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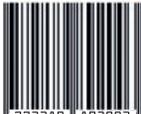
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²Compared with the Volvo VDS-4 limit, as measured in the Mack T12 300 h engine test.

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Going the Distances



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As you are holding this magazine in your hands, you are either planning to go to the Malaysia Commercial Vehicle Expo 2017, organised by Asian Trucker, or you are already here and this is part of your goodie-bag. Either way, I hope that your trip to the venue will be on public transport. I am very happy to see that this issue of Asian Buses again has a lot of different articles, covering topics such as electromobility, new bus launches and part features. With this issue you are also seeing more articles from our new Writer Shee Mun and Senior Writer Saef Wan. Our team has grown and we are now also offering content in four languages on our website. Most of it I cannot read. But I can always look at the pictures, right?

Events take up a significant part of this edition of Asian Buses. There are a lot of exciting things happening in the region. Least of all our own expo, MCVE. I am proud to say that it is still the largest commercial vehicle exhibition in South East Asia. However, it wouldn't have been possible to pull this off without the support of the industry and a great team working behind the scenes. For this year, we have a high-profile fringe program: Scania Driver Competition MCVE Edition, a charity drive, the Asian Trucker Networking Night and a gathering of commercial vehicle drivers to name just a few. As organizer, this means I have to be everywhere! Being everywhere also means that I had to hop from Singapore to Kuala Lumpur to attend both, the Garagexpo as well as Automechanika. Luckily, the distance between those two is not that vast and can be covered in no time.

When it comes to the development of the economy, I am very positive. Both the high-speed rail as well as the East-Coast Rail developments will be positive for the bus sector. Why? Obviously,

first one needs buses to get the workers to the sites. Later on, once the tracks are ready, there will be an increased need for feeder buses as I am sure that the cities around the stops will grow, thanks to the improved connectivity. Some people may think that the trains will have a negative impact on the coach business. I would beg to differ. The train tickets for a high-speed train are far higher than what one pays for a bus ticket. If anything, the train would compete with the low cost airlines. And again, travellers need to get to the train station first. If not by bus, then how? Furthermore, with a push away from fossil fuels, we may see an increased need for infrastructure changes, which will again be good for the economy. To allow electric buses to operate, there needs to be charging stations or induction charging at traffic lights for example. Overall, I think that there are a lot of opportunities coming up.

Also coming up is autonomous driving. More and more people talk about it and are curious as to how that would impact us. At our recent press conference I was asked if we are ready for autonomous driving. I answered that it is not just about the technology, but also an issue of mind set. Just as it requires us to abandon the car in favour of a bus, we would need to re-think our approach to how the vehicles operate. While technically possible, are we ready to take a ride in a vehicle that is no longer controlled by a human? In the case of MRT, LRT and other track based vehicles we are already doing so. And the next time we fly, let's reflect on what the pilots are really doing. Before we all wish for autonomous driving, let's just ask if we are all ready to give up speeding, tailgating, double-parking and zigzagging through traffic.

Sincerely yours,

Stefan Pertz
Editor, Asian Trucker Malaysia



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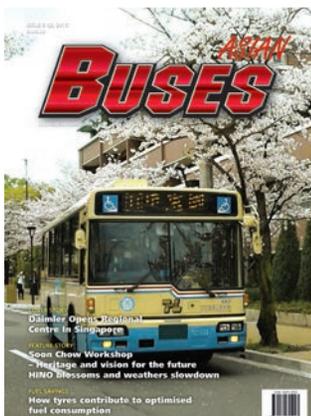
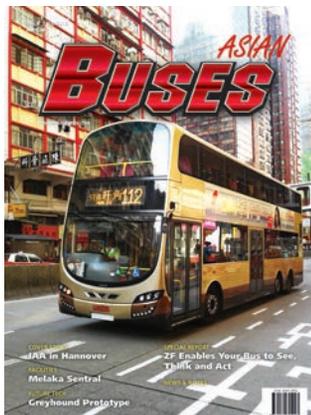
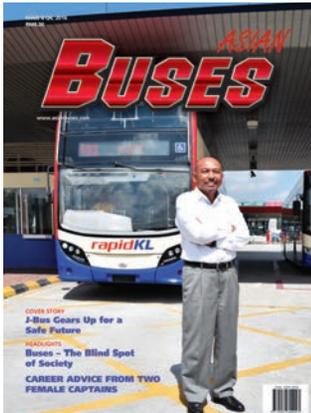
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EDITORIAL

EDITOR Stefan Pertz
WRITER Saef Wan
Shee Mun Chow

GRAPHIC DESIGNER Tony
PHOTOGRAPHERS Floyd Cowan

Tony
Saef Wan

CONTRIBUTORS Floyd Cowan
RESEARCH Catherine Rozario

Catherine@asiantrucker.com

ADVERTISING

Nicole Fong
Nicole@asiantrucker.com

SINGAPORE

Floyd Cowan
Floyd@asiantrucker.com

THAILAND

Songyot Kamontavikun
Songyot@asiantrucker.com

CIRCULATION, CONTRIBUTIONS and SUBSCRIPTION

info@asiantrucker.com

WEBSITE and E-NEWSLETTER

www.asianbuses.com

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Old Klang Road, 58000 Kuala Lumpur, Malaysia

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ON THE COVER

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FUELLING BUSINESS FURTHER

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

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

TAKING MATTERS INTO HIS OWN HANDS

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

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

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

That difference greatly affects the business' bottom line.

IN THE DRIVER'S SEAT OF FUEL EFFICIENCY

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



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

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

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

THE FAMILY BUSINESS JOINS SHELL'S FAMILY

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

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

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

Start driving your business further with the fuel that works just as hard as you. Learn more about Shell FuelSave Diesel at www.shell.com.my



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

- Tony Yew, Director of Sin Hock Soon Group

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



and stage delivery plans which will be completed by Q4 this year," Mahadevan Santhanasamy, Country Manager for Volvo Buses Malaysia.

"We hope that our passengers will enjoy these new buses as much as we do," said Dato' Sivasubramani before heading back to the event proper to look after his guests. ■

Star-Studded Bus Hand-over for Starmart Express

Starmart Express is positive about this year's development as the company receives the first batch of Volvo Buses of a recent, large order for chassis.

Many of us know Starmart Express as service provider is a leader in cross-border commuting between Malaysia and Singapore. Their headquarters is located in Taiping, Perak, and for many people in the northern part of Peninsular Malaysia, Starmart Express is a household name.

In order to consistently provide top-class service, Starmart Express decided to upgrade their fleet by purchasing buses built on Volvo chassis. Receiving the first batch in an exciting event in December, the company entertained VIPs and passers-by with a star-studded show, seeing local celebrities like Ella and The Alleycats performing. Gracing the event was SPAD's Chairman, YBhg Tan Sri Dato' Seri Dr. Syed Hamid Syed Jaafar Albar.

Dato' Sivasubramani, Managing Director of Starmart, was confident that his purchases will boost his business further. "Some may comment that the high speed rail will take away business from operators like Starmart Express. I don't think so. Starmart Express has buses leaving Singapore every 15 minutes. We are flexible with routes and capacity as well as time tables. All these, trains can't give you," he explained. The new Volvo buses are intended to upgrade the fleets, whereby older buses are being divested. This is a regular exercise that Starmart Express goes through every three to four years. "Why Volvo? Very simple, these

buses feature all the latest technology!" Evaluation of the buses was done by Dato' Sivasubramani himself, who sometimes takes to driving their buses on regular routes.

"We are very honoured and proud to have Starmart Express as our partner. We started our discussion about a good year ago," said Mr Manish – Head of Volvo Buses Region Singapore. Crucial was the emphasis on safety as features of the buses. The newly acquired buses come with ESP to control the bus in difficult situations. pneumatic controlled suspension adds to the ride-comfort too. "As a trend, especially in coach business in Malaysia, we see that safer vehicles are in demand. In other countries, like Indonesia, we may see an increased demand in BRT Systems," he added.

To ensure the safety of the buses, Volvo will be handling the service and maintenance of the vehicles. In addition, Volvo will be providing initial and follow-up training for drivers. Starmart Express is also following the SPAD ICOP Safety guidelines, with a safety officer in charge of ensuring these guidelines are adhered to.

"Starmart Express has ordered a total of 50 units of B11R chassis, using the 370hp and 430hp engines. As of now, five units are on the road and another five are ready for registration process. The remaining 40 units are under production

Tyrexpo Asia 2017 – Capitalise on Emerging Technologies and Trends in the Tyre Industry

In TechSci Research's recent report on "Global Tire Market Forecast & Opportunities, 2021", the global tyre market was dominated by Asia-Pacific region in 2015, which accounted for a market share of around 50% in volume terms. It is also forecasted that Asia-Pacific would continue its dominance in the global tyre market over the next five years, owing to anticipated increase in the vehicle production, sales and vehicle fleet in the region.

Capitalising on this anticipation, the 11th edition of the Tyrexpo Asia will introduce the "TyreTalk" Seminars. The seminars will be led by industry experts and practitioners who will share about emerging technologies and trends in Asia-Pacific's tyre industry. Expect to hear from expert speakers including Mr David Shaw, Chief Executive with Tire Industry Research, who will share on "Latest Developments in China, Indonesia, Malaysia, Thailand and Vietnam's Tyre Industry". Another speaker is Mr Bireswar Banerjee, Research Consultant with Indian Institute of Technology, who will share on "Dynamics of the Tyre Retreading Technology to Economics and the Environment".

Held alongside Tyrexpo Asia is the inaugural GarageXpo Asia which will bring Southeast Asia's automotive aftermarket communities on a single platform, to showcase the latest automotive repair & maintenance equipment, technologies and trends. Participants in the tyre repair trade can learn best practises and techniques through the GarageXpo Technical Workshop series, where experts like Mr Andy Loo, Business Development Manager with Newera Equipment Pte Ltd, will share on innovative technologies like their Japanese Fully Automatic Truck Tyre Changer.

Over 300 exhibitors will be participating in Tyrexpo Asia alongside big names in the industry includes Beltyre Asia, Deestone, De Klok Banden B.V., DM Tyre International, Elgi Rubber Company Limited, Stamford Tyres International, and many more. Participants will be able to capitalise on the emerging technologies and trends in the tyre industry, to drive operational efficiencies and profits for businesses.

Tyrexpo Asia will be co-located with the World Rubber Week, an umbrella platform which comprises a series of targeted events and activities addressing the different elements of the value chain of the rubber industry which when aggregated, creates a powerful magnet for industry leaders and stakeholders to come together to discuss new ideas, forge new collaborations and view the latest products and solutions. Supported by IE Singapore, the three key events – World Rubber Summit 2017, Rubber Exchange Forum 2017 and Tyrexpo Asia 2017 will be held between 21 – 23 March 2017 where the players of the rubber value chain converge to do business and network.





Singapore to Host the Inaugural GarageXpo Asia in March 2017

The inaugural edition of GarageXpo Asia will stage its appearance on 21 – 23 March 2017 in Singapore.

Organised by SingEx Exhibitions Pte Ltd, GarageXpo Asia will feature close to 100 international and local exhibitors. The 3-day tradeshow brings together Asia’s automotive aftermarket communities with their latest automotive repair & maintenance equipment, technologies, and trends. Co-located at the same venue is the 11th edition of Tyrexpo Asia, the most established international tyre tradeshow in South East Asia, which will be taking place in Singapore EXPO Hall 1 & 2.

According to the Economist Intelligence Unit’s ASEAN Automotive, the growth of vehicle population and car sales are projected to rise from 3.6 million to 5.3 million over the next five years. This, in turn, results in increased demand for automotive repair & maintenance services in these countries. The ASEAN countries also offer attractive opportunities for international automotive suppliers to enter the value chains especially in countries such as Thailand, Indonesia and Malaysia. These countries are not only the largest markets in the ASEAN region but also the major producers of vehicles. With the region’s strong economic growth and rising consumer class, South East Asia carries the potential to be the next global automotive hub.

GarageXpo Asia covers a diverse range of exhibits from workshop equipment, to bodyworks and collision repair as well as diagnostic equipment. Not just an exhibition, visitors can look forward to event highlights such as the GarageTalk Seminars and the GarageXpo Technical Workshops where knowledge and best practices are shared. A broad range of topics will be covered, ranging from contemporary issues to future technologies and trends. Visitors can also utilise the Business Matching Services to maximise their appointments and meetings at the event.

“GarageXpo is a series of B2B exhibitions designed for the automotive repair and maintenance industry. Similar to the Tyrexpo Series, the GarageXpo Series will be held in India, South Africa and the United Kingdom with its unique event highlights.

By combining Tyrexpo Asia and GarageXpo Asia within the same show floor, we strive to harness greater synergy and interactions between the buyers and sellers - thus creating greater value for the automotive marketplace” said Andrew Tan, Deputy Project Director, Automotive & Commodities Cluster, SingEx Exhibitions.

“For this inaugural edition, we are honoured to have exhibitors including 31 Incorporated, A.O.K Industrial Co., Brain Bee S.p.A, Enercell Co., Ltd., HLT International Pte Ltd, K-Tech Auto Solution Pte Ltd, Newera Equipment Pte Ltd, Ningbo Siming Automotive Co., Ltd, Saint-Gobain Abrasives and many more.”



Automechanika Kuala Lumpur Celebrates 10th Edition

This year's edition of Automechanika Kuala Lumpur expands portfolio of smart technology.



The 10th edition of Automechanika Kuala Lumpur, Malaysia's leading regional trade fair for the automotive industry targeting trade visitors from ASEAN, is fast approaching. The exhibition takes place 23 – 25 March 2017 at the Kuala Lumpur Convention Centre, Kuala Lumpur, Malaysia. It is expected to welcome 300 worldwide exhibitors and 8 000 global buyers to the 9 710 sqm exhibition space spanning five halls.

This edition brings many new exciting elements to the biennial show. The traditional format of the past Automechanika Kuala Lumpur fairs will evolve this year and change direction into a bigger array of smart technology and repair-related activities. One of these changes includes the high-profile and worldwide industry-recognised EMMA (European Mobile Media Association) competition. The competition promotes smart technology in the audio world of automobiles and was founded in order to create a level playing field for sound quality competitions worldwide.

The EMMA competition will be held on 25 March as part of Automechanika Kuala Lumpur through a cooperation with show supporter, AAA (Auto Audio, Accessories and Air-Condition Trader Association of Malaysia). AAA, which has a network of 900 members companies, including Sony and Alpine, has chosen

the exhibition as the location for the competition due to its leading position in Malaysia's automotive industry.

Collaborating with a well-known show like Automechanika Kuala Lumpur, allows for the promotion and engagement of the exhibitors, visitors, organisers and associations, said Ms Cherrie Lim, President of AAA. She continued: "The response from previous competitions has been very good and we were looking forward to getting more publicities for this competition by organising it in conjunction with a professional platform like Automechanika Kuala Lumpur for the first time. The exhibition gathers a large number of ASEAN visitors and we hope this audio hit will spread to other ASEAN countries through this channel."

The competition attracts participants from ASEAN countries including Indonesia, Thailand and Singapore to demonstrate more than 70 vehicles. Several tuning shops, car retailers and tuning-purist vehicle owners will be joining the competition. To cater to every member of the audience, the competition will have three categories, featuring all aspects of vehicle sound quality, including 'Open door', 'Closed door' and 'Auto modification'.

For 'Open door', audio installations should be able to produce high-sound pressure levels with an emphasis on

quality while the vehicle doors are open. The 'Closed door' category will be performed while the vehicle doors are closed and the noise will be minimal. For this category, competitors will build an audio or multimedia system focusing on overcoming vehicle acoustic problems, reproducing music with minimal noise, distortion and making it sound as close to the original as possible. The 'Auto modification' category will combine both the Open and Closed door competitions as an entire project. Tuning, styling and the overall appearance of the vehicle will be judged.

The competition has many recognised judges to help participants extend their knowledge about audio equipment through professional advice and an award ceremony will be held afterwards. Additionally, the competition encourages a higher quality standard for audio equipment installations and ensures the equipment will perform to its optimum level. It also works to pique the curiosity of those interested in automotive audio systems.

Automechanika Kuala Lumpur is organised by Messe Frankfurt (HK) Ltd, co-organised by Malaysia Automotive Institute (MAI) and is endorsed by the Malaysia External Trade Development Corporation (MATRADE). ■



C&P Rent-A-Car Dashed Ahead with Latest Mercedes-Benz Sprinter

Almost a full year ahead of the implementation of the EURO VI emission standards, Mercedes-Benz hands over their Sprinter to customers in a bid to do their part for the environment, too.

Mercedes-Benz Singapore recently organized a handing over party to celebrate the purchase of two of its Sprinter buses by the company C&P at W Hotel Sentosa. The ceremony was attended by CEO and executive director of C&P Rent-A-Car Pte Ltd, Loi Win Yen, who was happy to receive the two minibuses.

“Our Sprinter has various advantages in this segment. You can see already from the shape, that it has a bonneted design where some people might say it looks a little bit unusual. But why does it have this bonneted design? This shape is required to have the highest crash rating. If you compare this to other minibuses, they have basically no crumple zone at all. So, the drivers just sit behind an upright windscreen. Meanwhile we have the crumple zone, we have the aerodynamic front window.”

C&P, as they are known, specializes in 10 business divisions such as warehousing, transport, logistics, car rental and many more. The acquisition of the Sprinter minibus will be used to expand and progress C&P's commerce in its car rental business. Also present was Daimler South East Asia's Vice President, Olaf Petersen, who led the ceremony by his opening speech commenting on the Sprinter's edge and why companies out there should choose the Sprinter:

“And then of course the Sprinter is at the forefront of fuel economy due to the 2.2 litre diesel engine which is coupled to a 7-speed automatic gearbox. Our competition in this segment usually only has five to six gears and they have a 4-litre diesel engine. The 4-litre diesel engine is a bigger engine which reaches the maximum torque at a higher rpm, meaning that you need to rev up the engine with a bigger displacement to reach the torque which is what you need to accelerate. But the Sprinter has an engine that reaches the



maximum torque at a much lower rpm. How is that possible? Due to its high injection pressure, it is a modern, electronically controlled engine, and it is an engine that basically powers most of the Sprinters around the world. The engine that you get in Singapore is exactly what you have in Europe, so it is Euro VI now."

Olaf Petersen also told Asian Trucker why the reason Daimler fulfilled Singapore's Euro VI requirement much earlier than competitors in the industry: "Fulfilment of Euro VI is mandated in January next year, so we are pre-fulfilling that by ten months. We do this on purpose because we have the technology ready and to be the environmental leader."

The people at Daimler and Mercedes-Benz praise the Sprinter for being a van and minibus that 'drives like a car'. It may be an odd comment, since a van usually would not drive like a car due to its chassis which is more vertical and elevated. But riding on the Sprinter, one can sense the smooth and refined driving experience that comes with a vehicle that is finetuned to proffer the exact premium experience needed for a recreational tour or just simply, to get around.

This car-like driving experience is achieved by including features like the optional 7-speed automatic 7G-TRONIC PLUS transmission. With this technology, the Sprinter allows efficiency, smooth running and ride comfort on par with a passenger car. Its suspension has also been lowered by approximately 30mm to round off the high level of ride comfort. Additions like the crosswind assist, which is standard in all commercial vehicles to compensate for its towering body, increased traction, improved driving stability and the latest generation of adaptive ESP included, ensure that the Sprinter takes on the daily roads like a yacht cruising on a serene lake. All we can say is, you really have to ride it to experience it.

The Sprinter is a vehicle with a long history. Created by manufacturer Daimler-Benz in Germany in 1995, more than 20 years ago, it was sold under Mercedes-Benz, Dodge, Freightliner and Volkswagen brands. Sprinter was a replacement for Mercedes-Benz TN, a fresher translation of what Daimler and Mercedes-Benz had in mind of a van in a more modern world, verging upon the 21st century. Sprinter caught the market's eye and soared up in sales to become the International Van of the Year in 1995.

The facelifted second Sprinter generation of Mercedes-Benz was introduced much later in 2006, only to gain the title Van of the Year in 2007 and consecutively in 2008, given by both Professional Van and Light Truck magazine. This recognition came from its functionalities and its popularity, not only in Europe but around the world, spanning across countries in Europe, the U.S, Canada, Japan, Argentina and Iran.

The Sprinter has been known to be marketed originally as a goods van, but earlier on, its usage has been expanded to so much more, including its famous use as a minibus. This was largely why C&P decided to opt for it, aside from the comfort, safety and reliability that it offers. Everywhere in the world now you can find the Sprinter being used as a passenger van, conversion van, cargo van and as minibus for usage in the transportation industry.

Nowadays, the Sprinter is available in four variants with standard or high roof height options for buyers. The four primary variants are panel short, panel medium, panel long, and panel extra-long. But as different companies have businesses unique to themselves, the Sprinter is offered in 108 combinations and counting.

Users will be able to pick different wheelbases, loading space heights, body lengths and roof variants. Further than that, the prospective buyer will have a range of options for the engine that they want, bulkheads and other extra specifications which can be tailored to their businesses' respective and specific needs. Companies which will use it for loading goods for example, have the options to include anchoring rails in the floor, side wall and roof frame, as well as lashing straps for the anchoring rails to help fasten goods securely in place. For those in need of a towing capacity, the Sprinter offers up to a 3.5t towing power for selected vehicle variants, safely ensuring that they have sufficient power. The higher roof height option means that the Sprinter is the ideal van to be used as a civil defence or emergency vehicle, such as an ambulance for example. Or it means that for usage such as a minibus, the Sprinter makes the riding experience a premium one for its passengers.

Being in the market for more than 20 years now, the Mercedes-Benz Sprinter has been put to numerous tests and modifications to become the solid and reputable vehicle that it is today. ■



Scania and Big S' Holiday Drives Standards for Environmental Emissions

Scania delivers the first low emission Euro 6 coach to long-time Singapore client Big S' Holiday



Mark Cameron presents Thane Sng with the key to his new Euro 6 coach.

When Scania delivered its first Euro 6 coach to long-time customer Big S' Holiday Pte Ltd, it not only ushered in a new era of Scania's commitment of providing businesses in Singapore with the widest range of sustainable transport solutions, it strengthened the long-term relation between the two companies. Big S' Holiday Pte Ltd has been involved in the business of land transportation since 1988 – nearly three decades of buying and running buses. Many of their current 25 buses were purchased from Scania and near term plans are to get 28 coaches on the roads of Singapore.

The First & The Best

"I have to buy the best buses from Europe," says Big S' Holiday Pte Ltd Managing Director Mr Thane Sng. "Our partner is JTB Singapore Pte Ltd, and they require buses that are going to get their customers to their destination every time. We buy Scania buses because they deliver service and reliability." Presently the company buys two buses every three years.

With a strong history in sustainability and care for the environment Scania became the first manufacturer in Europe to put vehicles with Euro 6 engines on the road as early as March 2011, enabling far-sighted businesses to invest in the cleanest emission technology available. This market-leading practice continues today with the inaugural Euro 6 delivery in Singapore, well ahead of the January 1, 2018 date mandated by Singapore's National Environment Agency (NEA). The NEA, responsible for improving and sustaining a clean and green environment, announced the new standards at the end of 2014 for which only Euro 6 commercial vehicles can be registered.

Uncompromised Performance

Building on the latest engine platform, the new Euro 6 coach promises uncompromised performance, highest torque-to-power ratio in the industry, maximum drivability with low-rev cruising options and operating economy through lower fuel consumption.

In redefining the acceptable limits for exhaust emission with the Euro 6 standards, nitrogen oxide levels are reduced by 80% and particulate levels reduced by 50% compared to predecessor Euro 5, presenting real environmental benefits to the people of Singapore.

"This first Scania Euro 6 coach delivery is an important environmental milestone for Singapore, our customers and Scania," said Mark Cameron, Regional Director of South

Malaysia and Singapore, Country Manager of Scania Singapore. "We are, first and foremost, a solutions provider, building sustainable transport solutions that are commercially viable with minimal impact to the environment. We are enthusiastic and pleased to partner with our customers to tailor-make a package of products and services that help protect the environment while driving down operating costs, maximise productivity and keeping drivers safe and comfortable."

Socially Responsible

Mr Thane Sng, added: "We are looking forward to the new Euro 6 low emission levels, taking our company's social responsibility to the next level. We are proud to have partnered with Scania for this historic moment in Singapore." Big S' Holiday Pte Ltd, who in receiving their first Scania K410IB4x2, looks forward to many more partnership opportunities with Scania as the company handles inbound tourists to Singapore along with partner JTB.

"We have enjoyed the great working relation with Scania," Mr Sng added, "and we are looking to have a lower average age of vehicles. We were also looking for the new Euro 6 as a move to be socially responsible to reduce harmful emissions." Big S' Holiday has about 60 employees with 25 of them being drivers, the majority of them behind the wheel of a Scania coach.

Company Colours

It was Thane's father Dennis who started the company in 1988 and even at a young age Thane had a part to play in the company. "When Dad started the company he came home one night and asked my sister and I to draw buses and give them various colours. Looking at the influences around him one set of colours that Thane choose was blue and gold." His father went with that and they remain the company colours.

When Thane left his job to take over the business from this father in 2010. "There are always challenges in this business," Sng noted. "We run buses everywhere in Singapore. We do City Tours, Full Day Tours and we provide shuttle buses for JTB. Our business is 75 – 80% meeting the needs of JTB, and the balance is other in-bound tourism and government projects."

Commenting on his Scania buses Sng remarked, "Our customers like the buses. We like to keep the configuration comfortable. Our buses have WiFi, USB ports and sockets for charging phones. We get a lot of the younger demographic and they need to keep connected." ■

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

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随着《Asian Trucker》杂志在近年来所举办的商用车辆展览获得各界营运商、物流公司以及利用货车经营等业者热烈响应,我们将在明年5月于我国举办第3届大马商用车辆展览。

本届展览将于2017年5月18日至20日,在马来西亚绿野国际会展中心(MIECC)举行,故此我们诚意邀请您参与此次展览,共同见证这东南亚区域内其中最大型的商用车辆展览活动。期间,我们更特别为各界参与展出的公司举办亚洲货车业者交流晚宴,促进区域内物流领域合作交流。

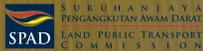
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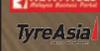
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Behind the Scenes of Rapid KL

Saef Wan meets up with Rapid KL to find out what it takes to keep the Klang Valley moving in this exclusive interview with Rapid Bus' CEO, Mr Zulkifli Mohd Yusoff.



When imagining cities of the future, easy movement seems to be a common topic that always comes up. This is mainly because easy movement and connectivity is the very factor that creates possibilities of communication and exchanges, whether in the form of social, cultural, or simply trade interactions.

Creating a state with wide-spread accessibility and inter-city connections is important, which means that the public transportation sector should be one of the primary priorities of any government which looks forward to support the country with infrastructure, enabling businesses to perform better. Therefore, one should never look down on the significance of public transportation as it literally moves society and facilitates the expansion of companies.

As with any governments, we now see the Malaysian government's more than ever intensified focus on the public transportation sector, specifically the bus industry which is now seeing rapid growth and increased utilization. If one takes a quick glance at the industry in Malaysia one will see that even though Malaysia's bus systems may not be on par yet with countries like Germany or Japan, we are certainly getting there.

Asian Buses is interested to talk to the leaders behind the transformation of public transport in Malaysia. We sat down with Rapid Bus' CEO, Mr Zulkifli Mohd Yusoff to learn more about his career in building one of Malaysia's largest bus companies, and to gain some insights from an insider perspective and experience in leading the way for the leader in bus network in Malaysia.

Interestingly enough, Mr Zul, or more familiarly, Cik Zul (a nick name among workers and colleagues often used to address him) did not have anything to do with the transportation industry in his career's past, except for the time when he set up the feeder bus system for the PUTRA-LRT.

AB: Can you tell us about your past experiences which had enabled you to be trusted with such a responsibility here as the CEO of Rapid Bus?

ZMY: "Actually, my past experience has nothing to do with buses. I'm a civil engineer by profession and basically my career has been in the construction industry for a while. I was involved in operations for a while during my PUTRA days.



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We were part of the team that constructed the Kelana Jaya line, previously known as PUTRA-LRT. I was then instructed to set up the feeder bus system to complement the PUTRA line. So, that was my only experience in operations. Then I was involved in constructing the extension line. And in 2014 I was transferred to Rapid Bus to lead the operations of Rapid Bus in Prarasana.

In a way, I was actually quite surprised when asked by the then Prasarana President and Group CEO Dato' Sri Shahril Mokhtar to come and lead the Rapid Bus team because, like I mentioned, my past has been with the construction environment.

But I think at the time, Dato' Sri Shahril wanted to have new blood in the operating team. Since then I've been quite happy with Rapid Bus, and also I have the support of the whole team in Rapid Bus."

AB: How did this experience prepare you to become the CEO of Rapid Bus?

ZMY: "For these few years we have embarked in a transformation program which I think is quite successful and it is still ongoing. My experience in the construction industry has prepared me to be quite well-rounded even though it was not operations per se, but the day to day dealings that we had to go through was also with contractors, dealing with other stakeholders like the local authorities and the project management team. So to me, project management is all about communication.

When you are in an operations sector such as Rapid Bus, it is also about dealing with humans and it is also communications as well. So I think my past experiences and my previous career as a project manager has helped me here in Rapid Bus.

Because, while constructing railway lines like the BRT Lines, you also get involved in discussions with the user and from here you get to know what kind of requirements that they need to have fulfilled for efficient and smooth operations. That experience has helped me here because, now, I am the user. This experience makes me appreciate the issues that users highlighted to me when I was doing the construction."

Mr Zul also explained that his past experience has helped him appreciate the wider angle of things. Being on the side of the construction operations team in the past, he perceived the users to always tend to ask for nicer things which are probably deemed unnecessary. He would then question the demand of this miscellany of things. But being the CEO of Rapid Bus now, his views changed:

"Now that I am on this side, I appreciate where the demands are coming from. Because basically these facilities are demanded to help ease the usage for their day-to-day commute. So if some of these infrastructures are non-existent, it makes it much more difficult for them, you know?

We are basically servants to the public who are commuting every day. So, unless our facilities are in a tip-top condition, there will always be certain areas where service is a bit lacking due to the fact that certain facilities are not present, slowing us down in the task to maintain our buses efficiently for example, or not having enough buses available. All of this will ultimately and definitely affect our customers."



He took it further to explain why he was mostly up to speed about the affairs in Rapid Bus when taking up the position:

"Essentially, even if it was a new position for me, being in the senior management of Prasarana where me and my peers have a monthly group meeting with the Group MD, all of us are very much aware of the issues that each subsidiary is facing specifically. So, certain issues were not totally alien to me when I hopped over to Rapid Bus from PUTRA."

AB: What were the challenges that you faced when starting the position as the CEO of Rapid Bus?

ZMY: "When discussing these challenges, you have to look at the historical performance of Rapid Bus. Rapid Bus started from Intra Kota and Park May Berhad. When Prasarana took over they combined Intrakota and Park May to become Rapid Bus as we know it today. If you look at the history from the very beginning, we have always been a company with a purpose to provide public service. So back then, losses have been recorded every year because 90 percent of the routes that we service are what you can be called "social routes", where ridership is very low.

There are only a certain number of routes that have high numbers of passengers every day, where the busses are running at full capacity throughout the day. On most of the routes, you probably have half of the bus full only within the peak hours, and the rest of the day, unfortunately, they are practically empty. These are issues that all of us were and are aware of in the group management team. When I took over the management here, my main goal was more towards improving the bottom-line of the company. And when you talk about bottom-line, you talk about income versus cost. So my task back then was to look at how we can reduce the gap between our revenue and the cost. I think that is why we have embarked on the transformation program."

AB: What was the mentality and the work culture like when you started and how do you think you have impacted the people here?



ZMY: "I am very fortunate that we had a strong management team in Rapid Bus when I came, and we were supported by a strong group of middle-managers as well. Therefore, what I found when I first came in was that the commitment was there, very much alive and present in the company, yet maybe people were lacking understanding in certain directions and what to focus on.

This is because the company started in 2004 when Prasarana took over from Intra Kota and Park May. Over the years, it has been very much like business as usual. People did not expect the business mode to change because of the social routes service that we provide. In a way, it is only common sense that such a company can only incur losses, right? And this made the people in the company become a little but complacent when faced with such a dilemma, causing a mentality where one may think that there is nothing much that can be done. We just have to go about our business as it was day to day.

The first thing that I did was that I directed the company to change the mindset of the people inside and make them perceive the company from a different perspective. Yes, we do not have to make money, but it does not equal to us being complacent when losing so much money. The gap needed to be reduced immediately. And that is when we started to focus on certain things like our expenses, and we drilled down on maintenance and other areas."

AB: What were the ways in which the changes in the standard operating procedure helped the company achieve this transformation goal?

ZMY: "The main bulk of the cost comes from the fuel and the spare parts, as we all know. Now the fuel is a factor that cannot be manipulated. Should we need a bus to run a hundred

kilometers per day, then the bus will need fuel to run the entire distance. There is no choice. But what is not realized is that the way the drivers drive the bus actually makes a significant impact to the fuel consumption of the buses. With a focus on this little alteration, we started training the bus captains on how to drive properly with an objective to save fuel in their minds, and at the same time, to reduce the vehicles' wear and tear or even damages. Consequently also, this directly reduced the need for frequent parts changes. That is where we were focusing on in the first year of my position in Rapid Bus.

We also sat down in brainstorming sessions among the managers and executives and we managed to come up with programs and initiatives. The support I would say was excellent and I am still getting the same support. The Transformation Plan for Rapid Bus is a three-year program, which spans from 2015 to 2018. Obviously, we are still on our journey."

AB: How did this transformation program begin?

ZMY: "When Dato' Sri Azmi Abdul Aziz, joined PRASARANA as the President and Group CEO, he initiated this transformation program. Each subsidiary had to come up with programs to address the issues specific to their own companies. Hence, the program that we have here in Rapid Bus is just an offshoot from the main Prasarana transformation program. That is why we just simply call it the Transformation Plan for Rapid Bus."

AB: What do you think are the alternatives that Rapid Bus can employ to alleviate the inevitable impacts of providing public routes as an act of social duty?

ZMY: "We need to look at our cost and we need to look at our revenue. On the cost side, we already know what we need to do. But on the revenue side it gets a little bit tricky.





Mr Zulkifli Mohd Yusoff, CEO of Rapid Bus.

Even though this year we have started to focus on the revenue more, unfortunately, we discovered that there is nothing much that we can do about the social routes, apart from encouraging more users to use our bus services. And to do that, we need to have more frequency of buses.

When the public sees that the buses are consistently there every 15 or 20 minutes for example, they will have more confidence in the service. It becomes more reliable to them, thus encouraging them to rely on it. At the end of the day, it becomes a chicken and egg situation. Meaning that, if you do not put more buses on the roads, people will not trust the service. But at the same time, we know that every bus we put into the service is going to cost us a lot of money.

That is why I think that the most urgent and significant task that we have on our hands is striking a balance between deploying more buses and trying to reduce our losses. But slowly, on certain social routes, we can see that when we run more buses, the ridership is increasing, more people are confident to leave their cars behind and take the bus instead.

Before this, the bulk of the traffic in the morning would also be caused by people wanting to go to the LRT station to park their cars and ride on the train. But now, as we provide the feeder bus services to the LRT stations, we can see that people are much more confident to just leave their cars at home and take the buses to the station."

AB: Does Rapid Bus have other sources of revenue aside from daily ridership of public commuters?

ZMY: "The other part of the revenue generation is us aggressively tackling charter services. In this case, we are very fortunate that the Selangor government has been very supportive of public transport as they realized that the only way to reduce congestion on the road is by ramping up the public transport.

What they did was, they approached us with a program called Smart Selangor Bus. Here we signed a service level agreement with the state, whereby the state would cover our fees which would allow the public to ride the bus for free. In this case, it is a win-win solution. The compensation that we get from the state covers our cost with a little profit, at the same time the public is riding the bus for free. In the end more people are getting on the buses. Indirectly, that is also increasing our ridership."

AB: How does the federal government support public transportation and the expansion of Rapid Bus specifically?

ZMY: "It is very obvious that the government is going aggressively to make public transport the choice mode of commuting. You can see these numerous projects going on like the MRT and LRT. In terms of the bus, because we are a Ministry of Finance (MOF) company. As a consequence, we need to seek MOF clearance for any expenses. The government is supporting us by giving us the freedom to determine our purchase of buses. One would wonder why this is such a good thing.

In Kuala Lumpur, if you look at the comparison between the bus and the population ratio, the bus ratio is still very low compared to the population. That is why we say that the government is supportive by allowing us to acquire more and more buses to lessen the gap between the ratios.

Other than that, we are also in discussions with SPAD (Land Public Transport Commission) to build dedicated bus lanes. There were bus lanes before in the past, but they ended up not being in use anymore. But now SPAD is looking into ways to revive these bus lanes as they realize that without them, buses will be caught up in the congestions every day and thus it will make public transport awfully less attractive. There must be an advantage for public transport for people to be attracted to it. One way to do that is to have bus lanes which will mean that the journey will be significantly quicker.



Besides that, SPAD is looking into ways to implement a common ticketing system whereby the passengers will only need to buy one type of ticket to go on various types of transportation at a time: the MRT, the LRT and the bus for example. This will make it way less complicated for the commuters."

AB: Could you summarize your sentiments of working as the CEO of Rapid Bus over the years and what are the passions that drive you to achieve more?

ZMY: "Initially when I first came here, when I was asked to lead Rapid Bus, there was a bit of apprehension because of the fact that my years of experience have always been in the construction line and project management etc. where operation was a different ball game. But after coming here and being here for more than two years, I enjoy it because I am dealing more with all levels of people, from executives to non-executives and from bus captains to mechanics.

It makes me happy to see that I am able to contribute to their daily lives because I realize that these people are in a group where they are categorized as minimum income level group. Unless the company does well, it is difficult for the company to give back to them. So that is why this transformation is very important.

When we succeed with this transformation and the company can reduce the losses and we get more revenue, we can give back to the majority of our staff, who are non-executives. To sum it up, my passion for construction is still there but I really enjoy my stint here. The challenges are vastly different. I have seen the challenges of the construction industry for 30 years and now I am experiencing the challenges of operations and what I can say is, when it comes to operations, it is all about people.

The majority of the people in Rapid Bus are great people and are very passionate. When I look at these people I feel very happy to know that I can be here to support them as well in earning their livelihood and that my job is to continue giving them passion to drive the bus, to repair the bus etc. Working in a same daily routine is a real hard work and you really need good motivation. I'm already in my late 50s going to 60s, and sometimes you tend to look at life differently compared to your younger days you know? And here, at this stage I just want to be able to contribute to the society and to the Rapid Bus staff by giving the company, a solid footing." ■

HINO Pushes Safety Agenda with New Buses and Improved Training Facilities

Hino Motors Sales Malaysia (HMSM) unveiled its latest HINO bus series model with added safety features such as anti-lock brakes (ABS) and speed limiters in December 2016.



Mr. Ken Iwamoto_Managing Director Hino Motors Sales (Malaysia) Sdn Bhd

The newly launched bus series, namely the RN8JSNA, RK8JSKA and RM1ESKU are in compliance with United Nations Regulations (UNR) safety standards, which have been imposed by the Road Transport Department.

Mr Ken Iwamoto, Managing Director of HMSM, speaking at the launch of new bus series, emphasized that safety is the topmost priority for Hino, as the company is stepping up the safety of its product line in support of the government's move following a spate of bus accidents that occurred in Malaysia throughout 2016.



"Safety is the most important issue while on the road. Putting safety first is necessary in order to avoid any unwanted road traffic accidents that could harm other road users," said Iwamoto.

"Today, HINO introduces the newly improved HINO bus series that exclusively focuses on safety improvement features to prevent severe incidents involving busses," he added.

Also present at the event were Manager of Product Planning Division, Hino Motors Limited Japan Mr Kenjiro Inoue, Senior Executive at Product Planning Division of HMSM Muhd Suffian Affendi. With the added ABS system, it helps the driver to maintain control of the vehicle when braking on a slippery surface by selectively controlling the braking force of individual wheels in order to prevent the wheels from locking.

Meanwhile, as to help prevent accidents due to speeding of the vehicle, the new bus series comes with a speed limiter that is set at 100kph. With the installation of the speed limiter, it will help to improve the driver's safety by limiting the top speed of the vehicle.

The installed speed limiter also enables the driver to drive safely at the optimum speed, as such, it will not only help to reduce the overall crash risk and severity of the crash, but it is also useful to reduce fuel consumption and maintenance costs.

Moreover, the buses also come with an integrated transmission retarder which acts as an auxiliary brake to improve brake performance, which also helps to avoid overheating of the existing service brake.

Other than the additional safety features, the RN8JSNA model has also been equipped with a more powerful engine with higher horse power of up to 285 PS compared to the previous model. The RN8JSNA is designed in 12-metre long with a maximum operating weight (GVM) of up to 16 tonnes, making it able to carry up to 40 to 44 passengers at a time, depending on seating configuration.

Both RN8JSNA and the RM1ESKU model are equipped with a six bellow air suspension to provide better riding comfort for passengers, especially those who are travelling long distances and winding roads.

Meanwhile, compared to RN8JSNA and RM1ESKU models, RK8JSKA model, the RM1ESKU model is designed with the GVM up to 18 tonnes.

On top of the improved features of the new buses, Hino also announced the upgrades of the existing warranty to 12-months or 100,000km on chassis manufacturer defects only.

At the launching event, Iwamoto also highlighted the importance of customer knowledge in relation to driving safety. "The effort in providing Total Support to customers has been the HINO's aim since from the beginning. For instance, the existing Hino Total Support Customer Centre (HTSCC) provides safety and eco driving training to produce qualified and well-trained commercial vehicle drivers." Iwamoto added.

The training provided by HTSCC are in line with the local authority efforts, as to reduce road accidents involving trucks as buses. "One of the biggest efforts that Hino has made recently, in line with the government's concern on road safety, is the investment into upgrading HTSCC to provide training. Training is not only limited to familiarisation of truck-drivers or fuel-saving techniques but also highlights defensive driving, which will benefit all Hino drivers," he said.

Hino is going to invest more than eight million Ringgit Malaysia to start the project that focuses on customer development on safety driving skills and knowledge. HINO Total Support focuses exclusively on its customer Besides sales of products, Hino also provides Total Support in sharing and anticipating potential needs of customers and offering solutions that reflect the customer's voice and hence exceeds customer expectations. This drives Hino Total Support to reach deep into society, thus strengthening HINO's market operations and opportunity in Malaysia. The impact of Hino Total Support will intensify and further contribution can be expected to support Hino's customers' business growth.



Mr. Ken Iwamoto_Managing Director_Hino Motors Sales (Malaysia) Sdn Bhd



The New Hino Total Support Customer Centre (HTSCC)



* Image used for illustration purposes only.
* Updated as at 11th November 2016



Hino Total Support Customer Centre (HTSCC) is a proof of Hino's dedication towards its customer and it will facilitate the foundation of Total Support activities. Hino aims to revamp the HTSCC professional driver's training curriculum with exclusive facilities to further to improve the philosophy of Hino Total Support. Choices of curriculums are particularly focusing on safety, defensive driving training, fuel saving driving and driver's familiarization training. Hino's customer-oriented syllabus aspires to produce professional HINO truck drivers.

Expansion of the curriculum imparts a full knowledge on safety driver training and skills to customers. Safety has been the main concern within Malaysia road transport industry and HINO has taken the best effort to help in reducing accident rate due to human error via this safety training courses. The upgrading project of HTSCC will improve customer's experience thereby retaining customer's satisfaction and loyalty towards the brand. Customers also will get the valuable opportunity to go through advantageous Total Support driver training courses such as "Safety & Eco-cien Driver Training" (fuel saving driving) and "Driver Familiarization Training".

Keeping in tune with the local commercial vehicle's market, HMSM aims to have a capacity to train 6 500 drivers per year. On top of that, in widening customer's knowledge, the HINO Gallery at HTSCC will go through an expansion. On display in the HINO Gallery visitors can find information on HINO history, technological revolutions and product advancement. In the future, HINO also will open the training centre for the use of government and public agencies to ensure their training projects for professional driver will be a success.

"HINO has built a solid reputation through the outstanding products based on QDR, which means, Quality, Durability and Reliability. HINO's mission is not only to develop a product which is perfect fit for each customer's business but also to 'Maximise vehicle Up-Time' and 'Minimise vehicle Life-Time Cost'. With HTSCC in Sendayan, HINO are striving to deliver the best support to our customer with necessary trainings and also safety driving techniques," said Iwamoto, .

Road Safety is a Long Term Project



In Malaysia, traffic accidents occur every minute, which means almost 20 people are losing their lives in them daily. Statistics show that there were 521,446 accidents last year with 7152 fatalities, a rise of 6.7% compared to total the 6706 fatalities were recorded in 2015.

Due to the severity of this, it is important to us not only to look at the alarming statistics, but to decipher the possible causes to prevent such casualties from occurring.

To further discuss about road safety issues in Malaysia, AsianTrucker approached the Director General of the Malaysia Institute of Road Safety Research (MIROS), Prof. Wong Shaw Voon to share with us about what MIROS is focusing on in order to improve road safety in the country.

Prof. Wong says, in the past years, there were at least 6 500 fatalities as a result of road accidents reported annually. Out of that, some 1 000 cases involved heavy vehicles like trucks and buses.

He describes, when new technology like autonomous driving becomes a hit in the industry, and people realize that they no longer need a car to move around in their daily lives, it would definitely change the way how the transportation system works today.

“With the advancements of technologies and more flexible transportation services like Grabcar and Uber services are readily available in the market. People start to realize that they no longer need a car in their daily life. Now, when you are talking about trucks, it is even more interesting. Today we are talking about new technologies autonomous driving and truck platooning.”

“Everyone else in the world is facing problems with the driver: if the driver or human factors are part of the root causes of accidents, then we should address the issue there. Five years ago, I was a member of the ISO Technical Committee on Road Vehicle. When I was attending a conference, we were discussing about autonomous driving. At that time, it was technology which people thought would not be available so soon. They said that if I am lucky, it will only come during my son’s generation, but it is coming in the market soon now.”

Truck Platooning comprises a number of trucks equipped with state-of-the-art driving support systems – one closely following the other. This forms a platoon with the trucks driven by smart technology, and mutually communicating. Truck platooning is innovative and full of promise and potential for the transport sector.

However, there was a first fatal crash of an autonomous car in the United States last year, when the autonomous or “autopilot” feature on a truck failed to “see” a white semitrailer; failed to brake and ran under the trailer as it turned in front of the car at an intersection

Talking about this issue, Prof. Wong reckons, as for truck platooning to be fully-implemented, it has still a number of limitations and challenge that need to be addressed. For now, these vehicles would still require a driver in the lead vehicle who is supposed to stay awake during the entire journey.

“The reason for having a driver in the lead vehicle who cannot fall asleep is that there still needs to be someone responsible for the movement of the platoon if there is any emergency happening. This is opposing the idea of truck platooning in the first place, where it will be operate in a driverless state or the drivers can take a rest or be busy with other tasks.”

Hence, he says, despite that there are lot of new technologies in the market to solve problems which relate to accidents, for example the devices to eliminate blind spots, speed limiter, autonomous driving and more, these are not the one-off solutions for these problems.

He describes that, when discussing about road safety and accidents, people would like to talk about particular contributing factors; for instance, the problem of the drivers, vehicles or road conditions that lead to the accidents. In his view it is however more important to study the all these elements in an holistic approach.

“To some certain extent, these devices and technologies do help to avoid road accidents, but not necessarily solve all problems.”

“To me, it is always the combination of causes. We have to look at the safe system approach, the whole system. It is not only a problem of a driver, or a company, if one driver is reckless, it doesn’t mean other drivers are also being reckless.”

He explains further, the elements need to be studied and taken into consideration, including the issues drivers face, road condition, vehicle, crash avoidance devices and new technologies, road safety education and system, enforcement and implementation.

Asked about if strengthening the enforcement would help to reduce the road accidents and change the attitude of the Malaysian drivers, Professor Wong says, that he somehow agrees with that.

“Without enforcement, things will not move. Our study finds out that, 70% of respondents are well-aware about the importance for passengers in the back seat to wear the seat belt. But only 7% to 9% of people are using it. Out of the 70%, 60% would only wear it if enforcement is applied. In such a case, education does have some impact on enforcement up to certain extent, and enforcement does have some impact on education up to certain extent. To me, enforcement is part of the education.”

Prof. Wong says, road safety education for the younger generation and the public in general would be a long-term and on-going process.

He elaborates, as to educate our kids at young age, Road Safety Education was embedded into the Bahasa Malaysia curriculum since 2007 for primary schools and 2012 for secondary schools.

“Talking about the effectiveness of this program, we have been doing evaluations on it from time to time. They are indicating that there is significant awareness and we get positive feedback from the parents and the public. For example, you might have heard about some incidents whereby the kids will ask their parents to wear seat belts if they forget to put them on.”

“We are currently working on a review of the curriculum and program of road safety education for these students.”

He describes that it is true that the short-term return for the investment on road safety education is not as good as the investment on engineering. As compared to the former, the latter might yield better and profitable output, with new inventions like the driverless vehicle, but road safety education is still important to the society.

“Road safety education is not just for shallow and narrow perspective about solving road safety problems only, but it is about inculcating a safety culture. It is not just about road safety, but any form of safety consciences, how serious you look at safety. This is a very important value that everyone should have in mind. Not just in case of a fatality in the family or when someone is injured. If you only think about safety at that point, it is too late.”

MIROS was established in 2007; it is an agency which sits under the umbrella of the Federal Government, specifically under the Ministry of Transport Malaysia, to serve as a primary bank of knowledge and information on road safety.

Prof. Wong Shaw Voon comes from an engineering background and was conferred the title of Bachelor of Engineering in Mechanical and System Engineering by UPM in 1997. He then proceeded to study in Ireland where he was granted with a PhD in Mechanical Engineering from Dublin City University. A critically acclaimed scientist, Prof. Wong has contributed to and led many scientific researches and was endowed with significant awards such as the 2000 Outstanding Scientists of the 21st Century and The International Scientist of the Year 2004. ■





MCVE 2017 Opens its Doors

With a stellar line-up of exhibitors and a well-rounded fringe program, Malaysia Commercial Vehicle Exhibition 2017 is set to be true to the title of being the largest commercial vehicle exhibition in South-East Asia.

The main attraction will of course be the exhibitors. Many are taking the opportunity to showcase their latest technology and products. Filling the entire 8 000 square meters of the main halls, there are over 60 exhibitors vying for the attention of delegates from Malaysia and surrounding countries. Some have even opted to display additional products outside the halls. "We are happy with the turnout in terms of exhibitor participation as we have managed to assemble the top brands of the industry for our show," said Stefan Pertz, Organizer of MCVE 2017.

Mobility and connectivity are topics that are very much at the heart of the industry. The "last-mile" and the creation of Bus Rapid Transit systems will continue to be important topics. While riding on these vehicles, staying in touch is one aspect of connected mobility. Not only will passengers benefit from Machine to Machine connectivity, but workshops and fleet operators as well. Big Data is now quickly becoming a key instrument to manage businesses that provide services for commuters and travellers.

M2M communication, GPS and other gadgets now allow for self-driving vehicles. Numerous countries are already implementing trials and we are now seeing truck platooning as well. In summary, we are heading towards exciting times and our expo will certainly be a ground for participating companies to showcase their innovations and thoughts.

"What can you expect at this year's MCVE? Following the success of the past events, many have returned, some of which with increased spaces for their booth. Meanwhile, others have

joined the existing list of exhibitors to make use of the exhibition to meet new customers, refresh connections and to mix and mingle. We are happy to say that the event is a sell-out and we would like to thank the industry for their support."

Besides the exhibition, we have a fringe program which sees various components again. The Scania Driver Competition MCVE Edition and Scania Driver's Lounge will be back and we encourage everyone to participate in the competition. It is also the seventh year for the annual Asian Trucker Networking Night. Here we have the support of MAN Truck and Bus Malaysia, which allowed us to put together a program including performances, music and a lot of fun. For business discussions and for Rest & Recreation we are offering a R & R themed area where we serve free food and coffee. Experts in the field of Fatigue Detection, Guardian South-East Asia is the sponsor for the R & R. Back again is the Best Booth Design award, whereby delegates can cast their votes for the nicest exhibition spaces. Last year's winners for the bare space donated their prize money to charities.

MCVE 2017 will also feature speakers, seminars and the Asian Trucker Drivers Club MCVE Gathering. This gathering for members of our club is sponsored by Volvo Trucks and Giti Tires. We are expecting bus captains and truckers to flock to the event, too. If only to make new connections or to exchange thoughts with their fellow drivers. In line with the theme of the expo, we are hoping that the fringe program will enable participants to get connected.

Delegates may pre-register via www.mcve.com.my in order to obtain the delegate pass ahead of the exhibition and bypass the registration counter on opening day. 🚛



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Daimler Buses Presents Autonomously Driving City Bus of the Future

The world's biggest bus manufacturer, Daimler Buses, is systematically extending its technological leadership. The Mercedes-Benz Future Bus with CityPilot has driven autonomously for the first time on a route of approximately 20 kilometers in Amsterdam. On a section of the longest bus rapid transit (BRT) line in Europe, the bus drives at speeds up to 70 km/h, stops to the nearest centimeter at bus stops and traffic lights, drives off again automatically, passes through tunnels, brakes for obstacles

or pedestrians and communicates with traffic signals. The driver is on board and monitors the system, but with a much easier task than before. Daimler Buses is the world's first manufacturer to put a city bus into automated operation in a real-life traffic situation. ■







ZeEUS eBus Report

ZeEUS is an impressive project with over 40 consortium participants and a budget in excess of 22 million Euros of which the European Commission co-finances 13.5 million. Put simply, ZeEUS is the most important European project focusing on electric buses.

In the light of the Paris Agreement reached at the COP 21 to limit global warming to 2 degrees Celsius, the transport sector has an important contribution to make to the achievement of the climate goals. Our common efforts to reduce greenhouse gas emissions are becoming even more of a priority as they are already. Transport contributes to about a quarter of total GHG emissions in the European Union. That is why the Energy Union strategy, adopted last year by the European Commission as one of the political priorities of President Juncker, includes as an objective the decarbonisation of transport.

Low-carbon mobility in cities requires us to embrace a range of strategies based on a mix of policy, technology and behavioural changes: the well-known avoid/shift/improve concept. In this holistic scenario, public transport plays a major role being one of the obvious solutions contributing to the fight against global warming, congestion and pollution. In this context and at the 2014 UN Climate Summit, UITP members pledged to double the global public transport market share by the year 2025 and scale up efforts on public transport, optimising infrastructure, vehicles and fuel efficiency, including the deployment of electric bus systems around the world.

With around 450 billion bus journeys per year worldwide, buses are a significant part of any public transport system and are the only public transport mode in many cities.

Worldwide Market Trends

The worldwide electric bus fleet is estimated to have reached approximately 173,000 in 2015. China is leading this global mass deployment, with more than 170,000 buses (98.3% of the global total) operating in Beijing, Changsha, Dalian, Hangzhou, Hebei, Nanjing, Shanghai, Shaoguan, Shenzhen, Tianjin, Xi'an and other cities.⁸ These developments are strongly endorsed by Chinese government policy, which includes an official programme for 'new energy buses', aiming to produce 1.67 million EVs (including E-buses), and to create 1.2 million jobs annually for the period 2010-2020.⁹

As an example, Shenzhen City currently has 4,887 purely electric buses in operation. By the end of 2017, all of the city's buses will be fully electrified, in accordance with municipal government requirements, reaching a total of 16,493 E-buses.



While the European market is one of the leading regions for electric bus research and development (R&D) – including vehicle technology – the Asia-Pacific region is home to some of the biggest producers of both buses and batteries. In fact, the region contributes over two-thirds of the global output of buses and coaches for domestic markets, and leads the global electric bus market with substantial government initiatives in countries including China, Japan and, to a lesser extent, India. The dominance of the Asia-Pacific market is driven primarily by the increasing output of Chinese original equipment manufacturers (OEMs). With the introduction of technologically advanced 5th-generation electric buses in the regional market, and an increased emphasis on innovation and OEM investments in R&D, the government is planning to continue supporting the electric bus market over the next five years.

Government initiatives are playing a pivotal role in facilitating the growth of the electric bus market. In China, for example, the Ministry of Transport (MOT) provides subsidies and tax benefits to manufacturers of low-emission buses, including subsidies of \$81 600 per bus for the purchase of electric buses in 2016. China has been one of the few developing economies worldwide to take initiatives to curb vehicular pollution with the introduction of electric buses. However, the infrastructure for charging electric buses is currently weak in many countries, restricting the growth of the electric bus market.

The demand for wirelessly-charged buses should also help to drive the demand for high-performance batteries. Alongside China, South Korea has also launched a wirelessly charged electric bus called 'on-line electric vehicle' to test induction

charging for buses. The Korea Advanced Institute of Science and Technology has developed this technology back in 2014 and the bus is in operation in Se-jong City since June 2015. The market has also seen increased investments from the Chinese government to develop plug-in hybrid electric bus infrastructure, the latter will require a certain degree of expertise and capital to develop. Therefore, government contributions are crucial to augment the market.

Trials of E-buses are planned to start in late 2016 in Singapore, where a close examination of the available technologies to be implemented locally will help shape strategy towards the introduction of clean buses.

Trolleybuses with an autonomous off-wire stand-alone course, equipped with batteries – also known as dual mode trolleybuses – have been tested on the streets of more than 40 cities in Russia, Belarus, Moldova, Kyrgyzstan and Serbia. A dual-mode trolleybus is able to run up to 15km without its connecting poles and was operationally tested, for example, in Saint Petersburg in 2014. New trolleybuses with extended autonomous run are expected to appear on routes to the residential areas of Saint Petersburg in 2017, while E-bus tests in the city's specific climate conditions are planned to continue. In Belarus, the Minsktrans public transport operator has also confirmed an order for charging stations and E-buses, in accordance with their 2017 plan.

There is currently no fully electric buses in commercial operation in India, although pilots took place in Bangalore (2014) and Delhi (2016) to demonstrate electric bus technology. Having

test-launched India's first electric bus in February 2014 with a vehicle imported from a company based in China, the Bangalore Metropolitan Transport Corporation's (BMTC's) board has given its in-principle clearance to invest in 150 electric buses. Bengaluru is likely to be the first city in the country to launch city bus transport operations using such a large fleet of electric buses. The Indian government has initiated the 'Faster Adoption and Manufacturing of Hybrid and Electric Vehicles' (FAME) scheme to promote adoption of electric buses. BMTC will approach the Department of Heavy Industry for subsidy under this funding scheme.

A joint venture between a Chinese and an Indian-based OEM has been set up to ensure a manufacturing base in India for the production of electric buses. However, the company has not yet encountered the expected levels of demand from the Indian market. One European OEM has also entered into a joint venture with an Indian-based company for the production of electric buses for the Indian market. They plan to invest \$50m in establishing a manufacturing base. The first of these fully electric products will reach the market by March-April 2017.

In Australia, a free solar-electric bus service has been set up in Adelaide, where buses have 18 hours to charge and 6 hours of operation per day. Transport Canberra will also trial three E-buses across the ACTION bus network of school, suburban and rapid services. These vehicles are expected to be delivered in time for a trial that should start around January 2017 and last 12 months. The trial will quantify the economic, environmental and operational performance of electric buses in the network, compared to diesel buses.

Contrasting with the other continents, the electric bus sector is not highly developed in Africa, reflecting the current state of the public transport sector. However, some operational experiences

are ongoing on the continent, including a French-based company that has used electric buses for student transport in Cameroon and Ivory Coast since 2014. There are three buses in use at the University of Yaoundé (Cameroon) and three in use at Felix Houphouet Boigny University of Abidjan (Ivory Coast). In Uganda, engineers have built a solar-powered electric bus, the 'Kayoola', a 35-seater that can run for up to 80km on two power banks. These power banks can also be recharged by solar panels installed on the roof of the bus. The City of Cape Town, meanwhile, has awarded the tender announced in February 2016 for the procurement of battery-powered electric buses and ancillary equipment for the MyCiTi service. With a service planned to start in June 2017, Cape Town will be the first municipality in South Africa to benefit from using electricity as an alternative fuel technology for its bus fleet.

In the north African region, the Morocco's Energy Investment Company (SIE) will launch production of its locally made electric buses in 2017, for local and international markets. Marrakech has also announced the deployment of 30 E-buses in 2016-2017, half of them to be fully operational at the occasion of the COP22 climate change conference in November 2016. These buses will be operating on the four Bus à Haut Niveau de Service (BHNS) 17 lines with dedicated lanes and high frequency.

In Latin America, development has also been quite modest. There are pilot projects ongoing in both Campinas (Brazil) and Montevideo (Uruguay). Itajaí Transportes Coletivos, a private bus operator in Campinas, has been testing a 70-passenger vehicle since November 2015. Following this, the plan is to introduce ten buses of this type. The local bus operator in Montevideo has been conducting a similar test since May 2016.

In parallel, a municipal law introduced in Sao Paulo in 2009 aims to fight air pollution and provides for the replacement of 100%



of fossil fuels vehicles with alternative fuels and less polluting vehicles by 2020. Among the available technologies, the electric drive is presented as one of the most advantageous solutions and Sao Paulo, which already has a large fleet of bus rapid transit (BRT) trolleybuses in operation, is currently considering investment in battery trolleybuses.

Approximately 200 full battery electric buses were delivered in the USA within 2016, with the largest number currently operated by Foothill Transit in the Los Angeles region (California). The North American market is also characterised by the presence of both an American and a Chinese OEMs. Last year, the US Department of Transportation announced \$55m in competitive grants to deploy more zero-emission buses across the country. In California, the Fleet Rule for Transit Agencies requires reductions in both pollutant emissions and exposure to air contaminants from urban buses and transit fleet vehicles. The transit fleet rule also established a demonstration and purchase requirement for zero-emission technologies for large transit agencies. As operators gain experience with zero-emission bus technology, and as that technology evolves, purchase requirements are expected to increase, with the goal of transforming the state-wide transit bus fleet by 2040.²¹

In Canada, the Société de Transport de Laval (STL) purchased an electric bus in 2012 and tested it during 2013-14 before putting it into service in 2015. The main goal of this project was to test the bus in closed-circuit rather than real-life conditions, so that STL could make informed choices when the time comes to electrify its fleet. This project is part of a wider strategy to promote 'green' energy in the province of Quebec, which has abundant hydroelectricity. Similarly, and as part of the 'Cité Mobilité' project, the operator Société de transport de Montréal (STM) is purchasing three full electric buses and installing four rapid charging points in order to test the technology in a real-life operating context between 2016-2019.

In terms of scale, Europe follows Asia with over 1,300 electric buses delivered or on order.²² This figure includes battery buses (overnight and opportunity charged), plug-in hybrid buses and trolleybuses with batteries for off-wire operation.

The greatest number of electric buses of the above types can be seen in the United Kingdom, with over 18% of the total European fleet, followed by the Netherlands, Switzerland, Poland and Germany, with around 10% each.

In order to accelerate deployment, countries such as France, Germany, Italy and the UK have set up, or are setting up, national legal frameworks to promote vehicles with reduced environmental impact and energy consumption. Local initiatives, including the establishment of low and ultra-low-emission zones, can also encourage the deployment of electric buses. Some funding and financing schemes have been identified as supporting this trend. In the UK, the Air Quality Grant scheme runs alongside the Green Bus Fund, Clean Bus Technology Fund, Low Emission Bus Scheme and Bus Service Operators Grant (BSOG)/Low Carbon Emission Bus (LCEB) incentives. In southern Europe, Spain has developed two similar schemes, the Integral Strategy for Electric Vehicle Support (MOVELE) and the Integral Strategy for Alternative Energies Vehicle Support (MOVEA).²⁷

Further east, Istanbul's operator IETT has experience with hybrid BRT and has tested electric buses in the past. It is clear

that deploying electric buses is part of their agenda. Izmir Metropolitan Municipality tendered and ordered 20 full battery electric buses. MOTAS, which operates in Malatya, introduced a new trolleybus system in 2014 and has bought ten 24-metre battery trolleybuses following a successful test of three fully electric trolleybuses. MOTAS's fleet will have 13 fully electric, high-capacity vehicles by the summer of 2017.

As part of the ZeEUS project, UITP has compiled the strategies of various European cities for the introduction of electric buses over the coming years. It reveals that 19 public transport operators and authorities, covering around 25 cities, have a published strategy up to 2020. By this cut-off date, there should be more than 2,500 electric buses operating in the relevant cities, representing 6% of their total fleet of 40,000.

Over 13 public transport operators and authorities in some 18 cities have a strategy up to 2025; by then, they are expected to have more than 6,100 electric buses in service, representing 43% of their total fleet of 14,000.

A more qualitative market analysis was conducted among bus manufacturers. This shows that a European series production of electric buses should reach full maturity by 2018-2020.

These latest developments bode well for the uptake of fully electric buses in the near future, since demand and supply are converging. In a context of transition however, the various transport providers are on a learning curve. The ZeEUS project partners have identified five challenges that must be tackled to ensure an increase in the use of electric buses in the years to come:

- (1) The higher upfront cost of electric buses and their charging infrastructure compared to conventional vehicles
- (2) The importance of identifying suitable technology solutions for specific local operational contexts
- (3) The necessity to review current procurement and contractual frameworks
- (4) The requisite to standardise charging interfaces to ensure the interoperability of E-buses, allowing multibrands fleets to recharge with multi-brands infrastructures
- (5) The need to develop trust and cooperation with the electricity power generation and distribution sector, as well as grid owners and energy regulators.

Public transport stakeholders are confident that, by working hand-in-hand with everyone involved, most of these hurdles can be overcome by 2020.

Some electric bus rapid transit (BRT) systems have recently been developed in Malaysia (2014) and Kuala Lumpur (2015). Other cities such as Indianapolis, Lausanne, Lucerne, Nantes and Stavanger have launched similar projects, while Donostia/San Sebastian and Barcelona are considering adopting a full electric BRT system.

The future will see an expansion of electrified bus rapid transit, as well as the growing role of autonomous driving in speeding up the deployment of electric buses; fully automated vehicles and electrified BRT solutions are mutually reinforcing.

The full report can be accessed here:

<http://zeeus.eu/uploads/publications/documents/zeeus-ebus-report-internet.pdf> 

A bus is made up of many components. We take a closer look at some of these. Should replacements be required, DT Spare Parts, for example, can offer the entire range of parts, components and products needed.

(G) Oil Pressure Sensor

In modern trucks and buses, oil pressure sensors monitor the oil pressure in the motor oil and transmission oil circuit. The measured pressures are recorded in real time in the control unit of the vehicle, evaluated and used to optimise engine parameters. The result is fuel-saving, low emission and more efficient engine operation.

The oil pressure is recorded by the oil pressure sensors via a sensor element. Due to changing pressure, a thin aluminium oxide membrane on the sensor is deformed. This change is converted into electrical voltage and reported to the control unit of the vehicle. Modern oil pressure sensors of the DT Spare Parts brand have temperature compensation.

When measuring the pressure, the effects of the ambient temperature are compensated, leading to precise measurement results. The maximum deviation from the actual oil pressure is well below 0.5 %.

Oil pressure sensors of the DT Spare Parts brand fulfil the high quality and safety standards of the automotive industry and enable a long-term function under all operating conditions. They are designed for a temperature range from -40°C to +150°C and deliver accurate measurement results even at extreme ambient temperatures.

During production, small and light components are used. The components are securely fastened to a high-strength printed circuit board with special tin solder.



By this method, a high resistance to vibration is achieved, which ensures a long service life of the oil pressure sensor.

The connectors of the sensors correspond to protection class IP 67. They are protected against dust and splash water and are secured by a special plug connector. The cable connector made of PU provides maximum resistance against environmental influences and is thermoplastically sealed at the ends.



(B) Air Filters

To guarantee high filtration efficiency, the filter media used in air filters of the brand DT Spare Parts are specifically tailored to the individual vehicle application. For this purpose, filter types made of composite fibre, plant fibre, paper pulp, felt and flame-retardant materials are deployed.

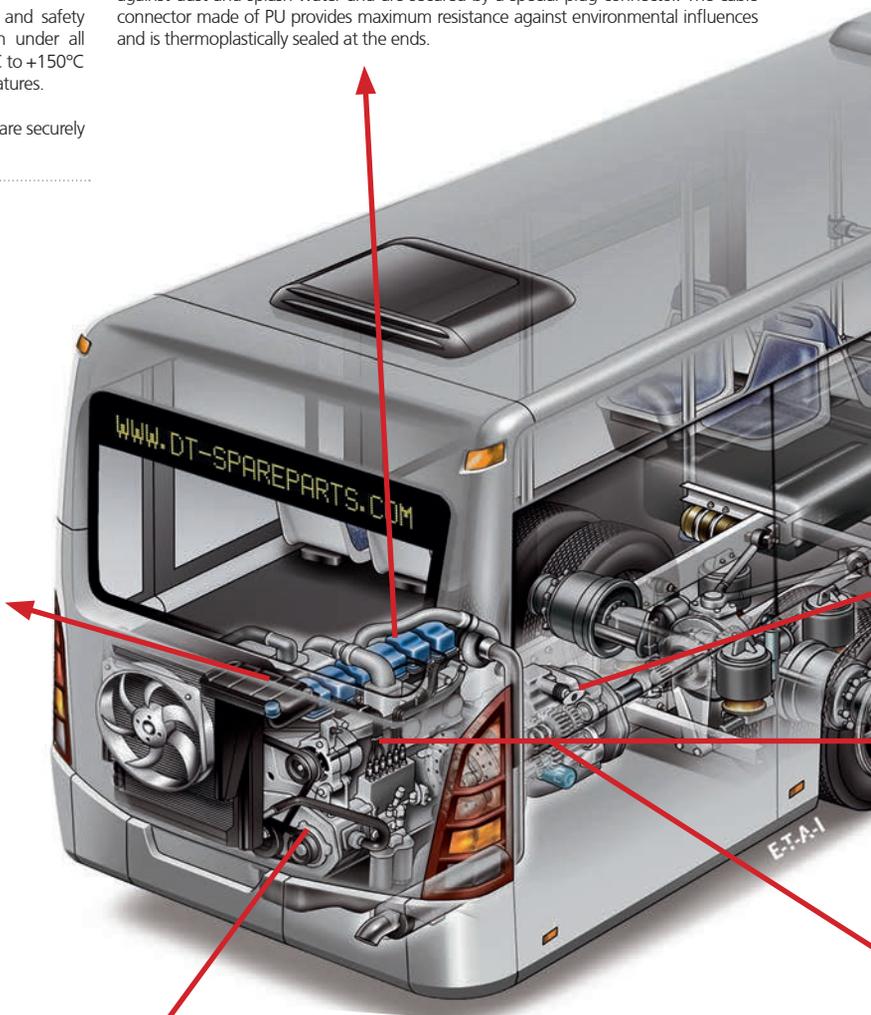
Air filters remove soot, pollen, fine dust and other particles from the air. Through the efficient and reliable filtering, air filters ensure an optimal air fuel mixture, and thus provide for a consistent engine performance.

Filters of the DT Spare Parts brand are designed in such a way, that they fit perfectly to the filter housing. In this way, deformation of the filter

is prevented, and the air can circulate efficiently through the air filter. The decisive factors here are the dimensions of the filter, the choice of materials for the individual components, as well as the stability of the inner and outer wall.

To increase safety, more and more air filters of the DT Spare Parts brand are being equipped with flame-retardant material.

The basis of the fire retardancy is a special resin, with which the cellulose filter paper can, indeed, catch fire, but goes out immediately. Engine fires, for example, which are caused by burning cigarette ash that has entered the air filter through the inlet port, can thus be prevented.



(A) Alternator



Initially, Alternators produce alternating current which, because of the electrical storage, must first be converted to direct current.

The armatures are made of magnetisable quality steel with narrow gap dimensions between the rotor

and the stator and ensure maximum performance. The rotor is balanced to achieve quiet running and low wear on the ball bearings.

The voltage regulators are equipped with quality carbon brushes. These ensure long, trouble-free operation.



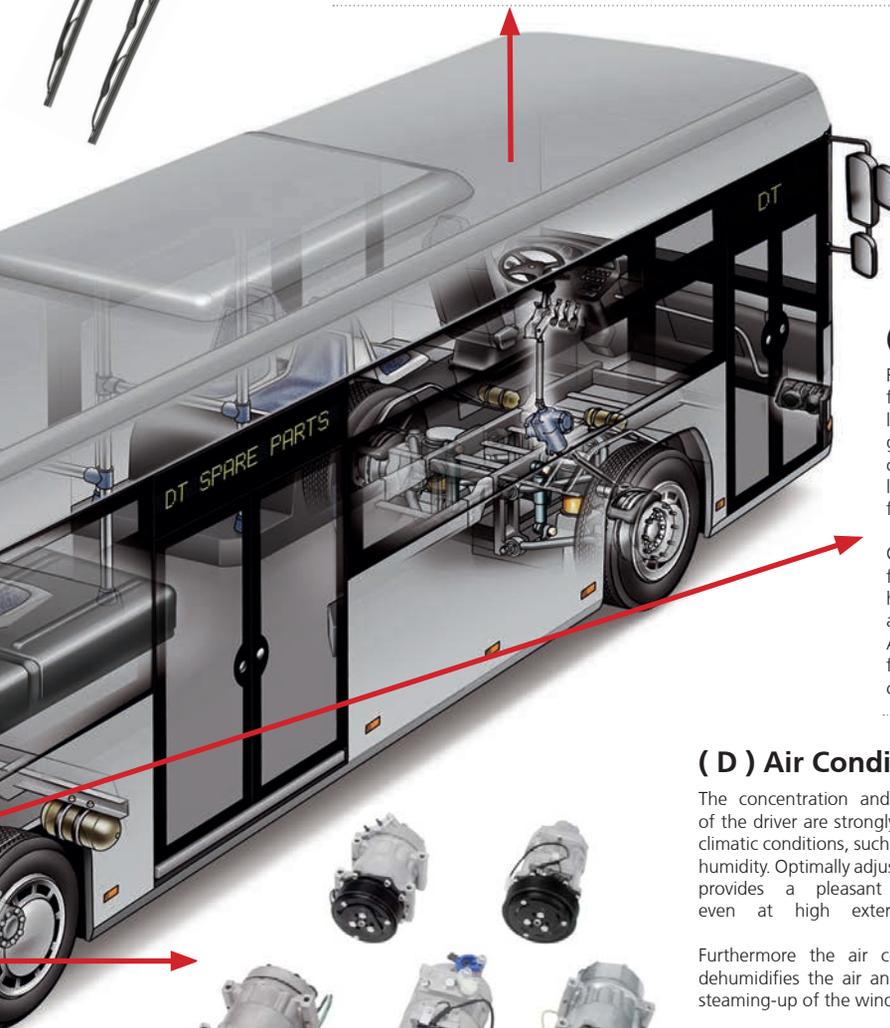
(E) Windscreen Wipers

Wiper blades are an essential part of the windscreen washer system. Due to the uniform pressure distribution, DT Spare Parts brand wiper blades achieve optimal performance under all weather conditions, even on curved screens. The wiper blades are treated with a special surface coating.

The windscreen washer system consists of a number of coordinated single components which, even under extreme weather conditions, ensure an optimal view.

To support the cleaning effect, washer water is sprayed onto the windscreen through nozzles which, depending on the type of windscreen wipers, are either built into the wiper blade or separately installed. This prevents the wipers from freezing up and avoids premature wear and noise during the wiping process. For quick and easy mounting on the wiper arm, each wiper blade is equipped with a suitable adapter.

Modern vehicles offer an additional headlight washer system.



(F) Fuel Level Sensors

Fuel level sensors measure the fuel level in the fuel tank. The level is indicated on the fuel gauge. To enable the display of the fuel level, an analog fuel level sensor is integrated in the fuel tank.

display of the amount of fuel remaining.

The float tube contains a series of reed switches. These switches are magnetically activated by the float. By this non-contact operation, mechanical wear is excluded. The downstream resistance matrix increases the accuracy of the level sensor significantly. A sturdy aluminium housing prevents mechanical damage during transport, installation and operation.

On the float tube is a plastic float, which changes its vertical height depending on the amount of fuel in the tank. According to the position of the float, the electrical resistance is changed, which controls the

(D) Air Conditioning Compressors

The concentration and response capacity of the driver are strongly dependent on the climatic conditions, such as temperature and humidity. Optimally adjusted air conditioning provides a pleasant air temperature, even at high external temperatures.

The pistons within the compressor are pressed back and forth by a rotating wobble plate. Leaf valves regulate the inlet and outlet of the coolant.

Furthermore the air conditioning system dehumidifies the air and thus acts against steaming-up of the windows.

The air conditioner compressor conveys the coolant through the air conditioning system. It sucks in the coolant in a gaseous state and transports it, compressed under high pressure, through the system to the condenser. The condenser cools the heated and highly pressurised coolant. The heat is discharged through the cooling fins into the environment. As a result of the cooling, the pressure of the coolant is reduced and the aggregate state changes from gaseous to liquid.

The air conditioning compressor plays an important role in the air conditioning circuit. The compressor is driven by a belt from the crankshaft of the engine. The drive disk is equipped with an electromagnetic switch which ensures that the compressor operates only when the air conditioning system is switched on.

(C) Clutch Discs

The clutch disc is the friction partner between the flywheel and the pressure plate of the clutch cover. It serves to transfer the torque to the gearbox input shaft and so enables a smooth start and quick gear change.

The segments provide axial deflection of the facings, thereby achieving a soft "engagement" of the gears and an even wear out of the facings.

To reduce rotational speed and torque fluctuations of the engine, the clutch discs must also take over a damping function. This reduces noise and wear on the gearbox. The torsional dampers used for this purpose are made of chromium-silicone alloy and ensure trouble-free operation and an optimum service life.

Clutch discs are fitted on both sides with a friction facing, which is either riveted on, in the case of smaller clutches, glued on. A feature of every DT Spare Parts clutch disc

is the optimized facing resilience system which, depending on the application, enables a trouble-free buildup of torque when starting, as well as an ergonomically synchronized pedal force curve.

Through the use of a crown with elastic segments, which is positioned between the carrier plate and the facings, the starting characteristics are additionally improved.

The friction facings used are made of garn, copper or brass wire, which is embedded in a mixture of resin, rubber and filler. They are characterized by low weight and high load capacity. The facings can withstand temperatures of up to 400°C short term.

The friction facings used by the brand DT Spare Parts are environmentally friendly and contain no heavy metals. They guarantee an optimum balance between performance and service life.



Passion Turns Dreams Into Reality

The story of Thanatwit is an unusual one as the founder turned his back on a career in the medical field in order to pursue his dream of running a bus operation. However, his old title still clings to him.



encouraged by the success he had. It encourages them to see that one many can take a company from just one second hand bus to a sizable fleet. Currently, Thanawit has a pool of over 100 vehicles. There are some 300 staff working in the business and many pledge to walk that path alongside the Doc to growth even further.

Mr Thanat told Asian Trucker that the company has invested in software that is developed in-house. This system is almost complete and is used as a tool so that the organization can effectively monitor the various projects.

Customers of Thanatwit comprise of 80% government agencies and organizations from Thailand. Today, the coach fleet of Thanawit comprises of 70 % European vehicles. Thanat said that he aims to transform the fleet into one with 100% European brands. This is to be done within the next five years. "Pending approval from the bank, we will start adding new buses every month, which benefits our customers as we will be able to offer better comfort. Not only that, but also the driver, will feel better because these new buses will be up to latest specification, thus making the job easier. Currently, the brand of choice is Scania. After a trial to evaluate if the chassis suits our needs best, we decided on the models with Euro specs and a length of 13.8 m." These buses will be single-deck variants. Crucial for his operation, after-sales service was cited as a key deciding factor for Thanatwit to go for the Swedish brand. Everyone works hard towards achieving his vision because he pays more attention to the development of human resources, administration and co-workers to become one big family.

"I started this business from scratch," Mr Thanat Negrnprasertsri told Asian Trucker when we met. We sit and talk about the history and the way of running this business. Named Thanatwit, this Thai bus service firm is one of the leading ones in the country. Using buses that meet international standards, the company's latest achievement was to win in the Bus & Truck Coach of the Year in 2016 awards. Thanatwit recently won the first prize in the contest for THAILAND BEST BUS BODY 2016 using a Scania K410 Body. The Euro - StarLiner with high safety specifications serves as the basis. The shape of the bus is designed to look simple but with an elegant feel.

Having graduated from Chulalongkorn University after his four year medical studies, he saw an opportunity as the transportation business wasn't as developed as it is today. In par In the early days, when he graduated as a doctor at the hospital, he ran the bus company in parallel to his career in the medical field. Initially, he started with one bus and slowly improved the business. He eventually reached a major turning point. "Because I liked the business related to buses since childhood I decided to retire from being a professional doctor and divert my attention to building my own business. This was done after reviewing everything very carefully," he said.

However, even after he left his medical profession behind, everyone in the company still calls him "Doc". Even outsiders that come to visit the company call him by that name. Seeing that one can move across industries and careers, many are

"Service is key at Thanatwit. It is our priority," he said. Thanatwit's services are universal, offering an unparalleled convenience to customers. Ever since he began his operation, he has been contacting customers to request feedback on the service. He told us that he would apply the same logic to his business as he would as a doctor. Being a business owner, he would then ask "What was the issue? You must know what the root-cause of the problem is in order to be able to fix it."

Although one would look at all the feedback, in the competitive landscape of Thailand, moving people is still a very difficult task. In addition to fixing problems with the service, ensures that the business is run according to the law. For example, all buses are equipped with systems to monitor the speed. Besides that, the rapport between staff and management is important. As we walk the premises, we notice that Thanat stops to say a few words to every driver and worker. What can be noticed is that everyone is proud to be part of the vision of the founder and that they make it their own responsibility to jointly propel the organisation forward.

Throughout the interview, we can see that Thanat has a passion for his work and commitment towards building a home, rather than a business. "The company is committed to developing industry standards for coaches to travel internationally, which is especially gratifying as a goal for the future," he closes. ■

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Scania Expands Industrial and Commercial operations in Thailand

Asian Trucker also met with Ted Göransson to find out more about the investment into the country and how Scania will put it all to good use.

Scania has identified Thailand as one of the key markets in Asia and is expanding its industrial and commercial presence in the country. A new assembly facility for trucks and bus chassis as well as a manufacturing facility for truck cabs will be established in the Bangkok Metropolitan Region, including staff for production, logistics and purchasing as well as research and development. The total investment is EUR 21.2 million and operations are scheduled to start in 2018.

In addition, regional headquarters will be established in Thailand to support Scania's distributors in Asia and Oceania in developing business in their markets. Positive market trends and good connectivity to the region and the head office in Sweden were the basis for the decision to anchor the headquarters here. "The new establishment will bring all

industrial and commercial functions in Scania even closer to our customers in Asia in general and in Thailand in particular," says Ted Göransson, Project Director for the new establishment. "By increasing our local presence, we will be able to quickly respond to customers' demands and make sure that we provide the best transport solution for each customer."

The establishment is a part of Scania's strategic focus on Thailand and complements the already announced expansion of Scania's service network in the country from currently 10 workshops to 18 workshops in 2019.

The total investment of 800 Million Baht is mainly for the assembly and manufacturing facility itself, as well as equipment needed. One of the major investments will be for cab welding and painting equipment, which are

not present in the current facility. According to Göransson, this is also an opportunity for Scania to consolidate resources into a regional headquarters with a stronger presence as support functions currently are spread between Malaysia, Hong Kong and Thailand. In addition, product related resources from Sweden will be relocated to Thailand. Göransson estimates that the establishment of the regional headquarters will be made gradually over the next couple of years.

"We want to come closer to our customers, that is the underlying principle for this move. By strengthening our industrial operations locally, we can service our customers better," he elaborated. In his view, the political situation in Thailand has stabilised and now is a good time to proceed with the plan. Opting for a location near the Bangkok Metropolitan area as opposed to ports was motivated by the intention to be closer to the existing Scania operations and many of the customers which are located in or around Bangkok.

The investment into the new assembly and manufacturing facility and regional headquarters, paired with the expansion of the service network are in expectation of an increased demand for Scania vehicles. "We already see a good trend in the demand for Scania vehicles in Thailand and the demand for quality trucks and buses is increasing in general, which helps further. The strengthening of the local presence also shows that we are serious about Thailand, which in itself also might attract customers."



Mercedes-Benz Malaysia Unveils New Headquarters and Training Academy

Mercedes-Benz Malaysia Sdn Bhd (MBM) launched its new headquarters; Wisma Mercedes-Benz, and the Mercedes-Benz Malaysia (MBM) Training Academy in Bandar Kinrara, Puchong, Selangor on 1st March.

The new purpose-built facility adds to MBM's longstanding investments in support of the nation's EEV hub aspirations, and brand promise of delivering 'The Best Vehicles' and 'The Best Customer Experience' to customers.



An investment of RM 74 million, the facility houses Mercedes-Benz Malaysia, Mercedes-Benz Services Malaysia, Daimler TSS GmbH and the Mercedes-Benz Malaysia Training Academy. Operations offices utilise 53,000 sq ft of the 118,000 sq ft facility, while the Training Academy occupies 65,000 sq ft.

Following overwhelming response for its training programmes, the MBM Training Academy has expanded its capacity to accommodate over 2,000 training days per year. The MBM Training Academy features a fully operational workshop for real world workplace simulation and state-of-the-art training rooms purposefully built and equipped according to the latest Daimler AG Global Training standard. From the Academy, delivery of a host of certified and qualified international standard Mercedes-Benz Training Programmes will be delivered regularly to all retail staff.

Speaking to Albert Yee, Mercedes-Benz Malaysia Vice President, Commercial Vehicles, he told Asian Trucker that "In Malaysia, Mercedes-Benz Commercial Vehicles and FUSO are represented by our company Mercedes-Benz Malaysia Sdn. Bhd. The launch on the 1st of March



is representing Daimler and MBM as a whole. All investments and operation facilities are shared across the board, thus giving MBM commercial vehicles here in Malaysia a stronger than ever foothold."

To support the Commercial Vehicle segment, the CV Section of the training academy hosts a "Commercial Vehicle (CV) Technical Room. It is set up to conduct MBCV/FUSO certification training and

vocational training for non-technical and chassis training as well as electrical training. Set up in accordance with the global training standard, it boasts a CV pit and pit lift. Furthermore, the CV Drive Train Room is to allow for MBCV/FUSO certification and vocational training to be conducted. Here, engine, transmission and axle overhauling training will be carried out with a complete set of special tools and equipment. ■

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She Ain't Your Momma!

Stefan Pertz looks at the male dominated profession of bus driving and says, 'look who's driving now.'

Have you been asked: "What's your mother doing?". Maybe she is a stay-home mum or she is working in a profession or she may even be a self-employed. Mine worked as a bookkeeper in a publishing company (Aha. The apple doesn't fall far from its tree). And that was fine. No one bats an eye over that.

Don't Mess with Her

I am sure many others will have similar experiences when they tell people that their moms work as teachers, nurses, flight attendants or in a building management office. Kim Walker is a friend of mine and his daughter is a professional Muay Thai fighter. Asking her out for a date, you are safe from dad, but better not mess around with her! Now, here it gets a bit itchy for me to discuss this topic of female drivers as I can, obviously, only speak from a male point of view. I hope that this may get some lady-drivers to speak out, too.

What if someone were to say that his or her mother was earning a living driving a bus? I am sure that would raise some eyebrows and get a bunch of follow-up questions. What could be wrong with such a job? Overnight trips which require staying outside home? Nothing that flight attendants haven't been doing for decades. Getting up early for work? My mom had to get moving at 5:00 am Monday to Friday. Is the job dirty? I dare say it is not. Modern buses and equipment are built with ergonomics and protection of the worker in mind. Certainly, the profession as bus driver is not illegal.

Job Satisfaction

In the very few interviews I have had with female drivers, they all told me they enjoy the work. For various reasons. Just like males, some enjoy it for the travel, others like the fact that they are working independently. For some, the job as a bus driver is also a stepping stone to another career within transportation and tourism. I would argue that it makes sense to have been a driver for a while before managing a fleet of trucks. That way, one knows what is happening on the road.

I have no proof that one of the fundamental problems here is the image of the bus driver. The unhappiest professionals in Singapore are PR practitioners. I have yet to come across a bus driver that is totally unhappy with his/her work. Yes, maybe not happy about the working hours or the unwelcoming attitude others may give them, but no group-grudge.

Better Drivers

However, say that you are working for a global PR firm and people at a cocktail party want to know more about your job. I remember a story about a big agency losing a key account and the staff broke out in tears because they could now spend time with their families before midnight. Companies actually like hiring women. I have been told that they are the better, more careful drivers. Yes, we guys have a bit of a macho-thing going when we are behind the steering wheel of a huge machine.

I am surprised by how many females work in the industry. Clerks, accountants, PR managers, marketing directors and even managing directors. Yes, these are all office jobs, but nonetheless they break through the stigma of our industry being a 'male' one.

Supporting Needs

Perhaps the supporting infrastructure isn't ready yet? There are driver lounges in many places, but do they cater to the needs of two genders? Perhaps it is not so much of an issue of the ladies not wanting to carry out this job, but that of not finding the required support to do so. We already know that in many cases there isn't even enough space at rest stops to accommodate all the vehicles. Now add to that the need to accommodate the needs of female drivers and maybe we see why we aren't ready yet.

Maybe the buses themselves also need a bit of a make-over? Could it be that the needs of female drivers differ from males? And jokes aside, I am not talking just about a pink paintjob. I have interviewed bus manufacturers, whereby some don't include any drivers at all in the development process. Not once have I heard that there would be a group of lady drivers invited to comment on the design and functionality of the next generation truck.

Could this be the next big thing in workforce development and bus design? Perhaps. For now, I am hoping that we can work on the image of the bus drivers so that soon people will be able to proudly answer when asked who is driving a big rig "That's my momma!" 🚒



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Fatigue – A Dangerous Wake-Up Call

We all get a little tired now and then. The worst that can happen to you when working in an office is embarrassment when being found snoozing, but when you move a few families in your bus, things look different.

Fatigue (also called exhaustion, tiredness, languidness, languor, lassitude, and listlessness) is a subjective feeling of tiredness which is distinct from weakness, and has a gradual onset. Unlike weakness, fatigue can be alleviated by periods of rest. Fatigue can have physical or mental causes. As we are responsible not only for the safe delivery of the goods on board, but also the wellbeing of drivers and other people around the truck, we need to look at what can be done to counter this deadly symptom of modern work. According to the accident research teams of one bus manufacturer, fatigue is one of the main causes of accidents. Having Standard Operating Procedures (SOPs) is one of the most important steps to counter fatigue. These SOPs should govern rest times, driving times, regular checks and proper planning for the trips.

Everyone that has been on a road trip to visit friends or relatives or to take the family to the beach will do this: journey planning. One would basically start backwards by determining when to arrive. From there we calculate the journey time including the stops for food, toilets and sightseeing. Add breakfast and getting the folks bundled into the car determines the time to get up. Backwards several hours from there gives you the time you should go to bed in order to get enough sleep. If you are the driver of a commercial vehicle you would basically do the same for every day of the week, whereby you would count the loading, unloading, dealing with staff at the ramp etc into your working hours. Should there not be enough time to sleep, either at home, in the bus or in facilities provided, not enough time to have meals or to even to stretch a bit, then the bus turns into an accident waiting to happen. Fatigued drivers may even fall asleep at the wheel during daytime.

As a result of the research of said accident research teams, trucks from them now come with a spacious bunk that allows drivers to rest whenever they need to. Maybe buses need that too? But they do not advocate them to stop the trucks at the side of the roads/emergency lane which may cause disturbance to other road users. Here drivers may find themselves between a rock and a hard place. In the surveys Asian Trucker has conducted, drivers repeatedly commented on the lack of space at the reststops. Now, what are they to do: continue driving or risking a summons for parking on the emergency lane at the exit of the reststop? The distance between stops doesn't seem to be too far, so it is easy for drivers to schedule their stops. The issue seems to be more that of the size of the spaces, rather than the number.

For long journeys, it is advisable to have a co-driver so that when the driver is tired, the co-driver can take over. But then again, that costs money. While one driver is "productive", the other isn't exactly doing much. Or is s/he? After all, s/he is getting ready for the next shift. With human beings, things can get very unpredictable too as our personal issues, environmental impact and other factors have an influence on our performance. One day we can dance all night in the club and then next day we are ready for a sleep-in after just a walk in the park.

Ergonomics has come a long way and modern buses are designed in a way to reduce the effects of fatigue. Sitting position, arrangements of buttons, switches, noise reduction and other aspects help to reduce the stress on the driver. Seeing some of the old buses on the road one may however wonder how these drivers can still stand working under such conditions.

Perhaps these drivers have no other choice and raising their voice may result in them losing their job, something even less favorable than driving an outdated truck. As with many things, the technology may be there, but not accessible to everyone.

Good food and a healthy lifestyle can also help to reduce the effects of fatigue. How many reststops are there however, offering organic food and a fitness park? Getting fresh and healthy food to the rest areas is then another issue to be addressed. As bus drivers are often paid per trip, they may want to do as many trips as they can, even with the risk of falling asleep on the job. The epic split here is to find a balance between earning enough money for the family and not risking your life and that of others in the process.

Which begs the question of who should be responsible for the wellbeing of the bus drivers. In several workshops one will find driver lounges. But what about office folks? When was the last time you have seen bedding provided for you after you drove some five hours to a meeting? If buses are being sent far away for a service, shouldn't the drivers been given hotel allowances (And use them for exactly that purpose)? One could think that the drivers themselves would know when it is time to stop. Those who have kids would know this analogy of putting your kid's hand on a hot stove. Once the child has experienced the pain, it won't touch the stove again with bare hands. As with many things, the mindset would be that fatigue is something that one can control and it doesn't affect me. Until it does, and with catastrophic consequences.

Modern technology may help to reduce the impact of fatigue. There are several systems available. Even modern passenger cars are now equipped with a simple warning system to shows you a coffee mug when the engine has been running continuously for a number of hours. It's time to pull over and freshen up. While certainly easy to implement, it is also easy to ignore the little blimp. More sophisticated applications, such as a Drowsy Driver Alert, where the driver's level of alertness is measured using cameras directed at their eyes and the system will alert the driver and urge him to take a break. Another system, specifically designed to detect fatigue has time and time again proven to be highly effective. In a field test, the results shows that fatigue events per hour driven were significantly lower in the intervention period (2.97 per 1000 moving hours) compared to the baseline period (43.65 per 1000 moving hours), translating to a 93.2% reduction in fatigue events in the intervention period. As such systems are also rather pricey, the implementation may not take place at a quick pace. One way of getting the message across would be simulators or goggles that replicate drowsiness (These are fun exercises when you don't pilot a 20 ton bullet barreling down the highway, but the effect will quickly have an impact). Implementing these devises may result in higher cost for the transportation of goods. As always, we need to ask the consumers buying stuff in the supermarket if they are prepared to pay more for the extra safety on the road.

Fatigue, as a health issue, is obviously not that easy to tackle and with all factors to be taken into consideration; it will be not go away by sleeping on it. While every participant in road transportation plays a part in reducing fatigue, it should be the task of fleet managers and drivers to plan trips in a way that reduces stress. What may also help is a system that allows drivers to skip a trip to fully rest without too much financial losses. 



A Well Taken-Care of Driver is a Happy Driver

Recently, Asian Buses writer Shee Mun had a chance to talk with an enthusiastic bus driver, who has experience in driving both, single-decker and double-decker buses at the Cyberjaya Transport Terminal.

Mr Khairulnizam, a passionate and calm bus driver who has almost 10 years experience in the field, is now working with Dedicated Transport System. In this one-hour interview, Khairulnizam just cannot hide how much he loves his job as a bus driver.

"I started my career as a bus driver about ten years ago, before working at my current company; I was working at Rapid KL Sdn Bhd as bus driver for about 5 years. I am truly happy to be a bus driver, as I am able to drive different models of buses from different brands like Scania, Volvo, Hino and more. These experiences make me feel excited and satisfied, which I would perceive as a form of accomplishment of my career."

"Put aside my job, I love to discover and learn about the new models from different brands or manufacturers. Therefore, I am always eager to attend commercial vehicle exhibitions and relevant events held in the city, like I attended one at The

Mines Convention Centre two years ago. It is really a wonderful experience to me."

He emphasizes, being a bus driver, safety on the road is always his outmost priority, as it is his responsibility to safeguard every single passenger on board.

"Sometimes, it could be stressful for drivers when handling a bus, particularly during the peak hours during which the bus is so full of passengers and the traffic on the road is extremely busy. For instance, during the peak hour, a double-decker bus can carry 66 to 69 passengers at a time, and it is an obligation for the driver to ensure the safety of all his passengers."

Describing the usual challenges he faces at work, he says, that there are many things for him to be concerned about as a bus driver. These include the problems of vehicle's blind spots, road and weather conditions and so on.



"Thus, to avoid any accidents, we just have to be extra cautious and vigilant on the road."

Other than to ensure the safety and comfort of the passengers, a double-decker bus driver must also take into consideration the changing dynamics of handling the vehicle during the journey.

"Most of the time, the passengers would prefer to sit at the upper level over the lower level, giving the driver the feeling like the bus is somehow manoeuvring in an imbalanced way. In such conditions, the driver has to drive, accelerate and brake carefully and slowly, so that the effect of inertia on the passengers on the upper level will not be too strong. Harsh breaking may lead to injury if anyone falls when the bus stops."

"Meanwhile, when driving a double-decker bus, the centre mass of the bus itself is much higher than in a single-deck bus. Once the driver starts to manoeuvre the vehicle, he will immediately feel the impact. However, as long as the driver knows how to operate the bus efficiently and always be cautious when driving, he will be fine with that."

Asked about his advice to the junior bus drivers, Khairulnizam says, working as a bus driver is a career that requires patience and calmness.

"No matter what happens along the journey, for example, if there are passengers fighting in the bus or other incidents that could be distracting, a bus driver must learn to stay calm, and put safety as the top priority."

Describing how he feels about his career, Khairulnizam says that, unlike what some people might perceive being a bus driver is less of a decent and tiring job, he is really happy with his profession.

"In fact, the job as a bus driver is not as bad as peoples might see it is with irregular and long hours and working in shifts. In



our company, we provide midnight coach transport service to clients that travel from Cyberjaya to Seremban. To ensure the safety of the bus driver and passenger, if a driver feels tired after travelling for few hours, he actually can have some good rest before the next departure as the demand for bus or coach service around midnight is normally not very high."

"As for me, I am given a day off during the weekends, this enables me to spend my time with my family members and friends. Besides, I am satisfied with all of the benefits that are provided by the company; most importantly we have some good and close colleagues. For example, sometimes our company will also organize some internal events like soccer matches or Karaoke sessions, which helps to strengthen the relationship among staff. And we really enjoy it." ■



Events & Exhibitions

INAPA 2017

Date : 29 March 2017 – 01 April 2017
Venue : JIExpo Kemayoran, Jakarta
Contact Info : +62 – 21 – 5435 8188 / info@gem-indonesia.com
Details : INAPA 2017 is positioned to take the lead and gather industry players and professionals from aftermarket and OEM players (local & international) to explore & grasp the lucrative opportunities in the automotive market. Grab this grand opportunity to network with Regional & International automotive aftermarket buyers, importers, distributors; leading your business to greater success and gain market access to the up.

CHINA (QINGDAO) INTERNATIONAL TIRE & WHEEL FAIR

Date : 08 April 2017 – 10 April 2017
Venue : Qingdao International Convention Center
Contact Info : 0086 – 532 - 55552901
Details : CTF has grown up to a prestigious international platform for information exchange, market development and entrepreneurial communication in rubber and tire industry in Asia-Pacific area. CTF has successfully help exhibitors promote their brands and contribute a lot in improving their competitiveness in international market.

THE COMMERCIAL VEHICLE SHOW 2017

Date : 25 April 2017 – 27 April 2017
Venue : NEC, Birmingham
Contact Info : +44 (0) 20 7630 2102 / enquiries@cvshow.com
Details : He CV Show is a long-established exhibition where commercial vehicle operators meet with current and new suppliers to discuss business. It is the best sourcing opportunity and caters for every operator's requirements from trucks, vans and all types of trailers and bodywork to handling equipment, insurers, tyres, telemetry and training providers, fuels and lubricant suppliers- and a whole lot more.

INTERTRAFFIC CHINA

Date : 04 May 2017 – 06 May 2017
Venue : Shanghai New International Expo Center, China
Contact Info : 86 – 10 582 780 80
Details : Intertraffic China is the regional showcase for the infrastructure, smart mobility, traffic management, safety and parking. The show offers a prominent platform for the traffic and transport industry to get a taste of the Chinese market, find local partners and explore local distribution channels.

MALAYSIA COMMERCIAL VEHICLE EXPO (MCVE)

Date : 18 May 2017 – 20 May 2017
Venue : Malaysia International Exhibition & Convention Centre
Contact Info : 012 – 364 4351 / stefan@asiantrucker.com
Details : Previously named Malaysia International Bus, Truck & Components Expo (MIBTC), the event was co-organised by Asian Trucker. It is the only exhibition in Malaysia that caters specifically to the needs of the regional trucking, logistics and bus industries. The event is serving as an exclusive platform that gathers all the best from leading manufacturers, equipment suppliers and service providers. It is the only international-scale business-to-business trade exhibition in Malaysia focusing on the commercial vehicle market and its supporting industries.

MRPMA 2-DAY INTERNATIONAL CONFERENCE

Date : 18 May 2017 – 20 May 2017
Venue : Top Glove Tower, Setia Alam
Contact Info : 03 – 5631 6150/6151 / sekretariat@mrpma.com.my
Details : The highlight of Malaysian Rubber Products Manufacturers' Association's 65th Anniversary Celebration is their 2-Day International Conference. Renowned International speakers will grace the event by presenting seminar papers that is pivotal and up- to-date with the current rubber manufacturing industry.

Autonomous vehicles: threat or opportunity for urban mobility?

According to a new position paper from UITP (the International Association of Public Transport), autonomous vehicles (AVs) will lead to a dystopian future of even more private car traffic on the road unless they are put to use in shared fleets and integrated with traditional public transport services.

The paper, 'Autonomous vehicles: a potential game changer for urban mobility,' demonstrates that despite the risk of increased congestion due to car travel becoming even more comfortable and attractive, an alternative exists. If AVs are put to use in shared fleets as 'robo-taxis,' mini-buses or in car-sharing fleets, they could dramatically reduce the number of cars on the road by reaching people and places it was too difficult to before, plugging first/last-mile gaps and feeding into public transport trunk lines.

Shared fleets, integrated with traditional public transport offer the possibility of a better urban future, cutting noise and environmental pollution, improving traffic efficiency and parking and in the process liberating vast amounts of urban space for other purposes. "When 1.2m people around the world die each year in car-related deaths, 90% of which are due to human error, the road safety benefits are also significant," said UITP Secretary General, Alain Flausch.



Ensuring the successful roll-out of AVs, which are already being trialled in many cities, is also contingent on the use of fully driverless operation, without which AVs will not be able to form a new mode of transport and would be unable to enhance existing public transport.

Public authorities must take an active role in the roll-out of AVs to ensure their shared use with measures to encourage shared mobility and limit single car occupancy (eg. road pricing or taxation) and provide 'Mobility as a Service' platforms (as whoever controls the platform controls travel behaviour). Trials should also begin on public roads to see how best to integrate AVs into the mobility eco-system

and preparations made for the impact on employment as some driving jobs could disappear and others needing specific skills could arise.

"AVs are a potential game-changer for urban mobility and cities and countries must act now to shape their roll-out," concluded Mr Flausch. "AVs offer the chance for a fundamental change – as a key part of tomorrow's integrated transport systems with public transport as a backbone – but if we do not act now vehicle automation might even further increase the volume and use of private cars with all of the associated negative externalities".

MANN+HUMMEL Launches WIX Filters in Singapore

MANN+HUMMEL, a leading German filtration technology specialist, launched its latest aftermarket filters brand, WIX Filters, in Singapore on Friday, February 10.

Singapore is the first country of the regional launch where WIX Filters is now readily available. Official launches will also be held in key markets across South East Asia. WIX Filters is a top aftermarket filter brand in international markets such as the US and Europe and is known for its decades of specialization in filtration. As a close partner to original equipment manufacturers, it offers high performance and high quality filtration solutions. The WIX Filters

portfolio includes a complete range of filters for automotive and industrial applications, focusing on the general vehicle and engine segments in South East Asia. The Automotive filters portfolio covers popular brands such as Toyota, Honda, Hyundai and Nissan. The Industrial filters portfolio covers well-known applications such as Cummins, Caterpillar, Kobelco and Perkins.

Workshops, fleet owners, asset owners and vehicle drivers with the need for high quality filtration solutions will now be able to access WIX Filters from a leading manufacturer partner with regional and local warehousing capabilities.

"With WIX Filters, MANN+HUMMEL will offer an even more comprehensive range of filters serving both the automotive and industrial applications. The high quality of filters will meet the stringent demands of filtration needs by both users and modern engine technology," said Joerg Pfeilmeier, General Manager of MANN+HUMMEL Filter Technology (S.E.A). "Singapore is our regional headquarters and will continue to be an important hub for us to support the growth of our customers."

The first expansion of WIX Filters in South East Asia will offer partners and customers better support, faster stock availability, speed to market and access to technical training expertise.





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