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OVER 26 BRANCHES IN MALAYSIA  
24-HOURS RES-Q TEAM

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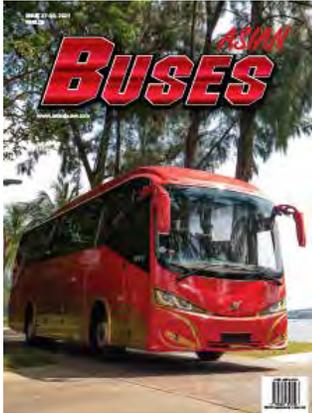
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## Of Reactions and Reflections

The unofficial theme of the Malaysia Commercial Vehicle Exhibition was “Spotlight On A Resilient Transport Industry”. Having spoken to many of the participants, this seemed to have rung true for all of them. I did not need to spill out the theme as, somehow, this was the overall mantra of the industry as it came together for the first large-scale event in two years. What I have experienced during the three days was a reflection of the theme by each of the exhibitors in their own way.

A number of the exhibitors told me that the past two years have allowed them to re-think certain aspects of their business and to improve from the inside out. I use the word allowed as the pandemic also opened up opportunities for the industry. Recurring comments were that the OEMs are now expecting a boom in demand for vehicles. Spurred by e-commerce and the need for replacement vehicles after having put that off for some time will now likely see transporters increasing their fleet sizes. This would mean that I should be seeing you at a vehicle hand-over soon. I look forward to such occasions as I like to be close to the action where I can learn from seasoned players about the industry and what moves you.

Besides MIROS, others were also very vocal about road safety. The pandemic has been an interesting time with regards to this topic. One should assume that there would be fewer accidents as there was no movement on the roads. However, what has been observed around the world that the accidents that happened during the pandemic were more severe and that there have been more accidents in relative terms. The reason is unexpected: as there is less (near none) traffic, vehicles move faster. With that, drivers are also not as focused as there is not as many others to pay attention to. However, when an accident happens in such scenario, it will be more severe as a result of the increased speed. I never thought of traffic jams as a way to reduce accident rates.

As you can imagine, it was a very anxious time for me leading up to the event. Just like any daring decision, there is always doubt as a number of issues are beyond anyone’s control. When the opening day finally arrived and everything worked, it was certainly a relief. I assume that the gamble some brands have taken is also paying off now. In the past weeks we have seen several OEMs making some bold moves that must have certainly raised some eyebrows. As our reader you will be able to follow these developments closely.

Another exciting topic I am getting more and more involved in is the electrification of the transport industry. While there are other major developments, this is currently the biggest stream of news. However, it appears that articles, news and scientific papers seem to have forgotten other fuels. Take for instance LNG or the good old Diesel. These are still and will remain feasible means of fuelling the industry for some time. The need to find better solutions to satisfy the demand for fuels cannot be denied. However, Diesel for instance has been said to still be a better solution than electricity. For now.

Looking ahead, the rest of the year is going to be packed with action too. As the borders open, more and more activities are announced. I urge everyone to remain cautious. Not just in regards to the Covid virus, but also on the roads, while working. We may all have gotten a little cabin fever and now that we are able to go about our business again, we may drop our guards. What I hope for is that we will collectively look at how we can take this opportunity to make the transport industry not just even more resilient, but also safer.

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Stefan Pertz  
Editor, Asian Trucker

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# Cummins Launches Fuel-Agnostic Internal Combustion Powertrain Solutions



work an application does, we'll have an engine powered by lower carbon fuels with diesel-like performance to get the job done."

Cummins Inc announced the expansion of their industry-leading powertrain platforms, leveraging a range of lower carbon fuel types. As the industry's first unified, fuel-agnostic engines, these platforms will use engine blocks and core components that share common architectures and will be optimized for different low-carbon fuel types.

"Getting to zero is not a light-switch event. Carbon emissions that we put into the atmosphere today will have a lasting impact. This means anything we can do to start reducing the carbon footprint today is a win for the planet. We need to take action now," said Srikanth Padmanabhan, President, Cummins Engine Business. "Having a variety of lower carbon options is particularly important considering the variation in duty cycles and operating environments across the many markets we serve. There is no single solution or "magic bullet" that will work for all application types or all end users."

## Parts Commonality

These new fuel-agnostic engine platforms will feature a series of engine versions that are derived from a common base engine, which means they have a high degree of parts commonality. Below the head gasket of each engine will largely have similar components and above the head gasket will have different components for different fuel types. Each engine version will operate using a different, single fuel.

This new design approach will be applied across the company's legendary B, L and X-Series engine portfolios - initially in on-road applications - which will be available for diesel, natural gas and hydrogen.

## Reliable & Durable

These fuel-agnostic platforms are designed and built-upon the learnings extracted from millions of diesel and natural gas engines manufactured and currently in-use. Today's digital and connected technologies allow Cummins to extract insights specific to different engine duty cycles, and leverage these to design reliable fuel-agnostic platforms.

"Our customers can be confident in Cummins' unmatched testing and evaluation process ensuring high-performance products," said Jonathon White, Vice President of Engineering, Engine Business. "No matter what type of

## Destination Zero

These new products are an important element of Cummins' strategy to go further, faster to reduce the greenhouse gas (GHG) and air quality impacts of its products and reach net-zero emissions by 2050 in a way that serves all stakeholders in a sustainable way for Cummins' business. This commitment requires changes to Cummins' products and the energy sources that power them.

Two of the company's environmental sustainability goals for 2030 goals include reducing scope 3 absolute lifetime greenhouse gas (GHG) emissions from newly sold products by 25 percent and partnering with customers to reduce scope 3 GHG emissions from products in the field by 55 million metric tons.

"Cummins is innovating at every level of the company to find new ways of working that use fewer of the world's resources and the Engine Business is at the center of this exciting innovation," said Padmanabhan. "We know that our planet cannot wait for the perfect solution to happen. Instead, our approach must be a combined effort of using zero emissions power where it's available and using cleaner power where it is not. The planet cannot afford for us to hit pause in the meantime." 

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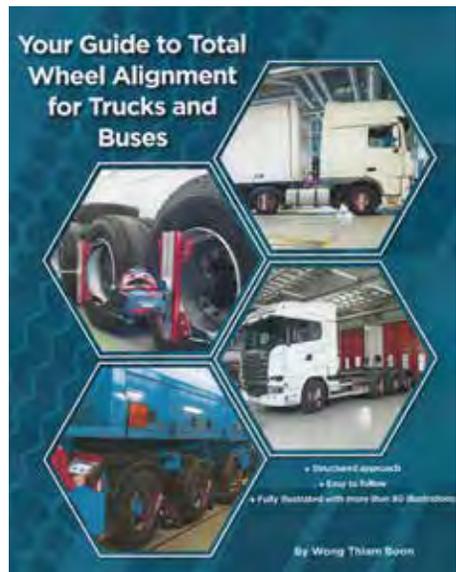
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Stefan Pertz,  
Editor, Asian Trucker Malaysia  
Editor, Asian Buses

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# Solaris leads the European zero-emission bus market

In 2021, just as in 2020, most of the world's economies faced great challenges. The past few months have also been difficult for the European public transport sector and companies that manufacture vehicles. The Covid-19 pandemic and related restrictions prompted Solaris to establish special procedures and to develop solutions to ensure the continuity of its business activities. However, the company has proved that, even in the toughest of times, it keeps the promises it makes to its clients and business partners. The whole organisation and its employees have put a great deal of effort into continuing its activities, and implementing protective measures has thus yielded tangible results. Despite the ongoing pandemic, which has had a significant impact on many sectors of the economy, including the automotive industry, Solaris reported solid sales and financial results in 2021. In this period, the company generated impressive revenues of Eur721 million.

## Sales Performance in 2021

Solaris strengthened its leading position in the zero-emission bus market in Europe. It delivered a total of 400 zero-emission buses to its clients, which means that in the period from 2012 to the end of 2021 Solaris was Europe's largest supplier of zero-emission buses with a cumulative share in this segment that amounted to 15.5 percent.

All in all, the company sold 1492 units in 2021; of these, low- and zero-emission vehicles (i.e. electric, hydrogen, and hybrid buses as well as trolleybuses) accounted for a 41 percent share of total sales.

In 2021, Solaris delivered its products to customers from 18 countries. Major recipients of Solaris vehicles included, among other carriers, operators from Poland, Germany, Spain, Estonia, Italy, Romania, the Czech Republic, Israel and Switzerland. For the 19th year in a row, Solaris claimed the leading position in the low-floor city bus market in Poland with a share of 63.7 percent.

Also worthy of note is the fact that Solaris sold a whopping 54 hydrogen buses in 2021, to the Italian, German, Dutch and Swedish markets. The Solaris Urbino 12 hydrogen bus was launched in 2019. Since then, interest in this technology has soared, a fact which is reflected in the number of orders for this type of vehicle in 2021 and in units commissioned for 2022 and later.

## Hydrogen Technology

Hydrogen technology has played a substantial role in the company's development and sales strategy. At the beginning of 2021, Solaris joined the European Clean Hydrogen Alliance. This is an initiative led by the European Commission. Its aim is

to scale-up, by 2030, the production and deployment of hydrogen as a fuel produced by means of low-emission technologies and renewable energy sources. The European Clean Hydrogen Alliance is one of the many measures taken by the European Union to bolster its position as a world leader in the production and deployment of hydrogen in industry and the energy grid. It is also one of a host of actions intended to support the EU's goal to reach carbon neutrality by 2050.

For Solaris, hydrogen technology is not only a harbinger of future development, but it has already translated into tangible orders and generated revenues. In 2021 alone, the bus maker delivered 54 zeroemission hydrogen buses to clients from Italy, Germany, the Netherlands and Sweden. In the same year, 4 the company signed yet more contracts for hydrogen buses, including, among other destinations, for the German market. 12 Solaris Urbino 12 hydrogen units will be handed over to carrier In-der-City-Bus, responsible for public transport in Frankfurt.

## Trolleybus Market Leader

Apart from its leading position in Europe when it comes to electric, hybrid, CNG and hydrogen buses, Solaris is also the largest European supplier of trolleybuses. In 2021, the



company sold 119 Solaris Trollino 12 and 18 trolleybuses in total, and they made their way to operators in Germany, France, the Czech Republic, Romania, Poland and Hungary.

### Towards Sustainability

Just as they are for the whole CAF Group, sustainable development and ESG issues are also for Solaris an extremely important component of its development strategy. In 2021 Solaris published its first Sustainability Report. It was drawn up in accordance with the GRI Standards guidelines, which are an

international standard for reporting on both responsible business and sustainable development issues.

The report is the first publication to present the full range of data and information on the company's ESG-related initiatives in such a comprehensive manner. It is an extensive description of the company's impact on the economy, environment, and society. Its three main chapters correspond to the pillars of the company's activities: "Responsibility along the value chain", "People – the greatest value", and a "Zero-emission future". The topics addressed in the document were selected during internal workshops as well as suggested by stakeholders.

The document was awarded a prize for the best debut at the Sustainability Reports competition. As emphasised by the jury, the prize was awarded "for a report that contains a lot of well-prepared information, with a clear layout, a concrete set of ESG actions and an interesting description of the company's role in the 'zero-emission' future".



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## Lubricants: Keeping Fleets going During Pandemics and Beyond

*The past two years have certainly held some surprises. While the oil prices dropped below zero at times, lubricants were in high demand for commercial vehicles. Preparing for what's next is Lubetrans.*

Workshops are vital for the commercial vehicle industry. Without them, being it in-house or a third party, the vehicles would soon run out of steam. This may be obvious, but what is unexpected is how the Pandemic has impacted transport businesses and with that workshop operators. Jason S.Y. Han of Lubetrans Sdn Bhd shares insights with us.

As a response to the lockdowns, coach fleets were either grounded as there were no passengers, while stage bus operators still had to maintain their schedules. It was reported to Asian Buses that many people did not use buses as they were afraid to go out. However, few passengers there were, the stage buses had to maintain “business as usual”, thus requiring their regular service intervals to be observed. According to Han, the market also reacted by keeping vehicles for extended times in the fleet. “This means that more vehicles were operated outside warranty periods, thus their owners opted for independent workshops to service them. What we have seen was a drastic increase in demand for lubricants ordered by these workshops.” Instead of changing vehicles, fleet owners extended the life-cycle of their vehicles.

Another trend that Han has observed is that fleet owners, understanding the importance of vehicles having a high uptime, did not skip or prolong service intervals. However, as the situation was highly unpredictable, operators hedged their own risk by changing the lubricants from the top-level to the mid-range in order to reduce cost. “However, there are hardly any low grade lubricants available anymore. There are two reasons for it: the first is that modern engines need quality lubricants. Secondly, operators are more educated now and won't skimp on lubricants.”

Highlighting upcoming changes in legislation, Han points out that soon workshops will have to re-design their operations. “Every drop of lubricant dispensed in a workshop will soon have to go through a SIRIM-approved meter.” These meters have to be calibrated and verified in order to provide transparency for the consumer. This will be applicable for all types of fluids

with the exception of brake fluids, whereby the balance of brake fluids left in bottles has to be given to the customer. Lubetrans has geared up for this development and is an official retailer of Graco fluid management systems, which are currently being validated by the Ministry of Domestic Trade and Consumer Affairs..

A bulk oil fluid management system will help you improve your operational efficiencies by giving you the ability to closely monitor your day-to-day oil consumption while keeping an eye on bulk oil inventory control. Bulk oil tracking is essential if you're overseeing a vehicle service center for cars, heavy trucks or even heavy equipment, and Graco leads the industry with wire-free and PC-based solutions in a bulk oil fluid management system. “With such system, you know exactly what you have dispensed. Imagine, typically a workshop would lose a few litres per drum of lubricants.”

As a distributor of lubricants, Han also expects major shifts in the market impacting them. “Electromobility will be affecting all of us in one way or another.” For instance, electric vehicles will be impacting the need for mid-sized commercial vehicles in his view. Han expects the market penetration of electric vehicles to be slower than in Europe whereby the big trucks would still remain as ICE-powered (Internal Combustion Engine), thus needing lubricants. 



## IAA Transportation Presents Details of Concept

Under the motto “People and Goods on the move”, the IAA TRANSPORTATION will take place from September 20 to 25, 2022, at the Deutsche Messe AG exhibition center in Hanover. In addition to the presentation of new vehicles, the focus will be on logistics, transport and the digitalization of commercial vehicle transport on the way to climate neutrality.

The previous IAA Commercial Vehicles is thus expanding the breadth of topics and exhibitors and, with a new name as IAA TRANSPORTATION, is becoming the leading international platform for logistics, commercial vehicles, buses and the transport sector. With its expanded event concept, it networks the relevant manufacturers and suppliers from the commercial vehicles, buses and logistics sectors with leading tech providers. An important goal of the new concept is to focus more on the climate-neutral and technological transformation of the entire transport sector as an international platform.

“IAA TRANSPORTATION is the leading trade show for transport, commercial vehicles and logistics. Our successful concept for a corona-proof staging of IAA MOBILITY 2021 will also be used at IAA TRANSPORTATION in Hanover: The current registration status makes it clear that the concept expansion has been positively received by the industry. There are already exhibitor registrations from more than forty countries. The high level of registrations is gratifying and also underlines the exhibitors’ desire to once again offer customers a live experience with the new products,” says Jürgen Mindel, VDA Managing Director.

### IAA TRANSPORTATION with Four Theme Days

The new concept of IAA TRANSPORTATION also implements a combination of new product presentation, trade audience and expert exchange within the framework of the IAA Conference 2022. To give exhibitors and visitors the best possible exposure to their target audience, the IAA Conference will focus on different key topics over four days.

**FUTURE LOGISTICS**, with the topics of supply chains, trucks, rail & shipping integration, e-mobility and hydrogen technology in heavy-duty transport and heavy and light commercial vehicles, as well as technological and digital innovations for the logistics chain

**TRADE & LOGISTICS**, with the topics last mile, inner city logistics, van, transporter, cargo bikes, delivery robots, digitalization as well as innovative solutions for retail, e-commerce

**INFRASTRUCTURE**, with the topics charging infrastructure electricity and hydrogen, expansion of data networks, data management, long-distance bus transport, rail transport connection

**INNOVATIONS IN PUBLIC TRANSPORT**, with the topics of bus, electrification, hydrogen, ride-sharing, ride-hailing, MaaS, digital networking of existing services.

### “IAA Last Mile Experience Area” Sets New Standard for the Industry

With the Last Mile Experience Area, the IAA TRANSPORTATION presents an innovative new hall concept. For the first time at a trade fair, a complete city backdrop will be set up indoors, within which the latest last mile solutions will be presented in application. On display will be the use of parcel drones, delivery robots, e-transporters, e-cargo bikes as well as innovations from the Internet-of-Things, data networks and cloud technologies, SaaS platforms and decentralized hubs.

“With the new format, we want to bring together urban planners, technology providers, food retailers and delivery services with logistics industry players, mayors and local politicians. Because only with intelligent, innovative and socially accepted solutions will we be able to create the growing demand for inner-city logistics and move toward climate neutrality,” says VDA Managing Director Jürgen Mindel.

### Presentation of Prestigious Industry Awards at IAA TRANSPORTATION

Prizes will also be awarded at IAA TRANSPORTATION in various branches of the mobility industry. The winners of the prestigious “Bus of the Year”, “Coach of the Year” and, for the first time, “Cargo Bike of the Year” competitions will be presented and honored. “We are in good talks with “Truck of Year”, “Trailer Innovation Award” and the “Van of the Year” and I am optimistic that in 2022 we will be able to present all of these awards in Hannover and thus give them the greatest possible attention. We are particularly pleased to welcome the “Cargo Bike of the Year” to the IAA. This clearly shows how multi-layered our portfolio is,” says Jürgen Mindel. 🚐



# Volvo Buses Malaysia Introduces the Volvo B11R Low Entry Chassis



***Volvo Buses Malaysia is proud to announce the launch of Volvo B11R Low Entry B11RLE chassis on Volvo Buses Customer Day at the Volvo Group Malaysia headquarters in Shah Alam. The new model is designed for premium double deck coach, and available for delivery from 2022.***

To kick off 2022, Volvo Buses Malaysia had the greatest pleasure to invite its private coach customers and business partners to the Volvo Group Malaysia headquarters in Shah Alam, and officially launched its new model in the Malaysia market: the Volvo B11R 6x2 Low Entry (B11RLE) chassis with walkthrough gangway.

The event opened by a warm welcome and introduction from Country Manager of Volvo Buses Malaysia, Karen Tan, "We're thrilled to announce the launch of our new Volvo B11R 6x2 low entry chassis in Malaysia. The new model is specially designed to meet the operational need of the local market and Malaysia is the second market offering the Volvo B11RLE after United Kingdom. We see great potential for double deck buses in the Malaysia market, especially for express buses and premium tour buses".

The newly launched Volvo B11RLE comes with the customized steerable tag axle, which helps enable shorter turning radius and reduces tires' wear and tear. The specially designed low entry walk through gangway allows customer to specify the luxurious interior for an even more personal and comfortable experience. With the flexibility to extend the body-build up to 14.2 meters, the coach is king of the road, offering maximized passenger capacity and bigger luggage space.

The Volvo B11RLE combines the reliability and efficiency of Volvo's standard B11R driveline with 11-liter engine that offers 430 hp, giving stronger power and better performance. The new model is also equipped with Volvo's legendary I-shift transmission, which combines smooth and silent shifting with fuel efficiency and ensures the engine run under optimised conditions.

The event at Volvo Group Malaysia headquarters showcased the new chassis, providing the customers with a first-hand experience of its features and a close view up in person, with a detailed product presentation conducted by Mr Vikneswaran Subramaniam, Sales Manager of



Volvo Buses Malaysia. The all-new Volvo B11RLE chassis is manufactured in Borås, Sweden and offered in Malaysia in Complete Knocked Down (CKD) form. Safety is one of Volvo's core values, and it is deeply incorporated in all our products.

Asian Buses spoke to Mr Wan Mohd Iskandar Dato' Salleh, Group Managing Director of Sani Express Sdn Bhd, during the event. "We started in 2006, to cater to mainly the long distance routes. Currently, we have 60 buses, of which only about 70 percent operated during the pandemic." The newly acquired vehicles are to be put to task on a new route that is to connect Kota Baru with Penang. One of the criteria for the purchase was Volvo's reputation for providing durable engines that are also highly fuel efficient. According to him, this is crucial on this upcoming route.

The new Volvo B11RLE is equipped with advanced safety features, such as Volvo Electronic Stability Program (ESP), the fifth generation Electronic Braking System (EBS) with brake blending and ABS. Volvo Engine Brake (VEB) with retarder enhance the braking efficiency while reduce brake wear and contribute to a lower operating cost. The Volvo Hill Start Aid prevents the bus from moving backward when the bus is in the stop position going uphill. It also comes with a range of Volvo service contracts and additional service offering options to ensure maximum efficiency, uptime and support for customers across Malaysia. "We have surveyed others using Volvo chassis and were told that these vehicles are especially reliable." Although the fares are set by the government, Sani Express' management is confident that the company is now heading back to normal, now that the pandemic is coming to an end. He

noted that during the lockdowns and movement controls, Sani Express tried to reduce cost as much as possible albeit needing to still operate. The Volvo chassis, with the expected lower maintenance and operating costs are part of the recovery plan.

Recently, two new airlines have been given approval to operate in Malaysia. However, Sani Express does not see these as additional competition as the need for bus travel is motivated differently from air travel. Re-activating the parked fleet in new routes, Salleh is confident that the business will shortly be running at full capacity again.

Two body builders will be tasked with the development of the body. "These buses will feature a new interior design, in line with the demands of the market." The launch of the double deck bus comes at the right time as Sani Express values the safety features. The majority of the fleet comprises of double-deck buses. The chassis ordered by Sani Express are equipped with steerable tag axles. Sani Express found that this is making a huge difference to the lifespan of tyres. Although the buses would mostly move on straight roads, when manoeuvring within cities or bus depots, turning and steering would take a toll on the tyres. "We expect that this will significantly improve our tyre usage."

"We strongly believe that what the industry needs today is a bus that provides the best solutions to address the challenges that our bus operators face – shortage of drivers, the need to strike a balance between regulated bus fares versus increasing operating costs including fuel prices. With the Volvo B11R 6x2 Low Entry model, we provide a chassis that enhances safety and durability, reduces pollution and achieves an optimal operating costs solution," said Tan. 📌



# Spotlight on Busworld Turkey

*The First Busworld show since the pandemic, is almost sold out*



The 9th edition of Busworld Turkey, organised by Busworld and its Turkish partner, HKF Trade Fairs, will be held for three days, from 26 to 28 May 2022 in the Istanbul Expo Center.

A very symbolic show indeed, since Busworld Turkey was the last trade show right before the world's borders closed due to the pandemic -March 2020- and now it turns out to be the very first Busworld trade show after the pandemic. Busworld is back! And how.

## Exhibitors

During the last edition in 2020, the exhibition hosted 129 exhibitors. The show was visited by 7 935 professional visitors, which was surprisingly good considering the covid pandemic was starting to spread at that moment.

Today, the exhibition already counts 130 exhibitors and this number keeps growing steadily. Vehicle manufacturers, bus and coach builders and body builders will showcase their latest vehicles on a surface of 12 500 sqm: Anadolu Isuzu, Karsan, Otocar, BMC, Gülerüz, Mapar MAN, Bur-Can, Buskar, Erener, Erduman, Eşref Karoser, Gürsözler and Harputlu. They bring a mix of vehicles of different dimensions (from double decker to minibus), drive lines and types (public transport, tourism, long distance travel, VIP transportation, etc.). Being able to experience all these vehicles in one place is what will draw once again bus and coach buyers -and lovers- to Istanbul in May.

Of course the show will also give the floor to Turkish and international suppliers of all types. Brands like Allison Transmission, ZF, Voith, Webasto, Aselsan, Fogmaker and many more will be represented again.

## Busworld Turkey webinars

In 2022 Busworld Turkey started a Turkish spoken webinar series with a first webinar on 9 February titled 'The Impact of the pandemic on public transport in Turkey', moderated by Mr. Kemal Karayormuk, Executive Board Member of IPRU and Academic Advisor of TOBB. The panel consisted of high level representatives of several Turkish sector associations: Ercan Soydaş, head of TÖHOB, Mustafa Yıldırım, head of TOF and Turgay Gül, head of İSTAB. It proved to be a very interactive discussion with the online audience.

Two more webinars will be organized at the beginning of April and the beginning of May. This time, the manufacturing industry will be talking, giving its point of view on the zero emission evolution and post-pandemic changes in buses and coaches.

## Busworld Speakers' Corner

Busworld Turkey will have its very own Speakers' Corner located in the Busworld booth in hall 2. Exhibitors are invited to bring short keynotes about specific projects and best cases. The floor will also be open for start-ups that want to share their ideas with the bus and coach community. Visitors will be able to integrate this in their visit. The open booth will provide an ideal environment to create interaction between the speaker(s) and the audience. Visiting a trade show is not only about getting product information, but also about being getting an idea of what is going on in your industry.

## Turkish associations support

Busworld Turkey is supported by several Turkish industry organisations: TÖHOB (All Private Public Bus Association), İSTAB (Istanbul Union of Transporters Association), TOF (Bus Drivers Federation) and TTDER (Tourism Transporters Association). They will make sure that Busworld Turkey will be the center of attention for all bus and coach professionals in Turkey. 🇹🇷



# Daimler Truck Launches Innovation Center in India

**D**aimler Truck Holding AG (“Daimler Truck”), one of the leading global commercial vehicle manufacturers, launched the product engineering and IT center Daimler Truck Innovation Center India (DTICI) in Bangalore, India. With DTICI, Daimler Truck is creating a new, company-owned incubator in which scalable innovations for the global product portfolio will be created in the future. DTICI leverages India’s very comprehensive engineering and IT talent pool to develop innovative products providing competitive advantages for all Daimler Truck brands across the globe. Furthermore, DTICI functions as global engineering provider as part of an integrated research and development network with North America, Japan and Germany.

Commenting on the launch, Dr. Andreas Gorbach, Member of the Board of Management of Daimler Truck AG, Head of Truck Technology, said: “The transformation of our industry is a huge challenge – and also a huge opportunity: It gives us the chance to rethink the truck itself. And that is exactly what we are doing by developing CO2-neutral drives and transforming the truck into a software-based device. Together with DTICI, we are able to increase our development speed in both areas. Especially the comprehensive software expertise will help us to accelerate towards an intelligent Truck Operating System. This can make the business of our customers more successful – by increasing vehicle uptime, reducing innovation cycles and by improving their operational efficiency.”

DTICI emerged from Mercedes-Benz Research & Development India (MBRDI) due to the spin-off of Daimler Truck from Mercedes-Benz AG (former Daimler AG). It will focus on research, product engineering & IT capabilities to empower

all business units and brands of Daimler Truck worldwide including Mercedes-Benz, Freightliner, Western Star, Thomas Built Buses, FUSO, Bharat Benz, and Setra.

The engineering team at the innovation center will focus on a range of topics: vehicle engineering, powertrain engineering, software development for electronic control units, computer aided engineering (CAE), computer aided design (CAD), IT programming using complex engineering tools and methods. Equipped with state-of-the-art software tools and labs this entity will work on connectivity, cyber security, big data and advanced analytics, system integration and electrification topics. The design team will focus on developing best-in-class products to redefine the interior and exterior across Daimler Truck’s extensive range of vehicles. 

# Good Reasons to Use Retread Tyres

In an ongoing trial, GIBB puts their retread liners to the test by providing a number of fleet customers free-of-charge retreading services. There are good reasons to use retreads and for this trial, which we learn about in this report about the trial, which is accompanied by Asian Trucker.

## Why the Distrust?

At the heart of the tyre trial are questions about the reliability, safety and cost efficiency of retread tyres. The perception of the retreads is a negative one, which Tai Qisheng, Managing Director, GIBB Rubber Compound Sdn Bhd, traces back to operators having made bad experiences with retread tyres. "Usually, this experience is the result of an inferior product or having been ill-advised." He elaborates that operators may want to reduce cost and are therefore looking at retreaders to provide them with cheaper options. However, if such a retreader is not using quality products and the required processes to produce a tyre that is meeting the high standards needed in the transport industry, then the joy over the lower price is usually short-lived. Another problem that has been identified is that tyres are not used properly. For instance, a retreaded tyre might be specified for the use on a trailer, but is mounted on the drive axle of a truck (or a bus tyre mounted on a construction vehicle). It would be no surprise that such a tyre would not perform as it should.

Sometimes, one may find that a vehicle will have a mix of patterns on an axle. This could happen when there has been a tyre failure and the operator just fitted any tyre to get the vehicle moving again. After that, it might have been missed to change a tyre that does not fit the application. In Tai's experience, it is not unusual to see a mix of trailer patterns with drive patterns. "If operators do not even take care of that, then there is a chance that they are not using a retread tyre correctly either."

## A Case for Casings

In this trial, Japanese casings are preferred to be used for the long term study. Tai assures that all good quality



casings are retreadable, provided that they are being cared for. Japanese are preferred as they are time-tested to perform in Malaysia. Fleet operators may not want to use retreaded tyres. Tai encourages those to get in touch with retreaders as they would be always on the look-out for useable casing and would likely offer some cash. This will also help to reduce the amount of tyres that go into landfill.

## An Investment into Reputation

GIBB and its authorised retreaders are supporting the trial with advice, liners as well as retreading process. There is a good reason for doing so, as Tai explains "The first reason is that we want to prove that retreaded tyres perform, contrary to the perception in the market. Secondly, we want to demonstrate that this can be a way to reduce impact on the environment." Tai is convinced that operators would continue to use retreads once they have had a positive experience.

The trial not only involves a spread of transporters from various industries, but also several retreading companies. Those involved are authorised and trained retreaders, able to produce top-notch products. "These are the good ones and we believe that they need to be recognised and acknowledged. Hence, we are working with them for this experiment to show that there are reputable and capable retreaders operating in Malaysia." In Tai's view, this will demonstrate that right product, made right will perform in the toughest of applications. He recommends that operators seek the expert advice of retreaders first to identify the best suitable solution as even the best-made product will not perform if it is not used right.

## Global Issue

For the interview, Tai called in from Dubai where the company is conducting a similar trial. According to him, the conditions there are even harsher than in Malaysia "It is hotter, the distances severely bigger and the loads are heavier than in Malaysia. However, if the retreads can perform here, then there shouldn't be a reason why they can't perform anywhere else in the world."

"What we want to achieve with this trial is to prove that a good product can help reduce cost, improve safety and that there are good manufacturers of retread tyres out there," Tai said when asked about why the company is investing in this exercise. As final tip he urged transporters to instil a simple routine to check tyre pressure. According to him, GIBB's experience shows that a simple inflation and routine check will save up to 10 percent in their cost, whether through better mileage, improved fuel consumption and preserving the casing for its next life. ■



### Hand pump

- Robust piston pump ensures solid, leak free performance throughout lifespan.
- Patented design with high volume flow for easy, jam free priming of system.
- Very low fuel pressure drop during operation.
- 3-Year Warranty on pump and housing



breaking performance data for the contamination and water separation speaks for itself.

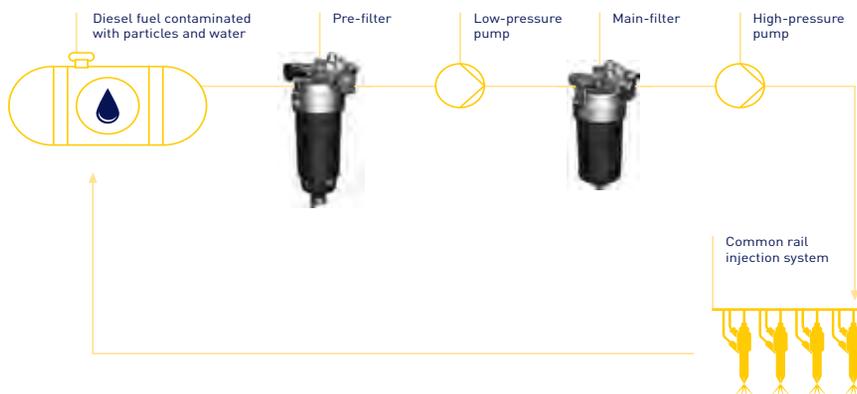
A key consideration could be the fact that the fuels obtained are coming from sources that are questionable. Or when it comes to the maintenance of the other filters. Diesel may be refilled far away from the main supply lines and thus there could be contaminants or water that has entered the tanks. In such scenarios, what is needed is something to add on to protect the engines. What one does not want is buses to break down in the middle of the jungle. Adding to this is the possibility of fine dust entering the fuel system.

Installation of the Blue.maxx is easy according to the manufacturer. It is either replacing the existing filter or added onto the fuel supply. Without having to re-engineer the vehicle, the aftermarket filters can easily be installed at any time according to them. All that is needed is to identify the right size of Blue.maxx for the respective bus.

Sure, one can look at the installation of this filter as a cost, but those already using it really treat it as an investment. A break down would surely be more costly and we are very conscience of that. Although the Blue.maxx is a highly effective filtration unit, it also needs some tender loving care. It needs to be serviced and it needs to be pointed out that this also has to be done on a regular basis for optimum performance. There are cheaper alternatives in the market, which could be from questionable suppliers. Counterfeited products are also being offered, but Hengst is cautioning against the use of them as they might not perform, thus just being money thrown away. ■

## Blue.maxx: A Confidence Boost in Tough Conditions

*When you cannot afford a break-down of your bus as that means hours of travel for the recovery, then any added layer of protection is worth the investment.*



When talking about harsh and tough conditions, sometimes it can be as simple as vast distances that pose challenges for bus operators. One of the characteristics of East Malaysia is that everything is more spread out than in peninsular Malaysia. A breakdown, for instance, can result in the outage of a vehicle for many hours or days, thus resulting in severe losses for the company. Taking extra measures to proof his business against such inconvenient occurrences, one may have the Hengst Blue.maxx installed.

Blue.maxx sets new standards in fuel filtration. The lowest weight thanks to a consistently lightweight construction, and an optimization of the installation space is combined with maximum performance. The ground-





## Scania Unveils Sustainable Partnerships of First ADAS and First EURO V in Malaysia

Scania unveils sustainable partnerships of the first New Truck Generation (NTG) with Advanced Driver Assistance System (ADAS) and the first Euro V truck in Malaysia together with other sustainable transport solutions. Scania also showcased more sustainable partners who are joining the journey to achieve Scania's Science-Based Target. The list goes on with B100 FAME-prepared coaches; and the test and drive competition called 'A Good Driver' MCVE Edition that is open to the public. MCVE's Guest-of-honour Yang Berhormat Dato' Henry Sum Agong, Deputy Minister of Transport witnessed these proceedings.

Chemtrax Sdn Bhd's P410A6x2NA is the first ADR Specification NTG customer that subscribed to the ADAS – the two of many safe and smart transport technologies are the Lane Departure Warning (LDW), Automatic Emergency Braking (AEB) and also comes with the award-winning rollover side curtain airbags, for the latest 10 units delivered.

The Malaysia Commercial Vehicle Exhibition was also an excellent opportunity for Heba El Tarifi, Managing Director, Scania Southeast Asia, to reflect on her experience thus far in the country, having arrived here a little over a year ago. "I have been to Australia for a short break, but I must say, when I got back here, it was a little bit like coming home. After a challenging year, on so many levels, coming back, I missed the team and being in the business after spending a few weeks in Melbourne. Working remotely, I felt I needed to be back in the action." According to her, the strong response to Scania's exhibits from customers, bodybuilders and potential customers signals that the brand is on the right track with its message. "This exhibition has managed it very well to sell these good signals to the market."

The New Truck Generation has seen a number of enhancements since the launch in Malaysia. In particular, the ADAS have been a hot topic at the booth. "These safety features are now becoming selling points for our customers to attract their customers." One organisation that has been highly interested in these systems has been MIROS, which highlighted the benefits of the systems in the keynote address for MCVE. "We note that it is the customers that want to be seen to be doing more than what is legally required. It is becoming a pull," she said. In summary, El Tarifi said that the push for sustainability Scania has been promoting for years is definitely paying off.

"Sustainability goes hand-in-hand with profitability, which is reflected in our new slogan, which we present here: Profit Now. Profit Tomorrow." In the meantime, Scania has positioned itself as a one-stop solution provider that not only offers vehicles, but also engine technology that can handle Biodiesel

up to 100 percent while supporting customers with financing through Scania Finance. According to her, transparency is key and thus, clients will know exactly what the vehicle costs and that the trucks start to churn a profit right away.

Recently, Scania Malaysia appointed a "Director of Driving the Shift to a more sustainable transport system". This is to accommodate the instruction of electric vehicles as an extension of the push to be a sustainability leader. "Now that we have a product, we need to push it." El Tarifi reflects that the Malaysian market is one where there are a lot of opportunities. Bolstered by the fact that the second generation is now taking over, the market presents itself as being dynamic and energetic. To address the demands from the next generation, Scania vows to continuously enhance the offering to meet the needs.

"I would like to take this opportunity to thank all our customers in our sustainable partnerships, especially the ones who are here today, together with Scania in showing that profitability and sustainability can go hand in hand. That is why Scania continues to be a leader in driving the shift towards a sustainable transport system together with our partners. We hope more will join us on this journey towards reaching our SBTi targets," said El Tarifi. 📌



## Tritech Offers Ways of Making Roads Safer

*While hi-tech can assist in the ambition to reduce traffic accidents, it is sometimes simple procedures and tools that can have a big impact.*

Returning to MCVE was Tritech, a leader in safety equipment. At the event we spoke about Andrew Lee, Managing Director, Tritech Sdn Bhd about how road safety can be enhanced through the use of fairly simple tools and adhering to proven and tested procedures. In the context of the pandemic it is crucial to point out again that the commercial vehicle industry did not stop and that the drivers would have been out in the field every day to ensure a filled supply chain.

"We have seen the industry being impacted though. For instance, when PUSPAKOM shut down during the pandemic, crucial vehicle checks could not be performed as scheduled." Overall, Lee assesses that the industry is split into those that prioritise safety and others that do not emphasise this in their daily operation. "In that respect, nothing much has changed during the past two years."

However, Lee said that an investment into safety pays big dividends. Using petroleum transporters as an example, he told Asian Trucker that time and again, the application of safety equipment makes a lot of business sense. Fully reflectorised, managed right and always using new trucks, the reference company has seen less accidents, therefore reduced insurance cost; fewer accidents and incidents also mean less downtime and repair cost. An investigation may even ground the entire fleet, resulting in significant financial losses. "Every time your vehicle has to stop for repairs, there is all sorts of other cost associated with it." Reflectors being one of the easiest to use safety tools, Lee pointed out that all vehicles over 3.5 tonnes should be equipped with approved stickers. However, he noticed that not all transporters adhere to the laws associated with this, simply because education and enforcement is lacking. "It is important to use those stickers that are compliant."

Gearing up to new legislation to be introduced, Tritech was showcasing equipment and videos that address the upcoming needs for the commercial vehicle industry. Citing Malaysia's code of road safety practice, ICOP SHE, he

points out that every commercial vehicle will have to carry a number of items. For instance, a driver needs to have a safety vest handy which has certain properties to ensure that the vest is performing as it should. "Other items that commercial vehicles have to carry along are safety cones and a safety triangle." Oftentimes, his clients contact him after an accident, having realised that these relatively cheap items could have prevented harm to people and damage to assets. As such, the purchase of these items is not an expense, but an investment.

Safety triangles have been a very effective tool to protect people during roadside breakdowns for a long time. However, Lee points out that most people do not use them correctly. "To begin with, you need the right size. The one for commercial vehicles is bigger. Again, there are standards that need to be complied to and we urge users to buy only those that are approved." There are good reasons why the safety triangles are designed the way they are. Bigger ones for commercial vehicles are needed as the triangle should be visible from a bigger distance and also because commercial vehicles are generally not painted in bright colours, thus they are not as visible.

Having the right equipment is part of securing a breakdown properly. "Tree branches and luggage bags don't really work," Lee quipped. Properly placed, the triangle should be placed at a distance that allows for traffic to react in time to the hazard. The distance is about 50 yards, which is about 50 steps. "While doing so, wear the safety vest and hold the triangle towards the oncoming traffic, not just on the side." Being an internationally recognised sign for danger, the triangle will be understood by anyone on the road. In addition to that, the safety cones should then be placed to direct traffic around the broken down vehicle. "Unfortunately, the use of these items is not followed by all road users that need to secure a site," Lee said.

"We have come a long way, but there is still work to be done. Do not wait until an accident happens. Invest in safety equipment and training as it is not a cost," Lee appealed. ■

# Michelin Rolls Into New Transport Paradigms

*With a full product line-up, Michelin gears up to meet the demands of transporters operating in a new normal and in an electrified transport industry.*

Everyone loves Bibendum, the very instagrammable mascot of Michelin. At MCVE, the brand brought him out and he was the centre of attention whenever he was at the stand. While this added photo-ops, the brand was showcasing important products and its vision. Recently transferred into Malaysia, Timothy Mitchell, Commercial Director – B2B, Michelin Malaysia Sdn Bhd, shared insights with Asian Trucker.

In line with the theme of the exhibition, Michelin displayed their full range of heavy duty commercial tyres. Also on display were light commercial tyres and tyres suitable for vans as well as retread tyres. “With all these on offer, we hope to excite the market in our complete line-up of tyre products,” Mitchell said. Those operating a range of vehicles were able to be consulted on which tyres would be the best for each class of vehicle in use.

Highlights were the newly introduced MICHELIN X Line Energy Z2 and MICHELIN X Line Energy D2 products, which are evolutions of the MICHELIN X Line low rolling resistance tyres, which help to reduce emissions and improve fuel efficiency. “These are produced in a new size, which is 315/70R22.5, which makes them wider tyres with a lower profile,” Mitchell stated. This particular size offers improved grip and stability, especially useful for double deck buses or other uses where the vehicle needs to have a good hold on the road.

Headquartered in Clermont-Ferrand, France, Michelin is present in 177 countries, has over 124,000 employees and operates 68 tyre production facilities which together produced around 173 million tyres in 2021. The regional facility responsible for Malaysia is located in Bangkok, Thailand. There, tyres are developed

by taking into consideration the needs of the users here, climatic conditions as well as specifications developed by the regional office. A unifying characteristic is that Michelin will always use the MICHELIN X Multi, MICHELIN X Line and MICHELIN X Works in the portfolio. These might be a different evolutionary version or featuring different thread patterns or tread names, but they are essentially a global product.

Mitchell praised his team for being highly motivated and resilient at the same time “Safety of our staff is of course a concern and with the pandemic, we had to shut down most of the in-person contacts with our clients and partners. Being at MCVE is therefore very important for us as we need to finally be coming back to a more normal business.”

While the pandemic posed problems for everyone, Mitchell and his team is anticipating the next challenges already as raw material prices are already under pressure due to the conflict in the Ukraine. However, Mitchell reassured that the Michelin brand will continue to deliver the same outstanding value as always. Knowing that the brand is a price leader, the approach has to be one that satisfies the expectations towards this position.

“Take our retreads for instance. These are designed to be retreaded a minimum of three times.” Beyond that, the challenges are to reduce impact on the environment and to improve mileage of the tyres.

Looking ahead, tyres will need to change with the implementation of electromobility. “We are aware that the demands are different. For instance, some EVs have very high torque and therefore, our products need to be adapted.” Michelin tracks

tyres, especially in urban settings, in order to analyse the needs of the industry. While the tyres are crucial, services are becoming more and more important. Citing mobile services, the development of electric vehicles also opens up new business opportunities. For instance, tyres could be checked and serviced while the vehicle is charged.

“There is a real difference between our products and those offered by other players. It was crucial to be present here at MCVE to make sure that we can communicate these differences and to get back out into the market.”

Michelin, the leading mobility company, is dedicated to enhancing its clients’ mobility, sustainably; designing and distributing the most suitable tyres, services and solutions for its clients’ needs; providing digital services, maps and guides to help enrich trips and travels and make them unique experiences; and developing high-technology materials that serve a variety of industries. ■





## Tenming Banks on Quality to Counter Uncertainty

*When your business operates on the principle of dependability, quality spare parts make the difference. Tenming's founder knows what it takes to take away the headache associated with spare parts.*

Visitors to the booth of Nick Ching, Managing Director of Tenming Marketing Sdn Bhd, were presented with two very distinct product portfolios. Within the booth, Ching showcased two of his businesses, namely Tenming and Maxlastic. There is a clear separation between the two, as explained by him. "Tenming focuses on air-suspension and brake pads and trailer parts. On the other hand, Maxlastic deals in rubber-metal parts, such as bushes, suspension and engine mountings. In essence all rubber parts."

Picking selected brands, Ching represents Fuwa, which currently claims to be the world's largest axle maker, Se-M and Andac. SEM LASTIK A.S. was established in 1972 in Bursa, which is one of the most important centers of the automotive industry. SEM LASTIK A.S. started its activities as a small workshop but managed to secure a solid place in the automotive replacement market within a short time as a result of our high quality and service mentality. ANDAC Automotive has started in 1976 as a spare parts retailer and service for heavy vehicles. Since 2008, ANDAC has specialized in manufacturing of repair kits and components for air activated and hydraulic brake caliper systems. "ANDAC is among the top Turkish manufacturers for this kind of parts," Ching said. Last but not least, Ching presented Pega air suspension at MCV. Pega Otomotiv Sus. San. ve Tic. A.Ş. was established in 2008 by a team well experienced in developing, manufacturing and marketing air suspension systems on the International market for years. Pega, as a major air spring manufacturer, is competing with the sector leaders in 75 countries all over the World with a high-quality products and a range of over 1 200 types.

Ching started the business eight years ago when he found out that his interest is not in the passenger car industry. Then deciding to start his own business, he is now well established in the commercial vehicle industry. "What is interesting to note is that our business increased during the pandemic," he added. As a result of an increase in the truck population in courier and delivery services, there has been a sharp uptick in the demand for spare parts too.

Tenming has a country-wide reach and is also supplying to Indonesia, Taiwan and Thailand. A typical customer would be transport and logistics companies that run their own workshops. "This makes up about 80 percent of our clientele." Ching identified specific buying patterns that his operation accommodates: air-springs and brake pads are usually bought in bulk whereby customers keep stock to have it readily available when needed. Hoses and engine mountings are one-off items, however, Tenming would deliver single items.

However, the current situation is putting some heavy strain on his supply chain as raw materials, oil and other components have increased drastically. "We are in the middle as transport companies are unlikely to succeed in increasing their rates." His answer is to increase the service level provided. Hiring seasoned professionals, Tenming offers on-site consultations. By providing a more in-depth service, Tenming is helping clients to improve their bottom line. In turn, Ching expects that this will lead to increased loyalty of clients to his company.

"Being here at the MCV for the second time has been really rewarding. We have met a lot of people, many of whom we know well. It has been a great opportunity for us to present ourselves again and to be part of this," he praised the event. Although predicting future market developments is currently rather tricky, Ching plans to source additional high-quality products. In his view, it is important to counter uncertainty with the provision of quality products as those would reduce downtime of client's vehicles. ■



## OKO Gets the Drivers to their Buses

**O**KO Malaysia used the 'MCVE' for the Malaysian Launch of the mobile fitting service for OKO's outstanding tyre sealant for motorbikes. With good reason, as many drivers of commercial vehicles get to work on a motorbike.

Punctures in a four wheel vehicle are a big inconvenience – but much more so (dangerous even) with a two wheel vehicle. Especially if the main bread winner travels to and from work on only two wheels.

"Many riders we have spoken to are aware of earlier tyre sealants for tubeless tyre motorbikes, but they have complaints that they do not last, they create imbalanced wheels and vibration, and only sealing 2-3mm punctures if it still works!" Graham Carmichael, Director, OKO Malaysia told Asian Buses. According to him, there have also been numerous complaints about wheel rim corrosion when using other products.

OKO's On Road Motorbike sealant uses the latest sealant technology and customers will suffer none of the above complaints.

The reason for that is that OKO's formulation uses no latex/ammonia mixtures, which can create allergies if the sealant comes into contact with skin. Also in very rare cases, it may cause death via anaphylactic shock. OKO sealant's formulas have been developed to ensure no ingredients will damage wheels or tyres. More importantly, OKO reduces the risk of a puncture causing the rider to fall off after losing control of the motorbike.

Carmichael stresses these key points for OKO Motorbike sealant:

- Lasts the life of the tyre
- Creates no vibration/imbalanced wheels
- Seals multiple punctures of 5mm instantaneously
- Washes out with water if the puncture is bigger than 5mm and you want to repair the tyre.
- The seal strength is 1.6 time stronger than a Patch repair and 6 time stronger than a 'plug' repair.
- If the puncture is larger than 5mm, OKO will still try and seal the puncture and allow the rider to bring the bike to a stop with some control.

OKO Motorbike tyre sealant prices start from a very reasonable RM35-40 per motorbike for the smaller 'kapcais'; up to RM85-90+ for the very largest bikes.

"Why do we launch at the MCVE? Well, we know that many bus drivers use a motorbike to drive to the yard where they collect their trucks from. Getting a puncture while on the way to work might mean you miss out on a job, or if you are coming home after a day's work you just do not want that hassle," he said further. Obviously, this brings benefits for both employee and employer.

Of course, what better way to launch this New Product and Service, than with a Special Offer for the Members of the Asian Truckers Club! For the three days of the MCVE, OKO Malaysia and their Dealer, Saxa Sdn Bhd, provided the correct dose of OKO Tyre sealant for the first 15 Asian Trucker Club Members free of charge. Those bringing their bikes to the OKO Mobile fitting booth by the Scania "A Good Driver" Competition in the outdoor area received a free treatment.

Anyone wishing to consider this for their employees, including the Truck drivers, please contact Graham Carmichael directly. ■



By Professor Dr. Wong Shaw Voon, Chairman of MIROS (pictured) and Ts. Aqbal Hafeez bin Ariffin, Research Officer, Commercial Vehicle Unit, of MIROS

# Road Safety: Enhanced by Technology

*Tasked with improving road safety, MIROS shared thoughts about the way forward for the commercial vehicle industry with regard to road safety during MCVE.*

According to statistics published by the Royal Malaysian Police, there are slightly more than half a million road crashes every year in Malaysia. Heavy vehicles were involved in 7 percent of these crashes on average for the last one decade, while contributing 3 percent to annual fatalities over the same period. That seems to sound little, but we are talking about 200 heavy vehicle drivers losing their lives every year! And there are many more other drivers who were killed as a result of collision with heavy vehicles. On average, more than 450 fatal heavy vehicle crashes involve motorcycles (60 percent) and more than 250 fatal crashes involve passenger cars (35 percent). In Malaysia there are about 10 fatal crashes involving heavy vehicles hitting bicyclists every year. Of all these crashes, half were due to head-on and rear end collisions.

The estimated costs of road fatalities and serious injuries in Malaysia make up more than 5 percent of Malaysia's GDP. This is due to the fact that each fatality on our roads costs the nation roughly RM3.2mil and each serious injury costs RM0.8mil based on the estimated models developed by the World Bank and the International Road Assessment Programme (iRAP). The iRAP also estimated that Malaysia should be looking at investing 0.1 percent of its GDP annually over the next 10 years on road infrastructure improvement so that at least 75 percent of road travel can occur on 3-star or better roads. However, having good road infrastructure is just a piece of the whole puzzle that we are working on.

Right now, road safety is evolving so quickly that relying only on human capabilities to solve the puzzle is a mistake. A high-level report published by the Academic Expert Group (AEG) of the Swedish Transport Administration for the 3rd Global Ministerial Conference on Road Safety held in Stockholm in 2020 proposed nine recommendations to be adopted by all countries in line with the UN Sustainable Development Goals 2030 (SDGs 2030). These recommendations cover all aspects that are possible to address road safety issues, from management best practices, human behaviours, road engineering to vehicle safety. The recommendations were seriously deliberated during the Ministerial Conference and further embedded into the 2020 Stockholm Road Safety Declarations. The Declarations was then further endorsed as one of the United Nations General Assembly Resolution.

The AEG report also emphasized on the use of technology, particularly vehicle safety technologies. A lot of evidence shows that these advanced vehicle safety technologies is currently saving lives. What makes them more viable is the fact that the cost of computing equipment needed to build these safety systems are getting cheaper nowadays. The only challenge is to create demand for these technologies, and sustain the supply chains of production. But these are not impossible if every single party understands and commits to the roles and responsibilities within the business model, including both the government and the private sectors.

The effectiveness of these systems has not only proven for passenger cars but has also extended to commercial vehicles. Take the Electronic Stability Control or ESC for example. It is designed to help drivers maintain control of their vehicles in high-speed or sudden manoeuvres and on slippery roads. Studies in Australia and the US have demonstrated potential large, estimated savings in fatality prevention when light commercial vehicles and heavy trucks are fitted with ESC. In Malaysia, ESC is mandated for all new car models since 2018. It is high time we make the same effort for commercial vehicles, work hand-in-hand with vehicle manufacturers, related industries and authorities, to make this a reality.

As commercial vehicles are much bigger than other vehicles, their blind spot is bigger, and blind spot detection (BSD) technology can help. The Blind Spot Detection (BSD) system or Blind Spot Monitoring can monitor this area and take much of the strain off the driver and avoid hazardous situations. Sensors monitor the road area behind and next to your own vehicle and warn if you try to pull out despite there being no gap. A study in Taiwan projected that if BSD is equipped in all large trucks, as much as 24 percent of crashes involving vulnerable road users (VRUs) can be avoided.

The Automated Emergency Braking (AEB) is also found to benefit commercial vehicles. The system is an advanced assistance system designed to identify imminent collisions and react by automatically activating the brakes and is based on camera / radar recognition of an object in front of the vehicle. The results of a meta-analysis on evaluation of AEB's effectiveness showed a surprising 38 percent overall reduction in real-world, rear-end crashes for vehicles fitted with low speed AEB compared to a comparison sample of equivalent vehicles. According to Bosch Research Centre in Germany, 34 percent of all crashes caused by heavy-duty commercial vehicles could be avoided with AEB. The AEB system market is projected to grow and reach USD 55.31 Billion by 2025.

Not only that, we are also seeing the booming of autonomous vehicles being developed and tested for passenger cars. We call these the CAV or Connected and Automated Vehicles. The good news is that this system is already available for heavy vehicles and is very significant for the industry because the organized nature of heavy vehicle operations benefits very much from connectivity. A very good example of this system already being used in the commercial vehicle industry is where a mining company in Australia uses self-driving trucks which carry iron ore. Each truck is the size of a three-storey house and uses GPS to transport 300 tonnes of ore along predefined routes. These trucks communicate with each other of their position and speed using the vehicle-to-vehicle wireless links. In road safety, connected vehicles remain as one of the most potential technology in speed management. Such technology has a very big potential in countries like Malaysia where motorcycles are the biggest contributor to road fatalities nowadays. More importantly, there is one important element of it, that is with such platform, the logistic and transport operations would be a lot more efficient where the operators can make informed decisions and quick adjustment with real-time information.

Last but not least, we have what we call the Intelligent Speed Assistance (ISA) technology. This system is an in-vehicle system that displays the enforced speed limit and assist drivers to comply with it. There are different implementation types ranging from advisory type to mandatory type with different degree of control by the drivers. All the regulations with regard to the installation approval of the device is documented under the UN Regulation No.89 which came into force in 1992 and until today have gone through several amendments

to incorporate technological needs from time to time. Studies by the European Transport Safety Council have shown that ISA not only benefits the environment through reduced CO2 emissions, but the most notable one is that it could reduce collisions by up to 30 percent and fatalities by 20 percent.

As a developing nation, Malaysia ought to leverage on effective adoption of safer and greener commercial vehicle technologies. While gearing for greater economic growth, the country is bound to strive for a sustainable, safe and efficient logistics industry in Malaysia and the region. These 'vaccines' for heavy vehicle crashes are already there in the market and have been proven to save lives. We have to increase the demand for these technologies so that it not only becomes a sustainable investment for suppliers and manufacturers but also benefits the operators and road users. With a wider application of these technologies throughout this decade, we take a step closer towards achieving at least a 50 percent reduction in road fatalities by 2030. Optimizing resources in life saving investment, especially for the benefits of road users, can be done in an innovative way. Together, we shall keep improving road safety and start saving more lives. ■





# Volvo Charging Southeast Asia

*The recent launch of Volvo’s BZL has shown the market where the development is headed on a global scale. Asian Buses spoke to Mats Nilsson and Achuth Das to learn more about the challenges and opportunities of electrified transportation.*

Hitting all the right buttons, the Volvo BZL is addressing the current demands for cleaner transport solutions. Leading in the region when it comes to emission norms, Singapore is one of the logical countries that is set to see the introduction of this innovative bus sooner rather than later. Asian Buses spoke with Mr. Mats Nilsson, Director of Volvo Buses Asia Pacific Region Central and Achuth Das - Senior Manager Commercial Sales to find out more about the chassis and its roll-out.

## Re-Designed Strategy

Volvo recognises that times are constantly changing and with that, strategies and approaches to business have to change. “What we can observe is that change is accelerating. It is not just change for the sake of change anymore, it is part of our lives,” said Nilsson when asked why the brand would see the need to tweak their strategy alongside the introduction of their latest offering. Electromobility, connectivity and mobility are of course the main drivers of this change. A more focused push globally for more environmentally friendly products add to the pressure to adapt. In combination with a new president coming in, the new strategy is an evolution rather than a revolution. Nilsson stated that the mantra is that in times of rapid change the most dangerous course of action is to stand still. “It is not the strongest of the species, it is the most adaptable,” Nilsson sums this up.

While the core values remain, the immediate focus will be placed on electromobility. Volvo has always been a premium provider, and this is now reflected in the pursuit of specific market segments. “We can’t be everything to everyone. We never have had that approach.” Partnerships, even with those that are traditionally considered competitors are now pushed into the limelight. Addressing current challenges requires the entire industry to work together and in certain areas this is not only possible, but beneficial for all stakeholders.



One result of such partnerships is the implementation of a unified charging infrastructure being created across Europe. Volvo is now working with a number of start-ups in Sweden and the Silicon Valley. Another facet is the emphasis of services over products as the provision of sophisticated tools is now paramount in providing the best value for clients.

## A Kind of Fuel

Electricity can be classified as a fuel. In this context, it is important to

note that the makers of vehicles nowadays are getting much more involved in the provision of the fuels. With ICE (Internal Combustion Engines), OEMs would develop the vehicle and leave the development of fuels to third parties, which in turn would be specialists in their respective field. However, when thinking about the concept of “Well to Wheel”, one would now also include considerations about the production of electricity as a fuel when developing a new bus (or truck). “It helps nobody if the charging infrastructure is brand specific. Any larger fleet would be a mix of brands. It is in the interest of everyone to create a network of charging points that is one useable by any brand.”

“All of us are learning about electro mobility with a fresh start,” Das added. He however said that ICE would have undergone the exact same development phase back when this technology was first pioneered and introduced. Das expects that currently, a lot more work needs to be done, but once the product reaches a certain level of maturity, the creation of new vehicles would be similar to when a new ICE-powered vehicle would have been launched. “Take for instance the introduction of EURO VI. We would have to ensure the correct PPM level of Sulphur in the fuel, but that is something that can be achieved quickly as the infrastructure has already been set up.” What complicates the adoption of electric vehicles is that certain brands have their own standards. As the industry moves ahead, a unification of standards is already being observed. Within a sustainability framework, preservation of resources is an aspect that Volvo is putting into the development process as well. There are certain materials that Volvo has black-listed as they are deemed unsustainable.

### **Getting Started**

In order to facilitate the knowledge creation around electromobility, a supporting environment is needed. Not only does there need to be an openness for new technology, but also a willingness for a society to change. As Nilsson puts it, a long-term vision in combination with technical capabilities and readiness for a leap is needed: Singapore is one such place that offers exactly that!

“I am always amazed when I arrive here: the luggage arrives at the carousel before you do. And that is the result of a holistic approach to an issue,” Nilsson said. The same applies, in his view, to the implementation of a new technology, such as electrified transport systems. As the next logical step, electro mobility is the evolution of Singapore to move on from the EURO VI emission standards that have been in place for a while now. It does help that the country is boasting a very high GDP per capita, thus enabling the introduction of technology that would be initially more costly than traditional products. Affordability is a concern that needs to be addressed in some markets.

### **Initial Reactions**

Launched firstly in Australia in Asia Pacific, the BZL has since seen some positive responses. “We need to remind ourselves that electric vehicles still constitute a very small share of a potentially huge market,” Nilsson elaborated. In Europe, Volvo Group commands a 61 percent market share among the heavy duty electric trucks in 2021. However, he is also cautiously aware of the fact that Asian brands are catching up rapidly. Measuring the interest for the BZL, Singapore is one of the countries that is high on the list for Volvo to launch the BZL. In this connection, Nilsson said that the advent of electro mobility has also been a big reset as it is now a fact that companies that were previously not engaged in transport solutions now come up with their own creation. However, it is still the deep understanding of the needs of the market that is keeping brands like Volvo leading the business, as it is not just about putting together parts that make up a bus.

Of course, Volvo’s BZL is a premium product. And with it come all the benefits. For instance, the availability and guaranteed supply of consumables for a long time is part of the offering. “It is the sustainability of the supplier’s business that more and more people are looking at, realising that it is vital to have spare parts availability of over a decade, availability of trained mechanics and

where your business is actually located.” Uptime, TCO and other aspects add on to the discussion about electro mobility.

### **Paving the Road**

While the BZL may not be available for sales in Asia as yet, it doesn’t mean that Volvo in Singapore is passive. The preparation of the product for the market is a crucial phase. Collecting inputs from the market is one activity. In seminars and discussions, Volvo is contributing and learning about how the local market is expecting the final offer to look like. For instance, Singapore is the only market that sees three doors in their buses to reduce dwell time and to encourage passengers to move further to the back. “This is something that we have never seen in any other market, and we obviously need to prepare our vehicles for this local adaptation,” Das said. In addition, the Southeast Asian market poses a special demand due to the climate. Air conditioning must be much more powerful, which means that the battery on board the bus must be specified accordingly. Over the past two decades, Volvo has also ensured that the service network is prepared to handle any new product, something that the teams are currently busy with as well.

### **Make Some Noise**

Electric vehicles can be quiet. Very quiet. From the passenger car side we already know that a vehicle has to emit some noise. Pedestrians for instance, will need to be alerted to approaching vehicles. Otherwise, they may put themselves in danger. Provisions in Singaporean tenders have already been made to ensure that electric buses emit a certain level of noise to alert other users on the road. “This is of course in line with our core value of safety,” Das said.

The industry is still learning about the challenges and opportunities of electrification of transportation. “For instance, as societies we need to get a better understanding of sustainable behaviour. Take for instance your normal battery for a TV remote. It is not good enough to acknowledge this as a convenient means to store energy, but it requires proper disposal at the end of life. It is similar with the new generation of electrified vehicles whereby the need for handling and disposal of batteries at the end of life is critical.” ■

# Geotab Offers a Look into the Future of Telematics

*Being prepared for the future is a hallmark of successful businesses. In this exclusive interview we learn from Geotab, a global leader in IoT and connected transportation, how the company is responding to future challenges when it comes to providing fleet management solutions, powered by telematics and data*



Today, sales is seen as a by-product of the ethos of being an innovation and development focused company “Most of our sales happen through our third-party channels,” Kadambi explained. Typically, Geotab does not sell directly to end customers. As a technology-driven company, Geotab’s indirect sales model allows for the company to focus on innovation and has enabled global expansion. A channel partner, for instance a Malaysian distributor, understands the local market better than Geotab and can educate the team on local transportation requirements, thus market entry is not only possible with an indirect sales model, but is more likely to be successful. “The company’s ability to be flexible and customize its solution to better fit the use cases of either a region or of a specific industry, is one of the many reasons Geotab has managed to amass its high number of connected vehicles on its platform.”

Since being established in 2000, Geotab has grown from a small, family business to a global leader in solutions for fleet management and vehicle monitoring. In its 20+ years of operation, Geotab has achieved significant milestones; in 2020 Geotab surpassed two million connected vehicles built on a single, open platform.

Focused on advancing security, connecting commercial vehicles to the cloud and providing cloud-based analytics, Geotab helps customers better manage their fleets. Geotab’s open platform and Marketplace allow both small and large businesses to automate operations by integrating vehicle data with other data assets.

As an IoT hub, the in-vehicle device provides additional functionality through IOX Add-Ons. Processing billions of data points a day, Geotab leverages data analytics and machine learning to help customers improve productivity, focus on sustainability, optimize fleets through the reduction of fuel consumption, enhance driver safety and achieve regulatory compliance.

Talking to Asian Trucker was Geotab’s Deepak Kadambi, General Manager, APAC, who explained more about the business and its offerings. Currently having over 2.6 million connected vehicles in over 130 countries in all seven continents (yes, including Antarctica!) on their platform, Geotab prides itself in being one of the largest telematics providers globally. Founded at the turn of the century, the business took off when GPS gained popularity as a business tool. “Initially, Geotab was a product-based company. However, today the company understands itself as a company that leverages its prowess of data to provide its customers with a plethora of solutions that addresses their needs and pain points,” he said. The aspiration, as mentioned by Geotab’s CEO, Neil Cawse, is to become the operating system for connected vehicles.



This approach has allowed Geotab to be more responsive to market needs and become more global in its orientation. The company had seen a significant growth last few years. Through the expansion of its distribution network and adaptation of strategic innovations that paved the way into new areas, Geotab’s products are now poised for new

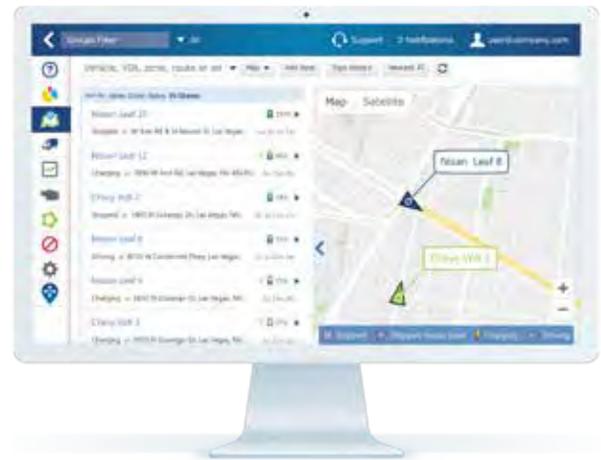
paradigms in transportation. “For instance, electrification of the transport industry is on everyone’s agenda. Geotab has, however, developed products to support electrification for more than 10 years now.” While most players would treat this as a new trend, Geotab has already future-proved itself by developing products for what the world could become.

Speaking about this topic, Kadambi points out that electrification of the transport industry isn’t necessarily going to make things easier or more difficult for the telematics provider. There are certain challenges that need to be addressed, for instance the fact that currently there isn’t a unifying standard for electric vehicles (EV). Retrieving data from electric vehicles is more complicated than from Internal Combustion Engine (ICE) vehicles, but Geotab helps mitigate this problem. Today, Geotab is compatible with and can retrieve data from over 200 electric vehicle makes and models. For those fleets that are not quite ready to make the transition from ICE to EV, Geotab offers myriads of data to help them focus on sustainability. The data enables fleets to analyse their



environmental footprint, for example, vehicle data can help analyze how efficiently a fleet is using their fuels. If a business is thinking about transitioning to EVs, Geotab can offer an electric vehicle suitability assessment, to determine which vehicles in a fleet are most suitable for an electric replacement. “The transition to electric vehicles for most fleets will be slow and likely only start with a few vehicles. Conveniently, the Geotab platform enables mixed fleet management for ICE and electric vehicles, on one platform.

Typically an aftermarket product, this kind of telematics solution is addressing a very apparent need of transporters to be able to manage multi-brand fleets by enabling mixed



fleet management on one unified platform. “Transporters will, naturally, hedge purchasing risks by purchasing vehicles from different brands. This is where Geotab’s software becomes very important as it offers a unifying platform that allows fleets to manage vehicles from different OEMs.” This capability stems from the ambition to become the operating system for connected vehicles, an ambition that has driven Geotab right from the start. While currently the revenue of Geotab is coming from the aftermarket, there is conscious effort to work with the OEMs.

The Asian market is, surprisingly, one that is not as easy to penetrate. The unique situation of countries like Malaysia, where trucks are being imported from all corners of the world and in a wide range of applications make some fleets incompatible with the Geotab platform. In North America or Europe, as Deepak points out, the average vehicle age is much lower and the technology is homogenous across brands and fleets. In order to produce the information from telematics in the Asian market, one would need to reverse engineer how data is extracted from the vehicle. “In developed markets like North America and Europe, it is pretty much plug and play and you get all sorts of information. However, in Asia, the vehicle complexity is much bigger as a result of the imports of used vehicles from other markets.”

Kadambi stressed that the approach of the company is not only rooted in current needs but in the anticipation of how the market may evolve. “What Geotab works toward is addressing the technology gap between today and where the world is heading. I believe it is this approach that will ensure our lasting success,” he said in closing.





### Planes, Trains and Buses

My journeys have taken me to Hanoi, out to the Chinese border near Lao Cai, to the former imperial capital of Huế, Danang, Hoi An, Nha Trang and Ho Chi Minh City. Most journeys were done by rail but some sections were done by bus.

There have been many rapid changes over the past few decades in Vietnam. On my first trip to Vietnam in the early 1990s, foreigners weren't allowed to travel independently outside of Hanoi or Ho Chi Minh City and had to be accompanied by a minder. On my overland journey on buses and trains outside the two main destinations, I was accompanied by a 'guide' from a travel agency and I was never sure whether he was leading me or watching me in case I ventured to places that the authorities didn't want me to see.

Two memorable journeys were made then on ageing Russian buses. The first, from Nha Trang to the mountain resort destination of Dalat, was done on a 20-seater Russian bus that broke down as soon as we hit the foothills heading to our destination. I was impressed with the driver's ability to eventually re-start the bus and we were on our way again. Sadly, we

# Down Highway One and Beyond

By: David Bowden

Some years ago, while living in Cambodia, I shared an office with a colleague who was the first Western journalist to drive the length of Vietnam in the late 1980s after the country was unified at the end of the American War in Vietnam War. Sue Downie's book, *Down Highway One* is a fascinating document of the time and a good background to the history of Vietnam.

Not long after, I followed in her footsteps and found the journey equally enjoyable, memorable and eye-opening. Over the years, I have returned to a country that has developed rapidly since my first visit.

Transportation has always been important in unifying the country and opening it up for tourism. Of course, those in a hurry can fly from Hanoi to Ho Chi Minh City and several places in between. Those who want to see the country through panoramic windows use the train while buses connect many places including the main tourist destinations and the intermediate stops in between.



broke down several more times and finally limped into Dalat in the dark, hours later than expected. Every time, we broke down, my fellow passengers simply alighted from the bus and stood around while the driver set about making repairs. No one complained and I was given the impression that this was the way things were and there was no point in complaining.

A few weeks later, I made the bus journey from Hanoi to Halong Bay, the famous UNESCO World Heritage Site with its dramatic limestone scenery of cliffs and islands. In the early 1990s, few travellers made this journey as Halong was then not the huge tourist attraction that it is today. My fellow passengers on yet another dated Russian bus were all locals with their bundles of supplies that they were taking with them back to Halong after shopping in the city.

The bus had a section at the back where the goods could be stored plus a few seats where long-legged passengers like me could stretch out. I was amazed as to how friendly my fellow passengers were; they were all laughing and smiling at me stretching my legs from my rear seat position. Roads then were in poor condition and once out of Hanoi's urban limits, the main road north seriously deteriorated with potholes that required the driver to negotiate with a change of gears. Unfortunately, the driver's reflexes weren't perfect and at the first major pot hole, I was propelled towards the ceiling and back onto the floor, much to everyone's delight. Known to them but not me, the back of the bus extended well over the back axle and with its poor suspension, the only way for me to travel was up.

Now, well into our journey, there were no more seats and I spent the rest of the journey hanging on for dear life in the hope that the driver would see all the potholes. Interestingly, we crossed several rivers on ferries then as there were few bridges. I have made the journey since the road has been upgraded to a respectable highway and a tollway I believe, and now takes just a few hours as opposed to the arduous full-day journey I made all those years back.



### A Land of Millionaires

For those in doubt about travelling to the once war-ravaged country, forget your concerns, the war finished almost half a century ago and the people of Vietnam have eagerly re-built their country. Like every other country, COVID affected tourism but the country has reopened to tourism.

However, there are still marked differences between the north and the south of the country. Ho Chi Minh City (Saigon) in the south has always been the more outward going and boisterous of the two with Hanoi more reserved and more inclined to things cultural rather than making money; in this case, the dong. A pleasant surprise upon arrival is that anyone who changes just less than RM200 will instantly become a dong millionaire.

It doesn't really matter where you start your journey - Hanoi or Ho Chi Minh City but because of the elongated geography it makes good sense to enter at one and depart from the other. Airlines from Malaysia service both gateways plus Danang may soon be open for direct flights.

Hanoi is my favourite of the two largest cities and a cup of coffee besides the Hoan Kiem Lake confirms this. Several coffees later and the passing parade of sights and people, continues to unfold. The weekends are a special time in



this central lake precinct when they revert to pedestrian-only zones and tens of thousands of people take back the streets from the hordes of motorcyclists that normally ply the streets here. If you have the opportunity, check into the Sofitel Legend Metropole Hanoi to enjoy its heritage surrounds that make it the hotel most like the legendary Raffles in Singapore. If you can't stay here at least drop by the famous Angelina Bar or the legendary Sunday brunch at A Wonderland by Beaulieu.

Strict planning laws are typical of Hanoi and the Old Quarter is a treasure trove of small, original and historic buildings that have specialised functions so there is silver street, comb street, herbal medicine street etc. The food and shopping (especially handicrafts, home products and clothes) make Hanoi a popular city for many travellers.

At the end of the day, one may enjoy good cheap beer consumed from small bars located on the pavement, especially bia hoi or fresh, watery draught beer. Each town and city has its own regional beer with prices that will turn Malaysian heads. In Ho Chi Minh City try the ever-popular, 333 (bar, bar, bar). The food, both local and Western, is excellent and there are many trendy restaurants and bars in all the major cities.

From Hanoi, Halong Bay is the most popular destination but the hill tribe people around Lao Cai, Sa Pa and Bac Ha are worth a few days' visit. The unique colourful clothing is a highlight of a visit. See them before they become overly commercialised!





Huế is the former Imperial capital and, the UNESCO World Heritage Site of The Citadel besides the Perfume River, is the main tourist attraction.

A bus or train journey is the recommended mode of travelling between Huế and Danang and beyond as it takes in the infamous Hai Van Pass, a strategic mountain pass that troops have fought to control for centuries.

Hoi An, just south of Danang is another UNESCO World Heritage Site, and a real find. It's a bit like Melaka should be - preserved, no motorised traffic and wonderful shops and restaurants. Just out of town is the first of the many beaches that are becoming increasingly accessible to tourists. The beach here is superb and not overly populated although international resorts and golf courses are filling the strip from Hoi An to Danang.

The beaches continue down south and Nha Trang is perhaps the most popular established beachside resort in the country. It has quickly turned into a tourist destination with tall hotels lining its beachfront. The islands off the coast are popular day destinations for diving, snorkelling and generally lying about in the sun.

Ho Chi Minh City has blossomed into a fast and progressive city. It is the one that has developed the most and it's not surprising that most commercial headquarters are located here. The nightlife continues to thrive but not quite in the way that it did during the raunchy days of the Vietnam War.

Travelling around is quite easy and there is always someone to help out, should your Vietnamese be left wanting. I'm told that the traffic police can be very strict and that should your bus crawl along at a very safe and slow speed it means that the police are out and that no one wants to receive a compound so they drive over-cautiously. The food is delicious and cheap and souvenir hunters will be delighted with the range, accessibility and price.

The country is still in its economic infancy but one gets the impression that this will not remain as is for much longer. As such, travel costs are still modest but if you want to see this unique culture before it inevitably goes along the path of development that has affected so many other Asian neighbours, now's the time to pack your bags and head there. 📌





# Current Status of Occupational Safety and Health Management by Transportation Sector

*We take a closer look at the state of Occupational safety and health in the transport industry.*

Occupational safety and health, commonly known as OSH, is a multidisciplinary field concerned with the safety, health and welfare of workers. Workplace safety is an important component for the well-being for both employees and employers of an organization. It is one of the responsibilities of a company as required by the Occupational Safety and Health Act 1994 (Act 514) to look after the employees' safety and health while working. The Act also includes transport as one of the sectors being covered in the employment areas.

Findings from the MIROS crash investigation and reconstruction on road crashes involving heavy commercial vehicles revealed deficiency in term of OSH management among operators that was highlighted as one of the contributing factors. Among the weaknesses identified include lack of commitment from the company management, driver management and vehicle maintenance.

As a result of the findings, in 2007, MIROS together with several agencies and the industry had developed a Safety, Health and Environment Code of Practice for Transportation Sector (SHE COP) to assist transport operators in

driver, vehicle, and route & risk management as well as proper record management. Subsequently in 2010, the Department of Occupational Safety and Health (DOSH) revised the content and scope of the code with the assistance of relevant agencies and the industry, and formulated a new code named the Occupational Safety and Health Industry Code of Practice for Road Transport Activities 2010. The Industry Code of Practice was gazetted under subsection 37 (4) of the Occupational Safety and Health Act 1994 [Act 514].

Through the implementation of the Industry Code of Practice, the risk of road crashes can be reduced by all involved parties. The implementation of good occupational safety and



is responsible to conduct compliance audits on the safety management of commercial vehicle companies. The audits include periodic, road accident and audits on complaints involving logistics and bus companies, and taxis.

In total, 519 safety audits were conducted during 2018 – 2020 period for truck and bus companies. The periodic audit findings revealed only 54.7 and 22.2 percent of express bus and tour bus companies, respectively, complied with the Industry Code of Practice. This result is worrying as the findings of the audit conducted by MIROS found that several tragic road crashes involving commercial vehicles were due to lacking in safety management by the company.

Last year, the government has launched the national Occupational Safety and Health Master Plan 2021-2025 (OSHMP25). This plan is developed to assist and provide guidance to companies so that both the employers and employees can work in a safe, healthy, and conducive work environment. Furthermore, under Strategic Thrust 7 this plan emphasizes on improving road-related Occupational Safety and Health (OSH). This shows the importance of safety management that need to be applied by companies involved in the transportation sector.

Lastly, it is hoped that transport-related companies will be able to comply with the Industry Code of Practice and implement OSH management in accordance with the standards that have been set. This is vital to assist the country towards accident prevention efforts in the workplace specifically in the transportation industry.

By:

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health management will also benefit the company in terms of: (i) reducing the cost of injury or casualty suffered by the employees who got involved in road crashes; (ii) providing more business opportunities; (iii) improving safety, service and operational performance; and (iv) finally providing more profit to the company.

For example, 84 percent of transportation companies in Sweden that adapt safety management standards in their companies reported excellent performance in road safety. In addition, voluntary road safety management certification in South Africa has been reported to have shown significant success in improving road safety, compliance with legal requirements, as well as improving operational efficiency among transport companies which have received the certification.

Currently, the Commercial Vehicle Inspection and Safety Control Unit (Unit Pemeriksaan Keselamatan Kenderaan Perdagangan) of the Road Transport Department (JPJ)





# Out with the Fire!

*When life and load could be wiped out in a fire that suddenly engulfs a commercial vehicle, the installation of a fire suppression system may be a smart investment into safety.*

Swedish brand Dafo Vehicle Fire Protection participated in MCVE for the second time after having shared a booth with SRI for MCVE 2019. Eric Low, Executive Director, Dafo Asia Sdn Bhd, took time off from a busy day at the show to introduce the company. The Malaysian office is handling the Asian region from Mongolia to New Zealand and was set up in July 2020. A dealer network services the customers worldwide.

“We focus on safety on board of commercial vehicles. Mainly, these are buses, but a lot of trucks and heavy machinery in different segments also use our systems,” Low said. Especially in ports, Dafo systems are critically needed in ports as the port operators are handling goods and dangerous goods in their day-to-day operations. As an automated system, technology takes care of the fire without harming people, the vehicle or the environment. Additionally, unlike systems using powder, the Dafo solution does not pose a safety risk to other road users as there is no cloud of powder inhibiting the view. As a business case, the investment in this system pays out in places where the insurances give discount to those installing it.

According to Low, Dafo is able to instal their system in any type of vehicle in the vehicle production line but also as after-market product. In Hong Kong, 3 580 buses have been retrofitted. “Buses with the capacity of more than 22 people must have such a fire protection system on board”. As an investment, the Dafo system is estimated at approximately one percent of the vehicle cost and it can be installed within a few hours. A regular service is required, however, Dafo can also train workshop staff to handle the service, which ensures that the system has a lifespan of the vehicles lifetime.

The Dafo agent tank is based on a piston principle, which makes our tank unpressurised. Unlike fire extinguishers or any pressurized tanks, there is a risk of leakages for pressurised tank. The liquid used to knock out a fire is harmless to people and the environment as it is easily washed away and diluted with water. Furthermore, the liquid used does not damage any parts of the vehicle. It only takes one second to extinguish the fire while the liquid is going to be pumped out for a longer time to prevent re-ignition of a fire, because re-ignition is generally most underestimated. “This fire extinguishing agent (Forrex) is biodegradable, non-corrosive and is non-hazardous to the human skin.”

Low said that forwarder transporting dangerous or flammable goods (ADR) have shown interest in the system. At the moment, it is not compulsory to have such fire protection installed in the vehicles sold and therefore it is a question of the individual approach of companies to safety. An installation can be done shortly after an order is placed. Should a fleet need to be equipped, Low’s team will prepare the prototype installation to ensure the installation for the fleet is uniform and it could be quickly added to the vehicles.

At the MCVE, Low was in particular proud of their latest development that is to be used for electric vehicles (EV). “A battery vents and may catch fire, therefore, our system will pre-alert the user by sending out a warning signal first.” Low said. Batteries may explode as a result from the extreme high temperature. Further, a battery may re-ignite after 14 days. The Dafo system not only detects a looming issue, but also extinguishes the fire. ■





## When the Plug also becomes the Socket

**R**ecently, we talk a lot about electromobility. One of the sub-topics of this mega trend is the charging infrastructure. Said infrastructure is, of course, very important as without it, even the most sophisticated EV won't move. In this connection, Hydrogen is also on the agenda of many. Diesel seems to have been pushed into the background as a fuel. However, fuels they are all of them. Electricity, no matter how it is generated and how it is delivered to the vehicles, is another fuel. Simple as that.

What is interesting to watch though is how this new type of fuel is being treated by the vehicle OEMs. I am referring to the integration of own production of fuel cells, batteries, charging stations and even the production of the electricity. Let us just quickly reflect again on the good-ol Diesel: It is a third party provider that produces and distributes the fuel. In a consistent quality, sufficient amount and in accordance with the needs to comply with the relevant emission norms. The only difference might be in the fuel quality available, but the pumps look similar, the shops too and the idea is the same everywhere that you plan your trips so that you have access to sufficient fuels. The last time I read about issues around fuel supplies was in the book "Who needs a road?", which recounts a journey around the globe in the mid-1960s.

Today, the makers of trucks are also heavily involved in the creation and delivery of the fuel, the electricity. Not only have OEMs started to design the vehicles around what is available, but many are taking active steps to ensure supply is sufficient and efficient. The grid is something that these OEMs are no concerned with. On top of that, OEMs are creating the tools that transporters need to have their vehicles charged. Now you can get the truck, the station and access to the fuel from one source.

Not only are OEMs offering a complete solution that encompasses the fuels as well, the industry is breaking down barriers as they work together. For instance, the "nozzle" is something that everyone seems to agree on. While the trucks and their design philosophy differs, the plug is a standard item. The plug, the equivalent to the fuel nozzle at the petrol station is now a standard item. If you want, you could create your own truck and you would be able to use the same power sources as the vehicles made by others. I know I am oversimplifying things, but let's just continue with a simplified version of how electromobility works. Because, strangely, one large country did not seem to have gotten the memo and is using a different standard: China.

Joint ventures are formed between competing OEMs to ensure that the entire transport industry has access to sufficient fuels. How cool is that? What are the traditional Oil and Gas providers? They are, of course, deeply involved in this mega trend as well. They either join the OEMs or are working on their own solutions. However, I find it more fascinating that brands that would normally fight for every single vehicle to be sold are wired together to push for a more sustainable transport industry.

At the same time, should not the providers of traditional fuels be the best ones to know how to deliver this essential item to the transporters? Knowing about these issues in detail, they could have taken the opportunity to create their own vehicles, incorporating their knowledge about how to keep an industry going. That could have been a case of the socket becoming a plug as well. Perhaps, it is not so much about the creation of a vehicle, but the knowledge required to make the moving parts work together. OEMs increasingly talk about transport solutions, complex systems that are not just the vehicle, but many more components and services. Just like the plug, the fuels may be crucial, but not the only thing that matters. ■

## ADL Continues Hong Kong Innovation with 10 Electric Enviro500EV for KMB



Alexander Dennis Limited (ADL) announced that it is to build an initial 10 electric double deck buses for Hong Kong operator The Kowloon Motor Bus Company (1933) Limited ("KMB"). The zero-emission Enviro500EV will be ADL's first electric double deck buses in the Asia-Pacific region and will continue a long tradition of innovation for the Hong Kong bus market.

Ten battery-electric Enviro500EV three-axle, fully air-conditioned double deckers will be delivered to KMB in 2023 and will come with new and innovative features that will continue to raise the bar for efficiency, safety and comfort. They will be fully integrated in-house by ADL's experienced engineering team and will introduce a striking new design language reflecting their zero emission credentials. Each of the integral Enviro500EV will be able to carry up

to 130 passengers, ensuring capacity is maintained for Hong Kong's busy bus services.

ADL has been at the forefront of bus development in Hong Kong for more than half a century, bringing vehicle air conditioning to the market as well as low floor access for three and two axle double deckers, before pioneering hybrid and now electric drivelines. 🚗

## Higer Wins Three Awards at 16th Annual Great Influences to China Bus Industry

On February 23, the 16th Annual Great Influences to China Bus Industry co-hosted by Urban Public Transport Branch of China Civil Engineering Society and the ChinaBuses was held in Nanjing, Jiangsu. With outstanding word-of-mouth and excellent products, Higer once again won 2021-2022 "Star of Qatar", "Star of Urban Sightseeing Bus", and "Recommended New Energy Bus Model", which excellently proved the brand influence of Higer in 2021.

As the first Chinese bus brand entering the Qatar market, Higer is continuously developing and surpassing in this land. In 2006, 500 Higer buses were put into service for Qatar Asian Games, which was the first time for Chinese buses to serve the major international events and created the record of largest batch export order of Chinese buses to Qatar. In 2022, this record held by Higer was once again broken by Higer. The large order of 1 815 buses created the historic record of largest batch export order to Qatar in Chinese large and medium bus industry and was also the largest batch export order in Chinese large and medium bus industry in 2020. This batch of buses will be put into service for World Cup Qatar 2022.

The buses to be put into service for this World Cup are of Higer's all-new generation E series minibus KLQ6952, which was ever put into service for large football



competitions, including Emir Cup and Arab Cup, in 2021 and demonstrated the brand strength and customer's high recognition.

Since the entry into Qatar market in 2006, Higer continuously develops with steady steps in this land. Now, with the market ownership volume in excess of 6,000 vehicles and the 1st place in market share, Higer is the first-choice brand for public transportation in the minds of Qatari people and is deeply recognized and welcomed by local people. Following the opening of World Cup 2022, Higer will, on behalf of "Made-in-China", create more achievements in Qatar market. 🚗

# Fantástico! Two prizes awarded to MAN at the Spanish National Transport Awards 2022

**M**AN Truck & Bus Iberia won two awards at the National Transport Awards 2022 in Madrid: The NEOPLAN Cityliner Platin special edition and the new MAN Lion's Intercity LE were voted "Coach of the Year in Spain" and "Bus of the Year in Spain".

The year 2022 could hardly get off to a more successful start for MAN Truck & Bus Iberia! At the National Transport Awards in Madrid in January, two buses from MAN won the race: The NEOPLAN Cityliner Platin received the "Coach of the Year in Spain" award and the MAN Lion's Intercity LE was named "Bus of the Year in Spain." "We are very pleased to receive these two awards, which are highly

prestigious. At the same time, they make us incredibly proud. After all, they prove that the new MAN Lion's Intercity LE has already been very well received on the market after such a short time and that the NEOPLAN Cityliner is continuing its success story. After being voted international 'Coach of the Year' in its 50th anniversary year, the coach has now also convinced the jury in Spain – a great success," said Rudi Kuchta, Head Business Unit Bus at MAN Truck & Bus.

The National Transport Awards are organized by the trade magazines "Transporte 3" and "Viajeros". The jury is made up of customers and industry experts from Spain, including mainly managers from public transport and bus

companies. "Accordingly, the importance of the awards for us is high. After all, the jury members know exactly what the needs of markets, entrepreneurs, drivers and passengers are and which vehicles can serve them perfectly," said Stéphane de Creisquer, Managing Director of MAN Truck & Bus Iberia, adding: "But we are also grateful to our customers, who have placed their trust in us and our buses for many years. This trust and the awards are an enormous incentive for us to keep working constantly to bring ever more efficient and sustainable vehicles and services to the market and to support our customers with well thought-out and innovative solutions." 🚐

## Mitsubishi Fuso Truck & Bus Corporation Material Lab Attains ISO/IEC17025:2017 Certification

**M**itsubishi Fuso Truck & Bus Corporation (MFTBC) announced that its Material Lab located at Kawasaki Plant has been certified by the National Institute of Technology and Evaluation ("NITE") to ISO/IEC17025:2017 (general requirements for the competence, impartiality and consistent operation of laboratories). This international certification shows that the lab is competent to perform three types of testing ("Vickers/Knoop hardness test", "Rockwell hardness test" and "Brinell hardness test") related to hardness of ferrous/non-ferrous metals and "Anti-corrosion spray test" used to check corrosion resistance of materials and surface coatings.

ISO/IEC17025:2017 is a highly regarded accreditation designed to measure technical competence in laboratory environments. It is used to implement a quality system aimed at improving the ability to consistently produce valid results. This standard affords FUSO brand products more credibility both in domestic and overseas markets and

demonstrates the reliability of its testing to stakeholders including customers. Not only is it a formal recognition of laboratories, it is also a demonstration of the laboratory's commitment to a secure and established quality system.

Since its establishment in 2017, MFTBC's Material Lab in Kawasaki Japan has been investigating and analysing materials and substances used in products. This ISO/IEC17025:2017 certification confirms the ability of the company to control the quality and reliability of the tests conducted in the lab. MFTBC is the second entity within the Daimler Truck Group to obtain this certification, following Daimler India Commercial Vehicles (DICV) in India. The acquisition of ISO/IEC17025:2017 is in line with MFTBC's Quality Policy, which was updated in September 2021. As part of the company's pledge to become more customer-centric and to pursue maximum quality in all corporate activities, the policy states 🚐



## 800 Ankaï Natural Gas Buses Exported to Mexico

In early March, Anhui Ankaï Automobile Co., Ltd., a leading automaker in east China's Anhui Province, held a ceremony to mark the export of 800 natural gas buses to Mexico. The buses will be operated in Monterrey, the third-largest city of Mexico, which will be a witness to the deepening cooperation between China and Mexico as well as a milestone of Chinese buses to enter the global market.

Considering the market demand in Mexico, Anhui Ankaï Automobile Co., Ltd. has made dozens of customized features to suit the special needs of bus operators in Monterrey. In addition, the buses are equipped with intelligent configurations such as on-board Wi-Fi and intelligent monitoring system.

With the export of these 800 buses, Ankaï is expected to become the Chinese bus brand with the largest number of vehicles in Mexico. Since entering the Mexican market in 2017, Ankaï has won a good reputation in the country by adhering to its stable and reliable product operation and after-sales service guarantee.

## Scania Invests Close to a Billion SEK in New Test Track for Autonomous and Electrified Vehicles

There is a rapid development of autonomous and electrified vehicles. Scania therefore plans further investments in Södertälje; a new test track where future vehicles will be tested and driven as a part of Scania's research and development operations.

"Our ambition is to be a leader within electrification of heavy vehicles and also strengthen our ability in autonomous vehicles over time. It will take large investments to stay at the forefront. We evaluate and examine the possibility to build a test track adapted for future vehicles to meet the demand in autonomous and electrification we see is on its way," says Anders Williamsson, Head of Industrial Operations, Scania.

Scania has recently completed a new foundry and the work with a new building for battery assembly is ongoing, both located in Södertälje. Now, Scania plans for yet another investment of about 975 million SEK, and this time it is regarding a new test track, as well as an extension of existing ones.

"We continue to invest locally in Södertälje, to be close to the whole chain with production, development and



testing. It is vital for Scania, but also important for the cluster of vehicles in the greater Stockholm region and for Sweden's ability to take lead in the development of sustainable transport solutions," says Williamsson.

If Scania's application to the county administrative board (Länsstyrelsen) is accepted, the ambition is to begin the work during 2022, and this is expected to last until at least 2026.

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Fig. multi-staged pre-filter



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