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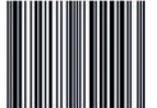
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<sup>1</sup>Compared with the revised more stringent MB 228.51 limit, as measured in the MB OM 646 LA engine test.  
<sup>2</sup>Compared with the Volvo VDS-4 limit, as measured in the Mack T12 300 h engine test.

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# Longer? More Comfortable? Energy Efficient? Or Easy to Service?



It has just been about a month since we switched off the lights after a highly successful exhibition, MCVE 2017. Although we are in touch with many of the exhibitors on a regular basis, there was a lot of new things we could learn at the show. For instance, that it is a whole different thing to drive a bus chassis without the actual body on it. Or the fact that the Ministry of Transport shares our vision that the construction of the High Speed Rail and East Coast Rail will indeed result in an increased demand for commercial vehicles.

We also saw that there is a lot of development going on. Bus manufacturers and their surrounding partners are concerned about the creation of vehicles that are fit to meet the need of modern day commuters and businesses. There are moves towards creating longer buses in order to move more people or to address the issues faced by the use of double deck buses. Alternative fuels are another aspect of mass transportation that are now becoming more and more important as we aim to reduce the impact on the environment through our movements. Following the huge success of food trucks, the next big thing to look out for are campers. There has been a lot of talk about buses and vans that have been converted into recreational vehicles. Articles about all these topics can be found in our report on MCVE 2017 as well as in the Bus Feature.

I really like to travel to far-away places to conduct interviews. For MAN I went to the northern tip of Malaysia to look at the intricacies of running a mobile workshop. It is always great to

interact with people out in the field and seeing another side of the country. Travelling by bus can offer a great way to see the country and my next trip to Singapore will be on a bus. I admit, that is also motivated by the need of having to bring some materials to Singapore that would be difficult to move around using a plane, unless it is a private jet. Advantage Bus!

What is exciting about the bus industry is the width and depth of topics we can talk about. Not only is the length of the vehicle important, but also the propulsion, the service and the re-sale value. All these are topics that our new Editor is now exploring. Having worked for a mainstream newspaper, Vinashal Pillai is now dipping his feet into the service pit and is learning about the intricacies of the commercial vehicle industry. He called it a breeze of fresh air to be working on the material he has created for this issue. And just as the slipstream of a passing bus will go by, we will have other topics coming up for him to explore. I encourage you to getting in touch with us so we can write about your achievements and plans for your companies.

SPAD has a new Chairman and we would like to thank YBhg Tan Sri Dato' Seri Dr Syed Hamid Syed Jaafar Albar for his generous support he has granted us. As The Land Public Transport Commission (SPAD) welcomes the Government's appointment of YB Tan Sri Haji Mohd Isa Dato' Haji Abdul Samad as Acting Chairman of SPAD, we look forward to be working with him on when it comes to our exhibition and road safety activities. Recently, an article widely circulated on social media detailed that Malaysia's roads are the third deadliest in the world. Having visited and driven vehicles in many countries, I can attest that the roads here are certainly of a very high standard. However, the cause of many accidents still seems to be attitude issues. I am always getting funny looks when I use the seat belt in a long-distance coach. I am very happy to see that there are companies that take it upon them to promote safe behaviour on the roads. In our market update we applaud to Giti Tire that is involved in such a campaign and we hope that our joint effort will yield results.

Sincerely yours,

Stefan Pertz  
Editor, Asian Trucker Malaysia



When cities grow, people need to travel and the ability to support this is a key to longterm prosperity. Progressive cities around the world have found solutions. They have proven Bus Rapid Transit, BRT, to be a marvellous way of resolving the public transport issue when growth takes off. Travel time drops, car commuting decreases, and along the routes, business flourishes and property values increases. Add to that that the financial entry level is so much lower than for any rail-bound solution of comparable capacity.

## **BUS RAPID TRANSIT BY VOLVO**

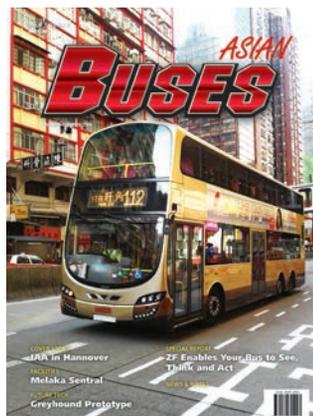
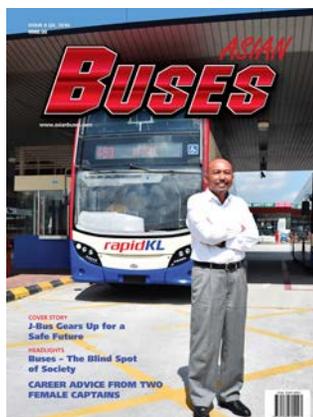
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# FUELLING BUSINESS FURTHER

Sin Hock Soon takes Shell FuelSave Diesel for a test drive. It delivered.

Since young, Tony Yew has been ambitious. He never settled for what he had, and that determination made Sin Hock Soon Transport Sdn Bhd, industrial transport and logistics provider, into the success it is today. So when it came to his business' fuel partner, he expected no less. In 2015, Sin Hock Soon started to use Shell FuelSave Diesel as their main fuel supply, right after Yew tested its claims of better fuel efficiency and cleaner engines.

## TAKING MATTERS INTO HIS OWN HANDS

Yew had been looking for more ways to further his business, and found that his operations were suffering due to vehicle performance.

"More than ten units were breaking down every month or so. The injectors were badly burnt and jammed with deposits." Investigating the issue, Yew discovered an alarming difference when his vehicles used Shell FuelSave Diesel and when they did not.

**"We have saved up to 6% on our maintenance costs since switching to Shell FuelSave Diesel."**

That difference greatly affects the business' bottom line.

## IN THE DRIVER'S SEAT OF FUEL EFFICIENCY

The result of 100 years of fuel research, Shell created a powerful detergent formula that helps prevent deposit build-up contributing to improved fuel economy over the lifetime of the vehicle. This same formula is used in Shell FuelSave Diesel, supplied in both skid tanks and retail stations.



Unlike the rest, the injector on the far right used only Shell FuelSave Diesel and stayed clean from deposits.

Wanting further evidence, Yew put Shell FuelSave Diesel to trial. He monitored the engine parts of trucks that were either filled with Shell FuelSave Diesel or alternatives, and the results were clear.

**"The injectors we used with Shell diesel had no problems. In fact, it still looked like new. From experience, the injectors would have darkened with residue in a short period of three months."**

## THE FAMILY BUSINESS JOINS SHELL'S FAMILY

All this solidified Yew's decision to work with Shell moving forward. With plans to expand his transnational business across Vietnam, China and Singapore, Yew is confident that this collaboration will optimise their efforts.

Sin Hock Soon stands as one of the largest service providers in Malaysia today, and has over 250 trucks of various capacities in their fleet.

Taking over the family business when they only had 40 trucks, Yew is now training the third generation, including the children of his siblings, so that all of them can be independent and carve their own successes.

**Start driving your business further with the fuel that works just as hard as you. Learn more about Shell FuelSave Diesel at [www.shell.com.my](http://www.shell.com.my)**



SHELL MALAYSIA TRADING SDN. BHD. (6087-M)

**"Partnership is crucial for the success of a business, as it's never only about yourself. That's why I've chosen Shell, and believe they'll help bring my business further."**

**- Tony Yew, Director of Sin Hock Soon Group**

**125**  
**YEARS SHELL MALAYSIA**  
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The above views are those of a real Shell customer who has used Shell FuelSave and may have been edited for brevity or clarity. The customer was not paid for his/her testimonial. Results were self-reported by the customer and have not been individually verified. Results are not indicative of future performance; individual savings may vary.

# MARA Liner and MAN Forges a Future: New Buses Acquired and RMC Signed

*Upon a steep increase of 115 percent in passengers in SPAD's myBAS project in Perlis, operated by MARA Liner, new trusted MAN buses are acquired to thrust the way for a more dependable connectivity in the rural outreaches in Perlis.*



This plan is part and parcel of the federal government's project to develop the rural regions throughout Malaysia by advancing public transportation services, as policy-makers are convinced that better connectivity will translate into an exponential economic growth in the longer run.

Under the National Transformation Program to enhance the efficiency of the public transportations system in Malaysia, myBAS, a brainchild of SPAD, was kickstarted in the northern state of Perlis. The positive results of its implementation secure an air of optimism for both SPAD and operator, MARA Liner Sdn Bhd, to acquire more buses and expand the possibilities of the programme.

Since the launching, myBAS in Perlis is believed to have served the state by not only providing better geographic connectivity, but also serving over 200 denizens with jobs to support their families all at once.

The strategic collaboration between both parties is based on the experiences of Mara Liner Sdn Bhd as a service contractor in the public transportation industry which has the expertise to manage and handle commercial vehicles since the 1950s, with a strong network of 21 branches in the entire Malaysian Peninsula.

Dato' Sri Ismail Sabri Yaakob said that MARA as an agency under his Rural and Regional Development Ministry have always supported any initiative on the veins of progressing the lives of people in the rural areas of Malaysia. It is in accordance with their motto, "Membandarkan Luar Bandar" which translates to "Transforming Rural Zones into Cities".

Speaking at the event, Tan Sri Dato' Seri Dr. Syed Hamid Bin Syed Jaafar Albar, Chairman of SPAD at the time, stated: "With this addition of busses in these new routes, users like

students of higher institutions, local people and tourists will be more confident with the service provided under the myBAS programme. I believe that myBAS will contribute hugely to a better quality of life for the people of Perlis."

The event also witnessed the signing of a 5-year Repair and Maintenance Contract (RMC) between MARA Liner Sdn Bhd and MAN Truck & Bus (M) Sdn Bhd. Present at the event, Hartmut Mueller, the Managing Director of MAN Truck and Bus (M) Sdn Bhd stated, "We are delighted that MAN buses are selected to provide a highly modern and safe public transportation for the myBAS programme. The superior quality and reliability of our vehicles have been crucial to this partnership with MARA Liner and we are very much looking forward to continuing our mutually-beneficial collaboration."

For the purpose of their operation in Perlis, MARA Liner has chosen the 10-meter MAN A80 City bus, powered by a 280 hp diesel engine which is a premium mid-section bus with low entry design. This design is suitable for everyday city routes as it facilitates passengers coming in and alighting at their stops. myBAS also committed special ramps for passengers with disabilities. To add to that, the creators of the bus dedicated it to be environmentally friendly with low fuel consumption and noise emissions, making it an optimum choice for MARA to utilize it all over Perlis.

Zahrail Affenday Mohamed, Chief Operating Officer of MARA Liner Sdn Bhd deliberated: "The efficient fuel consumption and low life-cycle costs of MAN buses are among the main deciding factors for us when it comes to the vehicle of choice for the fleet expansion of myBAS Perlis. We are looking forward to an ongoing fruitful partnership with MAN in enabling us to increase the quality of our service and to create added value for our customers." 

# Shell Gives its Diesel a Boost with Dynaflex

*Shell Stations nationwide are flying the Dynaflex colours on bright banners. Attending the launch of this new patented technology, Asian Trucker got the details of what Dynaflex is and how users can benefit.*

**H**ave you noticed that your vehicle is performing better after using Shell Diesel after the 8th of May? The reason could be that the fuels have been upgraded, using a new formulation. Dynaflex is a dual detergent technology of Shell FuelSave Diesel and it can help clean up engine injector deposits. FuelSave Diesel previously had specific characteristics that reduced or stopped the build-up of deposits in injector nozzles. The new Dynaflex technology promises that the fuel will even help to clean up deposits in old engines, thus restoring power of the engine. FuelSave Diesel was introduced in 2009 and the past five years, Shell spent developing Dynaflex, which was launched this May.

The development of the new technology is driven by the ambition to reduce operating cost of the transportation, agriculture and mining industries. Initial tests have shown that using the new fuel can result in up to three percent in fuel savings. Confident of their achievement, Shell patented the technology for the next five years, while keeping the same name.

Given the developments of engines, fuels needed to undergo improvements too. While the Diesel engines in the 1980s operated at 300 bar fuel pressure and a turbo, modern Euro 6 engines use twin turbos and the injection pressure can be as high as 2 500 bar. The time between injections is now down to 0.5 milliseconds. Any deposits in the injectors will hamper the performance of the engine. What Shell found is that the Dynaflex technology will already increase performance with the first tank. Tests have shown that old engines see an increase in torque from the first time the new fuel is used.

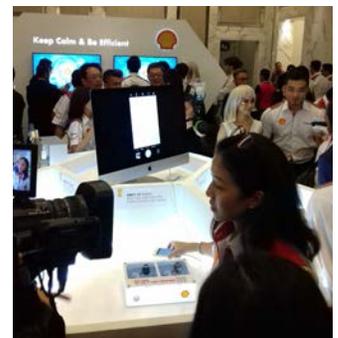
Ong Kong-Hua, Asia Technology Advisor, Shell Commercial Fuels stated "In addition, new Shell FuelSave Diesel can help protect against corrosion of critical fuel system components and storage tank. It can also help reduce the risk of sludge build-up from fuel degradation when using fuels with bio component."

Malaysian transporters are in a lucky position as the country doesn't impose regulations to register new fuels. This means that the new Dynaflex technology could be launched here ahead of many other markets. What is interesting to note is that the new Shell fuels are the only ones globally to comply with the Worldwide Fuel Charter. Shell is also in partnership with Daimler to carry out intensive research and development. With increased pulling power, lower CO2 emissions and the ability to clean up older engines, this fuel will surely add to the bottom line of operators. When asked about the future of Diesel, Ong elaborated that: "Diesel still has the ability to fulfil a wide range of needs. For business applications, it is still the best and most sensible solution. For any other form of fuels, infrastructure development is needed first." 



## Worldwide Fuel Charter

The Worldwide Fuel Charter was first established in 1998 to promote greater understanding of the fuel quality needs of motor vehicle technologies and to harmonise fuel quality world-wide in accordance with vehicle needs. It provides recommended fuel specifications for a range of grades of Gasoline and Diesel fuel for use with engines designed for different levels of emission control. It also provides a full explanation of the various aspects of fuel quality and their effects on vehicle emissions. It is developed and published by the World-Wide Fuel Charter Committee, made up of representatives of Auto Manufacturers from Europe (ACEA), the USA (AAM) and Japan (JAMA) and Engine Manufacturers (EMA), with associate members from most other countries where automobiles are manufactured, and with the support of OICA.





# HINO Hybrid Bus Set to Drive Medini City Towards a Clean and Green Environment

*The bus project will see the smart city lower its carbon intensity in Iskandar Malaysia*



**M**edini City will welcome the first hybrid bus in Malaysia shortly, following a Memorandum of Understanding (MOU) signed between Mitsui, Medini Iskandar Malaysia (MIM), HINO Motors Sales Malaysia (HMSM) and Handal Indah.

The initiative comes after Mitsui and MIM invited HINO to conduct a five-month trial run for its hybrid bus in Medini city which will start from July this year. A total of six routes will be covered under this hybrid bus trial project under the operation by Handal Indah. These routes include the Iskandar Puteri route that allows commuters to travel from Puteri Harbour Ferry Terminal to Larkin Sentral via Medini.

The signing of this MOU is an effort in line with Iskandar Malaysia's Low Carbon Society Blueprint towards becoming a strong and sustainable metropolis that focuses on the green environment and

smart city living. The introduction of the hybrid bus will be a solution that can lead to a more economical and clean public transportation system, it also aims to lower the carbon intensity in Iskandar Malaysia by 58 percent by 2025.

Powered by a Euro 3 engine with its new hybrid vehicle, the HINO Hybrid Bus promises better fuel efficiency with reduced CO2 emission compared to conventional diesel-powered city buses. With its wider air suspension and low-floor designed chassis, it provides an improved riding comfort with a capacity of up to 75 passengers, and the flexibility that can cater for passengers with special needs.

Speaking during the signing ceremony of the MOU at Medini Investor Centre, Datuk Ismail Ibrahim, Chief Executive of Iskandar Regional Development Authority, said that, as Iskandar Malaysia is moving towards becoming a

sustainable metropolis that emphasises on Going Green and smart city living, such initiatives are always welcomed.

"We embrace ideas and initiatives that contribute towards these two agendas. As such, the possibility of having hybrid busses transporting people across the region is something very exciting and inspiring," Ismail said.

Also present were Ken Iwamoto, Managing Director of HINO Motors Sales Malaysia, James Tee, Managing Director of MIM, Kenichiro Kawamoto, General Manager of Integrated Transport System Division of Mitsui, and Lim Chern Fang, Director of Handal Indah.

Meanwhile, Iwamoto stressed that the HINO Hybrid Bus is designed specifically for the smart city project, as it has the advantage for improved fuel efficiency and zero carbon.

"Unique aspects of commercial vehicles include their comparatively large size and loading capacity, the long distances they travel, and their wide array of uses and places where they are used. Taking into account these varying conditions, HINO Motors considers types of environmental technologies that would be suitable. By providing users with optimally equipped vehicles, we believe HINO Hybrid Bus has the advantage in providing vehicles with improved fuel-efficiency and zero carbon," Iwamoto said. ■

# Crystal Bus - Hong Kong's First Sightseeing Restaurant Bus

*Admire the beautiful views of the city while enjoying Michelin starred delicacies for a fresh experience of travelling around Hong Kong.*



Crystal Bus is Hong Kong's first-ever sightseeing restaurant bus to drive through the city. Paired with stylish interiors decorated with crystals, high quality sound systems, and special facilities, guests can admire the beautiful views of the city while enjoying delicacies from local Michelin starred restaurants.

Crystal Bus Holding Limited held the "Crystal Bus Debut Launch" on 14th March 2017 with the attendance of press, councillors, commercial elites, and partners from different industries.

To create a more "bling bling" experience, foreign experts on crystal decoration will be invited to stick crystals in prominent positions around the interior of the bus before 30th April. Crystal Bus is a 47-seater double decker offering two day tours and one night tour. It has audio guide devices that provide guests with a history of each attraction in Japanese, Korean, Cantonese, Mandarin and English. Souvenirs will be on sale aboard the bus (starts right after 1st May).

The two day tours each offer around a two and a half hour journey; attractions en route include: The Peninsula Hong Kong, Hong Kong Cultural Centre, Hong Kong Space Museum, Nathan Road, Hong Kong Central Mosque, Temple Street, Central Star Ferry Pier, Hong Kong Observation Wheel, Statue Square,



Central Government Complex, Hong Kong Convention and Exhibition Centre, Golden Bauhinia Square, Canton Road, Tsing Ma Bridge, Lantau Link View Point. Guests will also have an opportunity to alight and take photos. Day tour tickets are HK\$380 (RM 210) per person including a starred Dim Sum set.

Night tours are only available for booking out the entire bus, offering a five hour "attractions-on-demand" journey. Starred dishes for dinner include seafood, Chinese and Western style options. The booking fee from Monday to Thursday will cost HK\$8,800 while on Fridays, Saturdays, Sundays, public holidays and on the eve of public holidays, it will cost HK\$12,800, including drinks and snacks. Additional charges are needed for dinner dishes and extra drinks. Website for online booking: [www.crystalbus.com.hk](http://www.crystalbus.com.hk)



# Giti Tire Pushes the Envelope to Reduce Road Accidents

*Together with Transport Ministry of Malaysia, JKJR and Nadi Putra Transport to initiate the Go Safe campaign.*



The Go Safe: Love your life is the latest initiative by Giti Tire with the aim of raising public awareness to make our roads safer. Launched recently at Kuala Lumpur Sentral, it was coordinated together with the road safety campaign launch which was organised by the Ministry of Transport of Malaysia – the main partner of the Go Safe initiative. Jabatan Keselamatan Jalan Raya Malaysia (JKJR) and Nadi Putra Transport (under Perbadanan Putrajaya) are the other partners.

A global issue, road accidents are the main culprits for the loss of lives, with young children among the casualties. Go Safe aims to educate the youths on road safety as well as to create awareness to the public about fostering the right driving attitude which can make a huge difference in reducing road accidents.

The Go Safe safety steps include:

## Seat Belts-Always Buckle Up

Seat belt use is one of the most effective ways to protect people from needless traffic injuries and death. Serious and fatal traffic injuries are reduced by nearly 50 percent when drivers and passengers wear seat belts. Studies have shown that when one person puts the seat belt on, the other people in the car are likely to do the same.

## Distracted Driving-Every Second Counts

Traffic injuries and deaths from distracted driving is on the rise globally. In recent years there has been close to a 100 percent increase in accidents involving distracted drivers. Of the many interruptions drivers face, mobile phones are the primary reason for the rise in road accidents involving distracted driving. Texting while driving poses the biggest safety risk as it includes three types of distractions: Visual: takes your eyes off the road; Manual: takes your hands off the wheel; Cognitive: takes your mind off driving.

## Child Passenger Safety-Strap Them In

It's the responsibility of parents to keep their children safe and in a car this means providing age and size appropriate car seats, booster seats and seat belts. The safest place in a car for children under the age of 13 is properly buckled up in the back seat. Car seats reduces the risk of death in car crashes by 71 percent for infants and 54 percent for toddlers ages one to four years old. Booster seats reduce the risk of serious injury by 45 percent for children ages four to eight. So no matter how short the ride, don't start driving until the children in the car are properly strapped in.

## Helmets-They Work

Motorcyclists are the most vulnerable road users as they lack the protection of an enclosed vehicle. The widespread use of motorcycles in Southeast Asia also means motorcyclists top road accident statistics. A helmet is the most important protective gear you can wear when riding a motorcycle. While not a "cure-all" for motorcycle safety, a correctly worn helmet will in a crash protect your brain, your face and your life. Helmets reduce the risk of head injuries by 69 percent and the risk of death by 42 percent, and every motorcycle ride should start with putting on a helmet.

## Tires-Check for Wear & Tear

An estimated five percent of all road accidents are related to old and worn tires. In wet conditions worn tires can be dangerous if the grooves in the tires are not deep enough to channel water out from beneath the tread. This greatly reduces road grip and breaking distance of the vehicle, and can cause hydroplaning where the worn tread allows the tire to skim the water's surface and no longer respond to the steering wheel. Tires worn 75 percent down go 50 percent further before stopping than the same tires when new. Bald tires take almost twice as long to stop as the same tires when new. Severely worn tires are prone to blow-outs which are very dangerous when vehicles travel at high speeds. To stay safe on the road, check your tires regularly and change them when signs of wear start to emerge.

The one year Go Safe campaign aims to deliver the public message through bus wrapping, posters at bus stops and at their respective partner's office. Six buses were wrapped with Go Safe decals for the year long duration of the campaign. The Putrajaya to Kuala Lumpur routes will be used to promote and spread the message. To learn more, visit [www.gosafe.asia](http://www.gosafe.asia).



# HELLA, ZF Form Strategic Alliance

*Latest vehicle sensor technologies support enhanced safety and pave the way for autonomous driving*



ZF and HELLA have formed a strategic partnership—both automotive suppliers will benefit from this cooperation on sensor technology, particularly for front camera systems, imaging and radar systems. ZF will further strengthen its portfolio as a systems supplier which offers both modern assistance systems and autonomous driving functions, whereas HELLA will drive technological development and benefits from a broader market access with its leading technologies. The first joint development project in camera technology will start immediately, with the objective of a market launch in 2020.

“This strategic partnership for sensor technology with HELLA enhances our position as a complete systems supplier for modern assistance systems as well as autonomous driving functions,” says Dr Stefan Sommer, CEO of ZF Friedrichshafen AG. “This non-exclusive cooperation with HELLA is an important expansion of our Vision Zero ecosystem of development partnerships. Thus, we can create a wider technological foundation for safety and autonomous driving.”

“HELLA is a strong and experienced provider of sensor technologies. Our knowledge aligns perfectly with ZF’s expertise. By combining our strengths, we clearly aim to provide market leading and high performing assistance systems and autonomous driving functions. In addition, this cooperation will strengthen HELLA’s position as a well-regarded supplier for imaging and radar sensor technologies,” added Dr. Rolf Breidenbach, CEO at HELLA KGaA Hueck & Co.

## Front cameras to achieve the best Euro NCAP rating

In their first joint project, the partners are targeting a current market trend: In the future, the highest Euro NCAP safety ratings will require the assistance of camera-supported

assistance functions. Therefore, the demand for front cameras in all vehicle segments will rise. ZF and HELLA will offer automotive manufacturers a joint product and are starting development immediately with an expected SOP in 2020. ZF brings hardware and its expertise in functions, systems and integration to the table, whereas HELLA and its subsidiary HELLA Aglaia Mobile Vision contribute competence in efficient, tried-and-tested imaging software and application development.

In the mid to long term, these cooperation partners will also provide camera systems for automated driving functions as well as for commercial vehicles and off-highway applications. ZF expands its camera portfolio and therefore offers more options to customers while continuing to work with established partner. HELLA Aglaia gains a new customer and partner for its independent and open software solutions for driver assistance systems.

## Long-term development partnership for radar systems

In their cooperative work in the radar systems sector, the partners will also identify opportunities to provide attractive volume-production solutions in the short to mid-term by jointly building up their product portfolio. HELLA’s 360° surround view radar systems together with ZF’s mid-range and long-range radar systems will establish a new and comprehensive systems solution. While the joint development will focus on systems solutions, each partner will continue to develop and to offer its technology independently on a component level. Here, the true potential of a long-term development partnership lies in the ability to utilise common system architecture as well as product families which are adapted to each other. ■

# HIGER Sets the Tone for New Energy Buses

*The China-based firm forms strategic partnership with G.A*



The Malaysian commercial vehicle market received a boost when HIGER and G.A penned a letter of intent on strategic cooperation at the KL Convention Centre recently. Both companies have agreed to cooperate in new energy bus assembly and sales in Malaysia. Prime Minister Datuk Seri Najib Razak was the guest of honour at the signing ceremony.

G.A is a renowned local automobile manufacturing and sales company, who engages in vehicle import and export, assembly, manufacturing and sales service. The company is also one of the first to obtain the energy efficient vehicles (EEV) manufacturing license from the Ministry of International Trade and Industry.

G.A purchased the first batch of 50 new energy buses (10m-12m) from HIGER with a total contract amount of US\$15 million (RM64 million) after several rounds of surveys and technical demonstrations. The buses are expected to be delivered at the end of this year.

The HIGER new energy electric buses will be powered by new-generation lithium titanite fast-charging batteries, which features 10-minute fast charge, 20 000 life cycles and higher safety compared to traditional lithium batteries. Designed and manufactured in accordance with EU standards, this model has been certified by the Transport Ministry of Malaysia and has obtained the Certificate of Approval for Commercial Vehicle and Machinery (VTA).

Located in Suzhou, Jiangsu Province, HIGER is a world-renowned bus manufacturer with turns out and sells 30 000 large & medium-sized buses annually. "In recent years, under the national strategy of 'Belt and Road', we have introduced new energy buses to European markets such as Serbia, Bulgaria, Italy and Austria.

"The new energy buses which are about to be delivered to Malaysia are based on our latest electric bus technology solution, and have been improved according to local road conditions and driving habits. I believe that HIGER's safe and environmentally-friendly new energy buses will boost the construction of the local green and safe public transport system and offer residents optimal travel solutions," said Huang Shuping, General Manager of HIGER.



# Scania Delivers Marcopolo Coach to C&P Rent-A-Car



*The luxury premium coach will launch a new VIP coach business line at C&P Rent-A-Car giving it a foot up in its new endeavours.*

Scania Singapore has delivered the Scania Marcopolo premium coach to C&P Rent-A-Car. The handover ceremony was officiated by Mr Mark Cameron, Regional Director of South Malaysia and Singapore, Country Manager of Scania Singapore and Mr Loi Win Yen, Managing Director of C&P Rent-A-Car.

## Fleet Expansion

C&P Rent-A-Car, incorporated in 1979, is one of Singapore's oldest and most reputable vehicle leasing and limousine providers. The new Scania Marcopolo joins the company's fleet of about 650 passenger vehicles, buses, vans and light commercial vehicles. The investment into the Scania Marcopolo will also launch C&P Rent-A-Car's entry into the VIP coach market in Singapore.

"The Scania Marcopolo represents the best in European-branded coaches, with a modern exterior and a luxurious, comfortable and spacious interior, ideal for our new VIP coach business," said Loi. "We appreciate the flexibility to customise



the coach features – such as the addition of USB ports at every seat, a refrigerator, umbrella racks and corporate branding – to appeal to our discerning high-end customers."

"The choice of the Scania Marcopolo," Loi continued, "also came down to Scania's reputation for reliability and its after-sales service, availability of spare parts and competitive pricing."

## End to End Solutions

Launched in Singapore in April 2016, the Scania Marcopolo offers operators an end-to-end transport solution – from sales to service and maintenance – for the first time in Singapore. It was designed to make ordering, owning and running it as productive and profitable as possible. With ordering, servicing and maintenance handled at one stop, operators such as C&P Rent-A-Car enjoy a faster service turnaround and maximum uptime.

Cameron added, "As a first-class luxury coach with the highest-quality exterior and interior fittings, low noise levels and full air suspension, the Scania Marcopolo will offer C&P Rent-A-Car's VIP passengers a safe, quiet and pleasurable journey. Its unique monocoque design has also optimised passenger comfort and luggage space for the ultimate passenger experience."

## Features

For drivers, the Scania Marcopolo has an adjustable steering wheel and hanging pedals, which provide better ergonomics and comfort for a car-like feel. Its powerful engine with higher torque at lower revs also offers better driveability and fuel economy, while the Scania Opticruise provides best-in-class gear change and reduces clutch and synchromesh wear. Fuel consumption is further reduced due to its streamlined exterior design that lowers drag and its plug-welded joints for a stronger yet lighter body. ■

# Malaysia Commercial Vehicle Expo 2017 Delivered on the Promise of Being the Biggest in the Region

*Held for the third time after its debut in 2013, MCVE has successfully attracted strong participation from both local and international exhibitors and visitors, showcasing leading products and services as well as latest innovations in the commercial vehicles industry.*



The biennial Malaysia Commercial Vehicle Expo (MCVE) was hosted from 18 to 20 May 2017 at the Malaysia International Exhibition and Convention Centre (MIECC), Kuala Lumpur. One of the various communications channels for the commercial vehicle industry provided by Asian Trucker Media, the exhibition serves to show the latest in commercial vehicles to Malaysian and South-East Asian markets with “Connected Mobility” as this year’s theme. True to the promise of being the biggest exhibition dedicated to the commercial vehicle industries, the event delivered with exciting exhibits, outdoor activities and a comprehensive fringe program.

## Highlights

With some 8 000 sqm space in the hall and outdoor displays and activities, the event was truly the biggest of its kind in the region. The event also saw an increase in visitor numbers. Organisers trace this back to the fact that Asian Trucker has worked hard on the database in order to ensure that the industry is well informed about the event. Officiating the event, the Guest of Honour, Datuk Aziz Kaprawi, Deputy Minister, Ministry of Transport of Malaysia, was driven to the venue in a brand new bus, whereby the tour was broadcast live into the hall. On the second day, the seventh Asian Trucker Networking Night took centre stage. Here, the organisers wowed the crowd with a stunning performance of drumming, a comedy show and local delicacies at the buffet line. Saturday was dedicated to the drivers and many of the Asian Trucker Drivers Club members came to catch up with their friends, bringing their families along for the gathering.

## Road Safety

Organised by the Trucker & Snapper group, visitors could learn a very important lesson in the road safety activity they



hosted. Here, visitors could climb into a heavy goods vehicle, complete with trailer and experience the blind spots of a truck. A car would drive up to the cab, simulating an everyday situation, where the car suddenly “disappears”. Next to this event, Scania hosted their Driver Competition – MCVE Edition. Scania argues that a skilled driver is a more fuel-efficient driver as well as a more careful one. Participants were asked to complete a challenging parkours in order to win prizes worth a total of RM50 000. Some 440 drivers took the challenge and only time constraints limited this number as many were queuing up.

### Product Launches

“We are delighted to learn that MCVE has emerged as the best platform for companies in our industry to launch their products” said Pertz. Sendok Group presented their new model, the Sinotruk T5G, which they hope will find good response among those seeking reliable trucks at an affordable pricing level. Meanwhile, Volvo Buses showcased their B8R and Scania their long bus with a total length of 15 meters. Both companies are confident that BRT and long distance transportation by bus are continuing to see growth. Fresh off a launch for customers only, Volvo Trucks was having three FH trucks on their stand, for everyone to experience. Scania demonstrated how they envision sustainable transportation by featuring their NextGeneration, complete with a Euro 6 engine.

“MCVE 2017 had been impressive for Scania. There were more quality visitors this time round. Our shift towards sustainable transport solutions were witnessed by more prospects and customers this time round. Scania Driver Competition – MCVE Edition continued to attract participants through just word-of-mouth. Hope to see everyone and more in 2019,” said Ian Tan, Marketing and Communications Manager, Scania Southeast Asia.

### Winners Everywhere

Besides the best drivers at the Scania Driver Competition, MAN Truck & Bus and Lik Thong Resources emerged as winners too. These two companies took the trophies for the Best Booth Design Award with RM15 000 (MAN) for the bare space category and RM5 000 (Lik Thong Resources) for Shell Scheme. One voter for these booths has just been notified, having won an I-Pad mini in a lucky draw in connection with the award poll. Meanwhile, HINO was showcasing the Team Sugawara truck used at the Rally Dakar. Visitors could win exclusive merchandise in a photo contest.

### Seminars and Presentations

Several companies took the opportunity to host seminars or to utilise the stage for their presentations. With a very hands-on approach to tyre safety and maintenance, Giti Tire demonstrated how easy it can be to extend the life of a tyre by taking simple maintenance measures. Other presentations were given by Guardian South East Asia, SPAD (Malaysia’s Land Transport Commission) and Caltex. In an exclusive seminar, Volvo discussed the future of the ASEAN Economic Community. The panel comprised of representatives from the Ministry of Transport, The Economist, Association of Malaysian Hauliers, a consulting firm responsible for vehicle plans and Volvo Trucks. The lively session was moderated by Stefan Pertz, Editor of Asian Trucker and it addressed crucial issues arising from the AEC, opportunities as well as threats for the local transport industry. A podcast will be made available.

### Growth Predicted

Many operators, bus as well as trucks, are concerned about the near future. Some argue that the two railway projects in Malaysia will have a negative impact on their businesses. However, Ministry of Transport of Malaysia, Asian Trucker and several manufacturers of trucks and buses saw this differently. A high-speed railway surely will attract people, but with a price for a ticket in the range of an airline ticket, people opting for the train are not the ones that would typically take a bus. Meanwhile, the construction of the railways would, in the short term, require commercial vehicles to transport goods and personnel. Once completed, there are stops along the routes where one can expect increased urbanisation and growth. People will move to the cities along the rail-routes as they now have connectivity to other cities, making commuting easier. Again, for these cities, increased construction of infrastructure, commercial and residential property can be expected. For which commercial vehicles are needed. Eventually, travellers need to get to and from the train stations, whereby buses will provide the last mile transportation. In essence, good times for the commercial vehicle industry are highly likely ahead.

### Celebrating the Industry

As an acknowledgement of the importance of the industry, MCVE featured two food trucks in the meeting area, which was styled like a highway reststop. Small and Medium sized companies are the backbone of any economy and many young entrepreneurs are using food trucks as a vehicle for their first steps into business. A whole culture around the colourful light commercial vehicles has erupted and there is certainly no stopping. One truck was specifically repainted by Nippon Paint in order to show how good a truck can look. MCVE’s organisers used this area to entice communications among exhibitors and visitors by giving out free food and free coffee. ■

# Enhanced Functions from Explosoft



*One of the key issues in managing a commercial vehicle fleet is data. Through GPS systems, operators can learn a lot about the performance of their vehicles. Explosoft takes things a notch up with their new system, introduced to visitors at MCVE.*



**W**e met with Louis Lim, Sales Manager, to learn more about their improved offer. At MCVE, Explosoft is promoting their 3G GPS DVR EX598. This new camera system allows operators to have up to 8 cameras in a vehicle. Using these cameras, drivers can be monitored and the safety of goods and passengers ensured. Positioned to be addressing a mid-range budget, the system costs only around RM 3 000 for the device and initial camera sets. A service fee is applicable. Installation takes only around two hours if the system is put into place when the bus is being build. To retrofit, one should allow a full day.

Making use of modern technology, the call centre has seen a significant upgrade. Instead of humans making calls to operators in case of an incident, it is now a fully automated system to contacts the operators. Running 24/7, this system now eradicates the possibilities of calls not being placed to inform subscribers to the system. "There will never be missed calls, Lim said. In addition, Explosoft is also providing fuel sensors in a bid to reduce fuel theft. Explosoft participated for the third time at the show to promote new products. Lim said this was an important activity to lend support to their dealers and distributors as well as getting to know more potential clients.

"In the near future, we will launch a comprehensive system that goes beyond what Waze or Google Maps have to offer," Lim hinted. According to him, the company is working on a tool that will not only plan the routes, but also calculate fuel consumption and travelling time needed.

Trucks and buses will be required to go digital by installing navigation tools and closed-circuit television (CCTV) cameras by 2020. Deputy Transport Minister Datuk Abdul Aziz Kaprawi said a ruling would be legislated to regulate and reduce risks of commercial vehicles in the wake of the rising accident rate in Malaysia.

He said the ruling proposed by the Road Transport Department would apply to new vehicles. He said older vehicles that did not comply with such safety requirements would be phased out by 2020 or declared not fit for road use when the law comes into effect.

"The issue is costs. But, it is inevitable as it is a safety issue. We want to reduce accidents. We don't want people to be scared of taking buses," Aziz added. This was also echoed by Lim, who said that the added budget for the installation of a GPS systems is still seen as a cost and not as an investment by many in the industry. ■

# How Proper Tyre Management Can Improve Businesses in the Commercial Vehicle Industry

*Kit Loong's Managing Director Kenneth Teh shares his views on the importance of tyre management and its implications.*

**T**yres are the only contact between your vehicle and driving surface. As friction is derived from the movement of the vehicle via the tyres on the road, wear and tear builds through time with length of usage with the driving style also contributing to the degradation of tyres. In a critical condition, well-maintained tyres would be able to save the life of a driver by assisting in slowing down the vehicle or safely manoeuvring through a corner.

Although tyres have a vital role to play for driver's safety, too often people tend to overlook the importance of a proper tyre management. Beyond safety and compliance concern, determining the optimum time to replace tyres through the practice of tyre management does have a significant impact on the fleet owners and their business Key Performance Index (KPI). At the recent Malaysia Commercial Vehicle Expo, we met with Kenneth Teh Jit Chyn, KIT Loong Commercial Tyre Group Managing Director to share his thoughts on how proper tyre management can improve businesses in the commercial vehicle industry.

"Tyre management is about managing the fleets' tyres to achieve the two most important KPIs for a company - safety and cost-effectiveness. With these two main KPIs in place, it will help the company to enhance its competitiveness in terms of operational efficiency.

"With our background and 15-years' experience in tyre management, we understand that tyre tracking and traceability are very important factors. Without tyre traceability, you neither know what has gone wrong, nor the actual operating costs of the tyres," said Kenneth.

Kenneth elaborates more on tyre management by emphasising that it does not only involve the study of tyre usage but also a lot of mathematical calculations from the big data collected.



"For decision makers, tyre management relates to the business operation and not necessarily the tyre per say. It encompasses the human factor in managing the tyre repair for retreading, to scrap or to replace the tyre at the road side by mobile service providers and other reasons that may cause a big portion of the tyre cost within a fleet. Most of the time, the loss of tyres or its casings averages more than 30 per cent of the total spending on the tyre itself."

Asked about Kit Loong's initiatives for MCVE, Kenneth said the company is focused on promoting its tyre management service app, KL Connect TTM+ to the fleet owners and clients.

He added that the company is trying to offer KL Connect TTM+ to customers in a convenient and easy manner via an approach that involves zero investment and maintenance. In this context, the fleet owners can access the service without the need to procure new software, instead they only need to download the mobile app developed by Kit Loong, complete with IT support. Users only have to pay for the reports; details will be announced before the end of the year.

"Along the way, our sales team will provide customer service for the platform in terms of trouble shooting. Operational managers will monitor the tyre management maintenance with real time information and take immediate action to avoid any potential problems. Meanwhile, the management team will generate reports manually at any time or with auto pushing function periodically to the app for decision making."

## About Kit Loong

Kit Loong was founded in Malaysia around 1930s, where it has grown robustly over the past 80 years. As a leading tyre management solutions provider, it provides tyre distribution, retreading services and leasing services to the commercial vehicle industry and fleet owners across Malaysia as well as other regional countries. 

# Prevent Accidents. Protect Lives

*Driver fatigue is one the deadliest enemies of commercial vehicle safety, Clarence Chew from Guardian South East Asia Pte Ltd (Guardian SEA) has the solutions to address the problem.*



**E**very few months, we come across headlines of fatal bus accidents that claim lives. More than ever, bus accidents are blamed on the same causes: driver fatigue and speeding.

In Malaysia, traffic accidents occur every minute—the lives of at least 20 people are cut short daily as a result of the fatal crashes. According to statistics from the Malaysia Institute of Road Safety Research (MIROS), there were at least 6 500 casualties reported annually due to road accidents, and about 1 000 of these cases involved commercial vehicles like buses and trucks. Studies show that out of all the accidents that involve commercial vehicles, particularly the buses, up to 15 percent were caused by driver fatigue.

To learn more about how technology can help solve the driver fatigue problem, we spoke to Clarence Chew, Business Development Manager of Guardian SEA at the recent Malaysia Commercial Vehicle Expo 2017.

“We are the service provider of transport solutions that offer fatigue and distraction intervention solution to the transport and commercial vehicle industry through our intelligent driver safety system, Guardian Seeing Machines.”

“To date, there are more than 10 000 vehicles in which we installed our devices worldwide. Customers typically experience up to a 90 percent reduction of risky events after the installation and implementation of fatigue and distraction intervention of Guardian safety devices and system. Being the first time participant of MCVE 2017, we are set to introduce our solutions to the commercial vehicle industry as well as taking this opportunity as a platform to gain more insights about the regional market,” said Chew.

According to Chew, the problem of driver fatigue can be addressed via the Guardian SafeGuard Program, which is a combination of services or systems include Real-time Fatigue Intervention Plan, 24/7 Support Center Data Analysis Reporting and Policy Optimisation.

He explains, via its advanced in-cab sensors and image processing technology, the program is able to capture every nuance of a driver’s expression, as to detect driver fatigue, distraction, and inattention. “Unlike the traditional driver safety system, where the forward-facing cameras only capture the scenes of an event, we do not just record an incident but prevent it. Let me tell you how these systems can work together in place. While the forward-facing camera assists in capturing and recording crucial external information, should an incident occur; the in-cab driver sensor enables the Real-time intervention against micro-sleeps and distraction triggered by the in-cab sensor whenever a fatigue event is detected.”

“When Guardian detects a fatigue or distraction event, the driver receives an immediate in-cab alarm sound with seat vibration alerts. This provides early warning and intervention when signs of fatigue and distraction are detected. Next, the data is transmitted to our 24/7 SafeGuardCenter for analysis by our specialists, if action is required, the on-call manager of the related company will be notified. With all these insights that gained through the ongoing reporting, the program will be able to provide solutions that help businesses optimize efficiency and continue to reduce risk, cost and uncertainty.”

GuardianSouthEast Asia Pte Ltd (Guardian SEA) is the appointed distributor to market, sell and service Seeing Machines’ Guardian driver fatigue and distraction intervention solution in Singapore and Malaysia. 📍

## HOW GUARDIAN WORKS

The Guardian in-cab sensor provides real-time, in cabin alerts when fatigue and distraction events are detected during vehicle operation. Key to the Guardian system is our SafeGuard Program which enhances the ability to manage fatigue by having highly trained analysts monitor your fleet 24/7. Customers typically experience a 90 percent reduction of risky events after the implementation of the Guardian System.

1. FATIGUED DRIVER
2. EVENT DETECTION
3. ALARM SOUNDS AND SEATS VIBRATES



## Lubetrans Reduces Friction in Transport Operations

**F**ounded in 2009, Lubetrans Sdn Bhd is a fully committed aftersales automotive company which provides sales, after sales, parts and design for OEM's, oil companies and business owners in Malaysia. In other words, the company comprehensively covers almost all areas for automotive services.

With a mission to innovate and commercialise products based on specific automotive needs, the company was founded back in 2009. Although relatively new in the industry, Lubetrans has sped through all advances necessary for the company to establish itself in the maintenance services arena.

The company's line of products ranges from their Michelin air compressors, to the complete set of their collision repair equipment, lifting equipment, lubrication equipment which they showcase for this exhibition, to professional hand tools and even wheel servicing equipment.

The company is also involved in projects such as car and commercial workshop, collision repair and service vehicles which are mobile, increasing the company's flexible ability to service.

Proud of the unique and efficient lubrication system they offer, Lubetrans displayed their impressive automatic lubrication systems at the Malaysian Commercial Vehicle Exhibition 2017. Targeted for the commercial vehicles industry, the Graco oil, G3 and G1 electric lubrication pumps were enlisted onto their "Exhibit A" display for MCVE.

These automatic lubrication systems ensure that trucks can be automatically lubricated without a day's worry on part of the driver of the company's truck maintainers. This is important as even a slight delay in sending the trucks for maintenance, or the accidental forgetfulness on the part of the company will cause heavy damages on the truck's parts which will then inflict a huge burden of financial cost on the company.

Lubetrans' lubrication system also safeguards information needed for the truck's parts, as the information regarding the status of these parts are digitally available and connected to their software system. This highly invaluable ability to easily analyse parts will definitely shorten the time needed for maintenance, and will secure greater accuracy in dealing with the commercial vehicles.

Lubetrans is located at Jalan Bukit Badak in Kampung Melayu Subang, Shah Alam. 📍





# Long-Awaited Bus Concept

*Scania is in the midst of testing a prototype 15-metre bus for Malaysian roads*

**R**enowned for providing sustainable solutions around the world, Scania is always finding ways to make the experience of travel more appealing. Whether on stop-start urban routes or back-to-back long-distance trips, Scania buses and coaches are built for reliability, capacity and comfort. The Swedish company is busy working with Malaysian authorities, transporters and universities to bring the next evolution for Malaysian buses—The Long Bus.

Featured recently at MCVE 2017, The Long Bus will be aiming to be a viable solution for the local public transport sector which has been looking for ways to improve productivity without affecting efficiency. The Long Bus chassis with its 3-axles was showcased at the expo and has length of up to 15 metres. A standard bus in the country predominately has 2-axes; the front and the rear or drive. The Long Bus will be equipped with front, drive (middle) and Steertek axles.

A Steeredtag axle is one of the most important component in the Long Bus. It helps to increase the manoeuvrability of

the bus due to its extended length. Apart from this the Long Bus also has a larger wheel base of 7 metres, compared to the 6 metres of a 12-metre bus,” explained Ben Kam, Sales Engineer from Scania Malaysia.

Marie Sjödin Enström, Managing Director for Scania Southeast Asia elaborated further on Scania’s plans for the Long Bus: “Why not use a bus longer than 12 metres? We are working closely with the Ministry of Transport, Road Transport Department (JPJ) and University Teknologi MARA (UiTM) on the Long Bus project. We have acquired permission from Ministry Of Transport and JPJ to run operational tests with an operator, using a bus longer than 12 metres with three extra rows of passengers on their normal express bus routes.

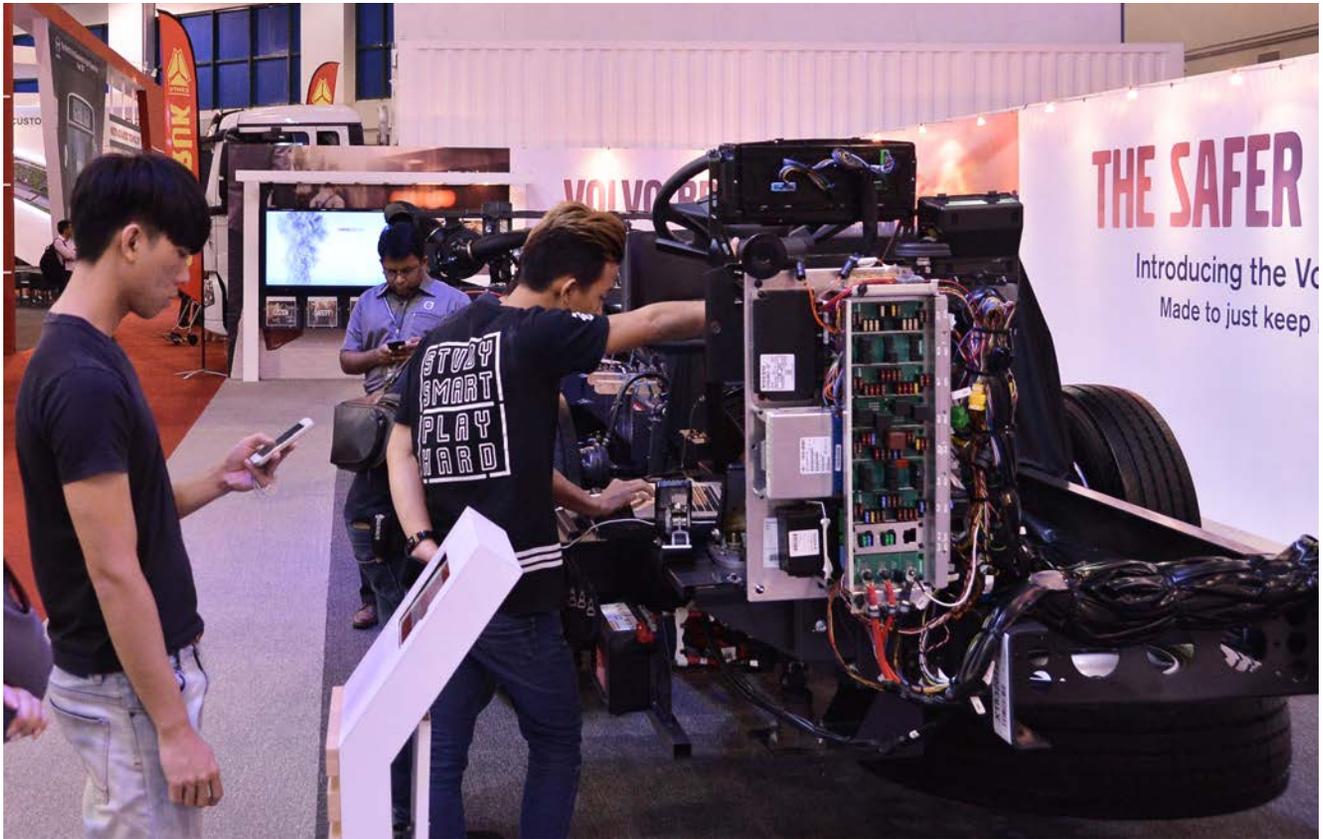
UiTM and the Royal Institute of Technology in Stockholm, Sweden will conduct feasibility studies on the productivity, safety and other aspects of running this Long Bus. “The initial plan is to run the test for two years and we are hoping that we will be able to prove that it is viable before that.”

“We are hoping the government will say yes to running longer buses in Malaysia. We believe it is more productive for the operators, it is safer, consumes less fuel based on kilometre per passenger, plus the aerodynamics will be different. Thailand have been running 15-metre buses throughout the country for approximately 6 six years now. 15-metre buses have been around in Europe for a long time, hence we know how to operate it and we know how to build it—it is a very proven concept. 🚐

| Head-to-Head            | Standard Bus (2-axes) | Long Bus (3-axes) |
|-------------------------|-----------------------|-------------------|
| Max passengers (seated) | 44                    | 52                |
| Length                  | 12 Metres             | 15 Metres         |
| Wheelbase               | 6 Metres              | 7 Metres          |

# The Volvo B8R: Built with Safety and Comfort in Mind

*Volvo Malaysia gave the public a glimpse of its B8R chassis at MCVE 2017.*



In today's metropolitan society, moving around should be pleasurable. Think of safety and comfort, and the brand Volvo is the first thing that pops into the mind when it comes to cars. For buses, it is the same as well. The B7R and the B7RLE was the bestselling bus in 65 countries with production over 40 000 units.

Following the global launch of the Volvo B8R in April this year, is an upgrade of the B7R. It comes with the same low fuel consumption despite being of a higher capacity, a 40hp increase compared to its predecessor. Upgrades include longer oil-change intervals which means less interruptions of operations for city travels and long-distance operations. It also has added safety features on top of the standard electronically controlled disc brakes and ESP (Electronic Stability Program).

A preview of the B8R chassis was on display at the recent MCVE 2017—a glimpse of Volvo's evolution from the highly successful B7R.

"The Volvo B8R is an express version where the floor or entry point is slightly higher. It differs from the low-entry ones used by Rapid KL and MRT— city buses and feeder busses respectively. In application, we can use the B8R as factory buses, for schools or even for tour coaches as well. Its power unit is 330hp / 8 000cc which replaces the earlier version, the B7R that came with a 290hp / 7 000cc," said Mahadevan

Santhanasamy, Country Manager, Volvo Bus Malaysia. With regards to safety and how Volvo is proactive in providing solutions, Mahadevan said that the company has always been at the forefront for road safety. One of the issue they have tackled is speeding with the introduction of speed limiters.

"All our buses are fitted with speed limiters because speeding has always been a problem. We have a system which allows us to adjust the top speed of the bus. Hence, only Volvo will be allowed to tamper with this system instead of outsourced mechanics," he added. 🚗

## Factsheet

**Length:** 10.1–12.0 m. Width 2.5 m. Wheelbase 4.5–7.4 m  
Gross Vehicle Weight (GVW) up to 18 tonnes.

**Driveline:** Volvo D8, in-line six-cylinder diesel engine producing 330 hp/1200 Nm in Euro 5 or Euro 3 configuration. Choice of several transmissions.

**Brakes and stability enhancement systems:** Volvo EBS, ABS, Brake Blending, Hill Start Aid, Brake Assist, Volvo Electronic Stability Program (ESP), integrated hydraulic retarder.

**Driver's station:** Volvo's ergonomically designed driver's station, easy to view instruments and individual steering wheel adjustment.

# WABCO sees huge growth potential in the ASEAN market

*The Leading Global Supplier of Commercial Vehicle Technologies Believes the Region is the New Growth Engine of Asia*



**W**ith a growing population, up to 625 million people, ASEAN is projected as the next growth engine for the Asia market.

Seeing huge potentials of the ASEAN market, WABCO, a leading global supplier of commercial vehicle technologies eyes to increase their market share in the region with its advanced and superior engineered products.

WABCO Asia Pacific Ptd Ltd showcased their products at the recent Malaysia Commercial Vehicle Expo (MCVE) 2017, and utilised the expo as a platform to gauge insights about the regional market.

At the biennial expo, which is also the biggest regional commercial vehicle expo, we spoke to Teoh Chee How, Trailer-Aftermarket-Off Highway Business Leader of WABCO Asia-Pacific about their plans for the domestic market.

According to Teoh, in 2016, the total sales volume of WABCO reached US\$2.8 billion, while sales from its Asia Pacific market has increased significantly, it has contributed to 24 percent of the total sales.

"As for the ASEAN market alone, the growth of our business in the market has achieved a healthy level of around 20 percent annually in these recent years.

"We believe that ASEAN will be the new growth engine of Asia, added with the launch of the One Belt One Road Initiatives by the China government, we do see huge potentials in the regional market, which we eye for a market expansion. Malaysia will also be part of the targeted market. This is also the reason why we are participating in MCVE 2017, as we aim to get a better market access and connectivity through actively engaging with the OEMs and potential customers of the industry during the expo," Teoh said.

He says, the sales of global aftermarket service, including the sales of spare parts and maintenance, play a significant role to the overall business of the group, as it generated approximately one-fourth of the total sales.

Speaking about the unique selling point of WABCO, Teoh reckons, it is a combination of three elements that differentiate the brand from other competitors.

"At WABCO, we always emphasise on the culture of differentiation, there are three main pillars that help to strengthen our position and make us different in the market. Firstly, it is our continuous efforts at developing breakthrough technologies and innovation. Secondly, we emphasise on the excellence in operation through a productive workforce that enable the business of the entire organisation to operate efficiently. Thirdly, with global capabilities and resources that WABCO possesses, and through working with our dedicated local team and OEMs worldwide, this enables us to reach out and address the demands and needs of our customers efficiently. These are three distinctive elements that make WABCO different and why the customers would choose us," he explained.

He says, with the history of almost 150 years in the industry, WABCO is the pioneer for many breakthrough technologies and safety equipments for commercial vehicles.

"For example, we are the first to introduce the Anti-lock Braking System (ABS) for commercial vehicles 30 years ago, and then the Electronically Controlled Air Suspension (ECAS). Today, we will continue to pioneer breakthrough innovations for advanced driver assistance, braking, stability control, suspension, transmission automation and aerodynamics for the world's commercial bus, truck, trailer, car and off-highway manufacturers," he added.

## About WABCO

WABCO (NYSE: WBC) is a leading global supplier of technologies and services that improve the safety, efficiency and connectivity of commercial vehicles. Founded nearly 150 years ago, WABCO continues to pioneer breakthrough innovations for advanced driver assistance, braking, stability control, suspension, transmission automation and aerodynamics. Headquartered in Brussels, Belgium, WABCO has 12 000 employees in 39 countries. 

# Maximise Your Tyre Value with Giti Tire

*Technical & Sales Manager Dennis Teng swears by their quality of casings and shares the benefits of retreading their tyres.*



To stay ahead in the transport industry, every single decision made by fleet operators in terms of strategic planning, budgeting, execution and fleet management counts. For the above reasons, it is inevitably one of the upmost priorities for a fleet manager to make sure that all assets of the company are well-managed.

Recent studies showed that tyres are estimated to amount to around one-third of the fleet's maintenance budget for fleet operators. For most of the fleet managers and fleet operators, retreading tyres is an obvious and cost effective option.

Asian Trucker spoke to Dennis Teng, Technical & Sales Manager of GITI Tire (Malaysia) Sdn Bhd at the Malaysia Commercial Vehicle Expo to learn more about tyres and its robust casings for the commercial vehicle market in Malaysia.

"At GITI Tire, our business model is very different from other tyre manufacturers. We emphasise on extending the life of tyres for its second and third life with our technology. Unlike most of the tyre manufacturers, who will encourage their customers to get new sets of tyres for their vehicles when it loses a few millimetres of its tread, we will ask them to retread it – as our tyres and casings are of a premium quality.

"We are very confident with our tyre casings, as it ensures our customers can maximise their tyre usage, which in return helps them to cut the unnecessary spending when getting new tyres," said Teng.

Based on the substantive studies done on the tyre retreading industry, retreading is an excellent way for fleets to recoup and maximise the value of tyre casings. It is a far less expensive option compared to buying new tyres; this is because as long as the casing is in sufficiently good shape, a retread can often run almost as long as a new tyre.

According to Teng, under normal conditions, the second life of a retreaded GITI tyre can reach up to 80 percent of mileage of a new tyre. In terms of economic benefits, the first retread of

tyres can help fleet owners to save up to 17 percent of cost compared to purchasing new tyres, while it reduces costs up to 23 percent for the second retread. All this is made possible with the use of GITI tyres and casings to reap the benefits.

Why use GITI tyres? It runs 40 percent cooler than regular tyres, it has extended mileage

up to 30 percent and is 20 percent more resistant to chipping. Teng added that for long-haul or heavy duty commercial vehicles, the average lifespan of new GITI tyres is about 16 months or up to 120 000 kilometres.

"However, the lifespan for the second and third life of retreaded tyres are very subjective to different fleet owners. It depends on the type of operation and end usage. For example, the life of retreaded tyres of the trucks that are running long-haul and heavy-duty missions might be different from trucks with lighter workloads."

Asked about the average time the customer needs to spend to get the GITI tyre retreading service done, Teng said it would take about three weeks. This means, within three weeks, fleet operators will be able to get the retreaded tyres working like the brand-new ones.

"On top of manufacturing high quality tyres, we have embarked on a pilot project to collaborate with Nadi Putra on their Nadi Putra Bus Service by conducting test runs with our tyres. The objective of this project is to study the benefits and impact of using our robust tyre casings and comparing them with competitors. Once this project is completed, we believe that it will serve as a form of proven testimonial to our company."

## About GITI Tires (Malaysia) Sdn Bhd

Headquartered in Singapore, Giti Tire is a global tyre company, offering a complete range of quality tyres and services - delivering to more than 130 countries worldwide and ranked 10th globally in yearly revenue. 🚗

# Atilze has Solutions to Combat Road Accidents



*CEO Gerard Lim elaborates on the ADAS and how it can benefit fleet operators and insurance firms.*

“As for the Lane Departure Warning System (LDWS), it is particularly useful for a driver to deal with the problem that comes with fatigue after driving for long periods. Imagine that a driver is on a long-haul without proper rest, when fatigue sets in, he makes a mistake to change his lane without any indication, the system will alert the driver by sending him an immediate alarm,” he added.

Lim says that for the insurance companies the installation of ADAS will be useful to prevent accidents and therefore reducing the claim rate (loss ratio) of the insurance companies. Additionally, it is also used to reduce the cases of fraudulent claims by capturing footage from the vehicle mounted cameras and using digital recording.

He elaborates, with the Fleet Management System ++ (FMS ++) provided by Atilze Digital, not only can it help to improve the safety of the commercial vehicles and its drivers, but also beneficial to both the fleet operators and its customers. The sensors included in the FMS ++ can be used to measure temperature, humidity, dangerous gases, and tire pressure monitoring system, which will provide data in real-time to be monitored and managed in real time throughout the entire journey of the commercial vehicles.

“We can track the location of the vehicle, with the FMS ++ as well as monitor the cargo in transit using different sensors. For safety and security concerns, the status of the cargo will be monitored under this system to determine if they have been tampered with or if they are still in good condition to prevent any potential theft.”

According to him, with these IoT-enabled devices and services, the data collected will be compiled into a report and sent to the fleet operators to study the road safety behaviour of their drivers. ADAS and the above IoTs solution are widely used in Europe, United States, Singapore, Japan and Korea, but it is a new concept in Malaysia.

“To promote ADAS and to expand its market in Malaysia, we are currently seeking opportunities to establish collaborations with more affiliated industry players, which include insurance companies, manufacturers and distributors. In fact, we have been talking to a few insurance companies to promote these new technologies in the market as a package to enterprises and fleet operators. This is in line with the full de-tarification of the general insurance industry that will take place on 1 July 2017. The full de-tarification will allow insurers to offer new and innovative products and services based on data-driven solutions, such as Usage Based Insurance. The response has been quite positive and we are looking forward to it.” ■

According to the World Health Organization, about 1.25 million people die each year because of traffic accidents. Meanwhile, in Malaysia, traffic accidents occur every minute, almost 20 people lose their lives daily, with 521 446 accidents and 7 152 fatalities reported in 2016, which costs us a whopping sum of RM9.21 billion.

Due to this severity, it is crucial not only to look at the alarming statistic but to decipher the possible causes that led to these deadly accidents and come up with solutions that help to prevent such casualties from occurring.

To help reduce the rate of road accidents in the country, Atilze Digital Sdn Bhd has a win-win solution for both, the fleet operators and insurance companies in the commercial vehicle industry.

In an interview with Asian Trucker at MCVE, Gerard Lim, Atilze Digital Chief Executive Officer shared with us the idea of the installation of the Advanced Driver Assistance Systems, also commonly known as ADAS, and how other applications related to the Internet of Things (IoT) can play a role to empower all parties in the industry.

“Atilze Digital is an IoT solution services provider that focuses on connected vehicles in the market for passenger cars and commercial vehicles. Talking about the commercial vehicle industry, the IoT solution we would like to offer to the market is the ADAS, the technological systems and safety applications that protect drivers and reduce accidents with its monitoring, warning, braking, and steering tasks,” said Gerard.

He explains that, with the installation of the ADAS, which is equipped with multiple safety alert systems, such as the Camera System, Front Collision Warning System, and Lane Departure Warning System, accident rates can be reduced by up to 80 per cent – a proven solution globally.

“With the Front Collision Warning System (FCWS), whenever the truck or bus driver is driving too close to the vehicle in front, typically if it is within the safe distance of two seconds braking, the system will beep to signal a warning to the driver.

# Mann+Hummel Explains Why Cleaner is Better

*Back for the third time at the expo, MANN+HUMMEL increased booth size in order to show more expertise and products that can help improve the performance of commercial fleets.*



Speaking to us was Mr. Joerg Pfeilmeier, General Manager, MANN+HUMMEL Filter Technology (SEA). He has been with the company for almost 16 years, of which a total of eight years was spent in Asia (China and Singapore each four years). The MANN+HUMMEL company now looks back onto 76 years of experience, after it was founded 1941 in Ludwigsburg. Filtration is the main business segment of the group and it supplies products for both the automotive and non-automotive industries, in OE and the aftermarket. On display at the MCVE booth were MANN-FILTER products, the premium product brand of MANN+HUMMEL for the automotive aftermarket.

Typically, when we think about filters, only oil filters and air filters come to mind. However, in its vast product range, the MANN-FILTER brand also offers diesel fuel filters and cabin air filters for the automotive industry and the industrial applications. It also has products for the highly innovative crankcase ventilation. In Europe, though these segments already have quite a sizeable market share, they are still growing.

For those whose workspace is confined to the inside of a commercial vehicle, good air quality within the cabin makes a healthy environment. Dust, soot, and gases, are potentially harmful to a vehicle occupants' health, and in the country sides, pollen and unpleasant odours can become problems. MANN-FILTER cabin air filters help block pollen and unwanted particles such as fine dust effectively to make the air clean in the interior of the vehicle. With an additional activated carbon layer, the adsotop combi-filters also prevent unpleasant odours and harmful gases such as hydrocarbons, SO<sub>2</sub>, NO<sub>x</sub> and ozone from entering the cabin. This creates a healthy and comfortable climate inside the vehicle, which is especially important for people suffering from allergies or asthma and for young children.

Meanwhile, advanced common rail diesel injection systems with pressures of up to 2 500 bar have higher fuel purity requirements

than simple mechanical systems. MANN-FILTER fuel filters in OE quality meet those requirements and provide efficient particle and water separation to protect the engine. Whether prefilter or main filter, MANN-FILTER offers a comprehensive fuel filtration range for virtually any application, both spark-ignition and diesel engines.

Different requirements demand customised solutions. With innovative filter media and system solutions, MANN-FILTER fuel filters fulfil even the strictest specifications for the protection of modern diesel engines. The brand also offers fuel filters for alternative fuels like biodiesel if required from the car manufacturers.

"We expect to see growth in Malaysia as there is an increase in demand in the European (Commercial Vehicle) segment. We supply OE quality products and the products we put in the yellow and green (brand colours) boxes meet the specifications and the requirements of the OE manufacturers. I think that is an outstanding selling point of our products," Pfeilmeier said during the show.

He added "We are participating in MCVE for the third time now, we have been an exhibitor since the beginning. And, compared to two years ago, you can see there are more visitors and the booths are looking much more professional now."

"For us, MCVE is a platform to showcase the products and innovations that we want to bring to the market. It is a platform where we can cooperate and collaborate with our customers and also with their customers. We would like to see MCVE becoming the go-to platform for key industry players, where they will gather and discuss about the developments within the commercial vehicle industry in Malaysia, like new regulations and new trends. I think MCVE can become this platform in the future." ■



# Green Fuel for Cleaner Tomorrow

*Biodiesel is one of the viable substitute for diesel, but implementation comes at a price.*

**A**lternative fuel or green fuel has been a hot discussion topic for some time, especially for fleet owners, small businesses and owners alike. It is a viable solution which is proving to be cost effective due to long term savings, plus it is much greener than the regular diesel. It is widely used in countries like Norway, Sweden and Germany, where diesel has been replaced with alternatives such as biodiesel, electricity, ethanol, hydrogen, natural gas and propane.

In Southeast Asia, the growth in terms of production for biodiesel has been increasing exponentially. In developing countries such as Malaysia and Indonesia, biodiesel is seen as a viable replacement for diesel in the not too distant future. However, sentiments have been mixed of late as the price of crude palm oil (CPO) has seen a weakening trend going into 2018.

## Regional market

In March this year, the Malaysian Biodiesel Association reported that Malaysia was expected to produce 900 000 tonnes of biodiesel in 2017, up about 80 percent from half a million tonnes last year, while Indonesia's production is projected to rise to 3.5 million tonnes this year from three million tonnes in 2016.

According to industry expert U.R. Unnithan who is the president of the Malaysian Biodiesel Association: "Where the current oil prices were at, biodiesel plants were unable to make profits.

"Today, the utilisation capacity is under 25 percent, which means at present levels, companies can only cover their variable costs but not fixed costs. But if they ramp up capacity to nearly 100 percent, then they should see some profits," he said, adding that the biodiesel industry has survived because of the local mandate."

On one hand, commenting on Indonesia's B20 biodiesel mandate, Unnithan said Indonesia had taken a smart move by going ahead with the implementation, provided it can get its subsidy model to work. "I think it's a smart move because suddenly, an additional three million tonnes of demand a year has surfaced. The Indonesian biodiesel market is probably as big as China's now and for them, it is worthwhile because oil prices now are hovering about US\$50 per barrel," he said.

Malaysia, on the other hand, should implement its B10 programme this year now that CPO prices had adjusted to a new level.

“CPO prices in the region of about RM2 500 to RM2 600 per tonne are sustainable in the long term for both food and fuel. At that level, one can see a steady increase in biodiesel because the additional demand can be taken up when there is additional supply,” noted Unnithan.

Although, accurate in his assessment given that CPO price at that time was RM2 851 per tonne, analysts now have mixed views as it is projected that the CPO prices to be around the RM2 500-per-tonne for the whole of this year—indicating that prices could drop to RM2 300 to RM2 400 in the coming months on rising production but should remain at that level.

Exports registered a 17.3 percent growth, the highest gain in nine months, indicating that major CPO consuming countries such as India and Pakistan buying more.

On the other hand, some analysts have downplayed the CPO price outlook, indicating a further drop to RM2 250 per tonne at year-end. This coming from an RM2 650 forecast in May. Whatever the case is, right now, several plantation companies have either downgraded or kept a neutral rating on plantation stocks due to the weakening trend of CPO prices going into 2018.

**Rest of the world**

Diesel has been a longstanding choice of fuel for commercial vehicles due to its exceptional fuel economy but it has come under the spotlight recently as a cause for poor air quality in the United Kingdom. This has seen some areas propose bans or additional fees to vehicles that run on this fuel type.

A recent study by Pendragon Vehicle Management (PVM) proved that diesel is the only realistic choice for fleet owners with high-mileage. The study analysed 270-strong fleet of diesel vehicles in the construction industry against electric vehicles and plug-in hybrid electric vehicles. PVM found that it would cost 8.5 percent more per annum to run a plug-in hybrid electric vehicle fleet than a diesel one. UK has higher monthly rental costs for energy consumption thus counteracting with the move to switch fleets to green fuel.

“Aged and poorly maintained diesel vehicles are very harmful to the environment. However, for those who change their vehicles typically every four years, the new Diesel technology and emission standards are class-leading with the economic and environmental argument compelling,” said Neal Francis, divisional managing director for PVM.

**FACT SHEET**

**Biodiesel**

Made from vegetable oils (palm oil), animal fats, or recycled restaurant greases. It reduces emissions and can be used in most commercial vehicles without changing the engine.

**Types of blends**

- 100% biodiesel is referred to as B100
- 20% biodiesel, 80% petrodiesel is labelled B20
- 7% biodiesel, 93% petrodiesel is labelled B7
- 5% biodiesel, 95% petrodiesel is labelled B5
- 2% biodiesel, 98% petrodiesel is labelled B2



**Programme in Malaysia**

| Implementation date | % of blending | State involved   | Sector                                     |
|---------------------|---------------|--|--|
| June-October 2011   | B5            | Putrajaya, Selangor, Kuala Lumpur, Negri Sembilan, Malacca | Transportation and other subsidised sector |
| July 2013           | B5            | Johor  |  |
| October 2013        | B5            | Penang, Kedah, Perak & Perlis                              |  |
| January 2014        | B5            | Pahang, Kelantan & Terengganu                              |  |
| Nov-Dec 2014        | B7            | Whole of Peninsular Malaysia                               |  |
| January 2015        | B7            | Nationwide (Including Sarawak, Sabah and Labuan)           |  |
| 2017                | B10           | Nationwide (in phases)                                     | Industry                                   |
| 2017                | B7            | Nationwide   |  |

\*Source Malaysian Biodiesel Association

# NEOPLAN Skyliner: A Yacht for the Road

The Rodyacht, a superbly converted NEOPLAN Skyliner from the 70s, is one of its kind, simultaneously an old-timer, a modern holiday mobile, a presentation platform, a promotional vehicle, a tour coach, a DJ stage and a dream of freedom.

It must be down to the NEOPLAN Skyliner's unique charm that it has inspired so many extraordinary conversions in the 50 years since its launch. One of them is the Rodyacht.

From March to October, the Rodyacht and its six sleeping berths can be hired as a holiday home. Stationary, parked in its "home port" about ten kilometres from the eastern shores of Lake Maggiore, holidaymakers in rural surroundings can enjoy an incomparable panoramic view. But Italy is just one of the options. If you want, you can drive the Rodyacht to your dream destination: smart coastal promenades, quiet forest lakes, towering peaks, or perhaps you prefer the pulsating metropolis? Whatever the location, this comfortable motor home demonstrates its advantages as a mobile holiday villa: its fittings and materials fulfil the highest expectations. The panoramic windows of the sleeping lounges offer fantastic views of the day or night sky. 





# UNVI Promises Quiet and Clean Sightseeing

*Collaboration between experienced European component manufacturers: battery electric buses for city sightseeing.*



**T**he Spanish bus specialist UNVI has agreed to work together with three component manufacturers to build battery-electric sightseeing buses because more stringent rules on particulates and noise emissions in cities is having an impact on city sightseeing providers in particular. This year will see the launch of the first electric, double-decker open-top bus.

As a result of the creation of environmental zones in many large cities, unless there are any exemptions from the rules, these vehicles have to comply with the local emission standards. For example, London currently operates a "low emission zone" which stipulates the Euro IV emission standard as a minimum requirement for buses. However, the further tightening of the rules has already been adopted by many local authorities as the result, amongst other things, of pressure from the EU and citizens on the issue of particulates and noise pollution: for example, the Berlin Senate has decided that from 2020 it will only be purchasing emission-free buses. London has taken the same decision, whilst Paris wants all city buses to be operating emission-free five years later.

The average service life of sightseeing buses is double to three times as long as conventional city buses. That is forcing the operators of schedule services in cities such as London or Paris and Berlin to switch very rapidly over to battery electric vehicles as buses which have already been purchased may no longer be operated on inner-city routes to 'the end of their service life'. "We will therefore be launching a battery electric sightseeing bus for the BusWorld 2017," says Eloy Perez Martinez, Managing Director of UNVI. The timely implementation has been made possible because UNVI recognises the needs of sightseeing operators and has many years' experience in the construction of double-decker, open-top vehicles.

UNVI is the world's largest manufacturer of city sightseeing buses and is known for building customised buses. In Europe, the special vehicles can be seen as part of the urban landscape of Rome, Berlin, Paris and London. Even UNVI buses operating

in St. Petersburg and Dubai. "We are bringing our decades of experience as a manufacturer of special buses to bear in the field of e-mobility", says Eloy Perez Martinez. We have already received the first orders for this type of bus.

The Spaniards have chosen experienced component manufacturers as partners: BMZ for the batteries, ZIEHL-ABEGG AUTOMOTIVE for the drive train and SAV Studio for system integration. "The three companies have already collaborated on several bus projects and are an experienced team," stressed Eloy Perez Martinez of UNVI. This will provide for a smooth and rapid market entry.

In most cases, the batteries on electric buses which operate regular city bus services are mounted on the roof - however, this is not an option with open-top buses.

SAV Studio provides for the smooth interaction of the technology in the electric sightseeing bus. The system integrator has a number of years' experience in combining in-wheel hub drives from ZIEHL-ABEGG AUTOMOTIVE with battery systems from BMZ.

Independently of the legal requirements, when it comes to sightseeing tours diesel-powered buses have significant disadvantages compared with electric-powered buses: the constant starting and stopping puts a great strain on the motor and transmission, is heavy on fuel consumption and when the vehicle brakes the energy is lost completely - with battery electric buses however, the braking energy is used for recharging the batteries.

The electric, double-decker open-top bus from UNVI is 12 metres long with 2 axles. In the basic version, the vehicle has two doors; inside, there is a minimum of 74 seats. The vehicle is designed with an operating range of 120 kilometres. The basic parameters of the electric bus are therefore the same as those of a conventionally powered bus for sightseeing tours - but with huge advantages in terms of noise and particulate pollution. ■

# Asian Buses Shows its Caring Side



**Mr Hartmut Mueller, Managing Director of MAN Truck & Bus Malaysia with General Manager, Sales Dinesh Nair.**

**MAN Truck & Bus, Mercedes-Benz and Hino join hands for the 'bubur lambuk' giveaway**

One of the all-time favourites during the month of Ramadhan is the 'bubur lambuk'—a beef-based congee cooked with herbs and spices. It is a recipe passed down from generations, tracing its origins back to the 15th century in Malacca, during the reign of Parameswara (also known as Iskandar Shah). It is also understood that the 'bubur lambuk' was first served in the country at Kampung Baru, Kuala Lumpur in the 1950s by Said Bak.

Asian Buses, together with Shell Lubricants and MAN Truck & Bus Malaysia, Mercedes-Benz Malaysia and Hino Motors Sales Sdn Bhd came together to distribute 'bubur lambuk' during the month of Ramadhan at the Masjid As Saadah in Port Klang. The initiative was staggered over three Fridays.

Mr Hartmut Mueller, Managing Director of MAN Truck & Bus Malaysia said: "We have been operating in Malaysia for quite some time. We are in the business of delivering trucks and buses to develop the economy therefore we also thought about doing something spiritual and cultural during the fasting month here at the mosque. It was a great idea for us to get invited to donate something back to the community."



**Mr Albert Yee, Vice President of Mercedes-Benz Malaysia Commercial Vehicles with Stefan Pertz, Editor of Asian Trucker & Asian Buses.**

"This is one of the many activities that is important for us here at Mercedes-Benz. To care and share with people is something we are proud to do," added Mr Albert Yee, Vice President of Mercedes-Benz Malaysia Commercial Vehicles.

"This is not the first time, I've visited a mosque. In Japan, there are many mosques but not as big as this one. We believe it is a sacred place and it is good for Hino to participate in the distribution of 'bubur lambuk' in the spirit of fasting in this holy month of Ramadhan," said Mr Ken Iwamoto, Managing Director of Hino Motors Sales Sdn Bhd.



**Mr Ken Iwamoto, Managing Director of Hino Motors Sales Malaysia with Mr Toshihiko Takeda, Director, Business Strategy Division (left) and Dato' Johnny Chan, Executive Director.**

Asian Trucker gave out over 4 000 packs of 'bubur lambuk' to the muslim devotees as part of its Ramadhan celebration. 



# BMW gears up for electric buses with Proterra investment

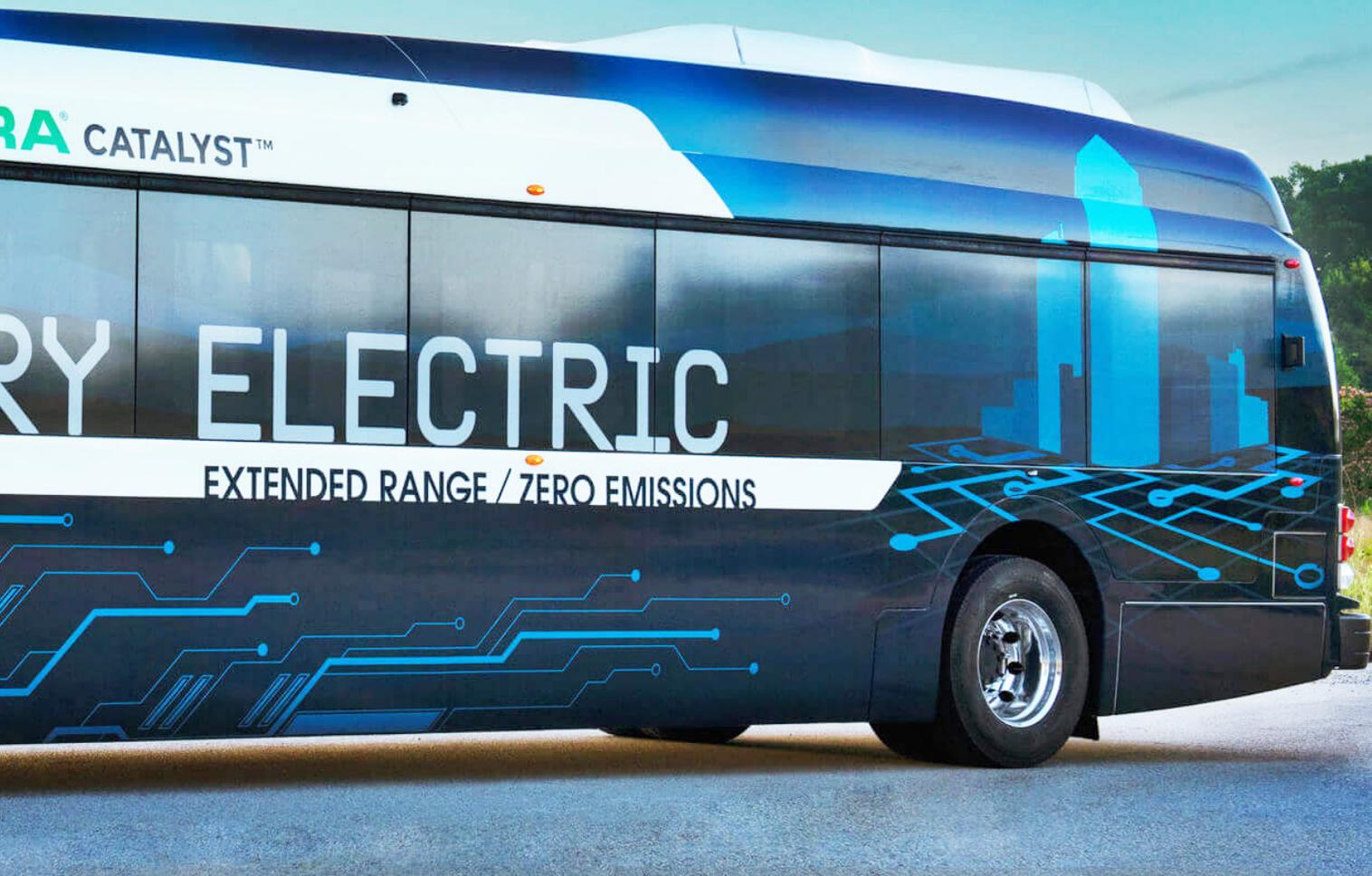
*As big cities transition themselves into smart cities, sustainable transport solutions are the next step to a clean energy economy.*

**E**lectric bus upstart Proterra shifted into a higher gear recently with another substantial funding round: a US\$55 million (RM234 million) infusion led by Al Gore's Generation Investment Management and the corporate venture arm of German automaker BMW.

The new backing is intended, at least in part, to fuel Proterra's investments in additional manufacturing capacity at its plants in Los Angeles and Greenville, South Carolina, said Toby Kraus, vice president of finance and strategy for the 13-year-old company. Proterra previously raked in about US\$320 million, including a US\$140 million round disclosed in January. So far, the company

has delivered about 100 electric buses to nearly 40 public transit agencies in locations ranging from big cities such as Seattle to smaller communities in Florida, Tennessee and South Carolina. As of early June, it was sitting on orders for 300 more of them. "Over the last 18 months, things have been moving at a good clip," Kraus said. "We have launched a long-range vehicle that can do anything that a diesel bus can do."

Proterra will benefit from BMW's investments in lightweight carbon fibre technologies and its innovations in electric vehicles, he said. General Motors is also a backer. Meanwhile, the addition of General Investment Management should bring



more notoriety to the US company, which employs about 300 people but is relatively small compared to the market leader in electric buses, China's BYD.

"More than ever before, cities are looking for smart and sustainable transportation solutions that can reduce pollution efficiently and effectively," said former Vice President Al Gore, chairman of Generation Investment, in a statement about the funding. "Proterra is incredibly well-positioned to help accelerate the growth of sustainable cities and continue our transition to a clean energy economy."

Electric buses are far more established outside the United States, particularly in emerging economies in the Asia Pacific region. Lower battery costs for electric vehicles are helping drive down costs, a development that should drive sales from about 119,000 buses in 2016 to around 181,000 in 2026, according to projections from Navigant Research. Aside from China, which offers subsidies to encourage adoption of the technology, India is planning major investments in the technology — it has committed to buying at least 10,000 in the near term.

In Europe, the biggest markets for electric buses are the United Kingdom (there's even a double-decker model on the road), France and Germany.

Traditionally, each market has been dominated by regional suppliers, but the lines have begun to blur — BYD entered the United States about three years ago and plans to sell its wares in India. Other key players include Daimler (Germany), Iveco (Italy), Scania and Volvo (Sweden); well-known companies such as Hyundai (South Korea) are circling the space.

Proterra is "laser-focused" on sales in its home market of North America and is winning over cities interested in improving urban air quality and reducing greenhouse gas emissions, Kraus said. The range argument is becoming less of an issue — Proterra's latest model, the Catalyst E2, can travel up to 315 miles (500 Kilometres) on one charge. Consider that the average urban transit route is about 130 miles on a daily basis. This is allowing cities to reconfigure routes as buses age out — the average bus stays in service about 12 years. "The number one reason that customers buy our vehicles is actually economic," Kraus said.

1  
BUS AND CHARGER  
ENTER IDENTIFICATION  
AND COMMUNICATION  
**STAGE**



2  
ASSISTED AUTOMATIC  
DOCKING PROVIDES  
A SIMPLE, SAFE  
WAY FOR BUS OPERATORS  
TO CHARGE



3  
**CHARGES IN AS  
LITTLE AS  
5 MINUTES**



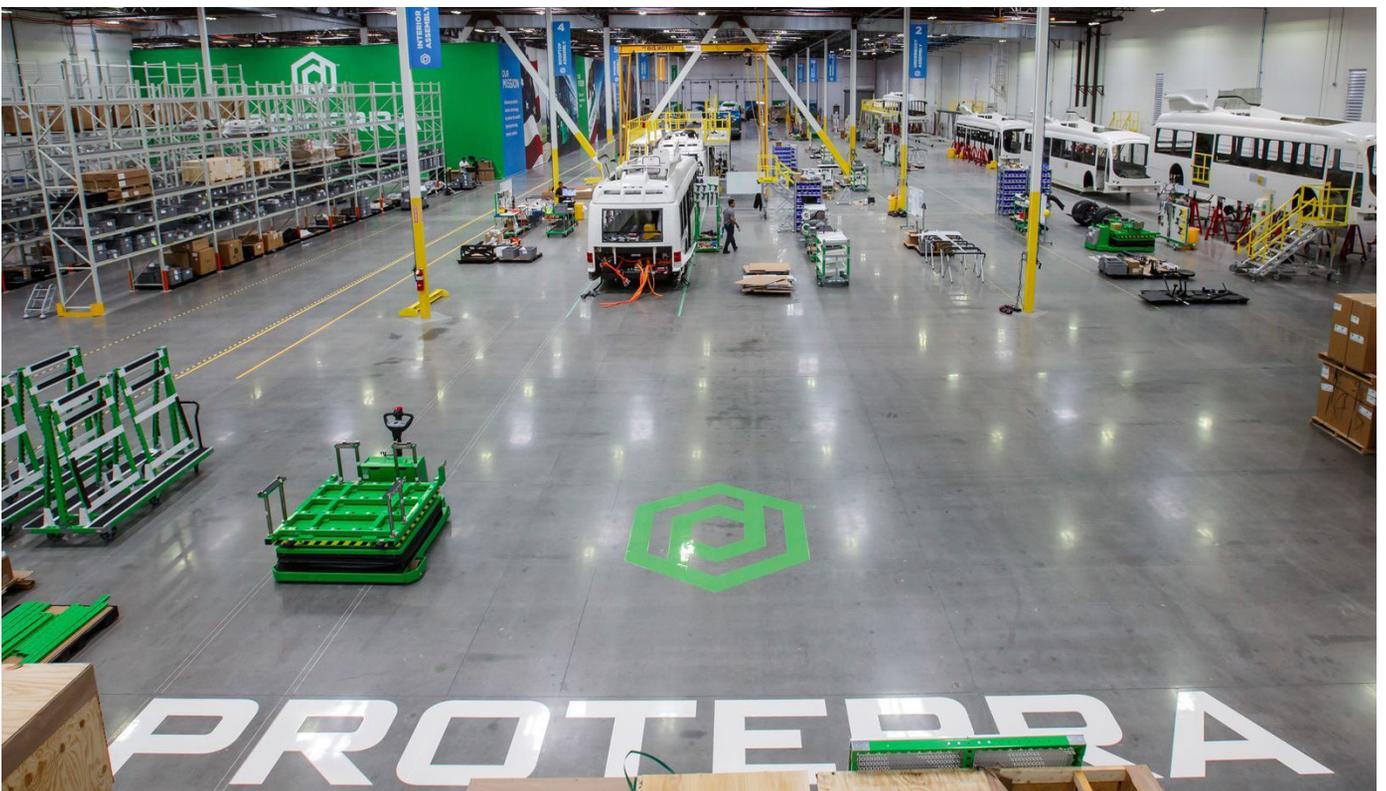
**CHARGER  
EQUIPMENT:**  
CAN BE INDOOR OR OUTDOOR

That is, if you consider the cost of fuel in the ownership equation: Historically speaking, an electric bus costs around US\$300,000 more than a diesel model, according to various studies and research projects, but if you factor in the fuel savings over the average life of the vehicle (\$365,000), the investment looks far more reasonable.

That said, federal funding is a factor in Proterra's sales uptick. When King County in Washington state announced its intention to pay around US\$55 million for 73 Proterra buses in January, it received a US\$3.3 million grant to help. Many buses that the county is buying initially have a relatively short range of just 25 miles, but they can be fully recharged in 10 minutes. King

County also intends to invest in some longer range — and longer — 60-foot buses, which will come from several manufacturers. "To better serve our customers, we want battery buses that travel longer distances and can carry more people," said the county's transit agency general manager, Rob Gannon, in a statement. "We're committed to expanding our bus fleet and new the industry to accelerate development of standardised battery bus charging systems that can work flexibly for any business route, and also build more 60-foot-long articulated buses — which serve as the transit workhorses in King County."

Source: <https://www.greenbiz.com/article/bmw-gears-electric-buses-proterra-investment>



# How Retarders are Not Just Accessories

*Brakes are very important components in buses. It allows the vehicle to slow down and even come to a halt. Now imagine as a bus going downhill, it is not able to slow down safely to negotiate corners, thus putting lives at risk. This is where a retarder comes in.*

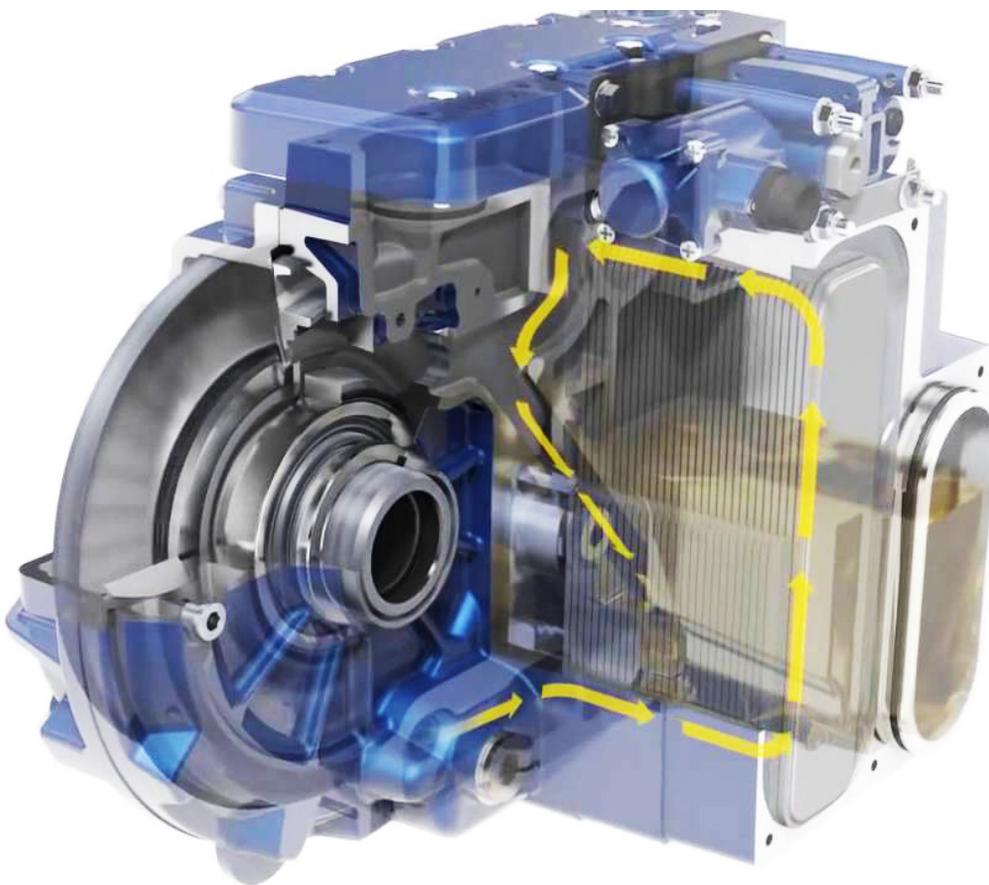
## WHAT

A retarder is simply a device used as an addition to the standard brake system of a heavy vehicle. It allows the driver to slow down the engine with a push of lever, but this would not completely stop the vehicle. To achieve a complete stop, pedal brakes should be used together with a retarder. With a retarder—A synonym for wear-free continuous braking in trucks and buses. In conjunction with the engine brake, you always have the optimum braking effect—at low and high speeds. And maximum safety in any driving situation.

## HOW

### **Simple, reliable, effective: This is how retarder works**

Two blade wheels in the hydrodynamic retarder face each other. The rotor is connected to the prop shaft of the vehicle via the retarder input shaft, the stator to the stationary housing of the retarder. In braking mode, there is oil between the blade wheels. The oil is accelerated by the rotor and decelerated in the stator. This also decelerates the rotor, thus braking the vehicle. The heat generated by the brakes is quickly and effectively dissipated via the vehicle cooling system—without having a negative influence on surrounding components.



Not just the brake is in action when buses come to a stop: When retarders by Voith are used, up to 90 percent of all braking operations can be achieved without any wear. Your brake is always available when the situation gets dicey.

The benefits are numerous: More comfort, reduced wear, less time spent in the shop, higher average speeds, and increased transport capabilities. And the environment will have a benefit from lower emissions. Arrive alive! 

# The IVECO Daily Awarded Again: Daily Tourys is Crowned “International Minibus of the Year 2017”



The IVECO Daily adds a new award to its rich trophy cabinet with the title of “International Minibus of the Year 2017” won by the Daily Tourys. The accolade was bestowed by the Bus, Coach and Minibus of the Year international jury, which is made up of senior journalists representing 18 major road transport magazines from Europe. This is the latest of a long series of awards won by the Daily across the world.

The Daily Tourys is the first “International Minibus of the Year” ever: the award was created this year by the jury of the prestigious European International Bus & Coach of the Year Awards to recognize minibuses and midibuses designed for professional passenger transport.

The jury of journalists representing 18 leading specialised magazines from across Europe judged the Daily Tourys to have performed very well during the test involving also six other competitors, where they were evaluated in real road conditions with uphill and downhill sections, motorways, narrow roads and a variety of situations.

The award was announced at the opening of the FIAA 2017 International Bus and Coach Trade Fair held in Madrid, Spain. Tom Terjesen, President of the Bus & Coach of the Year jury,

summed up the jury vote: “IVECO Daily Tourys combined high quality bodywork, together with a premium comfort for the passenger. The driveline with a strong Euro 6 diesel engine and the best gearbox ever made in this class, makes the trip an experience to remember. The high capacity of luggage and a great idea with a flap inside the luggage compartment give even more space if needed. The fact that this is a complete factory built minibus makes the maintenance and service more efficient where ever you are on the road in Europe”.

Daily Tourys offers all the advantages of IVECO’s latest generation Daily Euro 6 – unveiled in April 2016 – which introduced features to make it even more comfortable for the driver and productive for operators. The new generation Daily Euro 6’s smooth drive, extremely quiet cab, ergonomic layout and overall set up provide customers with a true mobile office. This, together with the exclusive dedicated application, called DAILY BUSINESS UP, turns the cabin into a highly professional work environment in which to grow their business, always connected.

The Daily Euro 6 offering also includes the class-exclusive Hi-Matic family, featuring the 8-speed automatic gearbox that offer the best solution for enhanced safety while driving comfortably by smoothly engaging the correct gear in less than

200 milliseconds, ensuring absolute driving pleasure, making this transmission ideal for the Minibus models.

The new 2.3 and 3.0 litre engines of the Daily Euro 6 deliver an unrivalled performance, developing up to 210 hp and 470 Nm torque at the top of the range to match the record gross weight of 7.2 tonnes.

Electric and natural gas powered versions complete the range, cementing IVECO's position in the marketplace as being a true partner for sustainable transport.

The Daily Tourys stood out from the competition first of all for the high level of customisation it allows, both in terms of specifications and on board. The passenger seats are fixed on rails to ensure maximum versatility. With this set up the Daily Tourys minibus can seat up to 19 passengers, providing an exclusive travel experience with luxurious comfort and a stylish environment. It also features best-in-class luggage compartments with capacity of up to 2.5m<sup>3</sup>. The comprehensive and advanced safety features and compliance with R66 regulations provide peace of mind to passengers and driver alike. The Daily Tourys offers absolute driving pleasure and comfort with the class exclusive Hi-Matic 8-speed automatic gearbox and the Telma Retarder. In addition, the tough, reliable, powerful and efficient 3-litre engine and high-strength truck derived chassis ensure long life performance for the minibus.

Customers can rely on the 2-year full warranty with unlimited kilometres and the support of the widespread network of 667 service points spread across the European territory and staffed by highly trained technicians.

The extensive range of Daily Minibus models offer a solution for a wide variety of passenger transport missions: tourist to travel in comfort and style, intercity with a category-leading passenger capacity and school buses specifically designed for student transport. The extreme versatility of the Daily minibus range extends under the hood, with IVECO's proven advanced solutions for sustainable transport: the Daily CNG and Daily Electric.

All the Daily Minibus models benefit from the advanced production processes and strong check systems of IVECO's Brescia manufacturing plant in Italy, which operates an assembly line specifically dedicated to the passenger transport Daily models.



### IVECO Daily 2015-2017 awards

- \* "International Van of the Year 2015"
- \* "Best 3.5 – 7.5 tonne van" – Trade Van Driver Awards 2016
- \* "Top Van 2016" – Transport News
- \* Germany – "Best Imported Van 2016"
- \* Germany – "European Innovation Award 2016" – Daily Hi-Matic
- \* Germany – "Best KEP Transporter 2015"
- \* Germany – "Innovation Award for KEP Transporter 2015" – Daily Hi-Matic
- \* Germany – "Beste Nutzfahrzeuge bis 3,5 to"
- \* "European Innovation Award 2016 of the Caravanning Industry" – Daily Hi-Matic
- \* Chile – "2016 Best Commercial Vehicle"
- \* UK – 'Large Van of the Year' at the 2017 What Van? Awards
- \* Spain – "Light Industrial Vehicle of the Year" at the Spanish National Transport Awards 2017
- \* UK – "Best Light Truck" at Fleet World Honours 2017
- \* "Sustainable Truck of the Year 2017" – V AN category – Daily Electric





# Communication is Key

*Communication is key to being human, writes Stefan Pertz, so what will be the impact of isolating truck drivers while they work?*

**W**hen I was working in the office furniture industry, we had many books on how modern office spaces are to be designed. A common notion would always be to create an abundance of areas where people can meet. Intentionally for a meeting, or at random when getting a coffee or on the way to the canteen. The idea is to facilitate communications and therefore, in an informal way, nurture ideas and solve problems in an uncomplicated way.

## Important Input

When I interviewed people behind the creation of a new truck, I learned that they invited a panel of drivers to provide input on the design of a new cab. Needless to say, the result was a vehicle that was a better product thanks to the input of the drivers. Meanwhile, it appears that there are fewer and fewer opportunities for truckers to communicate, fewer options to mix and mingle.

Today, trucks are designed to be rolling living rooms, allowing, or should I say, forcing the driver to live in his workspace. The use of mobile phones is prohibited during driving makes sense. But it also means that there are long stretches of silence. If you are lucky, you have a co-driver. But how many new stories are there to swap if you spend six days a week with the same buddy, doing the same things?

## Drivers Drive

We also want the drivers to drive. And drive only. Send the goods, unload and get moving again as quick as possible. There is hardly a chance to sit down and chew the fat with the loading bay buddies as the drivers are under pressure to deliver more and faster. Even the interiors of the cabs are now designed to do more with less effort, but communications don't seem to be an activity that is encouraged. What is more, monitoring is done through GPS enabled systems. That means, no longer "checking with the driver" is needed.

Already available are systems that communicate upcoming jobs with the drivers via App. While convenient, it will be yet another way less to actually speak to someone when managing workloads. Or will the App ask about the views of the driver when planning the route? Many times I have actually leaned over to the neighbouring table during a business lunch and initiated a conversation. Try that at a rest stop along the highway.

## Lacking Opportunities

And I think this is where we fail drivers. In our pursuit to streamline businesses we have forgotten who is the most knowledgeable person in the entire transportation operation and who we can turn to to get valuable insights. Also, we don't have to be surprised if our drivers are not up to the task to carry out cross border transport as they are lacking language skills. What they are lacking are opportunities to communicate, not skills.

Whenever we get together in the Asian Trucker Drivers Club, there is a lot of chatter. And it is not just meaningless. Drivers exchange thoughts, ideas; they comment on their employers and how they are being treated. Often, they bring the family so they too can have a chat with others that share the same passion, problems and thoughts.

## Keeping an Even Keel

Imagine what insights we could gain from networking sessions among truckers! Let me ask: What happened to the saying that if you looked after your employees they will look after the business? While I don't have the scientific research to back it, I would argue that humans must interact with others in order to keep an even keel.

Where did the designers go wrong when they took out the opportunities for truckers to communicate? In the 70s there was a movie genre built around the CB Radio and the communication between people in various vehicles. Let's just hope the machines will let us in on their chatter. Otherwise it will soon be very lonely in the transportation business. In the meantime, I am looking forward to your call, email or smoke signal. ■

# Events & Exhibitions

## PHILIPPINES BUS & TRUCK 2017

Date : 14 July 2017 – 16 July 2017  
 Venue : SMX Convention Centre, Metro Manila  
 Contact Info : 03 – 2692 6888  
 Details : Now in its fourth edition, this expo has grown by 30 percent in size (2016) and another 30 percent for 2017. Attracting top international brands like Isuzu, Hino and MAN, the Philippines Bus & Truck Show 2017 is the place where the industry gathers and where deals and sales are closed.

## INFRASTRUCTURE INVESTORS FORUM ASIA 2017

Date : 18 July 2017  
 Venue : The Westin, Singapore  
 Contact Info : agrina.sandri@avcj.com  
 Details : This must-attend is a unique opportunity to discuss the investment landscape Southeast Asia and beyond with leading global and domestic investors, and engage with potential partners for future fundraising initiatives and investments.

## TELEMATICS INDIA

Date : 17 August 2017 – 18 August 2017  
 Venue : Westin, Pune  
 Contact Info : +91 – 85276 18838 / +91 83758 69800  
 Details : telematics India 2017; India's biggest and most sought after B2B2C platform will have 6 panel discussions on topics like:

- \* Connected Vehicles
- \* Connected Services
- \* Autonomy, Connectivity & Electrical Vehicles
- \* Insurance Telematics
- \* ADAS & Autonomous Vehicles
- \* Commercial Fleet Telematics

## INTERNATIONAL CONFERENCE ON INTELLIGENT TRANSPORTATION ENGINEERING (ICITE 2017)

Date : 1 September 2017 – 03 September 2017  
 Venue : Nanyang Executive Center of Nanyang Technological University, Singapore  
 Contact Info : 86 – 28 – 83533337  
 Details : ICITE2017 welcomes articles in the field of Intelligent Transportation Engineering, conveying new developments in theory, analytical and numerical simulation and modelling, experimentation, advanced deployment and case studies, results of laboratory or field operational test. The theme of the ICITE2017 conference is Intelligent Transportation Engineering for All Transportation Modes. Major advances in information and Communication technology are enabling a vast array of new possibilities in transportation.

## TRAFFIC INFRA TECH EXPO

Date : 13 September 2017 – 15 September 2017  
 Venue : Hitex Exhibition Centre, Hyderabad  
 Contact Info : 022 61204139 / revati@virtualinfo.in  
 Details : TrafficInfraTech Expo is India's unique platform for the Traffic industry to connect with the Governments, policy makers, enforcement authorities and infrastructure developers. The sixth edition has clearly demarcated sections: ITS/Tolling/Telematics | Safety & Security | Mass Transportation | Road Infrastructure & Construction.

## TYREXPO UK & GARAGEXPO UK 2017

Date : 4 October 2017 – 05 October 2017  
 Venue : National Exhibition Centre, Birmingham  
 Contact Info : Jermaine.tan@singex.com / Leah.jurado@singex.com  
 Details : Already a potentially versatile mix of tyre and garage and exhibitors look set to promote their products and services at the show plus a number of informative "Showcase" events will be presented including sessions of the increasingly Popular TyreTalk/GarageTalk Seminars staged at previous international Tyrexpo & GarageXpo events. Also there will be a series of Tyrexpo/GarageXpo Technical Workshop presentations covering various market sectors including a special Telematics Showcase.



# At Your Service – At Your Place

*They say that the first bus is sold by the sales representative and the next vehicle by the after sales service. While this sounds rather simple to do, it takes a lot and Asian Trucker went to find out just what it takes to provide such good service.*



From left: Rosdi bin Awaluddin, Driver, Suffian bin Kadir, Driver, Wan Raziman bin Wan Fauzi, Driver, Abd.Wahid bin Abdullah, Operations Manager Cepat Express, Amirthraj, MTBM Johor Technician, Navin, Branch Operations Manager MTBM Johor



Abd. Wahid bin Abdullah, Operations Manager Cepat Express

**W**hen we met with Mr Thayalan Subramaniam, who heads the service team of MAN & Truck and Bus Malaysia, he explained that there are many aspects to the after sales service that a company like MAN would provide. “To begin with, you need spare parts available. While that may sound obvious, many don’t stock up and when a vehicle needs service they are caught with no spares. Secondly, you need to have workshops to actually carry out the work. And here you need sufficient manpower to handle the incoming vehicles.” Another important aspect is the

provision of a consistent service, following SOPs and pre-defined steps.

## Service Needs

Currently, service and maintenance is handled through a network of three branches and five dealer outlets nationwide. In certain cases, MAN is bringing the workshop to the client’s doorsteps as opposed to requiring the vehicles to come to a workshop for service. In such a case, MAN may deploy the mechanics to carry out the works in the premises of the client. “The criteria is on case by case basis which is decided during

the sales process. However, if there is a request and one has a sizable volume per service time we will evaluate. It's subject to the economy of scale," He said further.

### Man and Machine

Asked about the job requirements, Subramaniam has the following to say: "All our mechanics are trained to do diagnostic at intermediate level using our diagnostic tool called MANCATS III. Hence, they have intermediate electrical skills as well. Apart from that, all MAN mechanics are trained on Service Maintenance technicians who can perform mechanical repairs. Most importantly, they are able to recognise safety related issues and make decision whether the bus can continue after the repair or need to be sent/towed back to the workshop." MAN carries out a monthly breakdown analysis to identify the issues. From there they are able to plan for quality improvement activity or advice for customers on their operation. Meanwhile, this report enables MAN to prepare the parts readiness and tools that need to be upgraded. Subramaniam also points out that there is a two year part warranty with unlimited mileage, whereby terms and conditions apply.

The diagnostic tool used is called MANCATS -III, apart from diagnostic it's linked to the workshop manual and the Service Support Desk (SSD). "After every service, we will download data Trendata. It's like collecting data from the black box of an aircraft which hold all critical parameter information and data." In



the event of any technical issues, MAN Malaysia is able to analyse the root cause from here as well.

### A Case Study of Success

With over 36 years experience as a public transportation service provider in Malaysia, Cepat Express Sdn Bhd knows what works best for the company for owning more than 40 buses, all from MAN.

Founded in 1981, Cepat Express is an established bus provider that serves to provide their passengers with the safest and most comfortable bus travel experience. Over the decades, it has developed into a leading service provider in the industry, which is capable of providing 1 300 departure daily to various destinations across Peninsular Malaysia.

In an interview with Abdul Wahid, Operational Manager from Cepat Express, Asian Buses writer Shee Mun finds out the main reasons for the company opted for MAN buses: durability of product and reliable customer service.

"As early as 1995, we purchased our first MAN bus for trial purposes. Since then, we have been a loyal customer of the brand, to date, we own more than 40 buses, including 13 double-decker buses, which all of them are from MAN. Beyond promising quality and durability of the buses, what we valued most is the customized customer service in terms of maintenance and repair supports provided by the company." Abdul said



From left: Vikniisbaran Kunabalan, Branch Operations Manager MTBM Prai, Deventhran Muniandy, MTBM Prai Technician, Mohd Saad bin Shafie, Mechanic myBas Perlis, Hafizzudin Mohd Sharif, Manager – myBas Perlis, Alias bin Awang Amin, Driver



Asked about the rationale Cepat Express opted for MAN buses, he says, the proven quality and durability of the buses for heavy duty tasks is one of major concern for the company.

He further explains, as to minimize the downtime of the buses for optimum performance, to have proper maintenance and repair services for its fleet are very important to a bus operator. In this context, the supportive after sales service and customer service provided by MAN is undeniably another answer for the above question.

"As for our company, the average lifespan of our buses here are around 10 to 12 years, which is quite long. However, it also depends on the attitude of the driver who operates the buses as well. If well taken care of, provided with proper maintenance and repair services, some of these buses can even function and last up to 15 years.

"Likewise, as you witness this bus check-up workshop provided by technical specialists and repairing crews from MAN Truck & Bus Service Centre today, we appreciate and satisfied what they did for us. Despite we have our own trained technical team, but we consider it is great to have the assigned specialists from MAN to conduct

the regular check-up for us as to ensure the safety of the bus to be operated on the road. We value for the customised consultation and advice provided by the crews as they are transparent to us. For example, if our bus breakdowns due to the malfunction of particular parts, they would ask us to do the only replacement for specific parts that is needed. Instead of suggesting us to do replacement for all spare parts including those that are still in good condition, this is more economically-wise and useful to us in addressing the problems," he added.

Abdul says, as Cepat Express has long history working with MAN, they are keen confident with the brand. "Meanwhile, we do hope to see if there are more promotional packages provided by MAN in terms of purchasing spare parts and equipment as we are looking forward to working more with the brand in the future," he said.

### Staging Service

Established in the mid 1980s, Mara Liner has been tasked with the provision of public transport in rural areas. In Kuala Perlis, the company also runs the highly successful MyBas initiative, which is supported by SPAD. The company operates some 27 buses, employing 42 bus captains while

having a total staff strength of just above 60. The key to successful public transport is reliability. Speaking to the management of Mara Liner, it becomes clear that the availability of the buses is paramount. In this case, MAN staff will make the two hour trip from the Prai workshop to Kuala Perlis to ensure the buses run without a hitch.

### On Site

Stage buses are running non-stop on loops around town or in between villages. If a bus cannot service the route, a lot of people will be stranded. Here MAN provides service in the premises of the client as it is very difficult to take out buses from the daily operation to send them to the workshop. A team of service technicians will visit the Mara Liner workshop on a regular basis to carry out routine inspections and services as well as to help with issues that are cropping up. To support the technicians in their work, Mara Liner maintains a storage of parts, ready to be used. Some 50 000 RM worth of belts, filters, brake pads and other items are housed here. For this client, a pick-up is deployed as the mechanics will have a fully fledged workshop available when they reach the client. Given the set-up, the actual performance of the service is identical to what it would be like in the workshop, just without the transit of the vehicle. ■



# ASIAN BUSES



## SUBSCRIPTION FORM

### Personal/Company details

Mr/Mrs/Mdm/Ms : .....

New I/C No : .....

Company : .....

Address : .....

Tel no ( O ) : ..... ( HP : .....

Email : .....

I hereby enclose RM Cheque.....

being made payable to Asian Trucker Media Sdn Bhd

4 issues RM40

6 issues RM60

Mail/fax this form to:

**Asian Trucker Media Sdn Bhd ( 902834-K )**

**8th Floor, West Wing,  
Menara Rohas Perkasa,  
50450 Kuala Lumpur.**

Fax no : 03- 2719 5588



# Making The Big Switch is Not for the Faint-Hearted

*Former bus driver Ahmad makes the smooth transition from truck to bus*

**W**hat does it take for a lorry driver who has been working for more than a decade to make the switch to drive buses?

Recently, Asian Buses writer Shee Mun had a chance to talk with a bus driver, who has the experience in driving both, bus and truck at Segamat, Johor. Mat Noor Ahmad, a humble and cheerful 49-year-old who has about 13 years of experience plying his trade for commercial vehicles, is now working with Cepat Express Sdn Bhd.

"I have been working as a truck driver for than 12 years. Previously, I was working at Port Klang but now I am happy to be a bus driver, as compared to driving a lorry as my current working hours are more regular and less tiring. I also enjoy the companion of passengers, where I am not driving alone for the entire journey," said Ahmad.

He emphasises on safety concerns, and stressed that it is a necessity for bus drivers who travel long distances, like himself, to address the problem of fatigue.

“As for my current job, the routes that I cover are from Segamat to Termeloh, Pahang and vice-versa. It basically takes up half a day, six hours from Segamat to Temerloh and another six hours on the way back. However, there is an underlying problem for every bus driver after driving continuously for hours—fatigue.

“Unlike driving trucks, safety on the road is always a knee-jerk priority when driving a bus, as I hold the responsibility to safeguard every single passenger on board. So, normally after arriving at the destination, I will have a good rest, take a power nap at the nearest possible R&R before departing for the next journey,” he said.

Ahmad further explains, besides fatigue, there are many things for him to be concerned about as a bus driver. These include the vehicle’s blind spots, road and weather conditions.

“While driving a bus, one must ensure the safety of the passengers all the time. To avoid accidents, we have to stay cautious and vigilant on the road at all times.”

Asked about challenges and differences between driving a bus and truck, Ahmad explains that it is the social interaction with people and passengers that could be stressful sometimes.

“Of course, driving a bus is somehow different from driving a truck in terms of driving speed, environment, and people you meet along the journey. I meet different type of passengers and frequently have to meet their demands, sometimes it could be stressful. However, after working for more than a year now, I am used to it already. I just need to be more patient and try my best to address their demands. Besides, I enjoy talking and communicating with people during the journey, as it is less boring.” he said.

“Being a travel junkie myself, as I am a person who loves to travel around, I enjoy my job as a bus driver as I can travel to different places while getting paid for it,” Ahmad jokingly said. 🍷



# Tata Motors Receives Order for 500 Buses from Ivory Coast



**A**fter having bagged an order for 500 new next-generation low-floor Urban city buses from the Ivory Coast, Tata Motors today handed over the first lot of 117 buses to SOTRA in Côte d'Ivoire's economic capital, Abidjan. The buses are being financed under the EXIM Bank of India for operation by SOTRA – Abidjan Transport Company.

Built on Tata Motors next-generation HCV (Heavy Commercial Vehicle) bus platform, the Tata LPO 1924 RESLF Abidjan's next-generation bus has been developed with inputs from SOTRA, with a high degree of customisation based on feedback gathered through city trails, over the last couple of months.

Present at the delivery of 117 new buses in Abidjan today, was Mr. Noel Tata, MD of Tata International & Chairman of TRENT and Mukul Manish, Regional Manager (North & West Africa) In his message, Rudrarup Maitra, Head International Business – Commercial Vehicles, Tata Motors said, "Tata Motors is extremely proud to have received this order from SOTRA and has worked very closely with them to give Abidjan, a truly worldclass solution, through a tried and tested partnership meant to bring about change in the transport system in Cote D'Ivoire. With a

dedicated team of Tata Motors engineers, having worked with SOTRA onground over the last 12 months, we have probably achieved one of the highest levels of customization in public transportation in the region, to deliver more passenger comfort, safety and efficiency to Abidjan's bus service."

Rudrarup Maitra further added, "What we have achieved with a partner like SOTRA today is a perfect example of a public-private partnership and hope to further partner other state transport units in the region, to better their respective bus services."

## About the Tata LPO 1924 RESLF bus:

With world-class aggregates from Cummins, Allison, Meritor, built by Tata Motors and draped by the world-renowned body from Tata Marcopolo, the Tata LPO 1924 RESLF bus is changing urban transportation in Africa & Middle East. A pneumatic driver seat, automatic transmission, lower NVH, tilt & telescopic integral power steering are feature inbuilt into the bus to better driver comfort. Wide inswing doors at the front and outswing doors at the rear, a wo step entry to the bus, six bellows air suspension, a wider gangway and comfortable seating are new features being introduced to SOTRA's bus service. ■

## MANN+HUMMEL is Again Among the Top 50 Companies with the Most Patent Applications in Germany

**F**or the sixth consecutive time, MANN+HUMMEL, the filtration specialist based in Ludwigsburg is among the top 50 companies with the most patent applications filed at the German Patent and Trade Mark Office (DPMA). Alfred Weber, CEO at MANN+HUMMEL, is happy about the result: "The good position in the ranking published by the German Patent and Trade Mark Office underlines the expertise and innovative drive of our company. The potential of our employees and our investments in technology and modern working conditions ensure that in future we will continue to lead the market with our developments. New and creative ideas will enable us to meet the filtration challenges of tomorrow and create opportunities for new products."

Compared to the year before, the company improved its position, moving from position 37 to position 31. Last year MANN+HUMMEL filed patent applications for 179 patents

at the German Patent and Trade Mark Office. This means the company now has more than 3 000 patent applications, patents and utility models.

The patent applications from last year, for example, included a three-stage filter system for the separation of water contaminants from diesel fuel. A patent application has also been filed for a membrane system which serves to maintain the ideal humidity of fuel cells and finds application in the automotive industry and also in the generation of power in houses. In the area of industrial filters, a patent application was also filed in 2016 for the further development of the proven ProVent oil separator for open and closed crankcase ventilation systems. ■

## Extended Product Range Suitable for Scania Bus 3-series from DT

The new spare parts catalogue from DT Spare Parts contains more than 50 new products suitable for the Scania Bus 3-series. Around 1 400 own products in the catalogue replace 3 000 reference numbers of the Swedish vehicle manufacturer. The full range of DT Spare Parts comprises a total of more than 13 000 spare parts for buses, with quality guaranteed.

The digital product catalogue suitable for the Scania Bus 3-series is now available online at <http://dcat.dtspareparts.com>. Print catalogues for the workshop can be directly requested as usual by using the order form available at <http://cat.dt-spareparts.com> or from local distribution partners. DT Spare Parts also offers a spare parts catalogue for the Scania Bus 4-series, which replaced the 3-series in 1997.

The website [www.dt-spareparts.com](http://www.dt-spareparts.com)/bus provides a presentation of all bus product groups and the "Bus info"

brochure, which contains additional information on spare parts from the brand DT Spare Parts for buses. A special feature of the DT Spare Parts brand is the 24-month guarantee on the entire brand range for workshop customers.

All spare parts suitable for the Scania Bus 3-series can be found using the parts search function, which is freely available and updated daily in the Partner Portal at <https://partnerportal.dieseltechnic.com>. They are also listed with TecDoc, Inforicambi, Info Truck, Preciso Truck, Atelio Truck and in other electronic spare parts catalogues, and available to order from the Diesel Technic distribution partner. Workshop customers can use the contact form to submit product requests directly. Diesel Technic will gladly recommend a suitable distribution partner to take over professional order processing. ■

## NEOPLAN Skyliner: Faring Well in the Philippines

For the first time, a NEOPLAN Skyliner is being used in the Philippines as part of Froehlich Tours' fleet. The buses of Froehlich Tours are familiar to many people in the Philippines. However, they have long been known for more than just their striking yellow colour. The vehicles offer more comfort and safety than many other buses operating in the country, making them popular among locals and tourists alike. The vehicle fleet of Christopher Bauer, Chief Executive Officer of Froehlich Tours, has come to include a particular highlight of late: a NEOPLAN Skyliner. "As far as we are aware, this is the very first NEOPLAN Skyliner in the Philippines – making this a premiere," says Christian Schuf, Head of Bus Sales at MAN Truck & Bus Asia Pacific, adding: "We feel strongly motivated and pleased by the NEOPLAN Skyliner proving very popular in so many different regions and cultures, and ensuring that the passengers can now travel in a safe and relaxed way here, too."

The NEOPLAN Skyliner was used in South Korea for nine years before starting its career in the Philippines. It made its

rounds as a sightseeing coach in Seoul, hosting tourists from around the whole world along the way. "Since there are strict rules for a vehicle's service life in Korea, the Korean bus company was looking for a buyer over the last year – and it found one," Schuf states. Prior to its new deployment, relevant servicing and maintenance work was carried out. For the last few months, the 12.5m (41ft) long double-decker has primarily transported visitors to the Philippines across the island. They are impressed by the comfortable coach, which is synonymous with pleasant journeys due to its comprehensive range of equipment and smooth driving style.

The NEOPLAN Skyliner operating in the Southeast Asian island nation is one of almost 5 000 Skyliners that have travelled on roads around the world to date. The model owes its international success to its sophisticated technology and legendary design, for which it has already been awarded multiple internationally renowned prizes. As Schuf puts it: "Now it's cutting a fine figure in the Philippines, as well." ■

## Yutong Leading Innovations Smart Technology Era

On May 24, 2017 Beijing International Exhibition on Buses, Trucks and Components was held in Beijing. As China's leading bus maker, Yutong officially revealed its intelligent public transport solutions to its customers. The solutions include a package of services for urban dwellers and a host of remedies for a number of urban afflictions, such as traffic congestion, inefficient operations of vehicles, and increasingly severe air pollution.

In November, 2014, Yutong first came up with Yutong Electric Bus Operation Solutions, aiming to transform itself from just a bus maker to a supplier for overall public transport solutions. "We are not only committed to developing state-of-art technologies, but also devoted to promoting the sound growth of the overall industry", says Wang Jianjun, Marketing Director of Yutong Bus.

The initial trial operation of the new solutions has shown that passenger flow has increased dramatically and vehicle operation efficiency has improved by 20 percent. Human-free operations, such as intelligent vehicle control and intelligent recharging are now no longer a dream. With the assistance of its intelligent platform, Yutong intelligent public transport solutions can help its customers cut costs significantly on human resources and improve their vehicles' overall efficiency.

At the exhibition, Yutong also brought its dual powered trolley bus, diesel powered T7 business vehicle, its new generation 12-metre coach, E6 full electric city bus, and ZK6906H airport shuttle bus on display. With more products solely targeted at the high-end market, Yutong once again demonstrated its determination to compete with its international rivals on a global arena. ■

# Commercial Vehicle Industries Win Big



**M**alaysia Canada Business Council held their 25th Anniversary MCBC Business Excellence Awards on May 23. Awards given were based on how these companies introduced changes in order for them to succeed in their endeavours. Accordingly, the awards will be identified under a common theme, which has been branded as “TRANSFORMATION”.

Through these corporate transformations the awards ceremony distinguished and recognized key players that have achieved and/or maintained strong trade relations between Malaysia, the SE Asian Region and Canada. During the 25th Anniversary MCBC Business Excellence Awards, the following companies related to commercial vehicles were awarded:

*Nittsu Transport Service (M) Sdn Bhd – Outstanding Sustainable Freight Operator*

*Petroleum Nasional Berhad (PETRONAS) – Historical Achievement in Malaysia Canada Trade Relations*

*The Weststar Group – Global Icon of Quality and Excellence*

*Prasarana Malaysia Berhad (Rapid KL) – World-Class Mass Public Transport Provider* 

## Charter Bus Fleet Improves its Bottom Line with the Advantages of Allison Transmissions

**N**orth Sydney Bus Charters (NSBC) has purchased 58 Yutong coaches equipped with fully automatic Allison transmissions. Doing so, the company has reduced overall fuel consumption by 25 percent and dramatically reduced maintenance costs and downtime.

“Allison Automatics are delivering outstanding improvements in fuel economy,” said Greg Roberts, general manager of NSBC. “Since we started operating the Yutong buses with Allison transmissions and Cummins engines, we have had a 25 percent reduction compared with manual-equipped buses. That certainly makes a huge difference to our bottom line.” Established in 2013, NSBC currently operates a fleet of 78 buses to provide transport services. Its core business is schools, particularly larger private schools with which the company has a number of agreements for student transport, both to and from the school and for student excursions and sporting events.

“We are way ahead with the automatics,” said Roberts. “For manual buses, we would probably have to change the clutches

twice in three years, but the Allison automatics eliminate that huge cost and time loss. To date, we have not had to repair any of the Allison Automatics.” Allison transmissions use a torque converter for Continuous Power Technology™ to smoothly multiply engine torque, delivering more power to the wheels. By multiplying engine power, drivers get increased performance, faster acceleration and greater operational flexibility.

“Part of the reason we chose Yutong was the availability of a reliable automatic transmission,” said Roberts. “The biggest challenge for us is finding drivers who cannot only drive, but use a manual gearbox. The quality and efficiency provided by Allison Automatics allows us to draw from a wider pool of drivers while also delivering better passenger comfort.”

Allison transmissions have enabled NSBC to operating more efficiently and comfortably on Sydney’s increasingly busy and crowded roads. By maintaining power to the wheels at all times, the buses experience more productivity, better fuel economy and greater driver comfort and safety. 

# Tough Performer

OE Quality filter from MANN-FILTER for Commercial Vehicles



Filters for commercial vehicles must carry out their duty reliably under very tough conditions – extreme temperatures, long service lives and highly polluted ambient air. As such, more and more commercial vehicles in the aftermarket are being equipped with OE quality filter solutions in order to minimise cost and time-intensive downtimes from the outset – of course, with filters from MANN-FILTER.

For more than 75 years, research and development engineers at MANN+HUMMEL (company of MANN-FILTER) have been working continuously on improving the efficiency of commercial vehicle filters. Over the years, a number of innovations have been introduced into the market for the benefit of fleet owners such as the forwarding companies and bus operators.

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