnic under the canopy of blossoms.

“The idea here is to show our clients a deeper and richer Japan. In order to understand the way Japanese do business, one must also understand our rich traditions and customs, the food and performances for example,” said Dato’ Yoichi Shibaike, Senior Advisor, HINO Motors Sales Malaysia.

Joyce Chang, one of the participants of the seminar, commented on her first visit to Japan “The cleanliness and friendly etiquette is impressive!” Operating a fleet



of over 150 HINO vehicles, the Operation Consultant for GC Logistics was clearly impressed.

Meanwhile, Toshiaki Yasuda, Managing Officer, Overseas Sales & Marketing, Overseas Business Planning Division had an update for us. He was very proud to announce that HINO has not just ridden out the slowdown of the past year, but also improved overall sales. He attributed this to the discipline and effort of the 29 894 employees, which is including their overseas subsidiaries and affiliated companies.

Globally, 2015 has been a tough year. Naturally, we want to know how HINO’s sales were affected. Yasuda agreed that

Experiencing the Cherry Blossom in Japan is a once in a lifetime event. HINO Malaysia invited clients to join a technical seminar, complete with a visit to the HINO museum and headquarters. Asian Buses hopped onto the ride and snooped out the latest developments from the Japanese bus maker.

it has been a difficult year, however, due to the strong performance of some countries, the overall sales of HINO actually increased. According to him, this was due to the fact that HINO has taken measures to improve products and that the company is present in markets that, despite the global downturn, were still in their growth phases. “This has allowed us to overcome this difficult time,” he said. Especially where others were late to enter the small or medium vehicle markets, the company has been doing

well as they have been present for some time. A good example is Malaysia, where HINO has been in operation for several decades by now.

Within the region, the key markets for HINO are Thailand, Indonesia and Malaysia, while there are subsidiaries in Vietnam and the Philippines. In Singapore, the environmental incentives even lead to growth. However, it was not just the products that made it a successful year for HINO. Customer



Toshiaki Yasuda, Managing Officer,
Overseas Sales & Marketing, Overseas
Business Planning Division

care, called Total Support, is a major contributor to what drives the business. Naturally, one wouldn't expect customers to replace their vehicles as frequently in economically challenging times. Therefore, it is crucial to care for the customers and to look after the vehicle. Through the Total Support activities, HINO managed to weather the storm. Thanks to that, sales even grew overall!

Now seeing European truck makers entering Japan, Yasuda is welcoming the competition. While Mitsubishi-FUSO and UD have been competitors for many years, HINO managed to increase their market share in Japan. "Thanks to

our sales network and the fact that we are listening closely to our clients, we remain to be in a position where we can provide our clients with what they need." Although other foreign owned brands may have seen a reduction in market share, Yasuda pledges not to be complacent about it. Both, Volvo group and the Mercedes group make Japan an important part of their strategy. "This actually stimulates us here at HINO. We will not just rest here."

While fierce competition is one concern, HINO is also looking at other trends and challenges. Short term growth is likely to be spurred by the upcoming



Tokyo Olympics. This mega-event will require more transportation to handle the athletes and tourists. At the same time, it is known that Japan has an aging population. "There are two issues here: one is that the population will shrink and that we won't need that many buses. The second issue will be the adaptation of our product to the needs of older people. Not just the passengers, but also the drivers and mechanics," he states. Driverless technology is a phenomenon that is not going to stop. Currently, HINO is already offering advanced driving technologies, such as auto-stop, for some of their vehicles. Eventually, the driverless vehicle will not be a thing of science fiction movies, but reality in the not so distant future.

The world's first diesel-electric hybrid system "Hybrid Inverter-controlled Motor & Retarder (HIMR)" powered bus was announced. This is the first large diesel/electric hybrid bus in the world to use an inverter-controlled motor-generator to reduce pollution and fuel consumption. The system converts the energy of vehicle deceleration into electrical energy and stores it in batteries. During acceleration, the electric motor provides power to assist the engine, thereby reducing smoke and other emissions, as well as lowering fuel consumption by utilizing the energy regenerated from deceleration. The system is called the Hybrid Inverter-controlled Motor & Retarder, or HIMR. The system has been commercialized not only for city and highway buses, but also for delivery trucks and garbage trucks. 🚩



Storage location :HINO MOTORS LIMITED HAMURA PLANT (3-1-1, Midorigaoka, Hamura-shi, Tokyo 205-8660)
 Year manufactured :1989
 Manufacturer :Hino Motors, Ltd.
 Classification :Mass-production vehicle
 Current status :In use: on public display

Vehicle name / Manufacture

Vehicle name :Hino Blue Ribbon HIMR Bus
 Model name :RU1J
 Company name :Hino Motors, Ltd.
 Year manufactured :1989
 Vehicle type/usage :Bus

Model / Weight

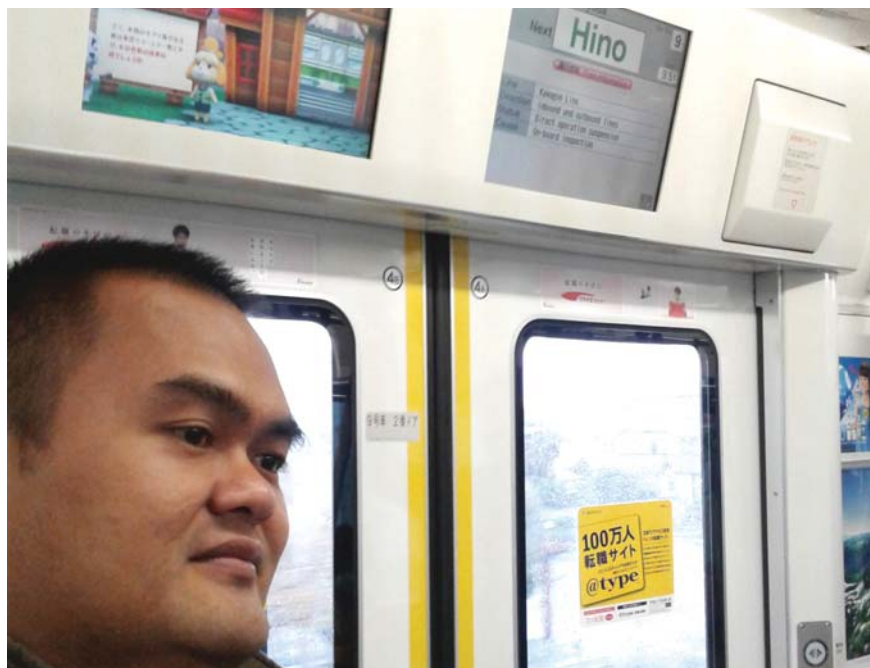
Passenger capacity :88
 Vehicle weight :9,840 kg (curb)

Body / Size

Overall length :10680 mm
 Overall width :2490 mm
 Overall height :3085 mm

Body / Axle / Driving / Others

Wheelbase :5200 mm





Why do You Update Your PC, But Not Your Drivers?

Stefan Pertz looks at the benefits of having regular training sessions for truck drivers and asks the question, 'what kind of driver do you want?'

Among the many things we at Asian Buses discuss with our operators and relates companies and drivers is driver training. Today, there are various modules, approaches and techniques available to train drivers to be a safe and efficient. It is surprising that many companies are content with the knowledge that was transferred to the drivers when they first went through their tests to obtain their drivers license. Sometimes we hear from drivers "I don't need this nonsense after some 20 years of driving."

Dear Santa

Some 20 years ago the PC was replacing the typewriter. I remember tapping out a letter to Santa Claus on an old Adler. Obviously, this column is being written on a laptop. A brand new one at that.

It might not surprise you to hear the introduction the salesperson gave me when I bought this new PC: "This is where you switch it on, the rest is easy." That really isn't sufficient to operate it. What have I done since I posted the letter to the North Pole? Correct! I have upgraded my skills, gone to computer courses and have kept abreast of developments.

Adapting to Change

If you look around your office I am sure there are no more typewriters. Or matrix printers. They have been replaced and the staff have been trained on how to use new equipment. So why is it that drivers don't receive training or don't want to participate in training programmes?

Just the fact that buses have become bigger, heavier and more powerful would warrant training, don't you think? Wouldn't it make sense for someone transporting passengers and their luggage be trained on how to load the bus, deal with people and manoeuvre the vehicle given the physical implications of the type of load distribution when breaking, turning and accelerating?

New Ideas

I did a course in defensive driving and for me it was 90% new ideas I never heard discussed in driving school. We have often heard, you must be a 'defensive driver,' but nobody really explained what it meant to be a 'defensive driver'.

And let's just wait till the ASEAN Economic Community kicks in. Drivers will need to be trained in how to operate vehicles in various countries with different laws, regulations and languages. How do you, as a fleet owner, how do you as a driver, plan to prepare for that?

Value Your People

Legal aspects are another area a driver should be trained in. Laws change and drivers need to be aware of the changes. This may not require weeks of training, but obviously, you want to ensure your drivers are operating within the legal framework. Interestingly, whenever Asian Trucker runs workshops for members of the Asian Trucker Drivers Club there are several participants who state: "This was something new, something that will help me in my job!"

Training improves driver skills and it may give your staff a confidence boost as they see you valuing people as being worth investing in. Not only that, eventually, well-trained drivers will be seen in a more positive light by others outside the industry. The industry may start to attract more people.

There is a cost to training, but I would rather spend money on training and reap the benefits as opposed to saving a few dollars and having to deal with unsafe behaviour or drivers who don't take care of themselves or their equipment.

Regular Training

Constant and scheduled training is less expensive than haphazardly organised and unspecific sessions. Some are afraid a driver may leave the company once trained. However, studies have proven that staff are more likely to stay if they receive training. And if you don't train them, then you end up with drivers who are inefficient, ineffective and potentially dangerous. Isn't that worse?

I encourage everyone to have regular training sessions for drivers. It doesn't have to be the most expensive programme, but since we tend to forget what we learned, it is important to have refresher courses. Start with this: when your child goes to driving school try one of the tests yourselves! Do you want your drivers to be a typewriter on the road, or a sleek notebook? ■



The fortunes of family-led company MANN+HUMMEL will in future be directed from the new Technology Center in Ludwigsburg

75 Years Of MANN+HUMMEL Success

From a small filter plant to a global market leader in filtration: MANN+HUMMEL is celebrating its long history of success in 2016.

Ludwigsburg-based automotive supplier MANN+HUMMEL celebrates its 75th anniversary in 2016. Founded under difficult conditions during World War II, the family-led company has grown to become the world's biggest manufacturer of oil, air, and gasoline filters, employing around 16 000 people at 60 locations on five continents.

The Founders

When Adolf Mann and Dr. Erich Hummel founded Filterwerk Mann+Hummel GmbH in 1941, they had already established successful careers. One a math teacher, the other a lawyer, they both joined Stuttgart-based clothing manufacturer Bleyle in the 1920s. In 1938 they took over the management of the family-led company after the owners were arrested.

After the start of World War II, the textile plant, which was classed as non-essential to the war effort, had few orders and

much of the workforce was sent to the front or to armaments factories. In this difficult situation, Stuttgart based piston manufacturer Mahle outsourced the production of engine filters to the Bleyle textile plant in a contract manufacturing operation.

At the beginning of 1941, Mahle transferred its entire filter production to the former textile manufacturers under a license agreement. Filterwerk Mann + Hummel GmbH was founded in January 1941 specifically for this purpose. Its location was a former Bleyle plant in Hindenburgstraße, Ludwigsburg. In June 1942, Adolf Mann and Dr. Erich Hummel acquired the entire filter production business from Mahle for 1.2 million Reichsmarks.

The intensive research and development activity that began immediately after the acquisition signalled the founders' ambitions. Showing remarkable vision, Adolf Mann wrote in the company bulletin "Der Herold" in 1942 that the filter as a product had a future and belonged to an area "where there would be no shortage of activity, whether in times of war or of peace."

Surviving the Post-war Years

While this assessment was fundamentally correct, after the end of World War II the demand for filters for tanks and military vehicles vanished. The filter business collapsed, and within a year Filterwerk Mann + Hummel lost half its workforce. There was demand for household goods and the company began producing items such as pots, skillets, strainers, and scourers. The company's creativity even extended to the manufacture of a handcart dubbed the "Rutscherle".

Technically more challenging were the sanitary fittings that the company produced between 1945 and 1954 under the "MANN-ARMATUREN" brand. The results were extremely successful and sales even matched those from filter production for a time. In



Testing on a running engine - Close cooperation with vehicle manufacturers has always been one of the principles of MANN+HUMMEL

the filter business, new sales markets were found in liquid filters for industrial applications and in conveyor systems in industrial mills.

The core vehicle filter business received two significant boosts after 1948 with the currency reform and the launch of the VW Beetle, for which the company was involved in the high volume production of felt cone filters.

Shaping the Future

Four key issues paved the way for the development of the fledgling company during the 1950s. The introduction of assembly line production in 1952 marked a shift towards industrial series production. Innovations such as the use of oil-soaked filter papers and the development of a wet air cleaner with coconut fibers transformed the company into a development partner and OEM for the automotive industry.

The strategy of customer proximity, which still applies today, was developed at this time. An increase in export activity led to the establishment of a number of international sales companies in quick succession. By the end of 1956, Mann + Hummel had 11 European offices and eight international licensees.

Three of these would go on to become subsidiaries – Naumann Gepp in Brazil in 1964, Taca in Spain in 1965, and TIDEM S.L.R. in Argentina in 1971. These acquisitions represented the first steps toward the Ludwigsburg-based filter plant becoming a global enterprise.

Social Policy Milestones

In parallel with ongoing internationalisation, the founders introduced a comprehensive range of social measures, which are still regarded as pioneering to this day. From 1952, the corporate health insurance company provided workers with affordable, customized insurance benefits. For decades, more than 90% of Mann + Hummel workforce was insured here.

Another major milestone was the introduction of profit sharing in 1953, which gave every employee an entitlement to a share of company earnings. The housing development programme introduced in 1949 helped employees to achieve low-cost home ownership with assistance from the company. This scheme was a perfect example of the sociopolitical ideas expressed by Adolf Mann in writings such as "Education for ownership" being put into practice. Last, but not least, was the pension fund, which was set up in the 1940s. The fund was a subject very close to the heart of Dr. Erich Hummel and marked the first step toward establishing a company pension plan.

Continued economic growth and increasing demand for replaceable filters for the aftermarket necessitated the further expansion of production capacities in the early '50s. Marklkofen, in the Vils Valley in Lower Bavaria, was chosen as the location for a new plant. Filter elements were already being assembled at Schloss Warth, a property purchased by Adolf Mann. After 1962, a former pasta factory in Marklkofen was transformed into the world's largest filter plant. Today, the plant employs more than 3,000 people and produces over 166 million filters and filter elements annually.

In filter technology, engine consumption and performance optimisation become key issues along with the prevention of pollutant emissions. At the same time, new plastics replaced



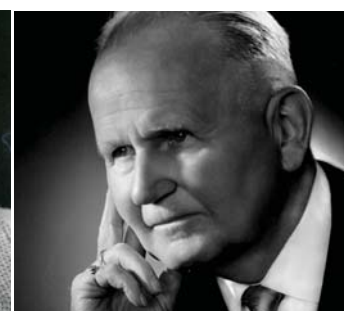
M&H Factory



Plants such as this ultrafiltration plant for water filtration will help to provide sufficient life-saving, clean water in the future



Dr Jorg-Dieter Hummel



Adolf Mann



Plants such as this ultrafiltration plant for water filtration will help to provide sufficient life-saving, clean water in the future sheet metal as a material in air filtration, which paved the way for greater freedom in housing design and combinations with systems for regulating the intake air temperature.

The company was also achieving success beyond the automotive industry, with innovations such as hydrocyclones for liquid filter systems as well as hydraulic filters. In 1969, total sales for all divisions broke the 100 million Mark barrier for the first time.

The Journey to Global Systems Provider

1971 marked a turning point when company co-founder Adolf Mann died unexpectedly after suffering a heart attack. Despite this setback, the company achieved the seemingly impossible during the 1973 to 1975 recession, which was triggered by the oil crisis. Right in the middle of the crisis, the company managed to increase exports, step up aftermarket activity, and further increase sales. Construction projects were undertaken in Ludwigsburg and Marklkofen as well as at the Filap subsidiary in Speyer in order to create space for additional production capacity.

This was also necessary due to the increased dominance of plastics. Polyurethane allowed greater freedom in housing shape design and consequently the development of system solutions. These solutions now covered the entire passage of air from the intake into the engine and were able to meet increased requirements with regard to temperature and exhaust gas recirculation regulation.

The death of Dr. Erich Hummel in 1984 brought the era of the eponymous company founders to a close. The company stocks remained in the control of the founder families, who were represented at the general meetings. This solution proved to be effective and is still in operation to this day.

Major Innovation

The introduction of lost core technology in the 1980s represented another major innovation for MANN+HUMMEL. It allowed the seamless manufacture of complex intake manifolds, which offered advantages such as low weight,

flow-optimized design, and lower noise emissions. The first plastic intake manifolds went into series production in 1989. Development of oil filter housings made from plastic also began at this time. Lost core technology opened up a whole new world of complex modular solutions in engine peripherals, and established MANN+HUMMEL as a reliable OEM partner to the automotive industry. The development of particulate filters and the new cabin filters business were also contributing factors to this success.

By 1989, the company had more than 8,000 employees and sales broke the one billion deutschmark barrier for the first time. A number of organizational changes were introduced to deal with the continued growth. Filterwerk Mann + Hummel GmbH became part of the MANN+HUMMEL Group, and this change was communicated to the outside world with its introduction as a logotype in 1996.

Innovative Strength

Environmental protection became a key issue in the 1990s. This affected production, with increased use of contaminant-free impregnating agents and environmentally friendly synthetic resins as well as the introduction of a certified environmental management system in 1998. Products were now being made from recyclable materials with a longer service life. In the late 1990s, MANN+HUMMEL broke new ground with the Multigrade filter media for oil and fuel filters and Micrograde for air filters, as well as with the development of the PreLine and VarioLine fuel filter systems.

Other innovations during this period included the integration of the air filter in the cylinder head cover as well as the development of the thermo-optimized topsys intake system and an active intake manifold with motor drive.

The MANN+HUMMEL Group pressed ahead with establishing itself in the global market. The process began with the establishment of subsidiaries in Mexico, the Czech Republic, and Singapore, followed by companies in the United Kingdom,



As part of the drive to improve efficiency and quality, robots became an increasingly familiar sight in the 1990s



Construction of a new production facility in the Lower Bavarian municipality of Marklkofen began in 1962. The site is today home to the world's biggest filter plant

France, and Japan. MANN+HUMMEL gained a foothold in the important US market in 1994 with the establishment and acquisition of multiple subsidiaries. By 1999, the MANN+HUMMEL Group had nine locations in Germany and 19 worldwide, with combined sales of 1.63 billion Deutschmarks.

Further Expansion

The internationalisation strategy continued after the turn of the millennium with the establishment of production sites in China and a sales company in Australia. Further production and sales subsidiaries in Belgium, Russia, Korea, the United Arab Emirates, and Thailand followed. The objectives of internationalisation were not only lower production and logistics costs, but also proximity to automobile-producing customers, which was so important for product development.


Like all companies in the automotive sector, MANN+HUMMEL was badly affected by the financial and economic crisis that began in 2008. However, quick, consistent, and strategically well-considered action helped the company to minimize its effects. The decision to introduce new and efficient management and production methods before the crisis in order to combat the effects of global price and competitive pressure now began to pay off.

A Code of Conduct and Social Charter have been in place across the entire Group since 2009 and are binding for all employees. A long-term corporate strategy was also developed on the basis of the Leadership in Filtration vision. Its core elements are leadership in quality and innovation as well as worldwide customer-oriented service and organic growth through the acquisition of filter companies.

Strength in America

Another important step toward this objective was taken in 2013 with the takeover of the Bosch stake in the Purolator joint venture in the United States, which had been operated jointly since 2006. The acquisition of this well-established filter manufacturer strengthened the presence of MANN+HUMMEL

in the North American Free Trade Area. In industrial filtration, the acquisition of Swedish-based Vokes Air, which specializes in filtration solutions for indoor and process air, in 2014 gave the company access to a global growth market. The development of ultrafiltration membranes and the acquisition of MICRODYNADIR GmbH in 2015 also helped to set the course for the promising area of water filtration.

In this anniversary year of 2016, MANN+HUMMEL Group is ready to face the challenges of the future. A new technology centre at the company headquarters in Ludwigsburg will provide the foundations for further growth through innovation. Despite the many changes over the last 75 years, the critical success factors remain the same and will continue to shape MANN+HUMMEL in the future. These include the humanist values of the founders as well as the continuity of the family-led company, whose owners demonstrated outstanding discipline and personal commitment in discharging their responsibilities. 



The star-shaped pleat of the paper filter elements enabled maximum filtration performance in even the smallest of spaces

Diesel Technic Asia Pacific Experiences Rapid Growth



In the two years since Diesel Technic Asia Pacific was launched in Singapore, the aftermarket supplier has seen tremendous growth in sales in the region, writes Floyd Cowan.

Diesel Technic, was founded as a GmbH by Horst Lieberwirth and Erwin Naujoks in Sulingen, Germany in 1972. The Group now includes the headquarters in Germany, subsidiaries in France, the Netherlands, Spain, United Kingdom, Dubai and Singapore. Another new subsidiary is now in the implementation stages. Worldwide, the Group employs more than 650 people from 30 countries.

Expanding Operations

The 4,300sqm warehouse and office facility in Jurong is already filling up with regional relevant parts from the total of over 30,000 that Diesel Technic can provide - on average five new products are added to the range at the headquarters every day. "We are currently planning to enlarge our warehouse space," General Manager Eike Torsten Merz states. "In the two years of operation, under the direction of GM Merz the

company has seen over 80% growth in SKU's (stock keeping units) in Asia Pacific. "Currently we are moving 11,000 SKUs up from 6,000 when the new warehouse was opened and operations began in May 2014.

One Stop Shopping

The large number of spare parts available to customers in Asian Pacific is just one reason the company is growing so quickly. "We are a one stop shopping centre," Merz continues. "We can meet the needs of all our customers who are looking for replacement parts for European commercial vehicles. Under the brand DT Spare Parts we are selling parts for trucks, buses and trailers, plus the new parts range of parts for transporters."

"We are selling to our same customers as we did before the Singapore warehouse opened," points out Sales Manager, Paul Chan, who like Mr Merz, has many years of automotive OE/OES and IAM experience working in the region. Their experience with other companies was a huge advantage when they assumed operation of Diesel Technic in Asia Pacific, just one reason why they have been able to increase sales so dramatically, "We are a bridge linking the customers with Germany. Now, there is no time zone difference as we are in the same region. We speak the same language and we respond to their needs immediately. Our customer service colleagues are all coming out of our industry and have an in-depth knowledge of the markets and have close relationships with the customers as well.

Decreasing the time to pick and pack parts to a customer has also added to their appeal. "The parts that we keep in the warehouse," Ole Steffen, Supply Chain Manager, points out, "are the ones that are in the



greatest demand. After order entry, we can pick and pack deliveries to South East Asian countries within one day. Outside of the SEA region we are able to get the delivery ready for pick up within two business days. We provide courier and express overnight deliveries as well.

Making the Most of Mature Markets

Merz adds: "Ever since we took over the markets in Asia from Diesel Technic Headquarters in Germany, we literally made no major adjustments in our distribution network in the matured countries like Malaysia, Thailand, Taiwan and Korea and yet we achieved a high two digit sales growth in FY2015, a full year operation after Diesel Technic opened. We are confident to achieve another strong growth in FY 2016.

"Diesel Technic Asia Pacific takes pride in the new market developments in Myanmar, Vietnam and Philippines where it is estimated that these countries have the least European vehicle population. In particular we achieved strong sales turnover growth in the mining sector in Indonesia, Australia, Myanmar and Vietnam.

"We set a high service quality standard to respond to every inquiry and Request for Quotation (RFQ) within 24 hours or a maximum of two working days, if we are experiencing a high sales call volume," says Paul Chan.



From left to right: General Manager Eike Torsten Merz, Supply Chain Manager Ole Steffen, Sales Manager, Paul Chan in the Singapore Diesel Technic warehouse.

Opening New Markets

While the Diesel Technic sales force has reinforced their relationship with longstanding customers they have also been opening new markets. However, the company's big coup was to land the largest CV spare parts distributor in Australia in January 2016, and they are now exclusively selling DT products for their European range. "This is a very big account for us and this will contribute to continued growth in the number of parts we ship," says Eike Torsten Merz.

All parts sold by Diesel Technic Asia Pacific come from Diesel Technic Germany where they have a wide range of testing facilities. "There are several test benches there," Ole Steffen explains. "We do 25 tests per day, 6 000 inspections per year, on these test benches and other test facilities. All testing and engineering equipment is based on the latest international standards and the supplier process audits are in accordance with the automotive standard VDA 6.3."

New Technology

The Singapore warehouse is not automated, with orders being hand picked. However, they do use Mobile Barcode scanners which have provided efficiency improvements. "We are moving towards a paperless operation in the warehouse," Ole Steffen relates. "With 11 000 parts, and growing, we have no room for error. The Mobile Barcode scans in all the information on the part, so we know exactly what is being shipped and received, and what we have in the warehouse." The current facility has 1 300 pallet spaces and 6 500 shelves to hold all those parts.



Merz notes that the local operation does more than just sell customers high quality parts. "We support customers on supply chain matters such as shipping and customs clearance," he states. "Our customers are well pleased with Diesel Technic's One-Stop-Shopping concept. They are benefiting from DT brand spare parts which are wide in product range, premium in quality. With common languages and time zone, faster response time and efficient logistic services, our customers can be more cost effective and improve their profitability.

More Customer Services

"We are also actively engaging distribution partners and their customers through technical product seminars and trade fairs in Asia Pacific," Merz continues. "Our focus in 2016 and 2017 is on technical training.

While an economic downturn means more challenges, for Diesel Technic the current economic situation has meant opportunities. "We are experiencing more and more customers' keen interest to use our products and services to minimise their stringent cost management," Paul Chan shares. "When economic times are good, many companies don't concern themselves with price differences. However, when revenues drop and budgets are tight they look for opportunities to reduce their costs. When they understand that we deliver premium products at a competitive price they are inclined to try our products."

Mean, Lean & Efficient

During the two years of operation regional General Manager Eike Torsten Merz has had the goal of expanding operations while keeping the organisation mean and lean to provide customers with an efficient operation that can make quick decisions. The digitised global environment businesses operate in today allows some of its office operations, such as accounting and IT, to be carried out in Germany.

"We engineer and distribute high quality parts in Germany, we have German efficiency, German organization and attention to detail, but we have lived and worked extensively in Asia Pacific, so we understand the needs and the sensibilities of the customers here. This is why we will see a solid sustainable growth in the region for the Diesel Technic Group," states Merz.



Safety Evolution in School Bus Industry

School students are in good hands with this operator that emphasises on the safety of kids on board first with an added feature that kids will just love. Fajar takes a ride down memory lane which will see her emerging at the future of school buses.

Most of us have memories of taking a school bus to school. I had mine, and I took the same school bus for five years to school. I can still remember the usual crowd in the bus, the same old aunty (wondering if she is still driving the bus), and the so called "life" on board the school bus.

For this issue, I met with Mr. Yap Kon Fook, the owner and founder of Pandu Jaya Sdn. Bhd. to get an update about the evolution in the school bus industry. School bus service has been the core business of Pandu Jaya Sdn Bhd and Mr Yap first started providing school bus service to local Malaysian schools in 1973.

At that time, the only school buses that were available were in the form of 11-seater vans and he was the driver himself. As the demand increased, he embarked onto the busing industry utilizing a 25-seater bus. Now he has a total of 49 buses with 44 seaters, 49 drivers and is using Hino, Nissan and Hyundai branded vehicles.

"Over the years, until the year 2000, Pandu Jaya remained as the main contractor for several international schools in and around Kuala Lumpur. My great achievement last year was Technology in Singapore approached me to consider a partnership to be the main busing sub-contractor for the International School in Kuala Lumpur (ISKL). A great opportunity to develop my transportation business," says Mr. Yap.

New technologies that are fitted in each bus are: Global Positioning System (GPS), seat belt and Closed Circuit Television (CCTV). Each bus comes with a "stewardess" to monitor the safety of the school kids inside the bus. An impressive 95% of all ISKL school buses are less than five years old.



The difference between Pandu Jaya school bus and the other buses is that it set its own premium standard and is operated to be more akin to a private service. It has also achieved a remarkable reputation for quality and reliable service as well as in safety.

"Challenges at the start were of financial nature to be able to acquire the new buses, the bus maintenance and the labour shortage. But when we address all these challenges, that is when we learn and we grow. The struggle was real but at the same time we maintain the positive mindset and energy," he added.

"Safety is vital. We provide "stewardesses" to monitor the kids to behave in the bus, and to ensure the comfortability in the bus while going back and forth from school to home. Regular checks will be done every morning by our drivers and forms will be marked or checked by our manager before they start the day," said Mr Yap.

For the future, Pandu Jaya is planning to establish an International band in oversea markets with other international schools worldwide. 🚐



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MALAYSIA'S First E-Bus heading to the production line in Q4 2016



The E-Bus project is the collaboration between Malaysia Automotive Institute, Amber Dual Sdn Bhd, AutoCRC Australia, Swinburne University of Technology and Bustech. The development of the E-Bus started in 2014 as a project under the Malaysia-Australia Free Trade Agreement (MAFTA).

The project is in line with the Malaysian Government's announcement of the National Automotive Policy in 2014 (NAP2014). The policy aims to transform Malaysia into ASEAN's hub for Energy Efficient Vehicles (EEV) hub in ASEAN. EEVs include vehicles that meet a set standard of carbon emission level and fuel consumption, such as fuel efficient internal combustion vehicles, hybrids, electric vehicles (EVs) and alternatively fueled vehicles ie. CNG, LPG, Biodiesel, Ethanol, hydrogen and fuel cell.

The first phase of the E-Bus development focused mainly on establishment of the advanced driveline systems. A demonstrator bus, based on an existing platform was retrofitted with an electric drivetrain, with auxiliary systems modified to run on battery power sourced.

The next phase focused on the bus's energy efficiency optimization – peak motor capability, improving system integration, balancing auxiliary loads with feedback control, and configuring the system architecture to minimize losses from resistive loads within the electrical circuitry.

The E-Bus is currently undergoing homologation testing in Australia, and is expected to be shipped to Malaysia for further road testing in the third quarter of 2016. Commissioning of the bus is expected in the fourth quarter of 2016. Production of the E-bus is expected to begin in early 2017.

Testing process:

- Center of Mass determination
- Body Roll Over test
- Brake tests
- Noise Level Test
- Seat Anchorage Test
- External Lights Test
- Passenger Door Fault Test
- Electrical system and functionality test

Launched at the recent 2015 ASEAN Autoshow in Kuala Lumpur, the current E-bus is configured primarily for city applications. It is a zero emissions electric bus, which is optimized for low average speeds with frequent stop-start cycles, conditions which are ideal for regenerative braking and efficient energy consumption.



MAI CEO, Dato' Madani (Seated on the left, 3rd from the front) together with Dato' Seri Ong Ka Chuan, Minister of MITI II (Seated on the left, 2nd from the front) and Datuk Ahmad Maslan, Deputy Minister for Industry during the launching of ebus in Autoshow 2015.

The E-bus is fitted with user friendly features, such as increased head room for standing passengers and easier access for passengers with luggage, as well as wheel chair users.

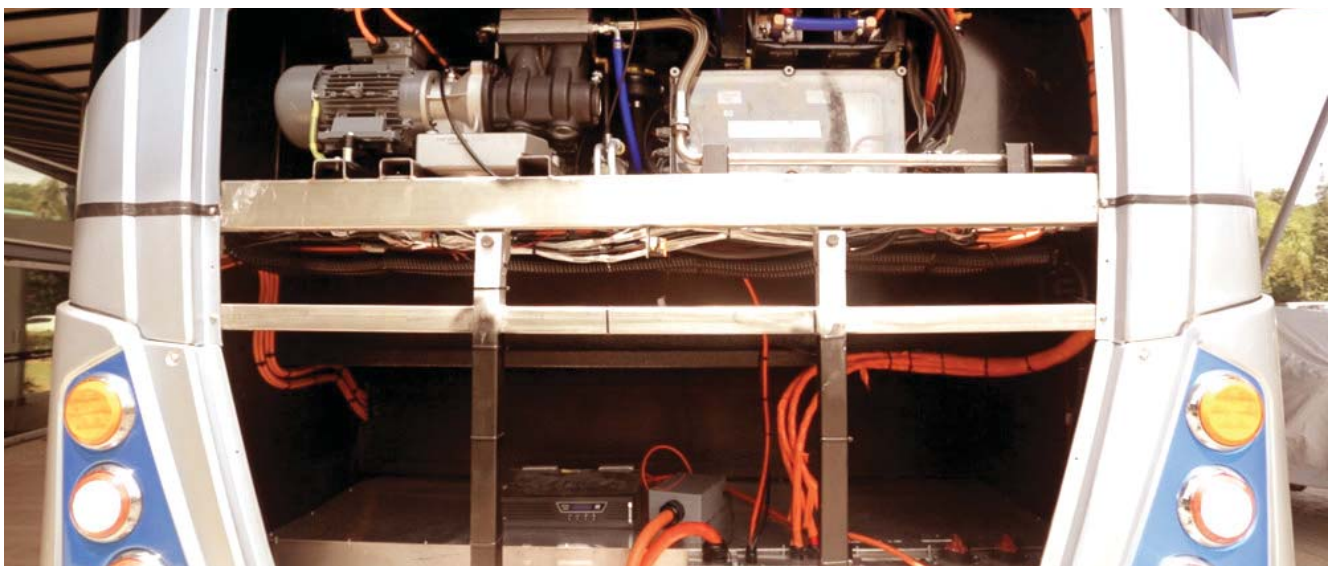
Several safety features specific to electric vehicles were also built into the E-bus. This included High Voltage Interlock Loops – a failsafe system that is triggered in the event of power failure while the bus is in operation. This is coupled with the E-STOP feature, an emergency system that ensures safe stopping of the E-bus during an electrical failure.

"The E-Bus will be manufactured domestically, and we expect more than 90 percent of parts to be localized", said Dato' Madani Sahari, MAI's Chief Executive Officer. He further explained that 200 units are expected to be produced in its first year of operations, and will reach 2,000 units by the year 2020.

Localized components

Passenger seat, Wire harness, Roof Top Air Cond, Fiberglass, Laminates Side Wall and Ceiling, Pillar capping use plastic forming, Side Glass, Floor Rubber/Vinyl, AC Ducting, Insulation, Fasteners, Paint, Consumables, Dash and components wrap with Vinyl, Lights, Locks, Gas Ramp, Floor Board/Plywood, Sealant, Electronic Destination, Audio and Video, Switches, GI Sheets, Passenger and luggage door Mechanism.

"This project will boost our ability to export to the ASEAN region, as the specification of components for electric vehicles enhance the necessary technology acquisition and experience for the vendors participating in this programme", he added. 🇲🇾





How tyres contribute to optimised fuel consumption

Tyres are the only thing that stand between the road and the cargo. Tyres can contribute to the bottom line in more ways than just through good deals on purchase and retreading. Giti offers some advice on how to use the rubber in an optimal way.

It is a scientific fact that we need energy to travel, as we need to overcome inertia and rolling resistance. Currently, Diesel is still the source of energy for most commercial vehicles. While burning fossil fuel contributes to pollution, it is also a major cost factor for operators. For these reasons, one should do everything to reduce use of fossil fuels.

Five factors that influence fuel consumption.



Inertia	Gravity	Aerodynamic Force	Mechanical Friction	Tyres
This term describes the notion that any body would want to maintain its current direction and speed. In order to change direction and speed, inertia needs to be overcome.	Obviously, this is unavoidable and it is the link to the weight of the goods carried.	Here, engineers are trying to optimise the way vehicles are shaped in order to offer the least possible resistance.	Every component from engine to axles to the tyres will have mechanical friction that needs to be overcome and reduced as much as possible.	Finally, this hidden and often not much considered factor are the tyres, which can contribute up to 30 percent to the fuel consumption.

Under the weight that your vehicle carries, tyres are distorted every time they turn. This causes flexing, compression and shearing. While this is essential for the driving comfort and grip, these phenomenon result in rolling resistance. The tyres will return to their original shape after a while, however, in this process, energy is lost. Depending on the mixture of compounds inside the tyre, the rolling resistance will be influenced. The difficult part is to produce a molecular structure that ensures that other characteristics are also being kept.

If a tyre is underinflated, the distortion of the tyre when it rolls is far higher. Thus, the tyre will cause more fuel to

be consumed than a properly inflated one. Similarly, wrongly aligned tyres will cause higher friction, resulting in more fuel consumed. In summary so far, optimal performance is achieved by using the correct tyre, having the correct tyre pressure applied and properly aligned wheels. In addition, good driving habits will contribute positively to the fuel efficiency of the vehicle.

Interestingly enough, tyre performance improves as the tyres wear out. A new tyre will have the highest rolling resistance and therefore the most fuel needed. As the tyres wear out, there will be less rubber that is distorted, thus needed less energy. Giti radial tyres are

designed for re-grooving and retreading, giving operators the best mileage while preserving natural resources.

Scan this QR code and see the effects of tire on fuel consumption:



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Quick, easy and cost effective – with FAG Repair Insert Unit

Wheel bearings have undergone constant development in recent years. Why? Increasing transport volumes, higher performance and modified driving behavior lead to higher requirements placed on a wheel bearing. Long life, high reliability and maintenance-free use are essential in this, because not only is it used as a link between the wheel and chassis

24 hours a day, seven days a week – commercial vehicles today have to be designed for a high mileage and a long service life, but cost pressure on vehicle owners is also increasing all the time. Fleet operators and transport companies are also having to focus more and more on their operating costs (total cost of ownership). When it comes to the question of whether fleet operators can offer attractive services and thus operate a successful business, the “per unit” costs (per kilometer, hour, or ton) and correspondingly low charge rates are a decisive factor. Particular importance is placed here on extending service intervals, repair work that corresponds to the current age of the vehicle, and direct, global availability of repair and service networks. These are exactly the conditions that the commercial vehicle experts at Schaeffler Automotive Aftermarket aim to fulfill with their products, repair solutions, and services. After all, first-class product quality and repair solutions that are designed to suit garages’ requirements translate into extended service intervals and shorter downtimes.

Patented design, garage-oriented repairs, OE quality

The FAG Repair Insert Unit (RIU) has a unique design that has been patented in many countries. The FAG RIU is a sealed wheel bearing unit for commercial vehicles that is pre-assembled and lubricated for life at the factory and that allows mileages of up to one million kilometers to be achieved. Pre-assembled and lubricated with high-performance grease, the FAG RIU is supplied with a special tool that both reduces mounting errors and saves repair costs. In other words, it’s a garage-oriented repair solution in OE quality. What is more, garages can now repair a wide range of different wheel hub types with a single RIU, which simplifies parts handling and reduces both inventory volumes and ordering outlay – a further advantage when it comes to total cost of ownership.

It consists of two tapered roller bearings, which are connected after installation by means of a snap ring. The snap ring ensures that the bearings are not damaged and are held in position during installation on the axle shaft. In addition, the repair insert unit is supplied with a special tool for easy and convenient installation. Function: The repair insert unit is a further technical development of the insert unit. The aforementioned properties ensure reduced installation costs for the workshop. The use of incorrect or contaminated grease can also be ruled out. Three FAG repair insert units enable around 43 hubs for over 2100 different vehicle types to be repaired. This multiple application also enables significant reduction of effort in the ordering process and in storage space.



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Venue : Crocus Expo
Contact Info : +7 (495) 649 87 75 (ext 4199)
Info : The world's largest B2B exhibition of the bus and coach industry, exhibiting buses, coaches and mini buses, as well as parts, components and services.

PHILBUS & TRUCK 2016 & PHILTREX 2016

Date : 15 July 2016 – 17 July 2016
Venue : SMX Convention Center
Contact Info : 603 40419889 (Mr Richard Yew)
Info : Philippines' biggest tradeshow on buses, trucks, commercial vehicles and auto parts, accessories and garage equipment. This year more exhibitors from different countries including China, Malaysia and Thailand will be showcased.

BUS & TRUCK MYANMAR 2016

Date : 28 October 2016 – 30 October 2016
Venue : Tatmadaw Exhibition Hall, Yangon, Myanmar
Contact Info : +959 423697412 (Mr Saw)
Info : Features the biggest international exhibition for bus and truck vehicles as well as aftermarket products including tyres, filters, wheels, brake pads, lubricants, tools, repair equipment and many more.

RTE – INTERNATIONAL RUBBER AND TYRE EXHIBITION 2016

Date : 11 October 2016 – 13 October 2016
Venue : Kielce Trade Fair Centre, Poland
Contact Info : 48 – 41 – 3651222 / 3651263 / 3651232 / 3651230 / 3651212 (Mr Szymon)
Info : The international trade exhibition for the rubber and tyre industry will display extensive range of products and supplies related to the industry. The event is an exclusive opportunity to meet thousands of professionals at one stop which provides open source for business networking.

BUS & TRUCK EXPO – THAILAND

Date : 03 November 2016 – 05 November 2016
Venue : Bangkok International Trade & Exhibition Centre
Contact Info : 66 – 2717 2477 (ext 164)
Info : The most effective way to present your top of the line high technology of commercial vehicle equipment, material and related services to Thailand and Southeast Asia. Attendee list includes bus & truck owners, dealers and retailers as well as large fleet owners.

BUSWORLD RUSSIA

Date : 25 October 2016 – 27 October 2016

BUSWORLD INDIA 2016

Date : 10 November 2016 – 12 November 2016
Venue : Bangalore International Exhibition Centre (BIEC)
Contact Info : +919999109386 (Mr Ish Narang)
Info : Offers excellent opportunity for bus and coach manufacturers, component suppliers, technology providers and market leaders to showcase latest products, technology, services and solution.

Clutch kits for buses

The brand DT Spare Parts offers a complete range with more than 30 000 different spare parts for trucks, trailers and buses, including all standard clutch kits

DT Spare Parts offers a complete range for clutches. In total, more than 140 DT brand clutch kits are available. Similar to tyres and brakes, clutches are main expendable components in vehicles. The service life is highly dependent on the quality, the professional fitting and the correct use of the product as well as the vehicle's conditions of use. The clutch is one of the elements in the drive assembly which has to sustain major strain due to the effect of vibration, pressure and centrifugal forces, and the friction heat created. The clutch forms the interface between the motor and gear box.

and drive assembly. In addition, it enables the vehicle to be started gently and jolt-free thanks to complex torsion absorbers. The DT brand clutch lining is made of

and tear. The lining even withstands temperatures of up to 400 °C for short periods.



2. The clutch cover forms a friction system, together with the flywheel and clutch disc, which is fixed to the flywheel with a housing screw connection. The clutch cover deals with transferring the motor torque to the gear shaft using the clutch disc.

3. The transfer link between the clutch and control system is the clutch release bearing. It is usually centrally guided, equipped with an automatic centring mechanism and has a snap connection to

DT brand clutch kits essentially consist of the following elements:

1. The clutch disc is the central connection element in the clutch. Together with the clutch cover, the clutch disc deals with separating and connecting the motor

yarn, copper or brass wire embedded in a mixture of resin, rubber and filling material. They are produced in an environmentally friendly manner, do not contain any heavy metals and are free of asbestos. They are distinguished by the good friction properties, high strength, low weight and high resistance to wear

the membrane spring. When the clutch rotates, the ball bearing found in the head of the clutch release bearing runs permanently, whereby a preload produced by the control system ensures that the membrane spring tongue and ring guide in the clutch release bearing run at the same speed. ■

Sync R&D continues to strive to get the electric bus ready to be used by the Malaysian public very soon

Since its successful first test drive few months ago, the EBIM I has some visits from representative from SIEMENS and MDEC to check out the progress of EBIM I during its commissioning and testing phase. It has been determined that the second body of EBIM II will come out in April 2016 for the homologation process.

The preparation for homologation testing for whole vehicle type approval includes several significant regulations of UNECE such as R100 for battery electric vehicle and R66 strength of superstructure. The reliability of the assemblies is also tested during drive test period evaluating the endurance of the major subsystems assembled to monocoque body such as hydraulics, electric motors and axles.

The whole vehicle type approval approach for homologation application is a mechanism for ensuring that vehicles meet relevant environmental, safety and security standards. Sync R&D

will test with TÜV Rheinland (Malaysia). Once the certification is achieved, it will be accepted in other countries without the need for further testing until a standard is updated or the design of the vehicle changes. The conformity of production (CoP) is also a main part of the approval process whereby Sync R&D has achieved the certification for ISO 9001 and OHSAS 18001 management systems since early 2015 to facilitate the CoP approval process.

Indoor and outdoor aesthetic values have also been improved a lot since the last first test drive, while looking bare previously in the last video, donning a new suit, it has become a head turner to those who work in Tiong Nam Industrial Park area. Passenger seats have also been installed inside the bus with flooring to increase the realistic features of the bus. ■

Sales of Yutong new energy buses grew by 176.1% in 2015

Yutong released its 2015 Annual Business Report on April 4, 2016. According to it, the bus maker realized an operating revenue of 31.211 billion RMB in 2015, up by 21.31% year on year. In the meantime, the company's net profit attributable to shareholders reached 3.535 billion RMB, up by 35.31% year on year. The biggest highlight in 2015 is the sales of Yutong's new energy buses, which grew by 176.1% year on year with a total sales volume standing at 20,446 units. Despite the declining bus sales across the globe, Yutong continued its growing momentum as it further strengthened its efforts in the overseas expansion.

According to Qunyi Securities, Yutong's sales of 6-8-meter new energy buses accounted for over 40% of its overall new energy bus sales in 2015 thanks to the enticing subsidies from governments. This

year, governments' subsidies to 8-meter buses and all other environmentally friendly buses with a length of more than eight meters will remain the same while 6-8-meter new energy buses will not be able to enjoy such favorable policies as they did in the last year. Thus, the sales of new energy buses above eight meters are expected to rise significantly.

Currently, Yutong has been constantly making new breakthroughs in the driveline systems, vehicle control, and power systems. Its five-in-one controller has proved extremely effective in cutting costs. With the declining costs for power batteries and improved manufacturing technologies, Yutong will make its profit margin stay at the same level as that in the last year. ■

Asian Buses online survey results

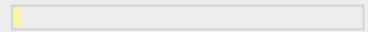
Snap Poll

Should companies offer shuttle services to their employees?

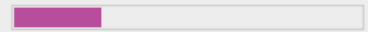
Yes - 75%



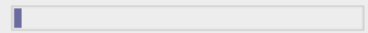
No - 0%



Only if larger company - 25%

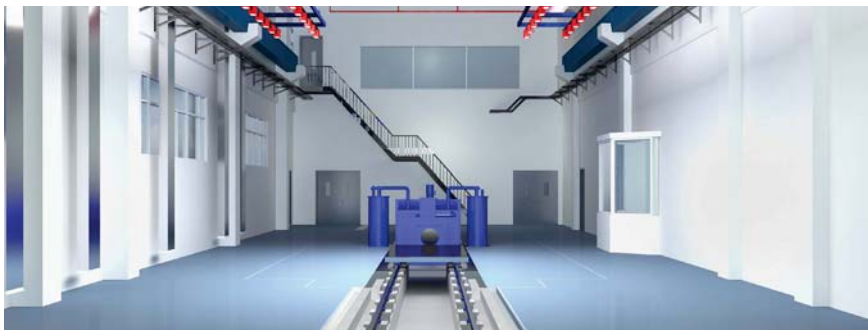


Too unpractical to manage routes - 0%



The voting for this poll has ended

Latest Crash Sled now Operational: ZF TRW Adds to Investment in Anting Research Centre, China



ZF TRW, the active and passive safety division of ZF Friedrichshafen AG, is today opening the crash sled section of its Anting Technical Centre – underlining its commitment to investment in China. The inclusion of the latest model Servo Sled, the fourth crash laboratory within the company's global footprint, will be located at its state-of-the-art research and development facility in Anting.

The 66,000 square meter facility, ZF TRW's largest technical center worldwide, employs more than 1,200 engineering,

research, and technical staff and was officially opened in June 2014. It was designed and built to house more than 20 scientific testing labs supporting all of ZF TRW's primary businesses including driver assist systems, braking, steering, occupant safety and electronics. The center supports vehicle manufacturers in bringing advanced safety systems to the Chinese market and the broader Asia Pacific region.

This latest equipment provides advanced frontal crash testing with a static pitch and yaw reproducing realistic

3D crash simulations, exceeding US NCAP requirements for Oblique Moving Deformable Barrier (OMDB) at 90kph. Side impact testing can reproduce load cases compliant with Moving Deformable Barrier requirements for IIHS, US NCAP, Euro NCAP, C NCAP and UN R95. The equipment can test front seat collision only, rear seat collision only or a combination, and has the capability for multiple seat plan alterations.

Additionally, the sled is large enough to simulate load cases for both far side impact and the interaction between driver and passenger in such a scenario. A greater number of flexible mounts for cameras enables more test viewing angles and images. The sled also features flexible preparation sectors which can provide confidentiality of simultaneous test set-ups for multiple customers. Combined with pre-defined fixtures and processes to allow fast changes between tests, this sled has the ability to test an estimated average of 1000+ shots per year. ■

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• from a wide array of local
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VOLVO B7R & B11R CHASSIS

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A customer's smile fuels the trip

This time we met a highly experienced bus driver that has a simple recipe for an easy: bringing the family along to experience the country

Our bus captain for this issue is Mr. Manusin Khongthanaphat, who is based in Suphanburi, which is a good two-hour drive north of Bangkok. He is working for Phukit international tour Co.,Ltd and he brings with him a wealth of expertise and good memories.

AB: How long have you been driving buses?

MK: I have started driving buses in 1980 or about 36 years ago.

AB: Why did you become a bus driver?

MK: My family business used to be a touring company. I was exposed to this kind of business early on and I also liked the buses.

AB: which is your favourite route? Why?

MK: I love to drive in the northern part of Thailand because the route is easy to drive. In the meantime, I have gotten used to this route since many customers love to go travelling the northern of Thailand.

AB: Would you like your children to be bus drivers?

MK: I would like my children to be bus driver too, but unfortunately they don't like it.

AB: What are the challenges?

MK: The accuracy of the route and the expertise of managing the bus and passengers on the trip would be the challenges of this job.

AB: Which is your most memorable moment in your career?

MK: The good memories would be the customers' smile and how they compliment on my driving. Also, the places that I go and visit with customers would be one of the greatest memory for me.

AB: What food do you prefer on your trips?

MK: As our country is very big, local food in each different parts of Thailand as it varies. In Thailand, there are many kinds of food. In each region food is different. For example, in Northern

region, the famous food would be Khantok. It means a wooden tray used for carrying dishes. Round in shape, it is made of teak wood, varnished or lacquered with five or six legs to support it.

AB: When you go on vacation, do you take the bus? If no, then why not?

MK: I will take bus on my vocation because it is convenience and safe.

AB: Is it difficult to be a bus driver?

MK: It is not difficult to be a bus driver. You only need expertise, which you will gain over time.

AB: Do you take your family along sometimes?

MK: I always take my wife along to give me company.

AB: Would you recommend this profession to young people?

MK: I absolutely will recommend this job to young people and would tell them to pay more attention on services because nowadays, there are many buses that ignore the service and safety. 🚩



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Date : 24 - 27 May, 2016

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