

ISSUE 22 Q2, 2020  
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# CONTENTS



28

## 06 - EDITOR'S NOTE

### MARKET UPDATE

- 10 - PETRONAS Launches PETRONAS Lubricants Toolbox
- 12 - ZF CeTrax Goes Into Production
- 13 - Daimler Buses Will Soon be Selling Mercedes-Benz Buses in Vietnam
- 14 - HINO Poncho, an Ultra-low Floor Minibus to Begin Trial in Johor Bahru

### EVENTS

- 16 - CAPAS Defers to 2021
- 17 - MCVE 2021 – Regional Launchpad for Commercial Vehicles and Related Products

### ENVIRONMENT

- 18 - Scania's Ecolution Giving Results

### COVER STORY

- 20 - The Truth About Retreads

### SAFE ROADS

- 24 - Road Safety In Malaysia – Up and Up

### EXECUTIVE PROFILE

- 26 - Challenges and Opportunities Greet New Daimler Commercial Vehicles SEA CEO

### FUTURE OF TRANSPORT

- 28 - Scania's NXT Concept Vehicle



18



17

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# CONTENTS



## SPECIAL REPORT

**30 -** Hydrogen Fuel Cell Technology Takes Over the Industry

## ON THE GROUND

**32 -** TMS Buses are Getting Ready for Action Again

**33 -** Government Promotes the Adoption of Cleaner Commercial Vehicles in Singapore

## REGULATION

**34 -** Cummins RemoteConnect Connects During Covid Crisis

## HISTORY

**36 -** MAN - Always Driven by Alternatives

## BUS FEATURE

**38 -** With Inner Vision Opened, Horizon Group Expands

## SMART CITIES

**40 -** Solaris is the Winner in the Smart City 2020 Competition

## IN THE WORKSHOP

**41 -** Prevent the Next Headache

## TECH TALK

**42 -** Adding Blue to Go Green

**43 -** Volvo's New Self-Charging Bus

## SPARES AND PARTS

**44 -** Punctures Happen at Times When You Really do Not Want Them to Happen!

**45 -** HEADLIGHTS

**46 -** NEWS & NOTES

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# Bus Captains: Start your Engines!

**A** lot of things have happened during the last three months. I won't dwell on the ongoing pandemic as I think there are plenty of other sources where you can read up on this and I will simply stick to the purpose of this brand: to be the foremost provider of communications channels for the commercial vehicle industry in South East Asia. Naturally, there will be some content sprinkled throughout the magazine as to how companies and brands fared during the lockdown, but I have tried to keep it strictly to what we are all about. After all, I am not an expert in the medical field.

I have spoke to a lot of people and the bus industry has been badly affected, however we managed to report on a number of things: Factory openings, new and useful online applications have been launched, companies seized opportunities to create new offerings to assist the industry in its recovery and we even see pilot projects being initiated to address the needs of the public when they want to park and ride.

Although I have a whole magazine to fill, there isn't enough space for all the interesting stories and anecdotes that circulated. Hopefully we all remember and tell about the wonderful things that happened during the lockdown. One of our foreign friends is in an inter-racial marriage and just before the lock-down, she went to her home town abroad to give birth to their child. Meanwhile, he has been in lock-down here in Malaysia, having yet to see their son. Can you imagine how eager they would be to re-unite? I am sure no bus can get him there fast enough.

While the tourism industry is waiting for foreigners to arrive again in Malaysia, I can sense that there will be a lot of travelling done by locals. Cuti-Cuti Malaysia has never been more attractive and there are some amazing hotel deals to be had. I think it would be a good idea to support our local industries by going on a trip, even a short one. And this time we ditch the car or plane in favour of the coach that will take us there. I know that you are thinking that the airlines also need to make a living and I will advocate multi-modal travel in my next issue.

In this issue I am also talking about events. Some exhibitions have been postponed, others went online and in other cases they have been entirely skipped. Our very own show, MCVE 2021, is still slated to go ahead as planned. Without a suitable way to launch new products or services during the first half of the year, exhibitions been postponed or cancelled, the pipeline of new products and services is full and makers are ready to showcase their latest offerings. These products may be launched a little later than originally planned. Presenting them to the market at MCVE 2021 will mean that they are still presented to a wide audience from the region.

Road safety remains a hot topic and very close to myself. It amazed me to learn that there were so many accidents during the lock-down, a time in which we really did not have any chance to drive and drive fast at that. What keeps me busy is the thought about the "why". Are people just careless because there are fewer people on the road and therefore motorists take more risks? I will continue to report on this issue, simply because I am also on the road a lot and I really like to be back home unharmed.

Drive safe, stay healthy

Stefan Pertz  
Editor, Asian Buses

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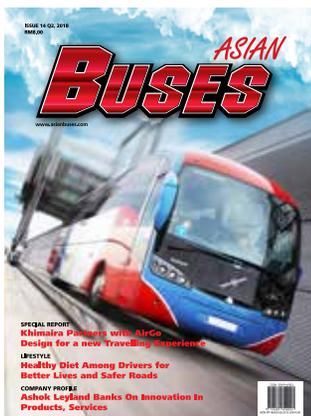
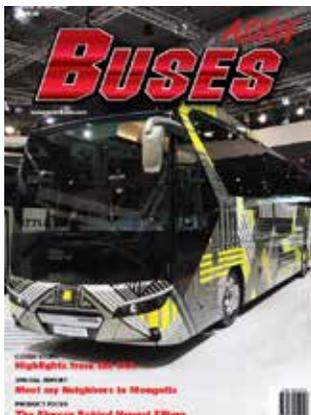
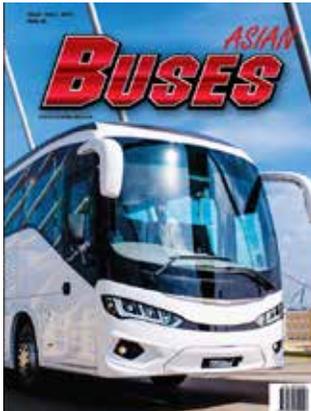
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Photo Courtesy of "Solaris Buses"

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[www.asianbuses.com](http://www.asianbuses.com)

## **PUBLISHED BY**

Asian Trucker Media Sdn. Bhd. No. 27-1, Block C, Zenith Corporate Park,  
Jalan SS7/26 Kelana Jaya, 47301 Selangor, Malaysia

## **ARTICLES**

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## **PRINTED IN MALAYSIA**

Times Offset (M) Sdn Bhd Banguan Times Publishing,  
Lot 46, Subang Hi-Tech Industrial Park Batu Tiga 40000 Shah Alam,  
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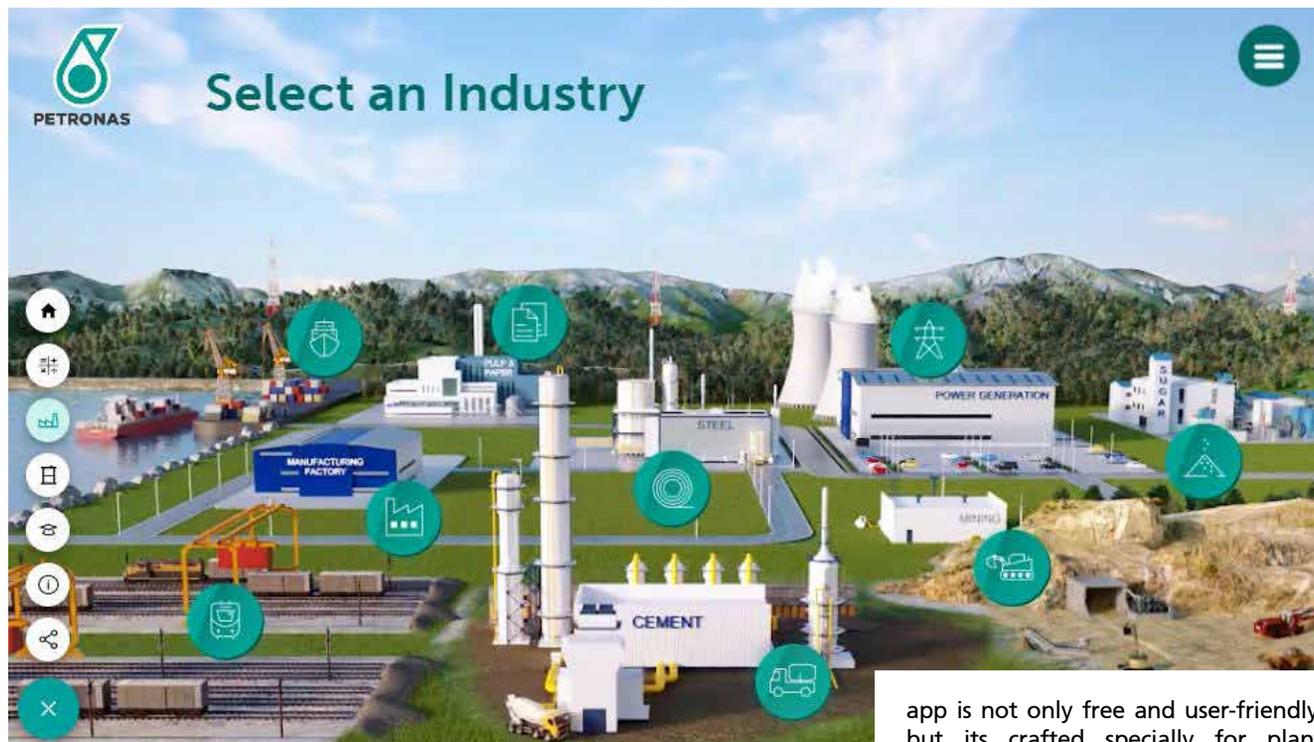
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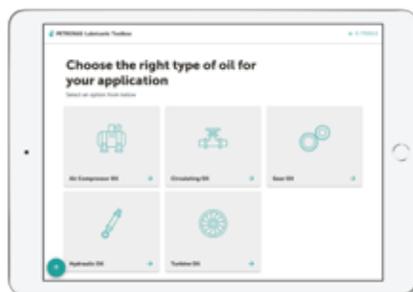
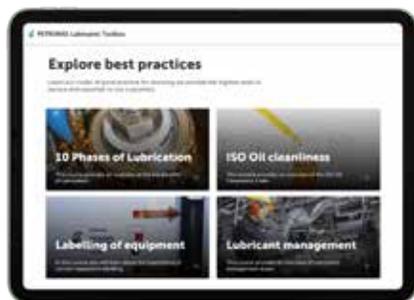
## PETRONAS Launches PETRONAS Lubricants Toolbox

*This free industrial learning app is now available for iOS and Android tablet users.*

app is not only free and user-friendly, but its crafted specially for plant operators to optimize the total cost of ownership while reducing unforeseen downtimes through e-tools like the lubricant consumption analyser and more,” said PLI Global Distributor Marketing Lead, Silvano Berardo.

The lubricant consumption analyser e-tool available in the app is used to benchmark against industry standards and identify any deviations to help plant operators identify where they should focus improvement efforts to reduce consumption and costs in their business. The app also boasts an animated and interactive virtual tour of several industrial plants where PLI products are used.

The toolbox can be found here: [www.pli-petronas.com/en/industrial-toolbox](http://www.pli-petronas.com/en/industrial-toolbox)



**P**ETRONAS Lubricants International (PLI), a wholly owned subsidiary of PETRONAS, today launched its first app, the PETRONAS Lubricants Toolbox, for iOS and Android tablet devices.

In PLI’s maiden venture to break through the digital app space, the user-friendly PETRONAS Lubricants Toolbox app demonstrates PLI as a Fluid Technology Partner capable of providing innovative solutions, going beyond primarily supplying lubricant fluids across the globe.

Available for free, the PETRONAS Lubricants Toolbox offers valuable information for those working in industrial sectors on the PLI range of lubricants such as product properties, technical data sheets, OEM performance levels, product performance hierarchies and associated benefits from trading-up and product comparisons. For user convenience, the app is available for use both online and offline.

“The PETRONAS Lubricants Toolbox is altering the way industry players research and compare PLI lubricants to suit their specific industrial plant needs. Our unique

### About PETRONAS Lubricants International

PETRONAS Lubricants International (PLI) is the global lubricants manufacturing and marketing arm of PETRONAS, the national oil corporation of Malaysia. Established in 2008, PETRONAS Lubricants International manufactures and markets a full range of high-quality automotive and industrial lubricants products in over 90 markets globally. Headquartered in Kuala Lumpur, PLI has over 30 marketing offices in 27 countries, managed through regional offices in Kuala Lumpur, Turin, Belo Horizonte, Chicago and Durban. 

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# ZF CeTrax Goes Into Production

*Series production of the electric central drive CeTrax to start in the third quarter of 2020 with bus manufacturer Solaris installs CeTrax for the first time in Urbino 15 LE electric.*



In order to make the conversion to local emission-free public transport as easy and flexible as possible, ZF supports commercial vehicle manufacturers with its broad technology expertise and system competence. Various manufacturers worldwide already rely on the AxTrax AVE portal axle as an electric drive for buses in public transport. Starting in the third quarter of 2020, the CeTrax electric central drive will be the second electric drive from ZF for public transport to go into volume production. The drive will be manufactured in Friedrichshafen.

"The start of series production of the electric central drive for buses illustrates the pioneering position ZF is taking in electrification. CeTrax is another building block on the way to emission-free public transport, which ZF supports to best of its ability", says Dr. Andreas Grossl, responsible for Axle and Transmission Systems for Buses and Coaches at ZF. "Winning over bus manufacturers with a market entry electric drive shows that we are on the right track with our strategy".

**CeTrax: Flexible and Powerful**  
ZF designed CeTrax for use in buses and presented it to the public for the first time in a ZF test vehicle in 2017. The design of the drive is based on a plug-and-drive approach. CeTrax can be easily installed in vehicles with a conventional driveline layout. Moreover, CeTrax, like ZF's other electric drives, can be operated via battery, trolley system or supercaps, and also in a fuel cell configuration. It is thus suitable for the development of new vehicles as well as for retrofitting of existing platforms. This allows vehicle manufacturers and fleet operators to respond flexibly to market requirements and legal regulations. Convinced of the numerous product advantages, the Polish bus manufacturer Solaris has now decided in favour of CeTrax. In future, CeTrax will power the new Urbino 15 LE electric model. Further customer launches are in preparation.

**Emission-free Across the City**  
Tighter emission limits and the public debate on fine dust pollution are not only putting pressure on car manufacturers. Local public transportation in particular is under an obligation to reduce emissions and thus ease the burden on the environment. As the world's leading technology group and a long-standing partner of the commercial vehicle industry, ZF supports manufacturers in this conversion with its technological expertise. 





# Daimler Buses Will Soon be Selling Mercedes-Benz Buses in Vietnam

*Daimler Buses is expanding its bus business in South-East Asia and will start selling Mercedes-Benz chassis in Vietnam. For this purpose, Daimler Buses will soon be teaming up with the local automobile corporation Truong Hai Auto Corporation (THACO).*

Since June 1, 2020, THACO is the general distributor for Daimler's bus division in the Vietnamese market. The collaboration contract was signed a few days ago. The buses sold there will be specially adapted to suit local conditions and will use chassis from the Mercedes-Benz São Bernardo do Campo plant in Brazil. The Brazilian Mercedes-Benz plant will supply Vietnam with components kits for chassis from the second half of 2020. In Vietnam, THACO will assemble the chassis, before equipping them with their bodywork at their Chu Lai Truong Hai Automobile Mechanical Industrial Zone, and subsequently selling them via their sales network in the Vietnamese market. To ensure that customers in Vietnam can select the optimum vehicle for their requirements, the chassis will be equipped with the Mercedes-Benz OM 457 engine in different power outputs (260 kW and 315 kW).

Till Oberwörder, Head of Daimler Buses and Managing Director of EvoBus GmbH says: "In the South-East Asian bus markets, we're still seeing great potential for Daimler Buses. The market entry with our Mercedes-Benz buses in Vietnam is an important step for us in terms of further expanding our global market presence and using as best as possible the growth opportunities which the Asian bus markets offer. We are pleased that we were able to join forces with THACO – a company which is already well established on the market and which will be a highly competent partner for us. We are sure that our Mercedes-Benz products will serve the increasing demand for vehicles in Vietnam particularly well."

## Market Entry will Allow Growth Opportunities

The entry into the Vietnamese market is an important step for Daimler Buses in terms of further expanding its global market presence and thus continuing its growth course in the South-East Asia region. Back in 2018, Daimler Buses already successfully entered the Taiwanese market with heavy touring coach chassis from Mercedes-Benz in Brazil. In Indonesia over the past years, Daimler Buses

has sustainably secured its market position thanks to a successful expansion of its product portfolio. The world's biggest fleet of Citaro urban buses is in operation in the city state of Singapore.

## Daimler Buses sees Great Opportunities

In Vietnam, buses are an important means of transport. With approximately 3 500 units, the Vietnamese bus market is, for example, bigger than those of Spain or Italy. Besides regular-service routes, buses also play an important role for the increasing numbers of tourists in the country. Potential customers are private companies operating regular-service and charter routes across Vietnam. Regional Center ensures close proximity to customers for sales and servicing. The entry of Mercedes-Benz buses on the Vietnamese market will be driven by the Regional Center for South-East Asia (RC SEA), one of six internationally operative regional sales centers for Daimler Trucks and Buses. With the aid of the regional centers, Daimler is able to focus even more precisely on the regional customer requirements in the commercial vehicle segment and thus enables sales and servicing which is as close to the customer as possible.

The business of the Daimler commercial vehicle division in the South-East Asia region comprises 18 markets which, besides Vietnam, includes Indonesia, Thailand, Malaysia, Singapore, The Philippines and Taiwan. With 622 million inhabitants, the region is more populous than the USA (> 300 million) or Europe (> 500 million) and, in the long term, offers a great amount of dynamism: more than 50 percent of the population is younger than 30 years of age. In the South-East Asia region, Daimler Trucks and Buses operates a total of five CKD assembly locations (Completely Knocked Down) for commercial vehicles: in Indonesia, Malaysia, Thailand, Vietnam and Taiwan. With the supply of parts kits for Mercedes-Benz bus chassis from Brazil, Daimler Buses is also making use of the advantages which its well positioned international production network offers. 



## HINO Poncho, an Ultra-low Floor Minibus to Begin Trial in Johor Bahru

The low floor minibus in 7-meter length, is seen as one of the catalysts in enhancing the public transportation network in Johor.

A Memorandum of Understanding (MoU) was signed between Hino Motors Sales (Malaysia) Sdn Bhd (Hino Malaysia) and Handal Indah Sdn Bhd (Handal Indah) to start a trial run of a low-floor mini bus in Johor Bahru.

Known as HINO Poncho, the low-floor 7-meter minibus will start its trial run within the Johor Bahru area. It is to be operated by Handal Indah, one of the largest bus service providers operating in Johor, which is also known as Causeway Link.

The trial run will cater to Route 10B which runs along route JB City, Pelangi, Sentosa, Pandan, Taman Daya, and Taman Setia Indah for one month starting 15 June and ending 12 July 2020.

### Hino Malaysia and Handal Indah Trial In Johor Bahru

In 2017, Hino Malaysia collaborated with Handal Indah to conduct a trial run of Hino's low floor 10.5 meter hybrid bus model.

"We have been working together during our past collaboration to run the first hybrid bus in Malaysia supporting an economical and clean public transport system. It was an obvious choice to work with Handal Indah again



for this Poncho trial in Johor and we are glad that they are as excited as we are to do this," said Hino Malaysia's Managing Director, Atsushi Uchiyama.

"Handal Indah is experienced and provides great insight into the public transportation needs here in Johor Bahru, which is valuable in this trial," he added.

Hino's trial operation in Johor Bahru is in good timing as the Iskandar Regional Development Authority (IRDA) is currently planning for the Iskandar Malaysia Bus Rapid Transit (IMBRT) project. The IMBRT project aims to transform the public transportation system in Iskandar Malaysia. Its services comprise three main lines running from Skudai, Tebrau and Iskandar Puteri to Johor Bahru city centre. This is further supported by direct and feeder routes, with a network of more than 1 200km, covering 90 percent of the populated areas of Iskandar Malaysia. IMBRT consolidates some existing routes as well as opening new routes to serve the people of Johor better in terms of its public transportation needs. With emphasis on better access to an extensive network, first and last mile connectivity, as well as sustainable green technology, IMBRT aims to be a game changer for public transportation in Malaysia.

HINO Poncho is a solution enabling expansion of new routes that were not accessible earlier due to unavailability of low floor mini buses. Its small size allows it to easily manoeuvre through narrow city roads and quieter residential areas



while its low floor design makes it easier to board for senior citizens, children and wheelchair bound passengers.

### Small-sized and environmental friendly minibus

In Japan, there are more than 2 000 units of HINO Poncho operating within the busy cities and narrow roads. It is designed to match the most innovative community transport solution and is deemed to be one of the solutions to cater to the first and last-mile travel for passengers.

Hino Malaysia sees the need in 'first and last-mile connectivity', meaning the first and last leg of a person's travel within the city. The minibus has its advantages for narrow city residential and low ridership areas.

Its small size yet ample capacity makes HINO Poncho easier to manoeuvre through the busy city and narrow roads compared to the current buses now in operation which are approximately 10-12 meter in length. HINO Poncho has excellent accessibility that features an ultra-low floor with the kneeling function that can be further lowered down. This feature aids senior citizens and disabled passengers on wheelchair to board the vehicle.

Besides being equipped with flexibility for the special needs passengers, the minibus is able to cater to up to 31 including standing passengers. Designed with a vehicle height adjusting system, this system performs vehicle height lowering and raising control. The height can be lowered down by 50 millimetre which will enhance the boarding or alighting property at bus stops and with the raising control, the chassis is able to lifted up to 30 millimetre higher to improve driveability on rough road.

This trial unit Poncho is equipped with its five litre Euro-V engine, common-rail fuel injection system and 5-speed fully automatic transmission, this minibus will help improve the operational cost as it is more fuel-efficient.

The Euro-V technologically-advanced diesel engine is to provide improved engine performance for acceleration, better fuel economy, and reduce harmful emissions, hence it is environmentally friendly. HINO Poncho with the Euro-V engine is equipped with Diesel Particulate Reduction (DPR) system: an after-treatment system that significantly reduces particulate matter. This feature differs from other current Euro-V vehicles where the HINO Poncho does not require any additional fluid such as AdBlue, which eventually will reduce the operating cost and maintenance time for the customer.

The HINO Poncho trial run unites the objectives of providing efficient public transport system that best serves the people as this innovation will enhance the public transport services which aimed at eliminating the first and last mile barrier. 

# CAPAS

## CHENGDU

# CAPAS Defers to 2021

Following the Chinese Government's initiatives to prevent and control the COVID-19 outbreak, the organisers of the Chengdu International Trade Fair for Automotive Parts and Aftermarket Services (CAPAS) have announced the defer of the show's 2020 edition. The fair, originally scheduled from 21 to 23 May 2020, will now be held from 20 to 22 May 2021.

In China, the State Council issued an announcement on 6 April about the prevention and control measures that combat the spread of COVID-19. It emphasised the importance of curbing the epidemic while resuming business and production gradually. The notice also laid out a clear framework for public activities, advising that large-scale events should be suspended until further notice.

To actively implement the Government's instructions, and in steps to prioritise public health and safety, the organisers of CAPAS have decided to defer the upcoming edition of the exhibition. The event will now be held from 20 to 22 May 2021 at the Chengdu Century City New International Exhibition & Convention Center, China.

Mr James Yu, Deputy General Manager of Messe Frankfurt (Shanghai) Co Ltd, commented: "We are following the Chinese Government's guidelines to support the containment of the virus. Equally, the wellbeing of our fair participants, contractors and supporting parties is always our priority. It is a difficult but responsible decision to defer CAPAS to 2021. I look forward to seeing our industry friends next year where we can explore the dynamic growth of the Southwest China market together."

CAPAS is jointly organised by CCPIT-Auto, Messe Frankfurt (Shanghai) Co Ltd and CCPIT-Sichuan. For the past six editions, CAPAS has served as a leading platform for business, information exchange and investment in Southwest China's automotive industry.

### **Background information on the China Council for the Promotion of International Trade, Automotive Sub-Council (CCPIT-Auto)**

The China Council for the Promotion of International Trade, Automotive Sub-Council (CCPITAuto) promotes foreign trade and economic cooperation, technical

exchange and introduction of advanced technologies for China's auto industry by following the China Council for the Promotion of International Trade and China Chamber of International Commerce charter. It acts as a bridge for Chinese auto industry enterprises to build cooperation and exchange opportunities across the world. In addition, the committee organises three world leading and highly regarded international automotive exhibitions in Beijing, Shanghai and Guangzhou.

### **Background information on Messe Frankfurt**

Messe Frankfurt is the world's largest trade fair, congress and event organiser with its own exhibition grounds. With more than 2 600\*\* employees at 30 locations, the company generates annual sales of around EUR 733\*\* million. We have close ties with our industry sectors and serve our customers' business interests efficiently within the framework of our Fairs & Events, Locations and Services business fields. One of the Group's key USPs is its closely knit global sales network, which extends throughout the world. Our comprehensive range of services – both onsite and online – ensures that customers worldwide enjoy consistently high quality and flexibility when planning, organising and running their events. The wide range of services includes renting exhibition grounds, trade fair construction and marketing, personnel and food services. Headquartered in Frankfurt am Main, the company is owned by the City of Frankfurt (60 percent) and the State of Hessen (40 percent). \* preliminary figures 2019

### **Background information on the China Council for the Promotion of International Trade, Sichuan Council (CCPIT-Sichuan)**

The China Council for the Promotion of International Trade, Sichuan Council (CCPIT-Sichuan) aims to promote foreign trade cooperation and communication, under the guidance of the Sichuan Provincial Party Committee and the Provincial People's Government, and in accordance with the guidelines of national economic policy and principles. Its main duties are to encourage foreign trade and investment, enhance economic and technological exchange and cooperation, and to foster local enterprises to participate in the economic globalisation. CCPIT-Sichuan also organises a number of international exhibitions including the Western China International Fair. 



## MCVE 2021 – Regional Launchpad for Commercial Vehicles and Related Products

*With the industry being put on a holding pattern during the pandemic, those looking for a suitable launchpad to showcase their latest products might find MCVE 2021 ready for them.*

Many found themselves without a suitable way to launch their new products or services during the first half of the year as much of the world was in lock-down. Exhibitions have been postponed or cancelled. Meanwhile, the pipeline of new products and services is full and makers are ready to showcase their latest offerings.

Although these products may be launched a little later than anticipated, presenting them to the market at MCVE 2021 will mean that they are still presented to a wide audience from the region. "With MCVE being an established exhibition, we hope that more exhibitors will come to join us as we represent one of the few events that are currently scheduled for next year," said Stefan Pertz, Organiser of the event, which is seeing the fifth instalment coming up.

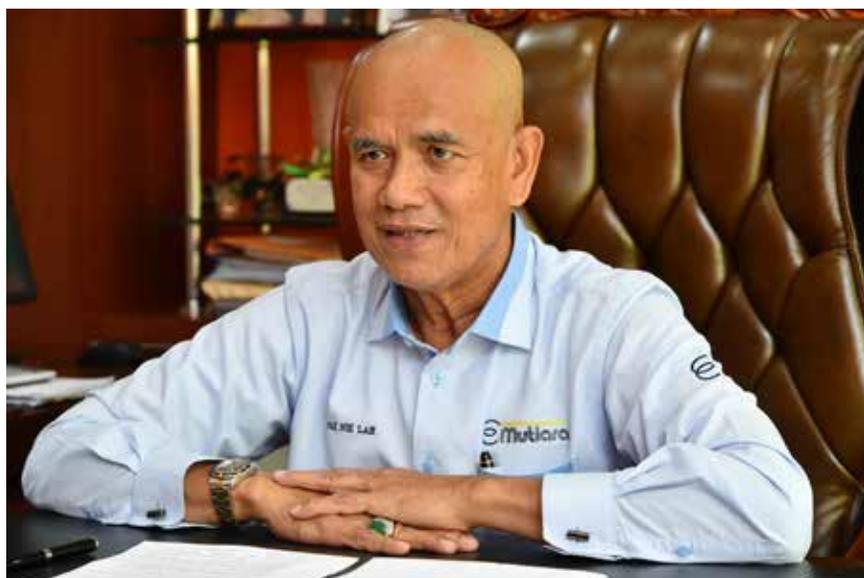
A number of established brands have already signed on and are gearing up to be present at the show. Adding to the excitement is newcomer Hap Seng Trucks Distribution, which is currently occupying the single biggest space at MCVE 2021. Other new joiners include Greateocean Automobile Supply Sdn Bhd, Kitar Teliti Sdn Bhd, Maxlastic and Servcar Resources and Webasto while HYVA is making a comeback.

Talking about the fringe program, Pertz assured that there will be plenty of action. However, he asked for patience as the organisers would need to monitor the situation and ensure that whatever is done to support the event is aligned with the prevailing rules resulting from the current pandemic. "We are confident that it

will be a great show, with a lot of sub-events. Delegates and exhibitors can rest assured that we will adhere to any rules imposed and that the safety of everyone is our utmost concern, as it has always been."

The 2019 instalment of MCVE, the region's biggest exhibition for the commercial vehicle industry was fully sold with three days filled with seminars, driver competitions and the "Hour of Power", making it a resounding success that was lauded by the industry. At the time of writing, some 70 percent of the indoor space had been taken up and interest has been picking up again. Pertz recommends that those interested in making the event their venue to network, showcase new products and foster relationships book their spots swiftly in order to avoid disappointment. 





# Scania's Ecolution Giving Results

*Konsortium E-Mutiara significantly reduces its carbon footprint as the first Scania Ecolution Partner in Asia.*

**H**umbly starting as a 2-bus operation in the mid 1970s, Konsortium E-Mutiara Berhad (KEMB) has evolved into a fleet of 90 coaches of various models but exclusively all-Scania. In the early days before embarking onto the express coach service KEMB started shuttling factory workers to and from their workplaces within the Industrial estate of Pengkalan Chepa, Kota Bharu.

Seizing the opportunity, in 1992, Founder and Executive Director Tuan Haji Che Ibrahim Che Ismail aka as Pak Nik Lah then ventured into the express bus service and after going through several brand of coaches, in 1996 realised very quickly that the Scania coaches were going to be the ones that are going to make KEMB the iconic express bus service and realised Pak Nik's dream of KEMB being the leading express bus service in Peninsular Malaysia.

With 77 units K420EB6X2 and K410EB6X2 double-deckers along with nine units K380IB4X2 high-deck buses scouring the highways from the East Coast to the Klang Valley, and to the Southern and Northern region of Peninsular Malaysia, KEMB has got all the major cities covered.

The total fleet carries two brands of coaches: The E-Mutiara Premier brand and the new Musafir brand with more affordable tickets but with the same Scania coach models that offer the same comfort, and safety. The Musafir buses that serve the Kota Bharu and Kuala Terengganu to Klang Valley routes are particularly attractive to passengers with bigger families as it has additional seats. Presently, six double-deckers and two high-deck singles serve passengers who opt for the Musafir buses.



"We plan to add more new coaches serving the Musafir passengers as we are recording increasingly large numbers satisfied with its service. We will soon add more routes fulfilling requests from passengers," smiled Pak Nik.

Treading cautiously in the beginning, Pak Nik began investing in Scania and after more than 20 years of trials and tribulation, a strong bond was created between KEMB and Scania. Trust was solidified between the two entities creating a win/win scenario in all ventures together. So much so that when the Scania Ecolution partnership was introduced in early 2019, KEMB came on board without question and was the first to sign the Scania Ecolution Agreement in Asia. This move was another milestone as KEMB has already signed-up for the Scania Repair & Maintenance (R&M) and the Fleet Management System (FMS) for its fleet. This move also taps on KEMB's conscience of reducing carbon dioxide (CO<sub>2</sub>) emission into the atmosphere while lowering fuel consumption for its fleet.

Extending the sustainability practices offered by the Scania R&M contract and FMS subscription, Pak Nik is now looking at extending these contracts into lowering their cost of operations even more with the reduction of fuel consumption and carbon footprints that will in-turn lower the environmental impact via the Scania Ecolution Agreement.

KEMB believes that a well-thought out strategy is important if it wants to keep the trust of passengers and maintain a steady growth. KEMB just have to focus on upgrading or at least maintaining its services especially ensuring all KEMB drivers keep up to the standards that Scania and KEMB have trained them for passengers benefit. Scania just have to concur with KEMB's efforts by maintaining its excellent after-sales services from all aspects and ensure that KEMB gets the most uptime possible, keeping our passengers consistently satisfied.

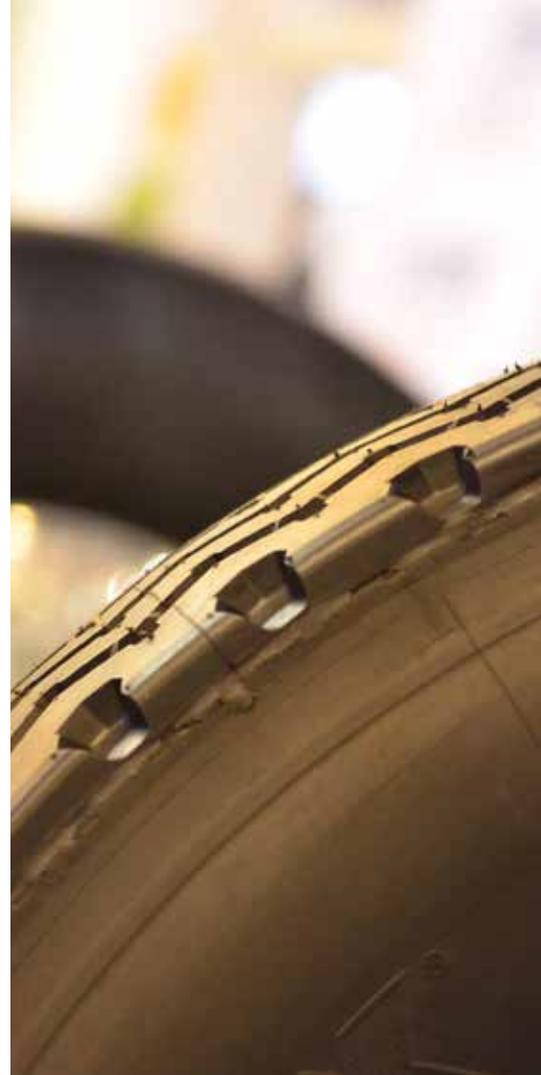
"The Repair & Maintenance contract is a service that I truly appreciate as it is about preventive repair and maintenance and is another measure of giving us maximum uptime and we are able to plan the cost of operation with precision. It helps us set aside a budget for scheduled repairs and maintenance, thus preventing the inevitable from happening. The R&M gives us peace of mind

and ensures that our fleet are always operating at their optimum," said Pak Nik

"KEMB has always believed in giving premium services to its passengers via the Scania premium coaches that will give them a reliable, safe and comfortable ride with no disruption to their travelling schedule. The well-trained drivers will also have to do their part by keeping to all the rules and regulations such as keeping to the speed limit," stated Pak Nik.

For a business to progress upwards, it has to practice sustainability of which is part of Scania's business philosophy and has obviously been adopted by KEMB evidenced by its recorded successes year after year. To attest to KEMB's commitment to the Scania Ecolution agreement, KEMB with Scania's training and coaching of KEMB's drivers has managed to significantly lower fuel consumption of its fleet and reduced carbon dioxide (CO<sub>2</sub>) emissions by 165 745kg that is equivalent to the planting of approximately 2 490 trees flourishing for the past one year.

Being the first express bus service company in Asia to participate as a Scania Ecolution partner, KEMB has a responsibility to uphold by setting a good example as a company that cares for the environment and is willing to take real action to preserve our planet as best as it can for our future generation. 🇲🇾



## The Truth About Retreads

*In February, Alwyn Leu of the Malay Mail wrote an article, titled: "Malaysia's ignored hazard: Trucks with bad tyres". Although he specifically mentions trucks, his misconceptions equally apply to buses. Michael Hutt, Group Marketing Manager, Kit Loong Commercial Tyre Group responds to Mr Leu's wrong and misleading statements.*

Certainly, road safety in Malaysia needs a lot of improvement (The Ministry for Transport has set a 2014-2020 road safety plan that is currently not on target, so it's clear more work needs to be done). Anyone championing road safety is an ally in the fight to create safer roads and to reduce fatalities. Some businesses do not put safety first, and even more worryingly, safety Standard Operating Procedures

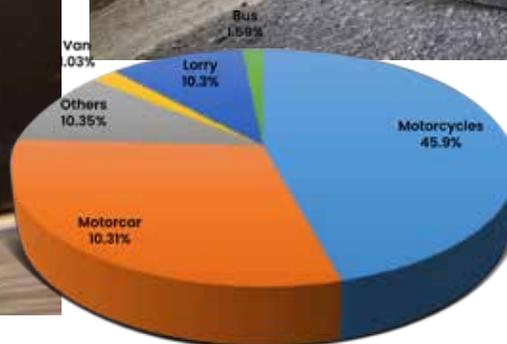
are not well enforced. This is cause for concern and we must pressure the right organisations, both public and private, to do their part in improvement of these areas. It is also important to recognise that cost is always an essential control in business; the balance needs to be right, but safety always comes first, and it doesn't have to be more expensive.

However, the rest of Alwyn's article is somewhat confusing and offers nothing in terms of a practical approach to solving any issues. I want to address a few of his misleading and inaccurate points, to set the record straight:

**Firstly, Mr. Leu writes: "It's an open secret that one of the most frequent causes of deaths on the highway are trucks, buses and lorries".**

This is incorrect by some margin. The last fully-broken-down report, citing vehicle descriptions in accidents

(2013) shows that 45.9% of all road accidents are motorcycles, with lorries and busses responsible for just under 12%. As an update, in 2018, Anthony Loke, then Minister for Transport said: "more than half of the (road) deaths, or about 66%, involve motorcyclists." A 2012 report by IATSS Stated: "The analysis reveals that the highest numbers of motorcycle fatalities occur in rural locations (61%), on primary roads (62%) and on straight road sections (66%) ... Although fatal motorcycle crashes mostly involve 'passenger cars' (28%), motorcyclists are responsible for 50% of the collisions either by crashing singly (25%) or with other motorcyclists (25%)." So, there is no reason bases In fact to assume that lorries and busses are the most frequent cause of death on Malaysia's roads. It is mostly due to motorcycles in rural locations. Even if we assume Mr. Leu means 'just' on highways, with trucks and busses contributing just 12% of the overall figure, there is no possibility the comment can be true.



Lorry and bus operators need to do their part in improving safety on our roads, as heavy road users it is their responsibility to protect their drivers and other on the road, but to claim they are responsible for 'the most frequent' cause of deaths is false and distracts from us tackling the issues that could save the most lives.

1. Road Safety Plan of Malaysia 2014-2020
2. Road accidents are 4th major cause of death in 2018 say Loke
3. Motorcycle fatalities in Malaysia, 2012

**Secondly, Mr. Leu concludes that there are two main 'root' causes of these accidents:**

**"The root cause of the above kinds of accidents can be traced to two points:**

**Greedy business owners cutting costs by refusing to maintain their trucks (Note from Asian Trucker: we argue that the same erroneous statement could be made about bus operators) properly e.g. by retreading tyres instead of replacing tyres**

**Drivers being made to drive crazy long hours with insufficient rest, yet continuously incentivised to drive even more (as this reduces the need to increase the number of drivers)"**

Now, as I stated, there are some businesses that do cut corners, there's no doubt about it. But it's not very helpful to point this out without being able to pin-point actions to help rectify this. After all, the law is very clear in these areas. There is a general lack of enforcement of the laws that contributes to people thinking they can 'get away with it', when cutting corners. This has to

stop. The Government is ultimately responsible for the safety of all of us and this brings us to the point where we say that human nature will mean people will try to get past the rules, so we, as an industry, along with governing bodies and associations, must have a clearer plan to make sure rules are always abided by.

MS ISO 39001:2013 Road Traffic Safety Management System (RTSMS) is a great standard and is being pushed and adopted by many in the land transport sector, but the plans for enforcement are scant. It is clearly recognised that there is a lack of systematic work and commitment among organizations that affect the safety of the road transport system. This needs to be rectified. At Kit Loong, we have a set of services called SC3OCT that are fully certified and will help companies comply with both this ISO and other relevant ISOs and lead to full compliance with Puspakom inspection standards. We would be happy to work with authorities to show how we enforce these rules and standards with our clients.

**Finally, Mr. Leu asserts: "Retreaded tyres should be made illegal. Period."**

This statement shows a clear lack of understanding of both what a retread is, why it exists, where it is



and should be used, how it affects the environment and their benefits to both companies and the economy. In addition, it demonstrates a complete lack of knowledge about the stringent safety steps that go into making a retread tyre.

My first point is an obvious and often used one... but it shows that retreads per se are safe. Eighty percent of aircraft tyres are retreads. In the USA, in 2020, an Executive Order was signed that required Federal agencies to replace OEM tires with retreaded tires rather than new tires whenever possible. Most tyres used on airplanes are commonly owned by the big manufacturers, such as Goodyear and Bridgestone, with guarantees of a number of take-offs and landings per tyre. No airline would run the risk of using something that was innately unsafe, no manufacturer would take the responsibility if they couldn't be sure they were also providing a product of top quality.

Let's get more into the weeds.

Malaysia has very stringent guidelines on the material used in and the actual production of retread tyres. Tyre liners have to conform to regulations set out by the Department of Standards Malaysia, (Standards Malaysia), specifically,

MS 224:2005, as certified by SIRIM QAS International, which is part of The International Certification Network, which gives these products access to 37 national markets by meeting these standards. This means the materials are safe, regulated and of high enough standard for international export. Unlike ISO standards, every product must meet high criteria to meet MS224. The retread production process conforms to ISO 9001:2015, a process created for 'quality management systems' in the provision of retreading tyres. This is a very detailed process and is adhered to globally to produce top quality retreads. Go and visit any reputable retread factory and you will see very



the level of road fatalities that we do in Malaysia, but are still keen users of retread tyres for commercial vehicles. So what's the difference and why are perceptions here so negative?

In a word: quality. But to add some meat to the bones, it is about three main factors: casings, process and material. Not all casings are created equally. The disparity in the quality of new tyres is vast. It's commonly accepted that half of the burst tyres you see on the road are not in fact retreads, but cheap new tyres. The 'big' players invest a lot of time and money into researching the safest compounds, new ways to disperse water, better ways to run tyres hotter, how to make their casings better for retreading. All of this means that some new tyres are both very safe, will travel long distances with good maintenance and be better made for retreading (all the top companies make their tyres specifically to be retreaded, just as a lot of them will retread them and sell them again under their own brands).

Process is vitally important in the creation of retreads. The very first part of the process is to grade the casings to make sure they are safe to be retreaded. This even involves x-raying the casings to make sure there are no hidden deformities in the casing. The rest of the process is similar to creating new tyres. Many retread factories have spent millions of ringgit on the latest technology to guarantee the best product. Often, a retread tyre will have the capacity for longer mileage than the original casing tread allowed. This is because often retreaders understand local issues better than global companies and can use the materials best suited to that environment, both in terms of natural and road environments.

Which brings us on to the final element, materials, which make up the 'new' tread applied to the casing. By using the best compounds, most suited to application and environment it is very fair to suggest that a well-produced, quality-controlled retread tyre that conforms to all local and international certification, can be as safe to use as a new tyre.

Mr. Leu mentions at the end of the article, (we must) **"Limit the number of hours drivers are allowed to work."** This has nothing to do with the difference of safety between retreads and new tyres, but it is very important, and we commend him if he is to focus his time in improving workers conditions of heavy vehicle drivers. To add to this, a few other important areas need to involve both driver safety training and initiatives to create safer roads across the country.

#### 4. The socio-economic impact of truck tyre retreading in Europe, EY, 2016

Now, to address the main issues when it comes to retread tyres in Malaysia, so that we can actually offer some practical advice. First, only ever buy retread tyres from reputable sources, these are manufactures who have both certification, the likes of MS224, but also those producers who have retread programmes with the big tyre brands. If a tyre brand has endorsed a manufacture, it's likely they are of a quality you can trust.

Secondly, even the best tyre will face issues if it isn't maintained correctly, such as simple things like getting the correct inflation for the load will prolong tyre life to what is expected. These are the areas companies purchasing tyres should be focused on, and Mr. Leu is correct to say this is their responsibility and there should be no cost cutting when it comes to safety. And the simple fact is, running a safe operation is actually more profitable than an unsafe one. A 2012 study by EY found that: "Companies in the top 20% of risk maturity generated three times the EBITDA as those in the bottom 20%."

Leu ends his article with the statement "Puspakom, I have spoken." This is another clear indication of him not understanding the fundamentals about the transport industry. At the time of the inspection at PUSPAKOM every six months, a commercial vehicle may be in a perfect state. However, five months later, tyres could be worn beyond the allowed limits. In that case, it would be JPJ though that is responsible to identify and enforce upon the culprit, not PUSPAKOM. ■

modern machinery and processes, alongside equipment specifically designed to make the products safe. From x-ray-like scanners to look for anomalies in the casings, through to high-pressure testing, the whole operation is designed to produce high-quality, safe retread tyres.

The US and European trucking industries are both heavy users of retread tyres. In Europe's five top wealthiest nations (France, Germany, UK, Spain, Italy), the retread market makes up 30% of the total truck tyre market. This equates to 3.2 million units. The US uses 14.3 million retreads for commercial vehicles. These countries have nowhere near

# Road Safety In Malaysia – Up and Up

**M**any initiatives to improve road safety may not be obvious to the general public. In this exclusive interview, Datuk Suret Singh, Chairman of Malaysia Institute for Road Safety (MIROS) provides insights into how bus operators have gradually improved safety compliance from 2011 onwards and raised overall industry safety compliance standards in the last decade.

The concept of being “safe” has taken a new meaning during the COVID-19 Pandemic as the few Bus Operators that remained active had to add-on another layer of safety features to prioritise customer safety. However, as Datuk Suret Singh, Chairman of MIROS told us, incremental improvements of safety in the bus industry have been made very successfully over the last few years.

A major new Bus and lorry safety milestone was initiated by Suruhanjaya Pengangkutan Awam Darat (SPAD) in 2011 in consultation with Bus and Lorry operators to introduce safety guidelines as a new operating norm. SPAD organised free training programs for Bus and Lorry operators to prepare operators for a successful implementation of this new initiative. To their credit these training programs were well attended by senior managers of Bus companies.

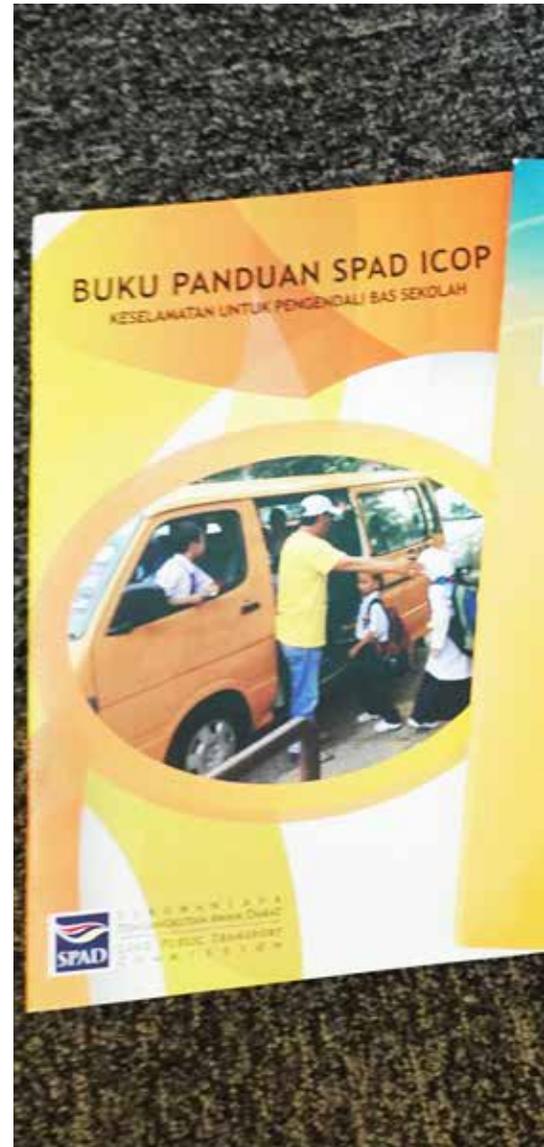
## Compliance

The year 2012 saw nationwide training programs being carried out for Bus Operators by SPAD targeting Senior Management of Bus companies. SPAD ICOP safety guidelines for Bus Operators were introduced under section 22 and 23 of the Akta Pengangkutan Awam Darat 2010 as Operator License condition.

In the last quarter of 2013, the training modules were incorporated into the Industrial Code of Safety Practices, known as ICOPSHE. With that, the guidelines were made compulsory. Enforcement of operator compliance for ICOP Safety commenced in second half of 2014 with scheduled and high risk operator Audits to ensure operator compliance.

One of the requirements under these guidelines is to have an in-house safety officer on the staff roster. Depending on the size of the fleet, such safety officer could be the business owner itself or a staff appointed to handle all issues related to vehicle safety. Smaller operators with a headcount of under 40 staff were exempted from SPAD ICOP Keselamatan (ICOPSHE) components requiring setting up of an in-house safety committee.

Small operators were however required to comply with all other the provisions under the guidelines to aid companies in monitoring their drivers’ adherence to the regulations. Installation of GPS systems and journey monitoring was also made mandatory. Regular audits ensured GPS that has to be functional to avoid punitive action by the authorities.”



Since then, bus operators have been subjected to a number of checks to ensure their adherence to the program. Operators themselves had to carry out ongoing and scheduled audits of their safety procedures while SPAD would act as an external auditor to check upon them. In the worst case of a crash, SPAD would send in an investigative team to find out where the weak link in the chain was, leading to the crash. According to Singh, all parties learned a lot about safety of buses during the investigation of the fatal crash in Genting Highlands in 2013. Consequently, no double-deck buses were allowed on hilly roads following this tragedy. Also, on those areas classified as hilly, buses had to be equipped with seat belts and no standing passengers were allowed.



As retro fitting seatbelts may weaken the superstructure, the installation of this safety device can only be done on new vehicles. It is a matter of time when the use of seatbelts for passengers will be mandatory for Express and Tour Buses just as it is in passenger cars. MIROS is also going to commence a safety rating program for Express Bus Operators in the near future.

### Root Causes

Speeding, driver fatigue and distracted driving remain the main reasons for Bus crashes. To address this specific provisions have been made in the ICOPSHE. For instance, bus captains are only allowed to drive eight hours with a requirement of a mandatory 30 minutes rest after four hours of driving.

“Commonly, operators will have two drivers on board. However, Ministry of Transport (MOT) is currently discussing how it can be streamlined, whereby a second driver would be coming onboard along the route. For this to work, we need sufficient rest areas or motel accommodation along the routes based on Agensi Pengangkutan Awam Darat (APAD) approved journey plans.” This is important as drivers resting on board a bus will not get the same quality of rest compared to sleeping at home or in motels en-route the journey. Fleet operators have to meet the new requirements before they are allowed to deploy drivers based on APAD approved journey plans. MOT is coordinating implementation of this program via consultation with all stakeholders.

### Learning Curve

Complementing the technical requirements on the areas classified as hilly, drivers also had to be subjected to a more stringent selection process. Only those with three years minimum driving experience are now allowed to operate buses in areas such as Frasers Hill, Cameron Highlands and Genting Highlands. Under SPAD, a special training was also conducted for these highlands drivers. Eventually, the training was handed over to nominated trainers from Bus companies to replicate the SPAD program. What we found is that drivers need to specially trained to be able to use the vehicle’s safety features in the best possible way. For instance, some drivers did not know the importance of use low gears as a way to drive on hilly roads both uphill and downhill. Naturally this may not be something drivers need when they are on driving flat roads.”

### Hanover of Jurisdiction

Responsibility of implementation and monitoring of ICOPSHE program has now passed from SPAD to JPJ.

### New and Improved

As of July 2019, JPJ has imposed new VTA requirements for all new buses constructed in Malaysia regarding complying with more stringent safety requirements including compliance to UN regulation R66 and R80.

### Safety Mind set

Following the extensive training provided by the authorities, a safety mindset is starting to take shape within the community of bus operators. Established operators have been pushing the safety compliance by setting a higher industry safety standard and upgrading their vehicle fleets to newer vehicles as well as monitoring ICOPSHE compliance as a new operating norm.

### Bus Vs Rail – The Future

On Bus rail composition for intercity passengers a good comparison the high patronage of Express Bus services from KL Northbound even after efficient ETS rail services were introduced due to competitive pricing and efficient first and last mile connectivity at main Bus Terminals. 🚩

# Challenges and Opportunities Greet New Daimler Commercial Vehicles SEA CEO

*Harald Schmid, the new CEO of Daimler Commercial Vehicles South East Asia has taken the reigns at particularly challenging economic times, but he says there are great opportunities for growth in this region.*



Mr. Schmid

On January 1, 2020, Harald Schmid became Chief Executive Officer of Daimler Commercial Vehicles South East Asia, taking over a highly important region for both the FUSO and Mercedes-Benz brands. As CEO he is responsible for Mitsubishi Fuso Trucks and Buses, as well as Mercedes-Benz Trucks, Buses, and Vans.

## A Stellar Career

Mr. Schmid joined Daimler full time in 1996 at the Passenger Cars division and held a number of roles in the Van and Truck Divisions in Germany and the Russian Federation. He joined Daimler Trucks Asia in 2015 as Head of Sales and Customer Service FUSO at Daimler Commercial Vehicles South East Asia in Singapore. Before returning to Singapore as CEO he left in 2018 for Daimler Headquarters in Stuttgart, Germany to take the lead for FUSO in Europe and the Americas.

In addition to the usual responsibilities, Mr. Schmid has to navigate one of the most unique times in modern history during the Covid-19 global pandemic, that continues at time of writing. "Our customers serve as the North Star as we navigate the uncertainties we are seeing with the pandemic. With regards to the spread of the coronavirus, our priority is to make sure that we do our utmost to provide essential support to our customers while protecting the health of employees.

## Minimising Impact

"We are monitoring the spread of the coronavirus to be able to react at any time to dynamic changes in the situation," Mr. Schmid explained. "We are currently unable to provide any further information about how this will affect sales in our markets. However, we are aiming to minimize the impact on our customers."

Despite the disruptions caused by the pandemic, the business of the trucking industry, deemed an essential industry during Singapore's Circuit Breaker period, goes on. "Overall, I am confident in our organization's ability to handle the upcoming challenges. Further down the line, we have upcoming regulation changes – especially in terms of emissions. South East Asia is shifting at a very quick pace. Indonesia is leading the shift from Euro 2 to Euro 4 within the next few years, for example."

## Important Market

One thing we can say for certain regarding the South East Asia region, is that it is a highly important region for the FUSO brand. "This region represents approximately one third of Mitsubishi Fuso Truck and Bus Cooperation's (MFTBC) global sales volumes and includes some of our largest foreign markets, so we really have to keep our eye on the ball," he states. "In some of these countries, FUSO has held a long history of market domination and at the same time, we are still challengers in other countries."

With a view to increasing sales in the region Mr. Schmid notes: "Our utmost priority is to continue bringing improvements to our product line-up, and to make sure our on the ground service can match the growing expectations of our customers."

## Exciting Region

"I strongly believe this is an extremely challenging yet exciting region, with all of our markets there is still huge growth potential. I'm looking forward to success together with my team and our partners as we strive to keep the world moving!"

Daimler is noted for its leading-edge technology and the CEO says Daimler will continue to provide best-in-market technology with reliable and accurate service. "Investing into our customer touchpoints is extremely important. We are working on expanding and improving our sales network throughout the region to enable us to be even closer to our customers."

## Close Collaboration

Not only are customers important to Daimler, but so are their partners as Mr. Schmid explains: "Partner Management plays a crucial role as I strongly believe the close collaboration with our partners who have the top notch expertise in the markets will continue to contribute to our common goal. They continue to invest heavily to improve their presence and to provide quality service to our customers."

## Project Future

The Daimler Group launched a new corporate structure on November 1, 2019. The spin-off of the passenger cars and vans division and the trucks and buses division into separate subsidiaries became effective at the end of October by entry in the commercial register. All Daimler Trucks & Buses activities, including those of the Regional Centre SEA, are now bundled together in Daimler Truck AG. "Under this structure, Daimler Truck entities such as the Regional Center SEA can continue to respond decisively and flexibly to market needs."

Mr. Schmid says Project Future, as the new corporate structure is called, follows a basic idea. "We are combining the best of two worlds. We will operate with the strength of a global Group and the flexibility of three customer focused divisions. We are creating strong divisions with an even sharper focus on customers and markets."

"Daimler AG will be the connecting element that ensures our cohesion and impact as a global corporation," he continued. "With the new structure, we are delegating responsibilities to the new divisional companies. Many

decisions that are made at Group level today will in the future be made at the operating level: by Mercedes-Benz AG and Daimler Truck AG. For example, the new companies will be able to make their own decisions on many investments. This will accelerate the pace of decision-making and implementation – and move us closer to markets and customers. We are becoming more flexible in order to bring innovations to markets even faster.”

### Local Responsibility

“In the future,” Mr. Schmid added, “responsibilities will lie more clearly than ever before within the respective division - this will make successes visible more quickly and corrections easier to make. For example: Each divisional company will be responsible for its own sales organization and distribution model and can develop them independently.”

Project Future is not just an adjustment of internal practices. “We will also become more transparent externally – because we have to convince our investors. A clear, modern structure makes it more likely that our stock will be appropriately valued. This will give us security and make us stronger.”

### More Flexibility

In order to master technological change, Mr. Schmid says the companies want to make increasing use of external know-how and new partners. “As legally independent companies, Mercedes-Benz AG and Daimler Truck AG will be the contractual parties in partnerships. The new companies will be able to make their own decisions about many of their start-up investments. That gives us more flexibility in all directions for the new world of mobility.”

The new Actros will be launched in the region in the coming months. “The Actros is ready to come to the region, and we are looking forward to introducing it in Malaysia and Singapore in the near future. We will evaluate how the coronavirus situation evolves over time and assess the appropriate launch dates for the Actros accordingly.”

### New & Improved

The new generation of Active Brake Assist has been improved yet again. Active Brake Assist 5 can help the driver if a collision is imminent, when a pedestrian crosses the road or walks in the same lane as the vehicle. It provides full braking where and when necessary.



“No other emergency brake assist module has this performance spectrum thanks to the combination of radar and camera systems.” Additional highlights are the Improved Sideguard Assist and Multimedia Cockpit.

“We are always looking to improve our market share and launch new products in all markets to cater to customer requirements,” Mr. Schmid states. “The ASEAN Economic Community (AEC) will boost the need for cross-border road transport in the coming years, and we will ensure that our products reflect those trends.”

### Cleaner Air

Going forward, especially after this pandemic when the world has been given a breather and cities have enjoyed cleaner air, what will Daimler Trucks be doing to make the world cleaner and greener? “Daimler Truck AG is a leader in electric trucks, working towards providing sustainable, CO2-neutral transport (“tank-to-wheel”) for both people and goods. The FUSO eCanter for example is the world’s first all-electric light-duty truck in small-series production.

“Customers are now operating more than 150 electric vehicles in several major cities in Europe, Japan and the United States. It’s more than about building an image, but rather providing customers real ways of building their businesses in a sustainable manner. The eCanter has yet to come to South East Asia, but it has been exhibited in Taiwan, and in Indonesia. The technology is ready; when we believe that the customer

demand, the infrastructure, and local government support are together at the right level, the product can be introduced. Also, we are ready to adapt to emissions regulations changes that governments in the region are putting in place to address urban pollution.”

### Extended Warranties

Reducing pollution doesn’t only take place on the road, Mr Schmid points out: “On the production side, I am proud to say that our colleagues in Chennai, India operate a state-of-the-art facility. Many of our vehicles for this region are manufactured at the plant where 80 percent of the energy utilized is from renewable sources. They have solar panels on site, and they are also recycling about 60 percent of their water consumption.”

The pandemic has created unusual times and Daimler Trucks is meeting the moment. “The current global situation has resulted in extremely trying times for business and individuals alike. In moments like these, all of us welcome assistance to help meet these challenges. For markets in SEA with the exclusion of Indonesia, any FUSO truck, bus or engine with a warranty expiring between March 15 to May 15, 2020 is valid for an additional two months of warranty coverage. For Indonesia, warranties expiring between April 1 to May 31 will be extended for an additional two months. The exception for Indonesia was due to the fact that movement restrictions started in April and most vehicles stopped. Hence, the consideration.”



# Scania's NXT Concept Vehicle

*We all want to know what the future will look like. Scania's NXT might address that question for the urban passenger transport for the year 2030 and beyond.*

**N**XT has been designed as a prototype for testing and evaluation, but also to exhibit to get feedback on the concept. But what would this new creature look like? "Many of the features have been designed with the future always-online generation in mind. Their lives will be closely intertwined with technology, and we think this concept vehicle will appeal to them," says Transport Designer Michael Bedell, Scania. "From the start, our aim was that it should not be perceived as aggressive, but be assertive and command respect as a vehicle in traffic. At least in the beginning, some may try to provoke the autonomous vehicle to stop, and it should be clear that NXT is on the move."

## How NXT Communicates with Passengers and Those Around it

A key consideration with self-driving vehicles is the machine interaction with other road users, and, in the case of buses, also with passengers. NXT is Scania's vision of what the future for transport in cities could be. It is a self-driving electric vehicle that can change shape from a bus to a distribution truck to a refuse collector.

### Communication for Bus Passengers

Many of the interior features in the concept vehicle's bus module compensate for the lack of the driver. Lights in the ceiling inform passengers when the vehicle is about to start or stop. NXT is also equipped with a warning system to alert those disembarking of unsafe oncoming traffic.

Upon entering, passengers can immediately see information about public transport connections and communicate with a human operator via a sphere-shaped touchpad. Information on an additional screen could include, for example, news updates or tourist recommendations and tips.

### Sensor System with A 360-Degree View

The autonomous concept vehicle is equipped with state-of-the-art integrated sensor systems for driving and traffic detection. Cameras on the front, back and sides are complemented by radar and lidar – light detection and ranging – systems.

"This integrated sensor system enables the vehicle to scan the entire surroundings and obtain a 360-degree view," explains Transport Designer Michael Bedell, Scania. "At present, vehicles may fall short of human processing capacity but in future, they will be superior to what humans can achieve simply because they will have access to much more information and the ability to process this mass of data."

### Warning System for Surrounding Pedestrians and Cyclists

People in the vicinity of the vehicle will be alerted to its approach by LED lighting throughout the front, sides and back. It also confirms through lighting and sound that it is aware of a passing pedestrian or cyclist. This is done in three steps: Initially the vehicle will signal through a laser beam that it has observed the person. If that warning goes unnoticed, the vehicle will amplify LED-lighting and finally emit a sound.

"The communication between a self-driving vehicle and the people moving around it has been highlighted as especially important since many pedestrians on city streets make, what to many, is an almost an unconscious contact with drivers of trucks and buses before crossing streets," says



Bedell. "However, when that slight nod from a driver disappears, it is clear how much value that contact adds. This is something that we need to program autonomous vehicles to handle."

### Designed to Meet the City's Needs

The idea from the beginning was to design one vehicle that would meet all the requirements of the city, while adhering to differing regulations and demands on transporting goods and people. "NXT is a concept of what could be a totally new platform, which allows us to build vehicles for varying purposes. The vehicle is designed for rapid adjustments to meet different demands," says Bedell.

### Clear and Simple Styling

NXT is characterised by a clear and simple styling that features both novel and traditional design lines. Some of these details are found in the layered structure in both the interior and exterior. It has a clear forward-shaped design. The large windows not only provide a pleasant experience for passengers along the route, but the cross-view also helps pedestrians and manually driven vehicles see surrounding traffic through the windows.

### How Scania Engineers Designed a Vehicle for 2030 and Beyond

What today is Scania's NXT concept vehicle started with the idea of finding a solution for future transport in cities. A group of Scania engineers rose to the challenge by developing a vehicle that represents a vision of the future. "When you ask ten different people about the future, you will get ten different answers. At the end of the day, no one knows what will happen in 2030," says NXT Project Manager Robert Sjödin. "Throughout this project, we have brought together experts and made many choices that have led us to this idea of what the future of urban transport could be."

### Interchangeable Functional Modules

Scania has now revealed the result of its two-year future-oriented project – the eight-metre-long NXT concept vehicle. What sets the concept vehicle apart is the use of separate drive modules, which control and steer the vehicle, and functional modules, which can be used for different applications. Energy is stored in each functional module's battery unit, meaning that, when transitioning between applications, each functional module can be removed and replaced by another with a fully charged battery.

### Batteries Under the Floor

The cylindrical cell batteries – commercially available today – are placed under the bus floor and have a total capacity of 162 kWh. Combined with the low vehicle weight, simulations show that the vehicle can achieve a range of around 245 kilometres. "Normally batteries are placed on the roof or in the engine compartment. Instead, we make good use of what otherwise would be a dead space," says Linus Ährliq, NXT Technical Project Manager, Scania. "This placement is also beneficial for weight distribution."

### Low Weight

The bus module has the capacity for 20 seated passengers and 55 in total. Without a driver's area, the entire interior area can be used to carry passengers. The bus body consists of one single composite material module, reducing the total vehicle weight to less than eight tonnes.

### Crab Steering Mode

Ährliq continues: "Thanks to the hub engines and fully steered wheels, the concept vehicle is extremely agile on city streets. With crab steering mode, the front and rear wheels turn in the same direction. Crab steering enables the bus to align perfectly with the pavement for ease of passenger entry and exit." The axle distance of six metres is similar to that of a standard bus. In contrast, however, the four fully steered wheels permit a turning radius of just 10.5 metres, better than many passenger cars.

### Solar Panels on Roof

For added power, the roof of the concept vehicle has been equipped with a limited number of solar panels. If the entire 20 square metre roof is covered with solar panels, this has the potential to generate nearly three kW of added power.

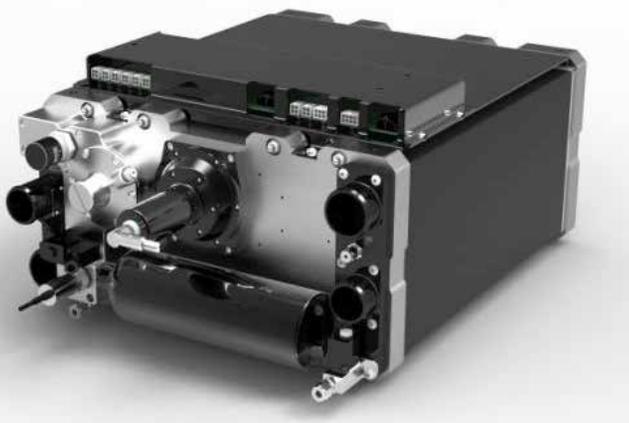
### Infrared Heating System

Innovation has also been the guiding light inside the vehicle. To save on power-consuming heating, NXT has been equipped with an infrared heating system, which, compared with traditional convection heaters, reduces energy requirements by 60 percent. The system is substantially lighter as well. Rather than heating indoor air, the infrared heaters keep passengers warm while also warming seat fabrics for added comfort. 



# Hydrogen Fuel Cell Technology Takes Over the Industry

*Many of the world's commercial vehicles are now powered by hydrogen fuel cells, so let us take a look on how this technology is slowly changing the course of the commercial vehicle world.*



**Y**ou must be wondering, what exactly is hydrogen fuel cell (HFC) technology, and what is so good about it? Hydrogen fuel is a clean fuel that is burned along with oxygen in an electrochemical power generator to generate electricity, and in the process, produces water and heat as by-products. What sets hydrogen fuel apart, however, is the fact that it serves as an alternative to diesel fuel in more ways than one: its fuel-cycle emits no pollutive exhaust, and through renewable energy, there contains no trace of greenhouse gas emissions. Vehicles that are powered by hydrogen fuel cell, thus, significantly reduce our use and dependence on diesel oil and lower the chances of harmful emissions contributing to climate change. What started out as an experiment among

startup companies and early projects is now dominating the commercial vehicle industry with many of the industry's biggest players putting in large investments in the technology.

## How Does it Work?

Hydrogen fuel can be produced through several methods, and in the commercial vehicle industry, fuel is processed in a fuel cell that is composed of three main components: an anode, a cathode, and an electrolyte membrane. This type of fuel cell is called a Proton-Exchange Membrane Fuel Cell, or also known as a polymer electrolyte membrane (PEM) fuel cell, which is mainly reserved for transport applications and stationary and portable fuel cell applications. The PEM fuel cell does its job by passing hydrogen through the anode, at which hydrogen molecules are split into electrons and protons. The former ones take the path of a circuit in the fuel cell to generate electric current and excess heat, while the protons go through the electrolyte membrane. At the same time, the PEM fuel cell passes oxygen from the surrounding air through the cathode on the other side, where the oxygen meets with the protons and electrons to produce water molecules. This does not get any simpler than your run-of-the-mill science experiment in school!

## What Are Fuel Stacks Then?

What lies in the heart of a fuel cell vehicle (FCV) is the fuel cell stack. Because fuel cells generate less than 1.16 volts of electricity each, they must be assembled atop one another to create a fuel cell stack in order to generate enough power to run a vehicle. The potential power that can be generated by a fuel cell stack largely varies and is dependent on the number and the size of the individual fuel cells of the fuel cell stack, as well as the surface area of the PEM.

## The Preferred Alternative

Hydrogen fuel cell has been proven to yield positive results for both the environment and the wallet in the long term.

### 1.Reduction in Greenhouse Gas Emissions

Contrary to diesel fuel, which emits greenhouse gases (GHGs) and carbon dioxide (CO<sub>2</sub>) that are large contributors to climate change, the only by-products of vehicles—when fueled by pure hydrogen—are heat and water with the release of zero tailpipe GHGs. While it is possible for FCVs to still generate GHGs, depending on the production method, the GHGs emitted are still far less great than those emitted by gasoline and diesel fuel. FCVs also eliminate the maintenance costs that come with storing diesel fuel that may prove harmful later on. Many of the industry's big players make use of environmentally benign hydrogen in their hydrogen fuel cell products to eliminate and prevent the harmful impact of fuel spillage or leaks and air pollution.

### 2.Cutback on Vehicle Oil Dependence

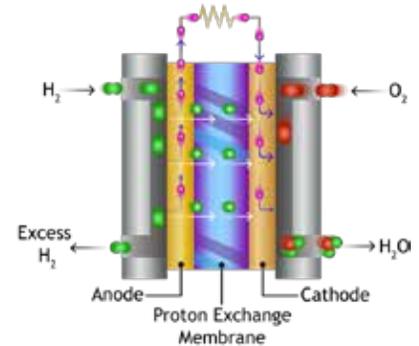
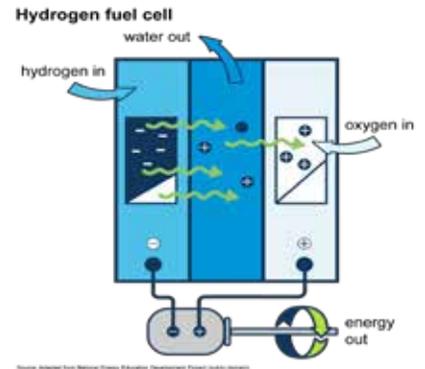
Many companies have incorporated hydrogen fuel cell in their corporate sustainability programs, and the industry is seeing a shift of focus from diesel fuel to environmentally friendly alternatives. With the industry soon to be saturated with FCVs, our dependence on foreign oil will be significantly reduced and eventually eradicated. Hydrogen can be extracted sustainably from domestic sources, such as natural gas and coal, as well as from renewable sources, such as water, biogas, and agricultural waste. From an economic perspective, this would allow for us to be less affected by oil price hikes and drops in the volatile oil market.

### 3.Lowering of Operational Costs

Hydrogen fuel cells require little to no maintenance as they eliminate the need to change, charge, and manage batteries, a maintenance check that is necessary for batteries, internal combustion generators, and the like. Hydrogen fuel cell units have a longer running time than do lead-acid batteries and, when power is running low, would not take more than five minutes to refuel. Companies that employ FCVs in their fleet benefit substantially from this as it reduces vehicle and personnel time, giving birth to a higher efficiency rate. This loss of regular maintenance saves not only money but labor, time, and the space for battery rooms as maintenance checks require optimal conditions.

### 4.Increase in Energy Efficiency

Hydrogen fuel cells are well known to be more energy-efficient than other forms of power. When a fuel cell vehicle is fueled by pure hydrogen, the hydrogen fuel cell has the potential to be up to 80-percent efficient. This means that the fuel cell converts up to 80 percent of the energy content of the hydrogen into electrical energy. The electric motor and inverter of the vehicle thus have the responsibility to convert that electrical energy into mechanical energy, with an average of 80 percent efficiency. Combined, this gives an overall 64-percent of increased efficiency when a vehicle is powered by a hydrogen fuel cell!



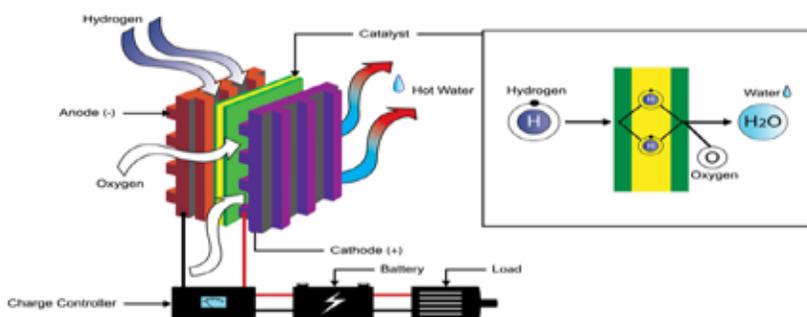
### 5.Increase in Durability and Reliability

Hydrogen fuel cells require little to no maintenance as they eliminate the need to change, charge, and manage batteries, a maintenance check that is necessary for batteries, internal combustion generators, and the like. Hydrogen fuel cell units have a longer running time than do lead-acid batteries and, when power is running low, would not take more than five minutes to refuel. Companies that employ FCVs in their fleet benefit substantially from this as it reduces vehicle and personnel time, giving birth to a higher efficiency rate. This loss of regular maintenance saves not only money but labor, time, and the space for battery rooms as maintenance checks require optimal conditions.

With environmentally friendly applications and time-consuming maintenance, we are beginning to see the boom of hydrogen fuel cell technology in the commercial vehicle industry, and with good reason!

(Credits / Sources: U.S Energy Information Administration, Hydrogenics, Toyota, Verdict Media, Stanford University, University of Nebraska, Fuel Economy, Plug Power) 

## Hydrogen Fuel Cells





## TMS Buses are Getting Ready for Action Again

*Tourism and travel industries eagerly await the full opening of the country and with that a renewed influx of tourists. While the attention was on fighting the pandemic, MAN has readied the first coaches built on their chassis by Terus Maju Services Sdn Bhd (TMS).*

When visiting the MAN Trucks and Bus (Malaysia) workshop in Rawang, the bus commissioned by Arwana Travel and Tours Sdn Bhd sat majestically in the hall, ready to splash its bright colours all over the country at the end of June. Just before the Movement Control Order took effect, the bus was brought in for the final inspection (PDI) by the Germans to ensure all the systems are safe to operate and comply with the guidelines stipulated by the OEM as well as local authorities.

This step is crucial as bodybuilders would typically remove the entire cable-tree when they build the coach. Additional systems may be installed and it is vital to ensure that the original wire-harness is fit to take on the upgraded functions. During the check, which typically takes one day, issues are highlighted to the bodybuilder for rectification. "Obviously, building the body onto the chassis requires knowledge. For instance it is crucial to allow for hatches so that mechanics can access the gearbox or the engine compartment during regular services or in case of a breakdown," a MAN technician explained.

Initially, the bus was to be handed to the operator by end of March, a schedule that was disrupted by the MCO. Any vehicle standing for a prolonged time should be subjected to another check to ensure that all systems are working and there are no safety issues. Most of the buses in Malaysia have been parked for over three months. To ensure operational readiness, MAN is offering a "Corona Health Check", based on a checklist with some 40 points to be inspected. Customers with a fleet of at least four units can request the MAN mobile workshops to drop by to perform the health check in the yard.

What makes the buses for Arwana Travel and Tours special is that the chassis has been upgraded from 18 to 19 tonnes. Also, the engine is the latest model, which means that the operator will enjoy reduced fuel consumption. Mounted on the dashboard is a CCTV camera that is running 24 hours.

It was also learned from Terus Maju Services Sdn Bhd that the chassis with MAN Common Rail Diesel engine was chosen as the bus is having less vibration and a notable decrease of the engine noise. This is important for the operator as these features are making the bus more comfortable for passenger to ride on.

Meanwhile, the company suggesting that CCTV is to be installed in every bus as it can provide important evidence in certain cases. Terus Maju Services can provide from four cameras up to eight cameras for CCTV to surround the vehicle.

During this Corona pandemic, TMS currently are providing service for disinfection and cleaning service for the buses (interior and exterior). ■

# Government Promotes the Adoption of Cleaner Commercial Vehicles in Singapore

*Singapore is introducing a new commercial vehicle emissions scheme and enhanced early turnover scheme to kick in on April 1, 2021.*

Singapore's National Environment Agency (NEA) and the Land Transport Authority (LTA) is introducing the Commercial Vehicle Emissions Scheme (CVES) for all new and used imported Light Goods Vehicles (LGVs), Goods-cum-Passenger Vehicles (GPVs), and small buses, all with maximum laden weight (MLW) not exceeding 3,500kg. The Early Turnover Scheme (ETS) for existing Category C (Cat C) commercial vehicles will also be enhanced. Both schemes take effect from April 1, 2021 until March 31, 2023.

## Multi-pronged Approach

Air pollution is a key threat to public health in many cities. According to the World Health Organization (WHO), air pollution is the biggest environmental health risk, killing seven million people a year.

Over the years, various initiatives have been introduced to reduce vehicle emissions, which are a key source of air pollutants such as ozone and Particulate Matter (PM). These initiatives include the introduction of Euro 6 emission standards, the Vehicular Emissions Scheme (VES) for cars and taxis, the ETS for existing Cat C commercial vehicles and the tightening of in-use emission standards. Singapore is working towards meeting the air quality targets for these pollutants.

In Singapore, diesel commercial vehicles and buses are significant emission sources of PM and nitrogen oxides (NOx). With the new CVES and enhanced ETS, the Government aims to promote the adoption of cleaner, newer LGVs and encourage the early turnover of older, more polluting commercial vehicles.

## Commercial Vehicle Emissions Scheme

Under the CVES, LGVs are classified into Bands A, B or C by their worst-performing pollutant among the following: carbon dioxide (CO<sub>2</sub>), carbon monoxide (CO), hydrocarbons (HC), NOx and PM. This is to encourage buyers to choose models that have lower emissions across all criteria and are cleaner overall, thus addressing climate change, improving ambient air quality and protecting public health.

The details of the three CVES bands are shown here:

Band	Pollutants					Incentive / Surcharge(+/-)
	CO <sub>2</sub> (g/km)	HC (g/km)	CO (g/km)	NOx(g/km)	PM(mg/km)	
A	£150	=0.0	=0.0	=0.0	=0.0	+\$30 000
B	150<	0.0<	0.0<	0.0<	0.0<	+\$10 000
	B	B	B	B	B	
C	£280	£0.039	£0.270	£0.008	£0.9	-\$10 000
	>280	>0.039	>0.270	>0.008	>0.9	

For Band A vehicles, the \$30 000 incentive will be disbursed annually in equal payments to the prevailing vehicle owner over three years (i.e. \$10 000 a year). For Band B vehicles, the owner will receive an upfront \$10 000 incentive upon vehicle registration. For Band C vehicles, a \$10 000 surcharge will be imposed, likewise, on vehicle registration.

## Enhanced Early Turnover Scheme (ETS)

The ETS was first implemented in 2013 to encourage the early turnover of Pre-Euro and Euro 1 Cat C diesel vehicles to newer and cleaner models. In 2015, the ETS was extended to Euro 2 and 3 Cat C diesel vehicles, with an additional incentive for turnover to Euro 6 (or equivalent) models. As of December 31, 2019, about 47 000 pollutive vehicles have been replaced early under the scheme.

From April 1, 2021 onwards, existing Euro 4 Cat C diesel vehicles will also be eligible for the ETS incentive. This will more than double the number of ETS-eligible vehicles from around 22 000 to more than 63 000. Existing Euro 2/3/4 Cat C diesel vehicle owners will receive both the ETS and CVES incentives if they replace their vehicles with a Euro 6 (or equivalent) LGV classified in Band A or B of the CVES. To encourage the turnover to cleaner alternatives, owners who replace an existing Euro 2/3/4 Cat C diesel vehicle with a Band C LGV (i.e. diesel LGV) will not qualify for the ETS incentive. Owners of HGVs can enjoy the highest incentives if they turn over their existing Cat C diesel vehicle to an HGV that has zero tailpipe emissions. Tailpipe emissions refer to air pollutants HC, CO, NOx and PM.

Existing Vehicle and Emission Standard	Replacement Vehicle (Euro 6 or equivalent)	Incentive (COE Bonus)		
		Current ETS (till 31 Mar 2021)	Enhanced ETS (from 1 Apr 2021)	
LGV	Euro 2/3	Band C under CVES	35%	N/A
		Band A/B under CVES	35%	45%
	Euro 4	Band C under CVES	N/A	N/A
		Band A/B under CVES	N/A	20%
HGV	Euro 2/3	Vehicle w/ tailpipe emissions	100%	80%
		Vehicle w/o tailpipe emissions	100%	100%
	Euro 4	Vehicle w/ tailpipe emissions	N/A	40%
		Vehicle w/o tailpipe emissions	N/A	80%

\*Refer to Annex B-D for the eligibility criteria, incentive calculations and sample calculations

The current ETS will be extended to March 31, 2021, before the enhanced ETS and CVES kick in.

## Spurring the Adoption of Cleaner Vehicles

The Government aims to make the adoption of cleaner commercial vehicles more attractive with the CVES and enhanced ETS, and other initiatives to encourage the use of electric vehicles (EV) such as the EV Early Adoption Incentive (EEAI). These efforts will go towards improving Singapore's air quality and meeting our pledge to reduce our emissions intensity under the Paris Agreement. ■



## Cummins RemoteConnect Connects During Covid Crisis

*Cummins RemoteConnect, a tool for our times, gets vehicles up and running when the technician cannot be on site.*

A suite of high-tech tools called RemoteConnect is enabling Cummins to support customers while maintaining social distancing and travel restrictions implemented during the COVID-19 crisis.

The tools, which allow experts to remotely see what technicians see in the field, were created by the Cummins Care team in 2017, prior to the COVID-19 crisis, to support customers in hard-to-reach locations. Now, with travel discouraged to prevent the spread of the virus, the use of RemoteConnect has increased dramatically, making the tools more important than ever.

### Alternative Solution

"RemoteConnect was created to be an alternative solution when a Cummins subject matter expert cannot be onsite," said Cummins Care Manager Joe Brooks, who has been leading the initiative since 2017. "This has quickly turned into the only solution to service our customers in certain situations due to COVID-19. RemoteConnect has been a real game-changer during these unprecedented times."

### How It Works

The suite of tools comes in a kit that looks something like a suitcase and includes safety glasses equipped with a tiny camera that technicians can use to work collaboratively with company experts known as "CFSEs" to diagnose and fix problems. CFSEs can literally see what the technician sees even if they are many miles away.

RemoteConnect quickly demonstrated its ability to improve repair quality while reducing misdiagnosis, un-recoverable labour expenses and most importantly, customer pain and suffering. The kits have been placed in more than 140 Cummins locations, and Cummins Care is working to deploy them in more locations.

### When Travel is Limited

Before COVID-19, CFSEs spent a significant time on the road, working with Cummins technicians at a particular Cummins Sales and Service location to collaborate on difficult service work. In addition, they would also collaborate with technicians via RemoteConnect.

When COVID-19 was declared a pandemic, suddenly a simple flight, train, or even a car ride to service a customer was no longer a routine option. Many CFSEs discovered RemoteConnect was the next best thing to being there.

### Impressive Numbers

While the safety glasses equipped with cameras to live stream two-way audio and visual communication has perhaps the biggest wow factor, the kits also include:

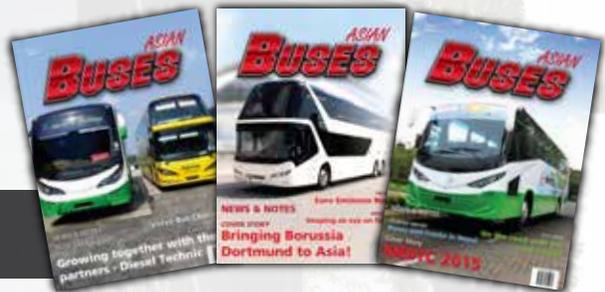
- LogMeIn Rescue: A tool providing the CFSE the ability to remotely collaborate with onsite technicians by taking control of their desktops.
- Network Bridge: A tool allowing CFSEs working remotely to connect to an engine's electronic control module (ECM), which is the command centre on an engine controlling its operation.

### Days of Downtime Saved

As of April 2020, over 5 402 remote support cases had been completed since November of 2018, including 621 that would have required travel, and 3 488 days of downtime were saved. The kit was used 166 times just between February and April 2020.

Brooks and others at Cummins expect those numbers will go up in the days and months ahead. RemoteConnect is just another way Cummins puts technology and innovation to work for its customers. ■

# 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**



# MAN - Always Driven by Alternatives

*The future is electrifying! And at MAN Truck & Bus, the past was, too – back in 1970, the company showcased its first electric bus. Today, 50 years later, the MAN Lion's City E is being launched as a fully electric series vehicle, thereby providing a contemporary and sustainable solution for entering the world of e-mobility*

It is impossible to think of sustainable mobility without considering e-mobility. Without it, the energy concept of the future is almost inconceivable. And yet, the innovative technology is not new – at least, not for MAN. This is because MAN's first electric bus was unveiled back in 1970. Today, 50 years later, MAN Truck & Bus is launching a state-of-the-art, fully electric series vehicle in the form of the MAN Lion's City E. The first mass-produced customer vehicles will be delivered in the last quarter of 2020. "The innovation and ingenuity of MAN is demonstrated by the fact that, five decades ago, we were one of the first companies to focus on e-mobility at all and that we have been promoting alternative drives considerably for many years," says Rudi Kuchta, Head of Business Unit Bus at MAN Truck & Bus. He adds: "Now that the time and market are right for this pioneering technology, and the political framework fits, we can offer our customers an electric bus as a series vehicle which impresses with sophisticated technology and a sustainable overall concept. Not only does the electric motor come from within our own four walls, but we also develop the expertise that is crucial in the electric bus – such as the battery technology – within the Group. Furthermore we can support our customers with skilled and comprehensive advice, in order to make their entry into the world of e-mobility as simple as possible."

## How it All Began: MAN's First Electric Bus

On 13 February 1970, in conjunction with partner companies RWE, Bosch and Varta, MAN presented a purely electric scheduled-service bus to representatives of the press from all over Germany following two years of development. The 750 HO-M10 E model was presented on the new test track 1 at the Munich plant. The bus was to "make a positive contribution within the industry to combat air pollution and noise on inner-city roads," stated a press release from MAN. Due to the ever-advancing "wave of motorisation", even back then calls were made to improve the prevailing conditions in the cities. "In order to gain our own experience and to make a contribution for people and the environment, at the beginning of the 70s MAN decided to tackle this challenge," says Henning Stibbe, Head of the Historical Archive at MAN Truck & Bus.



In January 1971, eleven months after the presentation and following comprehensive factory testing, MAN handed over the prototype to the transport company in Koblenz for a one-year test series in regular service operation. The electric bus, which served Route 7, was able to transport 99 passengers and had a range of 50 kilometres. The batteries were housed in a trailer and guaranteed a driving time of two to three hours. Another singleaxle trailer with batteries stood ready in a changing station so that the batteries could be replaced quickly as soon as they were flat. "In addition to ensuring that the electric bus was constantly available, the fact that there were two trailer modules with batteries was advantageous as the batteries could be charged with cheap off-peak electricity," says Stibbe. Up to June 1971, the MAN electric bus clocked up around 6 000 kilometres without any significant faults and without any exhaust emissions whatsoever in regular service in Koblenz.

advantages of the electric buses from MAN and successfully deployed these in local public transport. The emission-free and almost silent operation of the buses was a success.

### Yesterday, Today and Tomorrow – MAN a Pioneer in Environmentally Friendly Buses

But for many years now, MAN hasn't just been making an important contribution to maintaining clean air and combating noise in inner cities by means of its electric buses. Alongside highly efficient diesel engines which are constantly undergoing further development, for many years MAN Truck & Bus has been offering hybrid drives, as well as engines for operation with natural gas. This also means MAN is the market and technology leader for city buses with natural-gas drives in Europe.

The first MAN city bus with gas drive was premièred more than 75 years ago. It was deployed in local public transport in Nuremberg. The vehicle was operated with a trailer. It was possible to increase the range substantially as the gas tanks were located on the roofs of the bus and trailer. A special element was also that MAN constructed the complete vehicle, which was specifically designed for operation with gas. The expertise for this came from coach construction. MAN Truck & Bus launched a completely new gas engine on the market for the IAA 2018 – the MAN E1856 LOH. Amongst other things, it impresses with excellent economic efficiency and extremely low exhaust emissions. It can also be combined with MAN EfficientHybrid, and thus be operated even more efficiently.

MAN has been researching hybrid bridging technology since the 1970s. It helps to reduce emissions. Thanks to long-standing experience with electrified drivelines and components, MAN series hybrid buses have been rolling off the production line since 2011. Since then MAN has sold over 800 of the successful MAN Lion's City Hybrid (A37) from the previous city bus generation. And a growing number of customers are opting for this clean and efficient hybrid solution for navigating inner-city traffic. "The hybrid bus is on trend. It is the first step towards emission-free transport," says Rudi Kuchta and adds: "Many cities are responding to the current challenges of urban mobility, and transport operators are aiming to reduce the emissions and fuel consumption of their growing fleets. Following the successful Lion's City Hybrid model, the new city bus generation with MAN EfficientHybrid provides the right solution here, thus continuing the story of success. This is also reflected in our sales figures. Almost all current city bus deliveries are driven by efficient hybrid technology."

Both the new D15 diesel engine and the completely new E18 gas engine from the current MAN Lion's City family can optionally be combined with MAN EfficientHybrid. The system plays a considerable part in reducing fuel consumption and emissions. Here, the standard stop/start function ensures quiet and emissions-free stops in city traffic. "Thanks to the new technology, for the first time the bus can be completely switched off during an interim stop at bus stops or traffic lights. We are so far the only company to offer this function of the MAN EfficientHybrid on the market," highlights Kuchta.

### Developers Focus on Environmental Protection and Sustainability

Purely electric drives are therefore just one of many drive technologies that MAN engineers have been working hard on developing and improving for decades. The aim of MAN Truck & Bus has always been to reduce bus fuel consumption and emissions for the long term. And it has been successful in this endeavour – the permanent increase in efficiency of the diesel engine and the experience with electric, natural gas and hybrid buses demonstrate the high level of expertise of MAN when it comes to drivelines. "When it comes to alternative drive concepts, our buses have always set the benchmark. In order to provide our customers with state-of-the-art mobility solutions in the future, too, we will continue to channel all of our expertise and commitment into the continual improvement of existing technologies and into the development of new ones," says Rudi Kuchta, summarising. 



But it is not just in Koblenz that MAN buses with alternative drives were used. In 1972 during the Olympic Games in Munich, the athletes were chauffeured back and forth between the Olympic Park and the Olympic Village in two electric and eight natural gas buses. For up to 20 hours every day, the vehicles did their rounds and dropped the top athletes from around the world off at their destination, safely and in an eco-friendly manner.

Two years later, on 15 October 1974, MAN handed over the first new batterydriven electric buses to the city of Mönchengladbach. The second-generation SL-E electric buses were in use there until 1979. New features included their battery units, which were expanded by 50 percent, and the reworked trailer module. It was therefore possible to achieve ranges of up to 80 kilometres and to change the batteries completely automatically. Düsseldorf and Frankfurt am Main also leveraged the



## With Inner Vision Opened, Horizon Group Expands

**T**he Horizon Fuel Cell Group has launched Hyzon Motors, a hydrogen vehicle company focused on heavy-duty FCEVs and specifically fuel cell stacks exceeding 100kW.

Hyzon claims to be the first US manufacturer to specialise in PEM fuel cell modules with more than 100 kW. The technology comes from Horizon Fuel Cell, that founded Hyzon as its new commercial vehicle subsidiary. George Gu, CEO of Hyzon Motors, doubles as Chairman of the Board of Directors of Horizon Fuel Cell. He said: "We have seen incredible growth in Asia in recent years at Horizon, and now with the experience gained from hundreds of trucks in commercial service, we aim to bring our technology to the roads of the world." Gu also expressed the hope that their technology will help the world decarbonise transport "much faster than people currently believe is possible".

The company Hyzon Motors has been officially launched in mid-March 2020, and follows the experience developed from Horizon Fuel Cell Technologies. Announced as a company specialized in hydrogen heavy-duty vehicles based in



New York State, Hyzon said that series production of its vehicles (trucks and buses) is to begin late this year.

According to their website, the 40' to 60' (12 to 18 m) single and articulated bus models are available for most Global markets now. Zero Emissions with fast refuelling and low space infrastructure requirements allow cities to implement zero emission diesel replacement without major impact on operating processes and facilities.

Based on extensive experience from Horizon installations all over the world and their top international bus partner Hyzon is poised to deliver high quality, high safety vehicles in accordance to any international standard.

Hyzon in April announced that a 1 000 units 40FT/12M fuel cell bus MOU (Memorandum of Understanding) was signed with a client under confidentiality. The buses are targeted to be delivered in batches with the first 50 units in about 12 months after formal contract.

The customer of the massive hydrogen bus order is not specified so far. By the end of 2020, the production of trucks and buses with the Hyzon Motors logo is set to start. Next year Hyzon plans to add other commercial vehicles, such as vans.

### Available Models

#### Chassis Type

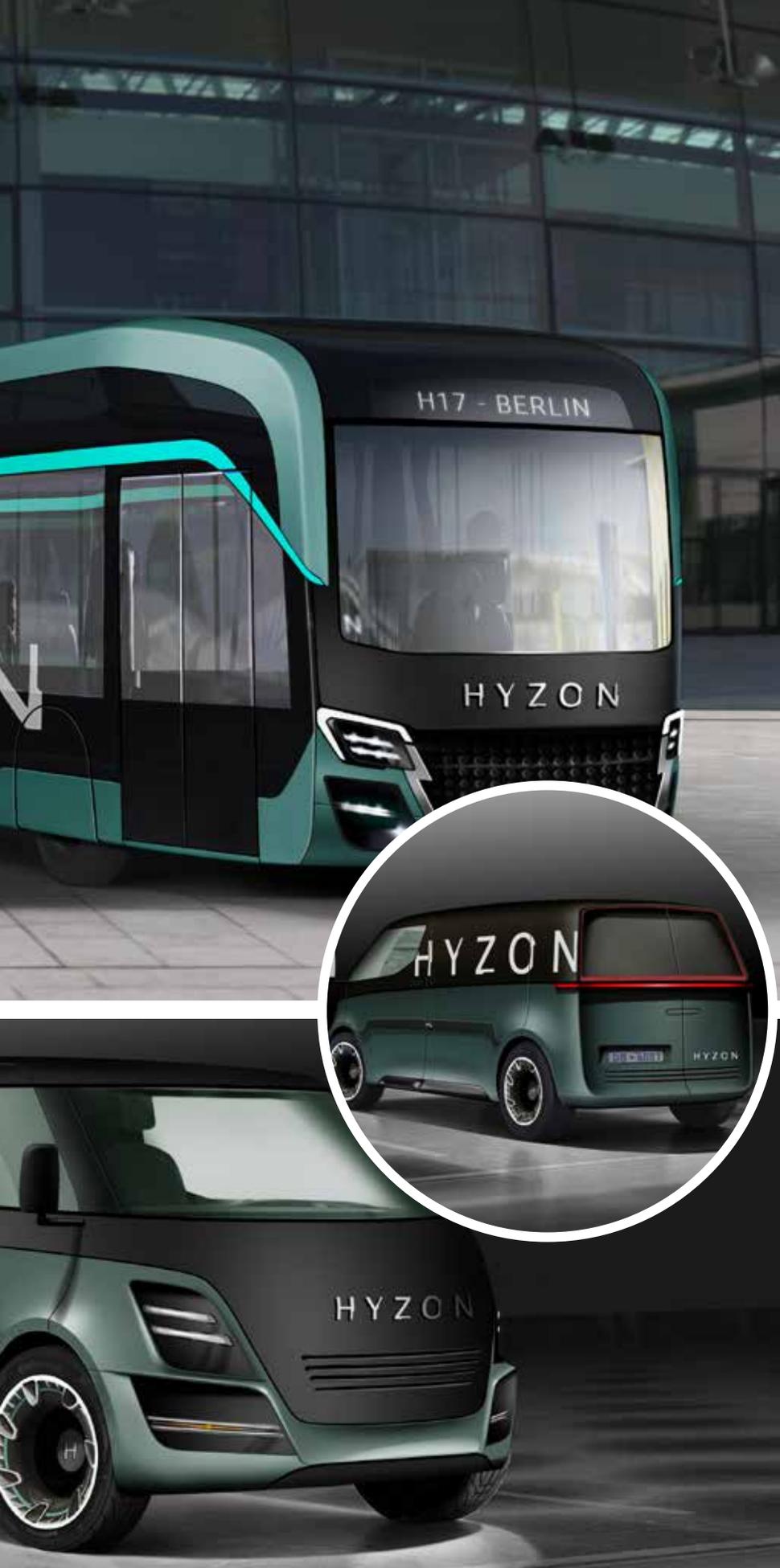
- Twin Axel 40' 12m plus Single Cabin
- Triple Axel 40' 12m plus Single Cabin
- Triple Axel 60' 18m plus reticulated Cabin

#### Power System

- 82 hp Hydrogen Fuel Cell Hybrid Electric (40'/12m)
- 110 hp Hydrogen Fuel Cell Hybrid Electric (40'/60')
- 138 hp Hydrogen Fuel Cell Hybrid Electric (60'/18m)

#### Advanced Safety Features

- Emergency Forward Braking System
- Adaptive Cruise Control
- Lane Departure Assistance
- Unique driver Auditory Health and Awareness System 



# Solaris is the winner in the Smart City 2020 Competition

The winners of the Smart City Contest were selected during the eleventh edition of the Smart City Forum held online this year. Nominated for its innovative solutions regarding e-mobility for zero-emission transport Solaris Bus & Coach S.A. was awarded in the category Smart solutions.

The competition covers five categories, including the category “Smart solutions” in which suppliers of already implemented “smart city” solutions which have stood the test of an urban surrounding and have since been facilitating the operation of urban transport every day, but also helping to save time, energy or funds and having a beneficial effect on the environment competed for the main award (...). Offering an exceedingly wide range of e-mobility solutions, Solaris was among the nominees.

Named winner in the Smart City competition, the automotive manufacturer from the Greater Poland province is the ideal partner for transitioning towards zero emission public transport. By using innovative solutions and modern engineering concepts the company really contributes to the reduction of emissions in public transport. In order to foster the large-scale transition to zero-emission vehicles in public transport, it is necessary to provide a well-organized maintenance service of vehicles. In this respect Solaris offers a very special solution which has merited the appreciation of the jury: the eSConnect is an in-house system for the monitoring and management of a bus fleet. It ensures constant access to current vehicle records and thus allows for the efficient and rational management of an emission-free vehicle fleet, for better operability of buses and their optimal use.

The choice of the winner was made by an independent Contest Board, consisting of renowned authorities of the sector. The competition itself is supposed to disseminate the idea of building smart cities in Poland. The distinctions are given out to representatives of business and of local governments who, by implementing innovative projects, contribute to the growth of the competitiveness of Polish cities and of the economy as such. The electric buses of Solaris are emission-free, incredibly quiet and modern vehicles which can be adjusted to the needs of public transport operators. Depending on the climate, the traffic on a particular route or even the topography, the electric Urbinoes are produced in accordance to the adapted specification.

Customers may choose from an array of options regarding length, equipment, battery type and even charging method. The comfort of passengers is ensured by a wide array of accessories, whereas solutions such as surveillance systems, low-entry floors and smart driver assistance systems all raise transport security. The first Solaris Urbino electric rolled out onto Polish roads in 2015. Today, 155 electric Solaris buses carry passengers across 20 cities in Poland. Worth mentioning is that the nominees in other Smart City categories included cities with whom Solaris has had the benefit of cooperating for many years now. At the same time, more and more operators join the list of clients who prioritise environmental care and who choose environmentally friendly solutions for their conurbations. 🇵🇱



# Prevent the Next Headache

**S**o we have all been in lockdown with only key workers able to move around. The Global price of fuel dropped like a stone but is showing signs of recovering. People are now starting to travel but bus passengers are maybe not so many.

However, there are many who may have lost their jobs or those with reduced incomes that maybe think that diesel theft will not be so closely monitored given the very low prices of diesel fuel currently.

Any tank without protection will be a clear target for this type of opportunistic theft. Research in UK/ Europe show that 90% of fuel theft comes from the fuel tanks neck. They also found that when a whole fleet was fitted with anti-siphon devices the annual fuel bill was reduced 1-2 percent.

Typically fuel theft from Buses (and trucks) is referred to as 'skimming' – it's just a little (9-10 litres) - but often! Over the life of a Bus fleet this can put a serious dent in your finances.

Very often when analysing consumption this small amount gives no real indication that it is theft, but blamed on heavier than usual traffic, road works, engine needs servicing, tyre pressures too low.

## So how to stop this practise?

Siphonblock AFT produce a very robust, but easy to fit device made of galvanised steel. No welding is required. The tank caps can be destroyed quite quickly – but they will not get past the Siphonblock device. The construction consists of two tubes with perforations - but offset against the other by about 50 percent - so it's impossible to penetrate the device with a tube.



Fitting a Siphonblock device will generally stop any conversation with the driver that starts with 'Are you taking my diesel?' An opportunistic thief will look in and see nothing is to be gained!

Siphonblock have a 'Back to Business Offer' which is valid till 31st August this year. Stock is available on the most popular trucks. 



**SIPHON  
BLOCK**  
SINCE 2007

## SPECIAL OFFER FROM ASIAN TRUCKER!

Books dedicated to wheel alignment, more so on wheel alignment for commercial vehicles, are very rare indeed. You will not find them in bookstores. Wong Thiam Boon has poured decades' worth of experience into this book and you can now buy it from Asian Trucker for a special price.

If you want to learn more about how to reduce the cost of operating your fleet through correct wheel alignment, then wait no longer and grab a copy of this practical guide book.

RM 120.00 or SGD 40.00 + Postage

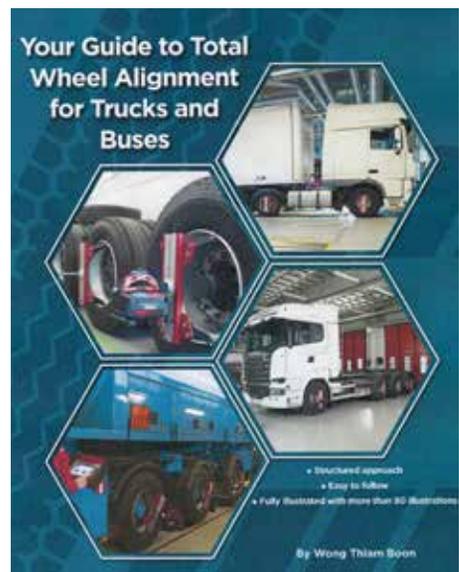
Discounts are applicable for bulk orders of five copies or more.

"This practical and resourceful book will be an asset to any fleet operator or workshop that wants to improve the performance of commercial vehicles. It is TB Wong's experience of decades working with wheel alignment systems that shines through and makes this a must-have item for anyone that is serious about their transportation business. The industry had to wait far too long for a resource like this and I am excited to see TB Wong's knowledge now being available to the market."

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

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# Adding Blue to Go Green

*According to the National Automotive Policy 2020, commercial vehicles are to start using Euro V engines as of September this year. We take a look at what that means in more detail.*

Looking at the National Automotive Policy (NAP2020) released by MITI, the following two events are planned as from September 1st 2020:

- Interim EEV standards will be released for heavy commercial vehicles with a Euro V engine
- For many years imported vehicles have been entitled to a road tax rebate via a Green Engine certificate. The Green Engine specification will be upgraded from Euro II to Euro V.

Commenting on this is Tom Kuiphuis, Presales Director of Scania Southeast Asia "Since Heavy commercial vehicles with a Euro V engine need Adblue aka Diesel Exhaust Fluid (DEF), it is crucial that by then this is widely available in Malaysia for an attractive consumer price. At Scania Malaysia we are wondering when the roll out of AdBlue to the gas stations throughout Malaysia will take place. We would like to get a better understanding of how this is planned."

### What is Adblue?

Diesel exhaust fluid (DEF), also commonly known as Adblue, is a urea-based solution that used in conjunction with a selective catalytic reduction system installed in the exhaust reduces harmful nitrogen oxide emissions from diesel engines. DEF is composed of 32.5 percent high-purity urea and 67.5 percent deionized water. DEF is clear, odourless and safe to handle.

The solution is added to a separate storage tank in diesel-powered vehicles equipped with selective catalytic reduction (SCR) technology. The fluid is injected into the hot exhaust stream of the vehicle and helps break down the nitrogen oxide gases in the exhaust into nitrogen gas and water vapour, both harmless to the environment.

### An Inexpensive and Efficient option for Lowering NOx Emissions

Nitrogen oxide (NOx) is produced from the exhaust of diesel vehicles and is a major contributor to smog and other air pollution. Exposure to NOx can also lead to respiratory and heart disease. This is why in 2010, the U.S. Environmental Protection Agency (EPA) mandated that all new diesel engine vehicles reduce NOx emission levels by 90 percent.

### Improved Engine Performance and Fuel Efficiency

According to some sources, the combination of DEF and SCR technology not only reduces NOx emissions, it actually improves a vehicle's horsepower

by making diesel engines run more efficiently, resulting in fuel savings of up to 8 percent.

### Easy to use

Any diesel vehicle with SCR technology can use Adblue. There are no special filters or absorbers required. The driver simply fills their AdBlue tank periodically and the SCR technology handles the rest. Diesel exhaust fluid costs about the same as diesel fuel, but a litre will generally last about 100 -400 kilometres. Since the EPA regulations came into effect, SCR technology is quickly becoming the industry-standard on new diesel vehicles.

### Widely Available

Euro V and Euro VI emission norms have been introduced in a number of countries. As a result, many truck stops or petrol stations now offer diesel exhaust fluid that can be pumped directly into the respective tank. It can also be bought in easy-to-handle containers in various sizes at auto stores, petrol stations and other retailers. In Singapore, several companies have started their own production of AdBlue, under their own brand name.

### Don't Go Without it

As with many other functions of your truck, you need to use them in the right way to be most effective and you may damage the vehicle. If you don't use Urea you:

1. won't get the emission level the engine is designed for. Since there is no exhaust after treatment, it is basically a Euro 'nothing'.
2. stop Adblue from 'flowing'. The water will evaporate and the Urea will crystalize. After some time it clogs up the mixer and injector and it will result in a (potentially expensive) repair to get it back to function.
3. don't fulfill the NOx levels the engine is designed for and depending on the engine management, the engine will give reduced power when NOx levels are exceeding the limits. Depending on the programming you may not be able to start the engine again once switched off.

However, some imported trucks are still intact with the SCR technology bolted onto the engine. An source that would like to remain anonymous told Asian Trucker that No 3 is often bypassed in Malaysia with a 'gadget' that simulates the right NOx level. 1) and 2) still remain in that case. ■



# Volvo's New Self-Charging Bus



## Volvo B5L S-Charge

*It can now drive longer and emission-free.*

The new Volvo self-charging buses with hybrid power, the "S-Charge" model range have been upgraded with new capabilities and can now drive silently and emission-free on electricity at higher speeds and cover longer distances than before. This creates new possibilities to use self-charging hybrid-electric powered buses in city zero-emission zones and other sensitive areas.

For the new Volvo S-Charge model range, one important upgrade is connectivity. With the application of Volvo's system for geo-fencing, Volvo Zone Management, speeds of electric propulsion can now be extended. Depending on climate, topography, type of operation and battery state of charge, the Volvo S-Charge can run on electricity for up to one kilometre at a time. The improvement also makes it possible for the operator to program the bus so it automatically switches to electric propulsion within selected areas and has its speed regulated without driver intervention. It is also possible to define zones for sustained self-charging, to ensure emission-free operation in an upcoming zero-emission zone.

"We are now expanding our customers' possibility for harnessing the benefits of electric power while at the same time retaining the impressive flexibility offered by hybrid buses. The new S-Charge model range can be deployed on any route since no charging infrastructure is needed, which enables fast implementation and improved operational efficiency for our customers", says Hakan Agnevall, President of Volvo Buses.

One other advantage is that the S-Charge models can be driven quietly, emission-free and energy-efficiently on electricity even before arriving at the bus stop, while at a standstill for boarding and exiting, and when leaving the

bus stop. This makes it possible to not only reduce emissions, but also to create bus stops and zones where the buses run in silent and clean electric mode. "The new S-Charge models are among Volvo's cleanest buses and will reduce the carbon footprint by up to 40 percent compared to equivalent diesel buses. The S-Charge can also drive on biofuel, reducing CO<sub>2</sub>-emissions even more. It is probably the most fuel-efficient and reliable self-charging bus on the market", says Håkan Agnevall.

Volvo's S-Charge model range includes the Volvo B5L S-Charge chassis, optimized for hot markets in the Asia Pacific region.

### Facts about Volvo's S-Charge model range

Volvo's S-Charge can run in emission-free electric mode, from start up to 50 km/h and also when the bus is at a standstill at the bus stop. In other situations, propulsion is handled by a small combustion engine.

Volvo's S-Charge requires no charging infrastructure. The batteries are charged via the energy that is generated through brake energy recapturing. As a result, the S-Charge can be used on virtually any bus route both in urban areas and in the suburbs. 🇳🇵



## Punctures Happen at Times When You Really do Not Want Them to Happen!

*If it does when you are carrying 38+ passengers who are happily going 'balik kampung' they would not be very pleased!*

**O**r you can be proactive and fit OKO Truck & Bus puncture free sealant, that will seal any tread area puncture up to eight millimeters. As you drive. No stopping or a risk of a run flat. The seal is permanent and is much stronger than a traditional puncture repair. Each puncture will use very little OKO and so multiple punctures can be taken care of.



### How does it work?

OKO is a viscous fluid that coats the interior of the tread area and will stop air permeating out of the tyre when it is hot. Therefore the tyre will retain its recommended pressure for longer.

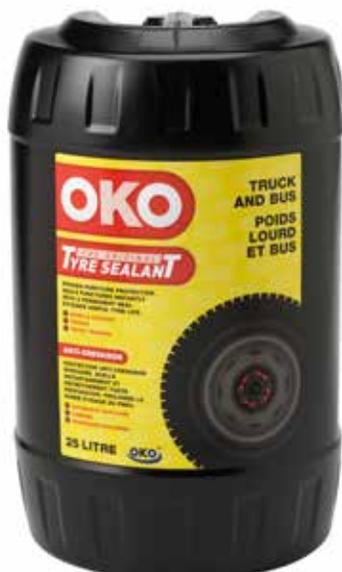
Tyres will therefore run cooler and so last longer. Tests in Canada showed OKO reduced tyre heat by just over 11 percent.

OKO Truck & Bus grade will keep protecting against punctures for between 100 000 to 120 000 kilometres before being topped up if the tyre is still with suitable tread depth. Typically steering axle tyres achieve a 30 - 40 percent tyre life increase and drive axle tyres 20 percent.

So not only will OKO give the driver and passengers protection against the commonest puncture types; drivers also report a quieter and more comfortable ride with OKO fitted.

Of course when expensive New Tyres are mandatory, you want to get the most from them. OKO will stop punctures, help the tyres last longer and make the used tyre carcasses more valuable to re-tread companies. This is because OKO conditions the tyre to maintain a higher level of flexibility compared to tyres not treated by OKO.

OKO is made in the UK since 1978. The company makes Tyre sealant products for bicycles, motorbikes, ATV's, heavy trucks and buses right up to Caterpillar type machines and is currently sold in about 80 countries worldwide. More information and contact numbers/email can be found at [www.okomalaysia.com](http://www.okomalaysia.com)





# Pooling of Resources

*While most businesses view others in the same business as competitors Stefan Pertz believes that there are ways that they could cooperate to everyone's benefit.*

If one does not constantly improve one's business, the competition will sooner, rather than later, overtake and chip away market share. It is the job of the management to put in place ways to ensure that an organisation constantly looks at ways to improve profitability, user experience, brand perception and internal processes.

## **In Isolation**

Some things are very specific to each company. No matter how hard an outsider would look, there is no way how someone not deeply involved would be able to understand the workings of a business. There are things that one cannot and should not discuss with the outside world either. These are matters that should not be discussed in a forum.

## **Power of Many**

However, there are business matters that can be discussed that would be beneficial to a larger audience outside the business. For instance, many commercial vehicles use the same tyre sizes. Why not form a purchasing conglomerate and leverage on the increased bargaining power to ask for better prices?

Another idea could be a shared workshop. If companies using the same brand of vehicle were to set up a shared workshop, they could better utilise the investment, staff and again, leverage on increased bargaining power.

## **Associate It!**

With associations representing interest groups, a lot can be achieved. What I see though, is that not all industry players become members of associations. I wonder if they

are afraid to give up autonomy or if they don't see the value of joining an association.

## **Rented, not Owned**

Some equipment might be crucial to perform specific tasks, but it may not be in use all the time. If other companies need the same equipment, shared, rented equipment might be an answer. Instead of having items on the asset list, these then become expenses only when the equipment is needed. Scheduling might be an issue, but such considerations should be easy to address.

## **Schooling and Training**

A lot of trainers and educational institutions offer courses. Typically, there is a minimum number of participants. I don't think it is a problem if there are representatives of several companies attending as they will all apply the gained knowledge differently. This way, the cost of a course could be split. Besides, there might be an opportunity to share knowledge and information among the participants, thus further improving the experience.

## **Public Forums**

Yes, there are a lot of groups on social media. However, I have yet to see a moderated and professional community platform for the transport industry that is open to all and offers expert advice. Maybe I have not found it, but I am confident that if one were in existence, it would be a great resource to have. Just like you can go to a forum online to find out why your Outlook is not working and what to do to kick it back into live. 📧

# The first virtual Shell Eco-marathon Asia Off-Track Awards

The winners are Team #17 Eco Titans from VIT University for the Communications Award, Team #316 Pravega from the Government Engineering College, Barton Hill University for the Circular Economy Award, Team #315 DTU E-Supermileage from the Delhi Technical University for the Vehicle Design Award, Prototype category and Team #320 Inferno from the Sir M Visvesvaraya Institute of Technology University for the Safety Award.

"Team Inferno is extremely happy to register the team's first Off-Track award win at Shell Eco-Marathon Asia and would like to take this as motivation to strive harder for future wins at Shell Eco-marathon competitions," said Sree Tejas S, Team Manager of Team #320 Inferno from the Sir M Visvesvaraya Institute of Technology, Bengaluru. Their entry won the Safety Award for promoting a daily commitment to safety as a culture and not just as a set of rules to follow. He adds: "We are happy to be a part of this historical event of Shell Eco-marathon and immensely proud to represent and win an award for India at a prestigious international competition."

Student teams from Singapore won in the other two categories: Team #201 TP Eco Flash from the Temasek Polytechnic received the Technical Innovation Award, while Team #709, NV11 Nanyang Autonomous Venture, Nanyang Technological University received the Vehicle Design Award for the Urban Concept category.

Impressing judges with the technical inventiveness of their vehicle design that converts hydrogen waste into clean energy, the mixed-discipline team from Temasek Polytechnic demonstrated how their different backgrounds in clean energy, electronics and mechatronics came together to spark innovative solutions. "Taking part in the Shell Eco-marathon has been a very fulfilling journey for our team and our advisors, and we are glad that we were able to see our hydrogen-powered vehicle in action before the



Circuit Breaker in Singapore happened. Being able to be part of this year's regional competition allowed us to test our ideas and come up with real-world solutions using clean energy." said Chng Tze Chen, student manager of Team #201 TP Eco Flash.

50 teams from 16 different countries participated in the virtual Shell Eco-marathon Off-Track Awards for the Asia region. Students submitted their entries with video content to show their work in action. A virtual jury selected the winners for the six award categories: Vehicle Design (Prototype and Urban Concept), Technical Innovation, Communications, Safety and Circular Economy.

## 2020 Shell Eco-marathon Asia Off-Track Awards

### Technical innovation Award, presented by Southwest Research Institute

Winner: Team #201, TP Eco-Flash, Temasek Polytechnic – Singapore

### Communications Award:

Winner: Team #17, Eco Titans, VIT University – India

Honourable mention: Team #504, Semar Urban UGM, Universitas Gadjah Mada – Indonesia

### Circular Economy Award:

Winner: Team #316, Pravega, Government Engineering College, Barton Hill University – India

### Vehicle Design Award (Prototype), presented by Altair:

Winner: Team #315, DTU E-Supermileage, Delhi Technical University – India

Honourable mention: Team #308, Politeknik Brunei SSE, Politeknik Brunei – Brunei Darussalam

### Vehicle Design Award (Urban Concept), presented by Altair:

Winner: Team #709, NV11 Nanyang Autonomous Venture, Nanyang Technological University – Singapore

Honourable mention: Team #615, Averera, Indian Institute of Technology, Banaras Hindu University - India

### Safety Award:

Winner: Team #320 Inferno, Sir M Visvesvaraya Institute of Technology University – India

# Dr. Klett is Managing Director of Ziehl-Abegg Automotive

Electric motor manufacturer in Southern Germany expands its automotive business.

Dr Sascha Klett is Technical Managing Director of Ziehl-Abegg Automotive GmbH & Co KG. The 46-year-old brings a number of years' experience with automotive suppliers and manufacturers to the post. „This appointment enables us to forge ahead with the further expansion of our automotive business,” says CEO Peter Fenkl. Together with Managing Director Ralf Arnold, Dr. Klett forms the top management team at Ziehl-Abegg Automotive GmbH & Co KG.

Dr. Klett has been working as Technical Director at Ziehl-Abegg since 2014. Under his direction, the electric in-wheel hub drive ZAWheel has been fundamentally redesigned. As a professional and expert in the automotive industry, Dr. Klett has optimized the supplier structure and aligned processes even more with the requirements of the automotive industry. „I look forward to promoting e-mobility in the utility vehicle market with the help of our ZAWheel,” says Dr Klett.

Dr Klett lives in Oppenweiler (district of Rems-Murr) and is 46 years old. After studying process engineering at the University of Stuttgart, he worked as a research assistant at the University of Stuttgart and then for several years at Robert Bosch GmbH as head of design and simulation for exhaust sensors. As a member of the management, he was then in charge of development at EM-motive GmbH, a joint venture between Bosch and Daimler; the company manufactures electric motors for electric and hybrid vehicles.

## About Ziehl-Abegg

Ziehl-Abegg is one of the leading global companies in the field of ventilation, control and drive technology. Another area of business is electric motors which provide the power, for example, for elevators, medical applications (computer



tomography equipment) or deep-sea underwater vehicles. The theme of electro-mobility for motor vehicles was established as part of the Ziehl-Abegg Automotive Team in 2012.

The high-tech company has an impressive innovative capability. Ziehl-Abegg employs 2 250 personnel in its production plants in Southern Germany. The company has a global workforce of 4 100 spread between 16 production plants, 29 companies and 111 sales locations. The products, approx. 30 000 in all, are sold in more than 100 countries. Turnover in 2018 totalled 583 million euros, with exports accounting for three quarters of the figure.

Emil Ziehl founded the company in Berlin in 1910 as a manufacturer of electric motors. After the Second World War the company's headquarters were relocated to Southern Germany. Ziehl-Abegg SE is not a listed company but instead is family-owned. ■

## Scania's Breakdown Service Gets an Upgrade



Four new service vans were handed over to Scania on 5th June 2020. The Toyota vans were fitted with a modular racking system from Italian specialist company "Syncro-System. Making best use of the space inside the vehicle, the modular systems are designed to fit a variety of vans and trucks.

"We are the regional distributor of the Syncro-System. With that, we not only sell the modules, but also consult on how to best configure them and we also install them into the vehicles for our customers," said Andrew Choe of Servcar during the hand-over.



The intelligent system allows to be fixed into vans and trucks without mayor modifications of the vehicle's structure. Mechanics on the road can depend on having smart tools on hand to carry out repairs. Power sockets provide 220 Volts as we well as 12 Volts supply for smaller tools while a vise can be folded out to become a workbench. New modules can be added at any time, according to the needs to the mechanics in the field.

Installation took about two weeks and according to Scania, the company is currently looking at upgrading their entire fleet of service vans in Singapore and Malaysia. ■



## Dieseltechnic Completes Expansion

### New shuttle technology for an efficient intra logistics

A further step was the expansion of the logistics centre at the main location Kirchdorf in Germany. Due to the increased logistics capacities, an optimised item availability as well as a faster delivery are achieved. A real highlight is the new, fully automatic small parts warehouse with shuttle technology which enables the multiplication of the picking performance.

### Sustainable customer benefit through high-grade investments

Consequently, the Diesel Technic Group specifically expanded three key customer benefits with their major investment. On the one hand, distribution partners can look forward to a higher availability of around 41 000 articles. On the other hand, they benefit in the long term from a reduced delivery time thanks to an increased efficiency of the intra logistics. Moreover, repeated investments in the Diesel Technic Quality System guarantee a consistently high quality level as well as a continuous product optimisation. ■

**M**ission accomplished! The last two and a half years were marked by further growth of the Diesel Technic Group. With the largest investment in the company's history of more than 30 million euros, the corporate headquarters in Germany and in parallel the logistics capacities in the subsidiaries have been expanded.

The investments have flowed among others into the new test centre, the heart of the Diesel Technic Quality System. Next to extended testing and modern measurement capabilities under laboratory conditions, this offers also an own electronics test laboratory as well as fast prototyping via 3D printing. In order to improve the product data quality, investments were also made in the inhouse photosystem. Here, 360° product pictures can be created which subsequently find their usage in the product search in the Partner Portal.

## Goodyear Appoints New Market Leader in Malaysia

**G**oodyear Malaysia announces today the appointment of Alex Ng as Managing Director of Malaysia. He is expected to assume his new position in the fourth quarter of 2019, so in the meantime, Andy Cooper who is the Managing Director of Goodyear ASEAN will take direct responsibility for the Malaysian business until Ng transitions from his current role.

Ng replaces Ben Hoge, who after a successful three-year assignment, will be moving to a senior role within Goodyear's European, Middle East and Africa (EMEA) operation. Hoge, who has held the role since 2016, is returning to lead Sales Operations and International Key Accounts based out of the Goodyear EMEA headquarters in Brussels, Belgium effective 1 August 2019. During his time in Malaysia, he had successfully implemented an aligned distribution model, expanded the retail network with a stronger mix of new high performance tyres and brought Goodyear Malaysia on-track with volume and market share growth.

The new Managing Director for Goodyear Malaysia – Alex Ng – came aboard Goodyear in 2008 as General Manager in Singapore. A year later, he was promoted to General Manager of the Aviation business, a role which was based out Bangkok, Thailand. He then assumed the role of Original Equipment (OE) Director of Asia Pacific in 2012, and from 2013 onwards, held his current portfolio as the Market Director of Singapore, Vietnam, Taiwan, Hong Kong, Philippines and Export Markets.

Andy Cooper, Managing Director of Goodyear ASEAN said: "Having been part of Goodyear's success across multiple businesses in the region over the last 10 years, we are delighted to welcome Alex Ng onto the next step in his exciting



journey. His wealth of experience, industry expertise, customer connections and familiarity with the Goodyear company vision will be the driving forces for our continued success in Malaysia. We are confident Ng will build on Hoge's achievements and propel Goodyear to a whole new level in the industry." ■

# MEET YOUR MONEYMAKER

Introducing the Volvo B8R



**We are proud to present the Volvo B8R**, the successor to the legendary best-selling Volvo B7R. It was developed with your business in mind, and with the focus on long-term profitability and total cost of ownership. It features our most fuel-efficient

engine ever and uptime comes as standard. The quality is built-in from the start, and with our worldwide service network you can rest assured your vehicles and business are always in good hands. Intercity or coach operations? The Volvo B8R is ready for every application. Making the new B8R a true moneymaker, and the safer choice. Explore more at [volvobuses.com.my](http://volvobuses.com.my)

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## **VOLVO B8R**

Made to just keep running

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# SCANIA ECOLUTION MAKES THE BEST BETTER

Konsortium E-Mutiara Berhad, a good company that has reduced 165,745 kg of CO<sub>2</sub> so far with Scania Ecolution. They were the first to sign the Scania Ecolution Agreement in Asia for their two brands – E-Mutiara Premier and Musafir Economy.

Scania Ecolution is a partnership between Scania and customers like Konsortium E-Mutiara Berhad that aims to reduce fuel consumption and CO<sub>2</sub> emissions.

For more information about Scania Ecolution, call **+603 7945 1000**, email **smyenquiries@scania.com.my** or visit **www.scania.com.my**

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# SCANIA

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