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# ASIAN **TRUCKER**

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## **Rosenbauers' Fire Truck of the Future**



### **Harald Schmid new CEO of Daimler Commercial Vehicles SEA**

**SembWaste Adds More  
Mercedes-Benz to Fleet**

**Coping with Covid-19  
During the Circuit Breaker**

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# CONTENTS

## REGULARS

- 04 Editor's Note
- 08 Events
- 44 News & Notes
- 48 In the Headlights

## MARKET UPDATES

- 06 President Xi Jinping, Inspects Shaanxi Automobile Holding Group
- 07 Expanding Diesel Technic Makes its Largest Investment Ever

## COVER STORY

- 10 The Fire Truck of the Future

## FEATURE STORY

- 14 Commercial Vehicle Industry Rises to Covid-19 Challenge
- 16 SembWaste Delivers Essential Services During Circuit Breaker
- 18 Hong Fa Remains Reliable During Circuit Breaker
- 20 Business as Usual for Scania During Circuit Breaker
- 21 Volvo Trucks Singapore Implements Temporary Measures to Deal with COVID-19

## EXECUTIVE PROFILE

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

## TRUCK FEATURE

- 24 Hino Flatformer

## ENVIRONMENT

- 26 Isuzu Announces Formulation of Isuzu Environmental Vision 2050
- 28 MANN+HUMMEL Filter Cubes Clean the Air
- 30 Volvo Group and Daimler Truck Form Joint Venture for Fuel Cell Production

## TECHNOLOGY

- 32 Toyota and Hino to Jointly Develop Heavy-Duty Fuel Cell Truck 'AVTR' Designed by Customer, delivered by Ashok Leyland
- 33 Volvo Group and Daimler Truck Form Joint Venture for Fuel Cell Production
- 36 Cummins RemoteConnect Connects During Covid Crisis

## COMPANY PROFILE

- 37 MBS Transport Refrigeration Supplies New to Used Units

## VEHICLE HANDOVER

- 38 Sembcorp Adds Three Mercedes-Benz Econic Euro 6 Trucks

## TECH TALK

- 40 Igus
- 42 DAF-CF-and-XF-with-switchable-front-wheel-drive

## REGULATIONS

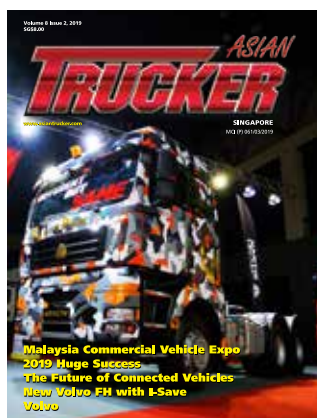
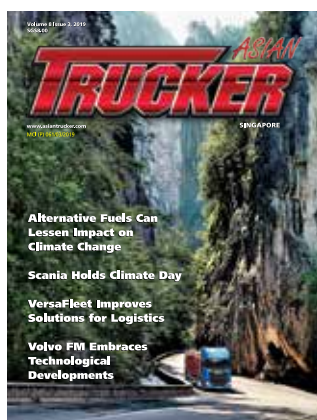
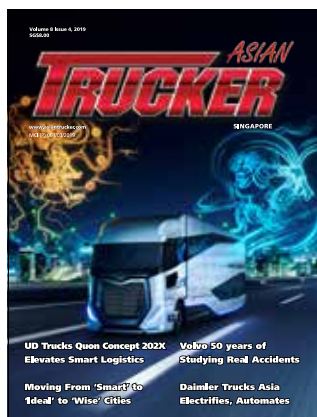
- 43 Government Promotes the Adoption of Cleaner Commercial Vehicles in Singapore

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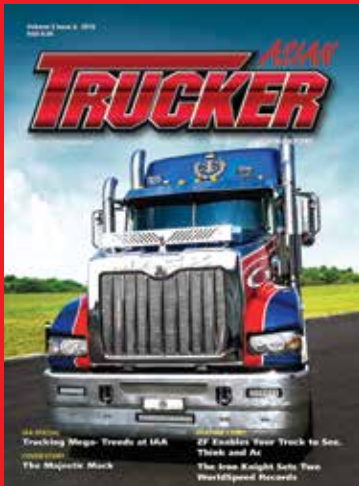
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# Transportation Industry Essential During Pandemic

*Floyd Cowan writes that before, during and after the pandemic there are always great stories to tell of the transportation industry and the people who work in it.*

It would have come as no surprise to most people in the transportation industry that during the COVID-19 lockdown period in Singapore that transportation was considered essential to keeping the economy moving. Those in the industry have known this for a long time, though they are seldom recognized and acknowledged for the important work they do. With people confined to their homes and working from home they were comforted to know that supply lines continued to operate.

## Panic Buying

Though people did indulge in panic buying in the early days of the lockdown they soon learned that it was unnecessary. Toilet paper was continually restocked and eggs, though they quickly flew off the shelves, were soon replenished. This was made possible because truck drivers continued to do their jobs.

Another essential job during this time was that of waste collection. If this important work hadn't been carried out our beautiful city would have soon become an unhealthy mess.

## Service Provided


While most people in Singapore enjoyed an extended stay in their own homes others still had to go to work. In this issue we present the stories of companies that continued to provide their services while everyone else stayed inside – sheltering from the highly contagious disease. The trucking and related companies had the dual challenges of providing their services in a safe and efficient way while ensuring that their workers remained healthy and didn't contract COVID-19.

While we rightly praise these unsung heroes of the lockdown, we should never forget those who do the job on a daily basis. They earn their living doing a difficult and not very appreciated job.

## Telling Your Story

It is the role of magazines such as Asian Trucker, to tell their stories. Wherever we can, we should give them a voice. And not just the workers, but the fleet owners and management. Even if that 'fleet' is one truck, or one hundred. People working in parts departments, providing tires or servicing the vehicles to keep them on the road.

Over the years it has been the OEMs who have taken greatest advantage of the platform we provide. They are proud of their trucks. A truck launch has all the joy of the birth of a new child, but unlike the birth of a baby that has only two parents, a truck has many parents and guardians. Many people contribute to its development and then they hand it over to the sales and marketing people who are tasked with introducing it to the world. It is a very joyous time. We all know how long it takes to make a baby – a new truck is years in the making.

There are many great stories to tell about this industry, let's hope that in the coming months and years those stories are more of the joyous kind and less of the COVID-19 type. 

# MBS Refrigeration

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# President Xi Jinping, inspects Shaanxi Automobile Holding Group

*China's President Xi Jinping visited Shaanxi Automobile where he stressed the need for hard work to get over the problems created by the Covid-19 pandemic.*

April 22, was a highlight for Shaanxi Automobile, and an exciting day for all staff and retirees, as China's President, Xi Jinping, visited the plant. The President inspected the facilities and was briefed on the reopening of business in Shaanxi Automobile Holding Group Xi'an Commercial Vehicle Industrial Park after the Covid-19 pandemic.

## Economic Life-Blood

President Xi Jinping said: "The manufacturing industry is the life-blood of our economy, and the state-owned enterprises are the vital and main force in reopening of business. Just now, I saw some products and production lines, not only were they not affected by the epidemic, but they reached the highest level in the history of automobile production in China. This is essential to our economic well-being and must be encouraged. I hope all of you will keep moving ahead to seize the moment to transform the crisis into an opportunity. It is especially important to create and develop new models, new industry forms, new technologies and new products."

On the morning of April 23, the Shaanxi Automobile Holding Group held a meeting of directly managed cadres, conveying the spirit of President Xi Jinping's instructions, and deploying the next stage of development based on the direction indicated by the President.

## Five Leaders


"Turn the care and concern of President Xi Jinping into the power that will strengthen Shaanxi Automobile and the market, and live up to the expectations of the President," Yuan Hongming, Secretary of the Party Committee and Chairman of Shaanxi Automobile, said at the meeting. "Transform the trust of President Xi Jinping into practical

action and strive to be the 'Five Leaders': Be the leader of Party Construction in state-owned enterprises, be the leader of economic development, be the leader of state-owned enterprises reform, be the leader of self-innovation, be the leader of epidemic prevention and control."

Yuan Hongming required all cadres to learn and implement the spirit of President Xi Jinping's presentation and instructions to Shaanxi. Guided by Xi Jinping's new era socialism with Chinese characteristics and keeping in mind the instructions and entrustment of the President, that the workers will exert all their effort to further development, strive to achieve the dream and fight to fulfil the greater mission.

## Success Through Hard Work

"Hard work for the long term is bound to succeed," Hongming stated. "Under the strong leadership of the Party Central Committee with Comrade Xi Jinping at the core, Shaanxi Automobile will step up to a new level of high-quality development with greater determination and confidence."

Shaanxi Automobile Holding Group was founded as Shaanxi Automobile Manufacturing Plant in 1968. It is currently located in the city of Xi'an, Shaanxi Province and employs over 32,000 personnel, with over Yuan 38.4 billion in total assets. The company designs and manufactures a wide range of products including military off-road vehicles, heavy-duty trucks, medium and light trucks, medium and large coach buses, mini vehicles, mini vehicle axles, Cummins engines, heavy-duty axles and various vehicle components. SHACMAN heavy-duty trucks are sold in more than 90 countries and regions. 

# Expanding Diesel Technic Makes its Largest Investment Ever



***Diesel Technic's significant investment in its facilities will result in expanded and faster services for its customers.***

"Mission accomplished!" Thomas Kaps, Executive Manager Logistics at Diesel Technic stated. The last two and a half years were marked by further growth of the Diesel Technic Group, with the largest investment in the company's history of more than 30 million euros being made. The corporate headquarters in Germany and in parallel the logistics capacities in the subsidiaries have been expanded.

## **New Test Centre**

The investments have flowed, among others, into the new test centre, the heart of the Diesel Technic Quality System (DTQS). Next to extended testing and modern measurement capabilities under laboratory conditions, this gives the company its own electronics test laboratory as well as fast prototyping via 3D printing.

In order to improve the product data quality, investments were also made in the inhouse photosystem. Here, 360° product pictures can be created which subsequently find their usage in the product search in the Partner Portal.

## **New Shuttle Technology**

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

Thanks to the new automated small parts warehouse with its shuttle technology, customers will benefit from optimised quality of delivery as well as flexibility in

warehouse performance. This makes it possible for the company to adapt its inventory as closely as possible to the needs of the market.


## **Reinforcing Core Business**

Thomas Kaps pointed out, "With this investment, we reinforce our core business and, thanks to increased picking services, offer our customers an even more reliable service. It is important to us to be forward-thinking – the new warehouse offers a high degree of scalability."

The four-aisle, approximately 17.5m-high automated small parts warehouse has over 40,000 containers that contain more than 12,000 different items. The 148 shuttle vehicles can handle a high number of storage and retrieval processes in a short time – thus guaranteeing faster order processing and delivery times.

## **Efficient & Space-Saving**

With its new automated small parts warehouse, Diesel Technic has embarked on a road of efficient and space-saving warehousing and, as a result, better and faster availability of products. The supplier of automotive parts and accessories have done all this for the benefit of its worldwide customers.

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

# CAPAS Defers to 2021

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

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

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

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

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

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


The China Council for the Promotion of International Trade, Automotive Sub-Council (CCPIT-Auto) promotes foreign trade and economic cooperation, technical exchange and introduction of advanced technologies for China's auto industry by following the China Council for the Promotion of International Trade and China Chamber of International Commerce charter. It acts as

a bridge for Chinese auto industry enterprises to build cooperation and exchange opportunities across the world. In addition, the committee organises three world leading and highly regarded international automotive exhibitions in Beijing, Shanghai and Guangzhou.

## **Background information on Messe Frankfurt**

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

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

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

**CAPAS**  
CHENGDU



# TyreXpo Asia 2021 Moves to Marina Bay Sands

*With new owners, TyreXpo Asia 2021, the first post Covid-19 edition, will move from Singapore Expo to Marina Bay Sands.*

**T**yreXpo Asia 2021 will be held from 17-19 March 2021 in the world-class Marina Bay Sands. The 13th edition is anticipated to feature over 200 exhibitors from the tyre industry, with a focus to attract the world's top distributors, fleet managers, and wholesalers to Singapore.

## Investing in the Event


The one-stop event for tyres, automotive repair and maintenance, and tyre accessories was previously held in March 2019 at Singapore EXPO. Following its acquisition by Tarsus Group in December 2019, the show's location has been upgraded to Marina Bay Sands, offering the best venue and facilities in the heart of Singapore's city centre.

Chang Yung, General Manager, Yongfeng Tyres commented, "This is a big step that shows the efforts of Tarsus to invest in the leading event in Asia. We have heard of additional strategic changes that Tarsus will announce to the show which we are very excited about."

## Hosting Major Buyers

The organisers will continue to invest accordingly in order to deliver quality services for its participants. In addition, through the newly introduced hosted buyer programme, TyreXpo Asia 2021 is anticipated to host over 150 major buyers from across the globe to create Asia's leading international business platform. The programme aims to boost the number of trade visitors with purchasing power, providing greater business opportunities for exhibitors.

"Asia is the largest supply and demand market, with Southeast Asia being the fastest growing tyre market in the world," stated Tarsus Asia CEO, Nino Gruettke. "This move reflects our commitment to invest in the show as well as our priority to attract buyers to meet our exhibitors."

Asian Trucker's Founder and Editor-in-Chief Stefan Pertz will speak at Fleet Managers Summit during the show hosted by Sapphire Media (Business Media Consultants). 

# The Vehicle Concept and Architecture of the Fire Truck of the Future

*Rosenbauer with its stellar history of creating high quality firetrucks looks to the future to determine what kind of truck will be needed in years to come.*

In 2016, the Rosenbauer International Group / Austria, a world leading manufacturer of fire trucks has introduced a fully functional concept study for a future fire truck. The basic idea of the concept was to increase the safety and functionality of the main work tool of the fire service and make it as ergonomic and efficient as possible. Compact dimensions, enabling the fire services to operate in confined inner-city areas as well as improved agility to current designs, were development targets as well.

## Innovative Design

All those desired improvements required a completely different design compared to a conventional truck drive train and resulted in a completely new hybrid electric drive system, a first in the fire truck industry. By going hybrid electric, economic and ecologic advantages can be created in addition to the improvements for the fire men operating the truck.

As a worldwide market and technology leader in the fire-fighting vehicle and equipment industry, Rosenbauer focuses on research, and defines and develops new trends in the industry. Some their developments brought to the market are not just small steps, but rather leaps to new levels of technology. One of these examples is the major airport fire fighting vehicle "PANTHER", with more than 1500 vehicles in service on all continents it



is already an icon in the aviation firefighting world. Rosenbauer makes the high performance on/off road chassis for the PANTHER in 4x4, 6x6 and 8x8 configurations with 700 HP up to 1500 HP inhouse.

## Custom Built

The US subsidiaries of Rosenbauer have actively pursued the trend in the United States to outfit the fire services with so called 'Custom Chassis', chassis that are specifically designed for the use as fire trucks compared to other





Rosenbauer PANTHER

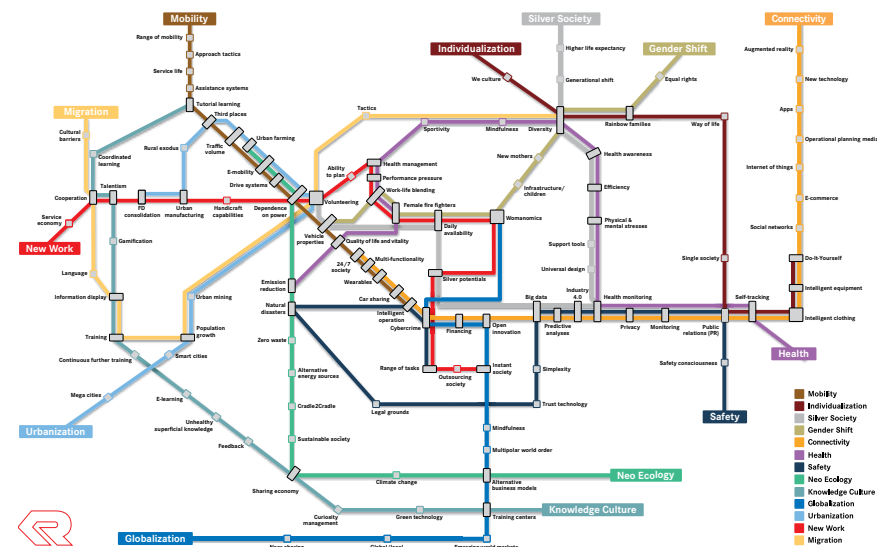
commercially available chassis. As a result, the COMMANDER custom fire truck chassis was developed and successfully introduced to the market. Today, this chassis constitutes a major share in the Rosenbauer US fire truck production.

In September 2016, when the Rosenbauer Group celebrated its 150-year anniversary, the Concept Fire Truck (CFT) was first shown as a fully functional design study to the public. It was introduced as the concept study for the future fire truck.

## Fire Fighting Megatrends

The idea of the CFT was born in 2012. It wasn't the technology for a new vehicle that was the impetus of the development, but moreover it was the question, 'what will fire services need in the future and what will be the role the fire truck will play to meet the ever changing requirements of the users?'

In several 'future dialogs' with international specialists, theoretical and hands-on experts, the megatrends of our time were discussed in relation to specific needs and requirements of the fire services. The discussions resulted in a fire fighting trend map, a tool to potentially predict future requirements as precisely as possible.



Firefighting trend map

## Ever Changing Challenges

The trends identified are continuously questioned and discussed in an ongoing dialog with the fire services to ensure their relevance in the face of ever-changing challenges. Specific subjects such as urbanization, health and safety, demographic changes, new ecology, electric mobility and the individualization of society are regularly addressed with experts from the worldwide firefighting community.

In some European markets, for example, manpower becomes an ever-increasing challenge for fire services. Not only the aging population but budget restraints are reducing available frontline staff. A huge challenge as the public expects improved services from the emergency forces. One countermeasure to maintain staff levels would be the raising of the retirement age for firemen. However, that could lead to further health and safety issues that could potentially be countered by more ergonomic equipment and trucks.

## Expanding Cities

The ever-growing population and migration from the countryside to cities will further increase city size and turn them into mega cities. This is not a trend, today this is reality. Especially in Asia, the growth rate of cities like Bangkok, Manila, Mumbai, as well as Kuala Lumpur, is astonishing. It is

expected that by 2050 more than three quarters of the world population will be living in cities. But not only the population but also traffic is increasing. By 2030, the number of vehicles in urban areas, also based on growing incomes in cities, could nearly double.



#### Trend analyses – feedback from European professional fire brigades

#### Advanced Vehicle Architecture

One of the megatrends is clearly pointing towards the need to have a vehicle concept to meet the improved requirements for personnel safety, ergonomics, intuitive operation, functionality as well as maneuverability in confined inner-city areas. All those requirements combined created the need for a different vehicle architecture as currently provided by existing truck chassis concepts. A new architecture for cab, drivetrain and even fire truck body was developed for a new and radical design. In the end, such a radical new concept was only possible by integrating an electric drivetrain, allowing a separation of the power and drive components, a first in the fire truck industry.



Many cities in the world are supporting the fight against Global Warming. It is simply a matter of quality of life in such congested areas to support green technologies. Especially the fire services of cities like Oslo, Amsterdam Hamburg, Berlin, London, Los Angeles, Canberra and Vienna are very much in favor of E-mobility solutions to eliminate the need for diesel engines in the inner-city areas. Logically those cities show a lot of interest in the CFT, as reducing pollution and minimizing CO2 emissions are priorities. And the fire service can be visible leaders to implement the new technologies.

#### The Drive Concept

Whenever the CFT was shown to fire services, it very quickly became clear that it doesn't only drive with nearly zero emissions, but that the concept bears many innovations to make the life of a fire man not only easier but safer. Even before driving the vehicle, the vast array of innovations, and functionality features on the truck opens the mind to new concepts.



As the vehicle is powered by a fully plug-in electric battery, soon the question becomes one about energy sustainability in emergency situations. The presence of a small engine as a range extender and also as a primary pump drive, eliminates the concern of depleted batteries.

But the big surprise comes during the first test drive. The incredible behavior of an electric drive compared to conventional drive systems is just mindboggling. The high torque at low rpm provides an acceleration capability unseen on conventional fire trucks. That experience leaves a lasting impression. Obviously, during a real emergency response, such excessive power provides a much wanted faster response to the fire or accident scene.

#### Dynamic and Safe

Two electric motors with a total of 475 HP peak drive the vehicle. All wheel drive is standard, as each motor drives one axle. At a maximum GVW of 18




the response areas and fire station locations in cities, seldom a response drive of more than 20km has to be performed. Looking at current telemetry information collected from professional fire services through the Rosenbauer Service4 Fire telematics system, trucks are moving from very busy stations not more than six to eight times a day and usually only within a radius of 10km. Back in the station, usually an hour or two is spent before going to the next call.

A special simulation model allows measurement of energy consumption for fire service specific usage patterns of the trucks. As a result, only 20 kWh energy storage systems would allow the truck to cover about 20 km in regular drive mode. In an advanced power mode, the range extender would provide additional power to the drive system for rapid response capability. As a result of the tests, higher battery capacities will provide for future serial production vehicles while battery capacity will range from 50 to more than 100 kWh storage capacity.

### **Safe Response**

Important is not only the power of the truck but also the ability of it to arrive safely at the fire or accident scene. It is not a good response if the crew has an accident on the way to the accident site! Ever increasing traffic makes it more and more difficult for fire fighters to reach the site of a fire or accident. So not only the performance of a fire truck is important, but in many cases so is the compact design and the capability to maneuver through traffic and confined areas. To pack 18 tons GVW into an envelope of 2.35m wide and 7.6m long is a good place to start. Adding rear wheel steering makes it a nearly perfect solution. Better maneuverability than a large SUV is the goal of the design approach, a wall to wall turning circle of under 12m confirms that.

But even with such compact dimensions, the functionality and capability results in a full-fledged fire truck with an integrated crew space. It not only provides seating space but it also functions as a small, mobile command and control room. 



Rosenbauer CFT Dynamisch

tons, the vehicle accelerates from 0 to 80kph in less than 20 seconds and reaches a top speed of more than 110kph. Low center of gravity as well as a load distribution between front and rear of approximately 50% allows a very dynamic but safe driving and brake behavior.

The off-road performance is exceptional as the permanent all-wheel drive allows stop-and-go on

a 50% slope or stability on a 30% side slope. The hydropneumatic suspension system facilitates a change to the under truck clearance from 250 to 350mm and the independent suspension allows for excellent off-road traction.

### **Optimized energy management**

Driving distance for fire trucks is usually not a prime requirement. Based on



UD Trucks donated masks to schools in Japan.



Stamford Tyre



Stamford Tyre

## Commercial Vehicle Industry Rises to Covid-19 Challenge

*When Singapore was locked down during the Circuit Breaker period the trucking industry was deemed to be essential and businesses rose to the challenge to ensure that essential services were carried out.*

### Stamford Tyre Provides Support

During the Covid19 pandemic, the government of Singapore shutdown all businesses except those they deemed that they were essential to meet the needs of a locked-down country. Organizations such as 'PSA, SMRT, Go-Ahead and Sembwaste were among those who were vital and helped keep Singapore going. Their main business operations ranged from local community transport and waste management.

For these essential businesses to operate daily, they needed to contract various organizations to support them for the servicing of their vehicles and machinery. Stamford Tyres International Pte Ltd, was one of those business that was required for support. Its main role is providing a constant supply of tires and vehicle servicing for vehicles in essential businesses.

### Government Guidelines

In order to carry on the business to support the essential businesses Stamford Tyres had to meet strict health guidelines such as taking temperatures two times a day for its frontline technicians and service advisors. The Company also implemented Safe Entry QR codes to comply with the national efforts in contact tracing. Lastly, safe distance among staff and workers on-site were, and continue to be, practiced diligently.

Stamford Tyres' Fleet department in Singapore throughout the pandemic continues to provide total tyre management services and support for commercial fleet owners to assist businesses in optimising their commercial fleet's operational readiness. In Singapore, there are four truck centres in Jurong, Woodlands, Changi and Tuas. Stamford Tyres goes the extra mile by providing a fleet of 10 mobile service trucks for commercial customers to respond to emergency on-the-road tire change. The service is offered 24 hours a day and there is a hot line to for quick response to keep trucks moving.

### Total Tyre

Stamford Tyres' total tyre management programme delivers a tailored and comprehensive solution to the client's expectations regarding operational and logistical requirements. This is made possible with a detailed plan which has been developed specifically for each individual government partner.

Knowing its respective business partner's goal is to achieve savings, Stamford Tyres can pinpoint what each business partner can achieve, as well as what tire type, size and construction is most suitable – right down to the individual vehicles, and not just the fleet of vehicles. The services offered continues through this pandemic period and covers supply of tyres, quality check of tyres upon delivery, collection of casing after usage, disposal of used casings.

In addition to just supplying and installing of tyres, Stamford Tyre generates monthly data reports and fleet data collection capabilities which provides information to ensure fleets runs the right product mix to deliver maximum efficiency.

In responding to COVID-19, UD Trucks has done its utmost to maintain business continuity for customers while taking various measures to ensure the health and safety of employees and all stakeholders, in line with government policies and initiatives.



Stamford Tyre helped keep the city rolling during the Circuit Breaker



Haulio's Alvin Ea and Sebastian Shen



## UD Trucks - Heroes of Logistics

### Flexible Ways of Working

UD Trucks has expanded flextime work schedules and work from home where possible. The company minimized the number of employees who physically need to be in the workplace by identifying critical roles for business continuity.

Bangkok plant operations were suspended from March 26 to May 3, due to the national lockdown. The plant resumed operations as of May 4.

The Ageo plant operations in Saitama, Japan have continued as normal since the outbreak, with upgraded hygiene measures in place. However, due to the inability to ensure delivery of some parts from overseas, Ageo plant operations were suspended from May 27 to June 12

### Health and Safety

Hygiene measures in all facilities including service centres, offices and plants has been elevated. Refraining from face-to-face meetings, prioritizing online meetings, and practicing social distancing are now common practice. The company has prohibited international business travel and refrains from domestic travel. Thousands of masks have been distributed to gembu employees

### Truck Drivers, The Unsung Heroes

Everyday truck drivers deliver the items we take for granted, including food and medical supplies. They are the unsung heroes on the frontlines. As the world practices self-isolation to prevent the spread of COVID-19, take a moment to recognize the solitary nature of the truck driver's daily life. Traveling long distances most often alone, to deliver the good we depend on.

Keeping trucks running and on the road is what UD's service support teams do. From mechanics in the service centres to road support personnel in case of a breakdown. The teams support truck drivers on the front lines, while ensuring their own safety and that of drivers.

"We are doubling efforts to keep facilities and equipment disinfected, wearing protective masks, and being extra careful to maintain a safe distance between colleague and customers alike."


### Haulio Helps Hauliers Adopt Technology

Haulio, founded by Alvin Ea and Sebastian Shen, is Singapore's largest container haulage platform, with the greater vision of transforming Southeast Asia's port logistics by enabling hauliers through technology, towards a collaborative future of efficient and optimised usage of resources.

When the pandemic began shutting down the world, Haulio began to create ways to help hauliers. The team helped hauliers with arrangements to work from home effectively, to switch to remote work management. During the COVID-19 period, one of the major concerns was getting payments from customers as well as cash flow management. The Haulio team reached out to their partner network find solutions to assist hauliers with their cashflow. Some of the services offered included supporting users to extend their credit terms through credit card payment via the platform and offering new financing solutions to the hauliers as alternative solutions.

"At Haulio," stated Sebastian Shen, "we are committed to support our hauliers to tide through these tough times. As the world shifts towards a digital economy as the new normal, Haulio hopes to support the successful transformation of the traditional haulage industry from pen and paper based EIRs, cash payment and manual processes together with the many fragmented small and medium sized hauliers. No one should be left behind."

### Ride the Tide Towards Digitalization

Haulio pushes hauliers into the future in a pandemic and even post-pandemic world. Today, a lot of drivers still need to leave their vehicles to process paper documentation and record their daily jobs manually. If these are done electronically, it will be a lot easier to reduce face-to-face interaction, encourage contactless delivery and ease communication with the stakeholders. Haulio offers the digital tools to make this happen - the Haulage Operations Platform allow seamless job scheduling and digitalisation of processes for hauliers to operate their fleet more efficiently while the Haulio Connectivity System (HCS) drivers' app supports the digital record of their daily jobs and captures electronic Proof-of-Delivery (ePOD) for customers directly. 



## SembWaste Delivers Essential Services During Circuit Breaker

*Waste collection is essential work at any time, during a pandemic it takes on new importance and challenges. Sembcorp's Waste Management Team powered on throughout the COVID-19 Containment Period.*

**S**embWaste, a wholly-owned subsidiary of Sembcorp Industries, is a leading integrated waste management and environmental solutions provider in Singapore. It offers a comprehensive suite of services to the municipal, industrial and commercial sectors. Its range of solid waste management services includes: Waste and Recyclables Collection, ezi Doorstep and Centralised Collection Services, and Post-collection Material Recovery and Waste-to-Resource.

### Service & Innovation

SembWaste serves over 600,000 households and over 5,000 industrial and commercial customers, government agencies, and healthcare establishments in Singapore. In November 2019, Sembcorp launched 'ezi', a mobile application that offers doorstep collection services to make it more convenient for people to recycle. The app also contains educational tips to raise awareness on recycling right. Sembcorp also has capabilities in resource recovery, including waste-to-energy operations. Commercial and industrial waste that would be disposed of in landfill and incineration facilities is sorted and diverted, if suitable, for recycling or to its waste-to-energy plant.

When Mr Neo Hong Keat, Senior Vice President (Waste Management), Sembcorp Industries was asked how is doing the job different today than it was Pre-Covid 19 he responded, "Sembcorp's environmental solutions arm helps keep Singapore clean. As the nation battles with COVID-19, it is even more important that we do our utmost to ensure the essential service we provide continues in order to help maintain the hygiene of the nation.

### Employee Safety

"When the COVID-19 containment measures started," Mr Neo continued, "we had to implement our business continuity plan just like many other companies.



We made sure our crew was equipped with adequate personal protection equipment and implemented social distancing measures for the safety and well-being of our staff who are working tirelessly in our fight as a nation to combat this health pandemic."

Amidst the challenging situation, the health and well-being of the staff has been SembWaste's primary responsibility. "Since January 2020," Mr Neo noted, "we have ramped up precautionary measures for our employees and activated business continuity plans at our workplace, in line with guidelines from the various

ministries. Our workers' health and welfare are important to us and we ensure their well-being is not compromised even as we fulfill our collection tasks throughout the COVID-19 extended circuit breaker period.

### Working From Home

"For our drivers and crew who are mostly on the road, each vehicle is stocked with sanitisers. In addition, all employees are given replenishable self-care packs which include gloves, masks and personal thermometers. Our safety measures include daily temperature checks, safe distancing arrangements, personal hygiene reminders, staggered reporting times and split team operations. All our meetings are now conducted "virtually" and, to the extent practical, almost all our executives (except line managers and supervisors) work from home via telecommuting."

As many people are working from home there has been a shift of quantity of waste away from businesses to residential sites. "This is understandably so, given the circuit breaker measures. The general increase for waste from households is probably due to more people working from home, a rise in packaging waste from the increase in food takeaways as well as more online shopping during the extended circuit breaker period. We have also stepped up our efforts and prioritised collection for critical installations, such as foreign workers' dormitories and hospitals across the island."

### Essential Service

As with all businesses during this period, challenges are bound to surface as Mr Neo points out. "We are an essential service provider and our operations must continue safely and effectively. While we face manpower constraints, we have put in place our business continuity plans to ensure minimal disruption to the customers we serve during this crucial period."

"We are committed to ensure that all our collection services are completed on schedule. However, there may be occasions when we may not be able to fulfill this within the stipulated timing due to factors beyond our control; these include unexpected weather and workers going on medical leave, etc. In such circumstances, we usually inform the relevant authorities or affected customers to arrange for a collection at the next available slot."

### Positive Experience


The Senior VP said the workers have not encountered any unusual situations to date. "In fact, we have had some positive



experiences from members of the public and our crew are motivated by the encouragement they have received during this challenging period. For instance, we have received notes from the public expressing their appreciation for the hard work our people have put in. Heartwarming gestures like these really motivate our crew and keep them going."

The crews have also stepped up. "Our workforce includes Malaysians and we are encouraged that a good number of them volunteered to stay on in Singapore to work through this period when Malaysia imposed their lockdown measures. Our immediate priority was to make sure all our affected employees were accommodated and to settle them comfortably with daily necessities." They were also given free wifi access to stay in touch with their family constantly.

Robert Rajendran S/O Samikannu, 59, (pictured) who has been part of the waste collection crew at SembWaste for the past six months, said, "I feel safe coming to work daily because my company has put in more precautionary measures during this period and given us sufficient safety equipment. As essential workers in this line, while we have to continue our daily tasks to keep our nation clean, these protective measures help to encourage us to do our job better during these challenging times."

Maintaining the fleet has not been a problem during this period as companies, such as Scania, have kept their service centres operational. "We work very closely with our vendors to ensure minimum service disruption to our operations in terms of maintenance and repair works." 



Hong Fa has supported the construction industry in Singapore for more than 20 years.



is wide and includes the distribution of delicate products like glass and facades.

### Reliability is Essential

"For us," says Mr Ong Wei Yang Managing Director, "reliability is essential. Modern job sites operate like clockwork, all building elements must be installed at the scheduled time, so the transport company has a great deal of responsibility."

The company usually supports HDB, private projects, commercial and industrial projects. "But currently, we are complying with the suspension of construction works. We are waiting for all works to resume," he stated in mid-May.

However, Mr Ong says that the company is still operating during the Circuit Breaker. He explains why he believes heavy lifting and transportation work is considered essential to the economy during the COVID-19 period.

"We operate a fleet of lorry cranes capable of heavy transportation, lifting and assembly work," he stated. "Our operations continue during COVID-19 as we are involved in transporting airport cargo bringing in essential items for this challenging period."

## Hong Fa Logistics & Engineering Remains Reliable During Circuit Breaker

*Mr Ong Wei Yang Managing Director of Hong Fa shares with Asian Trucker Singapore how his company is coping with the difficult conditions during the coronavirus lockdown.*

**H**ong Fa Logistics & Engineering Pte Ltd is a heavy logistics company whose main activity centres around the transport of building materials, in particular prefabricated elements of considerable size and weight, from 37.5 to 137.6 tm, and their subsequent assembly. The range of activities

For airport cargo, Hong Fa supports third-party logistic companies, transporting a range of cargo from oversized cargo to delicate items, such as hand sanitisers.

"We are also involved in recovery work in keeping the roads or public areas safe should there be a heavy item that needs to be lifted out of the way. When construction sites are allowed to restart work, we look forward to supporting their needs."

### **Reduced Workforce**

Hong Fa has a total of 59 employees. Currently only 30 percent of the work force is working in view of the suspension of construction works. The company has in excess of 40 trucks, of which 30 of them are Scania.

For some companies it might have been difficult to keep a fleet of trucks well-maintained during Circuit Breaker but not for Hong Fa. "We have a workshop and a tyre workshop, which we co-own with partners," Mr Ong pointed out. "During this period, we geared up on our vehicle maintenance. Our newer trucks are maintained by Scania's workshop, which is still open for service bookings. We are generally satisfied that our trucks are well-maintained."

During the COVID-19 period it is essential that companies ensure the health and safety of their workers. "To enhance the health and safety of our workers during this period, we are adding masks to the usual safety gear we provide, which includes safety boots and helmets, safety goggles, safety vests and safety harnesses, if required, for the work being performed. We try to assign the same crew back to the same customer location to minimise the risk of exposure and allow for better contact tracing."

### **Safe Distancing**

"With the world being urged to practice safe distancing Hong Fa makes it a priority in its day-to-day interactions. Safe distancing is a concern."

"The number of foreign workers living in dormitories being infected has grown throughout the Circuit Breaker period. Mr Ong says, "Yes, we are using foreign workers. As none of them stay in dormitories, we are not much affected."

"We are also concerned with the physical handling of documents. Instead of handling physical documents, we will try to email them in soft copies to minimise contact." **T**





"We have also implemented social distancing measures for our frontline staff and customers. External parties and visitors are not allowed inside Scania premises, and the Drivers' Lounge is temporarily closed."



### Staggered Shifts

"Mr Liss explained how staffing requirements were met. "Frontline staff are split into two teams with different working hours, meal and break times to minimise contact between teams. Staff who are not providing frontline services are working from home during the Circuit Breaker period."

"It is business as usual but with a difference in the way we place even greater emphasis on the safety and health of our people and our customers," Mr Liss.

## Business as Usual for Scania During Circuit Breaker

*As trucking was deemed an essential industry during Singapore's Circuit Breaker period it was also essential to keep the trucks on the road, and Scania Singapore has been doing their part.*

Scania Singapore customers have been able to receive the same level of service quality and turnaround time for repair, maintenance, parts supply and emergency assistance services throughout the Circuit Breaker period.

### Serious Times

"COVID-19 is a global pandemic that should be taken very seriously. While the Circuit Breaker is a challenging time for many businesses and people in Singapore, some operations need to continue to keep the country strong," said Anders Liss, Country Manager of Scania Singapore.

"Many of our customers are providing important services to the economy, including transportation and logistics, fire-fighting and waste collection. And Scania is doing our part by providing an essential service to keep these vehicles running smoothly with the best uptime and operating economy."

### Strict Protocols

Mr Liss continued: "During this period – and even before Circuit Breaker kicked in – we are adhering to strict health and safety protocols at our premises. These include equipping our people with masks, face visors, gloves and hand sanitisers to maintain their safety. Temperature checks are conducted for our people twice a day."

### Opening Hours

The Scania Service Centres at Senoko and Tuas remain open to provide repair and maintenance from 8:00am to 6:00pm from Mondays to Fridays and 8:00am to 3:00pm on Saturdays. The Parts team is providing full support to minimise downtime for customers, including supplying parts reliably and on time to customers who operate their own workshops.

In addition, the Scania Assistance crew is on standby to provide 24-hour emergency support to customers. **T**





# Volvo Trucks Singapore Implements Temporary Measures to Deal with COVID-19

*Volvo Trucks Singapore made every possible effort to ensure the safety of its employees and customers during the Covid Pandemic.*

**A**t time of writing the COVID-19 pandemic is still spreading around the world. In Singapore, a series of Circuit Breaker measures were imposed by the local government on April 7, 2020 in order to reduce the number of affected cases and minimise its spread within the local community. Most businesses have since been temporarily closed due to the measures.

## Temporary Measures

Volvo Trucks is considered to be one of the business that is providing essential services in Singapore and is able to continue its existing business operations with adequate social distancing and enhanced tightening measures put in place.

Some of these measures implemented include temporarily closing of the customer lounge, maintaining a distance of at least 1m apart from each other and limiting only essential workers at the dealership. Most of the employees who are able to telecommute have been working from home.

## Meals for Employees

Prior to the circuit breaker measures, Volvo Trucks Singapore had started to cater meals for employees who are working on site in order to minimize external contact. A care package that included disposable masks, hand sanitizer and anti-bacterial wipes were distributed to all employees.

"The health and safety of our employees and customers are our no. 1 priority," says Joseph Heng, General Manager. "We follow the recommendations and instructions from the local Singapore authorities. It is also crucial that we practice personal hygiene and implement tightening measures at our dealership in order to minimise the risks of exposure and contact. We encourage our employees to work from home where this is possible. We are monitoring the situation daily and are doing everything we can to service our customers in Singapore during this difficult time." **T**

# Challenges and Opportunities Greet New Daimler Commercial Vehicles SEA CEO

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



Mr. Schmid

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

## A Stellar Career

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

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

## Minimising Impact

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

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

## Important Market

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

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

## Exciting Region

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

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

## Close Collaboration

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

## Project Future

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

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

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

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

### **Local Responsibility**

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

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

### **More Flexibility**

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

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

### **Actros Highlights**

Mr. Schmid says the new Actros has many strengths such as the Active Drive Assist which actively keeps the truck in its lane and can brake and accelerate independently. “The new Actros is the first series truck to enable partly automated driving in all speed

ranges,” Mr Schmid points out. “Active Drive Assist means more safety, and less stress for the driver.”

Another highlight of the new Actros is the MirrorCam, another world premiere. The new Actros is the first series truck on which the large rear-view mirrors have been replaced by compact cameras. Assistance functions of the system support the driver e.g. when overtaking, negotiating bends and manoeuvring. The MirrorCam is an immense stride forward when it comes to aerodynamics and safety.

### **New & Improved**

The new generation of Active Brake Assist has been improved yet again. Active Brake Assist 5 can help the driver if a collision is imminent, when a pedestrian crosses the road or walks in the same lane as the vehicle. It provides full braking where and when necessary. “No other emergency brake assist module has this performance spectrum thanks to the combination of radar and camera systems.” Additional highlights are the Improved Sideguard Assist and Multimedia Cockpit.

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

### **Cleaner Air**

Going forward, especially after this pandemic when the world has been given a breather and cities have enjoyed cleaner air, what will Daimler Trucks be doing to make the world cleaner and greener? “Daimler Truck AG is a leader in electric trucks, working towards providing sustainable, CO<sub>2</sub>-neutral transport (“tank-to-wheel”) for both people and goods. The FUSO eCanter for example is the world’s first all-electric light-duty truck in small-series production.

“Customers are now operating more than 150 electric vehicles in several major cities in Europe, Japan and the United States. It’s more than about building an image, but rather providing customers real ways of building their businesses in

a sustainable manner. The eCanter has yet to come to South East Asia, but it has been exhibited in Taiwan, and in Indonesia. The technology is ready; when we believe that the customer demand, the infrastructure, and local government support are together at the right level, the product can be introduced. Also, we are ready to adapt to emissions regulations changes that governments in the region are putting in place to address urban pollution.”

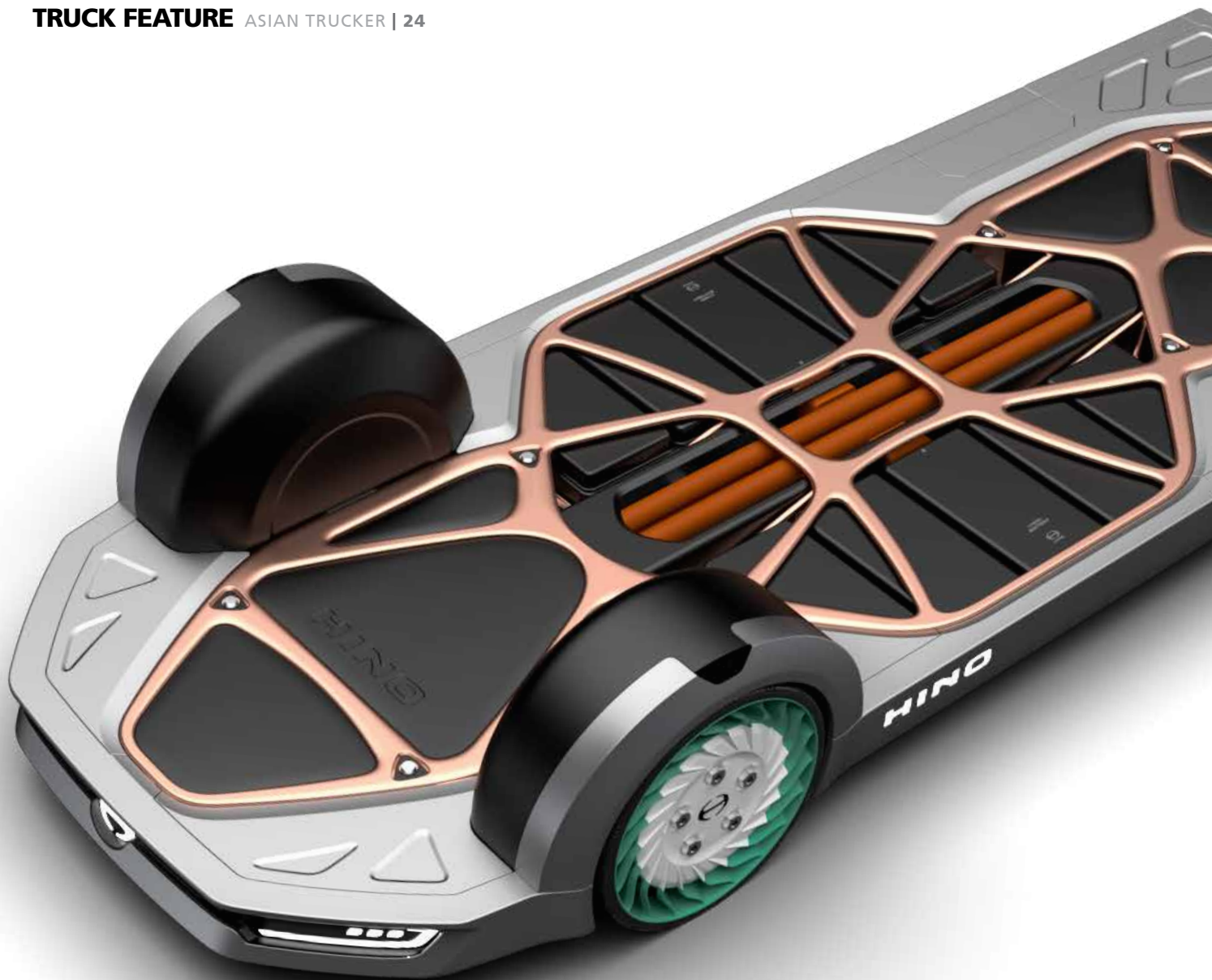
### **Extended Warranties**

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

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

### **The New Actros**





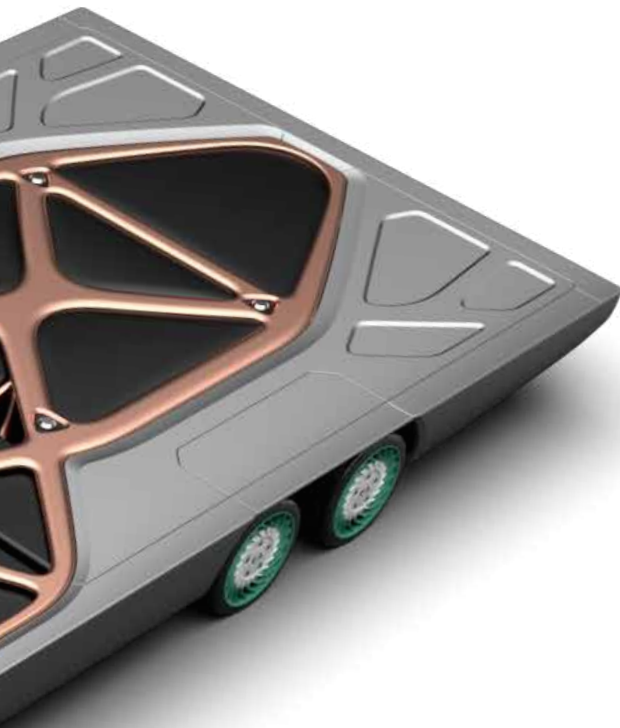
# HINO – Flatformer

*The Japanese brand looked into the future to present a novel transportation concept*

To address the question “What will define happiness in the future?” Hino Motors has depicted the future through animation. From the designing of mobility services to social structures, they used their expertise to come up with what happiness means in the future. We all have people that we miss. We all have things that we want to transport. The happiness of each individual connects people and regions and spreads throughout the community.

A new encounter will produce a bud of possibilities. That bud will transcend time and space, and eventually, produce an abundance of flowers in every part of this planet. There are just as many shapes of happiness as there are people. No matter how times





change, we will adapt to the times to answer society's needs. We all have feelings that we want to convey no matter how far apart we are.

FlatFormer will change the concept of mobility forever. Not only will it bring greater efficiency to the mobility of people and goods, but it will evolve mobility into a space where value is provided to people through services. While there are diverse range of services that enrich our lives, mobility, the provider of these services must also be "super-versatile." The elements that bring super-versatility into reality are mobility platforms that maximize usable space, and service platforms that ensure the optimal use of these spaces.

With FlatFormer, services themselves become mobile. By sparking metabolism of old and new in our lives and communities, FlatFormer can dynamically vitalize our urban areas and create prosperous and sustainable societies where people can connect with each other and each individual is able to achieve happiness. 



# Isuzu Announces Formulation of Isuzu Environmental Vision 2050

*Isuzu pledges to take action now as part of their long term programme to be a sustainable company, now and in the future.*



(Shinagawa, Tokyo) Isuzu Motors Limited has formulated Isuzu Environmental Vision 2050 as a roadmap for addressing global environmental issues over the long term and securing a prosperous and sustainable society by the year 2050.

## At a Crossroads

The Isuzu Group sees humanity as standing at an important crossroads. As climate change and other environmental problems deepen by the year, we recognize the need for sustained efforts to minimize its impact on the global environment. Isuzu Environmental Vision 2050 expresses the company's commitment to working as one team and with its stakeholders to advance environmental actions over the long run and to undertake new challenges toward building a sustainable society.

Isuzu Environmental Vision 2050 is aligned with Isuzu's business objective of maintaining leadership in transportation in the long term. "To support the creation of a decarbonized society with our customers and business partners," stated President and Representative Director Masanori Katayama, "we will first realize our Midterm Business Plan, that was announced in May 2018, by supporting people's life and social production activities as a CV/LCV and Powertrain excellent company."

## Isuzu Environmental Vision 2050

Isuzu positioned global environmental issues as a key business priority in our Midterm Business Plan. In 2018, it amended the Global Environmental Charter of the Isuzu Group to set a new course for the environmental initiatives and also conducted a materiality assessment to identify environmental priorities.

President Katayama continued, "In the process of implementing new environmental initiatives, we decided that the sustainable growth of the Isuzu Group requires a longer-term approach to global environmental conservation.



Isuzu Environmental Vision 2050 is rooted in this understanding and summarizes our conservation goals and the various actions we will take to achieve them."

## Future course for Isuzu

Through developing products and advancing business practices that promote decarbonization, and reducing environmental impacts across entire product life-cycles, Isuzu will contribute to economic development and a safe, secure, and environmentally friendly society.

## Action

The Isuzu Group will work as one team and in partnership with stakeholders to drive actions on its four material issues related to the environment: Climate Change, Resource Recycling, Environmental Risk Management, and Biodiversity Conservation.




we promote environmental activities through our businesses, and that we continue enhancing activities to reduce environmental load through low-carbon technologies and resource recycling.”

President Katayama continued: “Based on this awareness, we started monitoring the “Elf EV” in February 2019 with the aim of achieving practical application of EV trucks in addition to the development of CNG and LNG engines, and the clean diesel that we have been working on from the outset.

### **Only Isuzu**

“We believe that high-efficiency clean diesel engines will remain an important power train choice for global customers in a wide range of commercial vehicle and industrial applications. This is especially true in developed countries where power trains are used in heavy-duty operations, as well as in emerging countries where social infrastructure conditions are severe. For this reason, Isuzu and Cummins Inc. entered a comprehensive partnership in May 2019 to develop designs for next-generation power trains.

“In addition, we did not just stop at reducing CO2 emissions from our vehicles. We are also actively working on initiatives that only Isuzu, as an expert vehicle manufacturer, can achieve. Across the whole manufacturing process, from processing raw materials to assembling parts, operating vehicles and disposing of them after use, we are reducing raw materials processing as much as possible to reduce energy requirements, and we are rebuilding individual parts and engines after disposal.” 



**Climate change:** Pursue decarbonization by minimizing emissions of greenhouse gases. The Company will aim for zero greenhouse gas (GHG) emissions (Zero greenhouse gas emissions: Net zero balance of emissions and sequestration) across the entire life cycle of Isuzu Group products by 2050.

**Resource recycling:** Isuzu will pursue a circular economy by minimizing resource use and maximizing resource efficiency. It will achieve 100% recycling of waste and end-of-use vehicles generated by Isuzu Group operations by 2050.

**Environmental risk management:** Minimize environmental risks through rigorous preventive and responsive actions. The Company will pursue safe, reliable operations and products across the entire Isuzu Group value chain.

**Biodiversity conservation:** Harmonize with nature by promoting biodiversity conservation.

Isuzu will conserve native biodiversity in the areas surrounding Isuzu Group operations in partnership with NGOs and other stakeholders.

### **Delivering Social Value**

“At Isuzu,” added President Katayama, “our ultimate mission is to provide a logistics infrastructure for people and things. However, this generally involves the use of internal combustion engines, which impacts negatively our natural environment. To continue delivering social value as a leader in transportation, according to the Isuzu Corporate Vision, it is essential that we focus more than ever on doing what we can to improve the global environment, that



# MANN+HUMMEL Filter Cubes Clean the Air

*Filter Cubes in a leisure park and residential complex near Seoul reduce air particulate matter and help clean the air.*

**T**owns and municipalities around the world are taking a variety of measures to reduce air pollution and avoid vehicle bans. Solutions include MANN+HUMMEL's Filter Cubes, whose efficacy has been demonstrated in scientific collaborations.

## Drastic Reduction

After 23 Filter Cubes were installed at Stuttgart's Neckartor intersection in October 2018, the 250 metre-long section of road – previously Germany's worst affected location for particulate matter and hazardous gases – saw a drastic reduction in air pollution. This has convinced other municipal authorities and developers, so that the technology from filtration specialists MANN+HUMMEL is now also in use outside Germany.

In Heilbronn, Germany too, hazardous gases such as nitrogen dioxide are now to be minimized. From July 2020, 26 MANN+HUMMEL combi filters will be installed on a highly frequented section of road in the city centre. The systems there are intended to help protect residents and passers-by against particulates that are harmful to health and to help avoid bans on diesel vehicles.

## Health Hazard

"More and more residents and municipalities are becoming aware of the dangers to health posed by high concentrations of air pollutants, like particulates," says Jan-Eric Raschke, Director & Chief Product Owner Public Air Solutions. "As specialists in filtration systems, we at MANN+HUMMEL are using our expertise to help make the air in cities cleaner and thus improve the quality of life."

The enhanced MANN+HUMMEL combi filter includes a filter layer, which retains particles, and additional activated carbon layers for adsorbing nitrogen dioxide. Highly porous activated carbon media are used here, which are able to efficiently absorb nitrogen dioxide due to their large surface area. The technology stands out thanks to its particularly low pressure reduction. This

means it can clean air efficiently while keeping energy usage low. Control electronics enable the user to adapt filter operation and to react to the current air quality.

## Eight Cubes for Korea

In Seoul, South Korea, where the subject of particulate matter is increasingly becoming the focus of public attention, SAMSUNG C&T Corporation wants to offer visitors to the 'Everland Resort' improved air quality and therefore installed eight Filter Cubes III in the leisure park's entrance area in January 2020. The company also had two filter columns installed at a playground in a newly built residential complex to protect children from particulate matter while they play.

In Indaiatuba, Brazil, an inland city with around 235,000 residents, four Filter Cubes were installed at the beginning of March. The filter columns will be used for a six-month study in the city centre, where there is a high concentration of bus and passenger traffic. The technology, which has never been seen before in Brazil in this form, filters 80% of particulates between 2.5 and 10 microns. There are also plans to extend the project to other Brazilian cities and metropolitan areas.

## Free Standing or Integrated


So far, 92 columns have been installed on three continents. In total, MANN+HUMMEL Filter Cubes clean



1.25 million cubic metres of air per hour worldwide. Filter Cubes can be used anywhere in the world where people are exposed to particularly high levels of particulate matter and nitrogen dioxide. This applies, for example, to streets with heavy traffic and large intersections. Further application areas include bus stops, train stations and underground stations.

In addition to the free-standing Filter Cubes, MANN+HUMMEL also provides filtration systems that can be integrated directly into bus stops or into advertising or information boards.

#### Other Developments

Further new developments from MANN+HUMMEL, such as the brake dust particle filter and fine dust particle filter, help to improve the overall emission balance of vehicles. MANN+HUMMEL also offers highly developed combifilters for the interior of vehicles, which protect the vehicle occupants against particles and gases. 

## SPECIAL OFFER FROM ASIAN TRUCKER!

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

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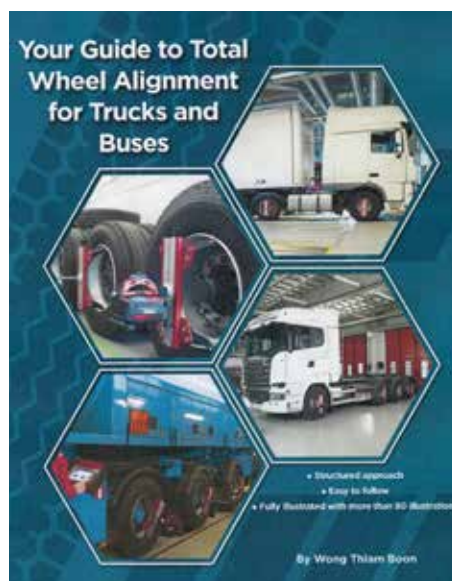
"This practical and resourceful book will be an asset to any fleet operator or workshop that wants to improve the performance of commercial vehicles. It is TB Wong's experience of decades working with wheel alignment systems that shines through and makes this a must-have item for anyone that is serious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

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

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Wheel Alignment  
for Trucks and  
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Martin Daum, Chairman of the Board of Management Daimler Truck AG



Martin Lundstedt, Volvo Group President and CEO

# Volvo Group and Daimler Truck Form Joint Venture for Fuel Cell Production

*Daimler Truck AG and the Volvo Group believe the successful commercialization of fuel cell technology is a key area to achieve CO2-neutral transport.*

Sharing the Green Deal vision of sustainable transport and a carbon neutral Europe by 2050, two leading companies in the commercial vehicle industry, Daimler Truck AG and the Volvo Group, have signed a preliminary non-binding agreement to establish a new joint venture. The intention is to develop, produce and commercialize fuel cell systems for heavy-duty vehicle applications and other use cases. Daimler will consolidate all its current fuel cell activities in the joint venture. The Volvo Group will acquire 50% in the joint venture for the sum of approximately EUR 0.6 billion on a cash and debt free basis.

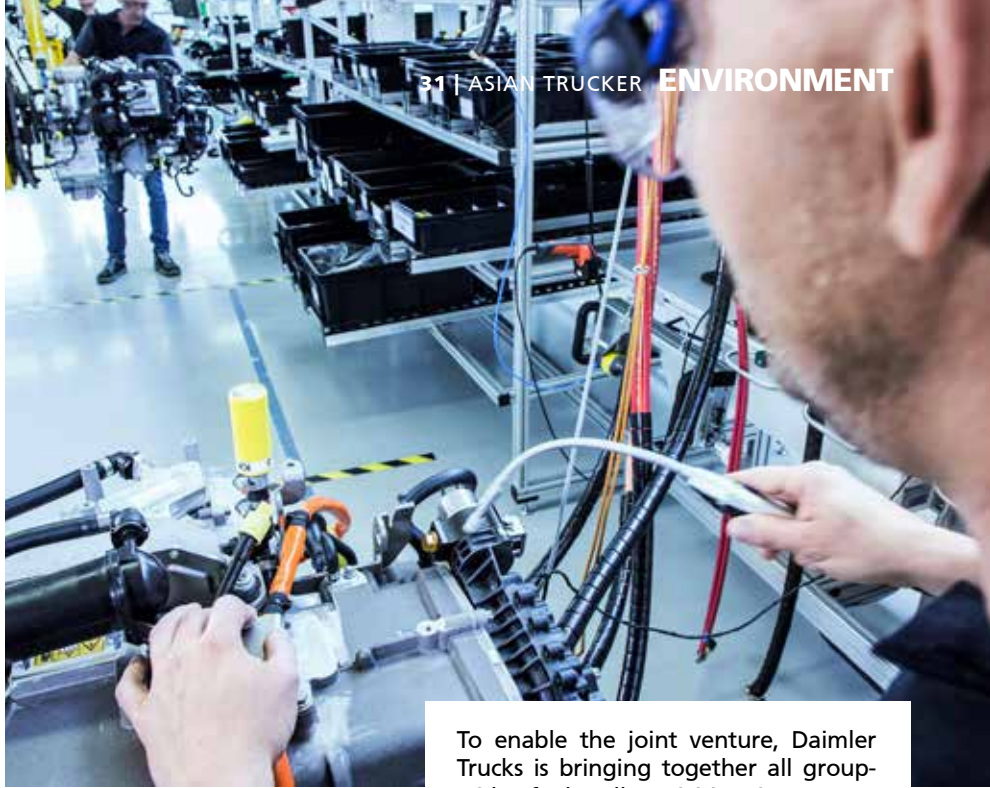
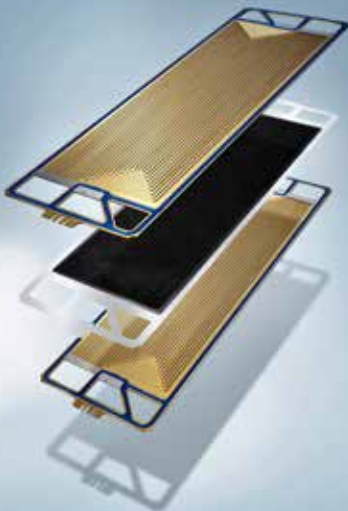
## One Important Solution

"Transport and logistics keep the world moving, and the need for transport will continue to grow," says Martin Daum, Chairman of the Board of Management Daimler Truck AG and Member of the Board of Management of Daimler AG. "Truly CO2-neutral transport can be accomplished through electric drive trains with energy coming either from batteries or by converting hydrogen on board into electricity. For trucks to cope with heavy loads and long distances, fuel cells are one important answer and a technology where Daimler has built up significant expertise through its Mercedes-Benz fuel cell unit over the last two decades. This joint initiative with the Volvo Group is a milestone in bringing fuel cell powered trucks and buses onto our roads."

Martin Lundstedt, Volvo Group President and CEO added, "Electrification of road transport is a key element in delivering the so called Green Deal, a carbon neutral Europe and ultimately a carbon neutral world. Using hydrogen as a carrier of green electricity to power electric trucks in long-haul operations is one important part of the puzzle, and a complement to battery electric vehicles



and renewable fuels. Combining the Volvo Group and Daimler's experience in this area to accelerate the rate of development is good both for our customers and for society as a whole. By forming this joint venture, we are clearly showing that we believe in hydrogen fuel cells for commercial vehicles. But for this vision to become reality, other companies and institutions also need to support and contribute to this development, not least in order to establish the fuel infrastructure needed."




To enable the joint venture, Daimler Trucks is bringing together all group-wide fuel cell activities in a new Daimler Truck fuel cell unit. Part of this bundling of activities is the allocation of the operations of "Mercedes-Benz Fuel Cell GmbH", which has longstanding experience in the development of fuel cell and hydrogen storage systems for various vehicle applications, to Daimler Truck AG.

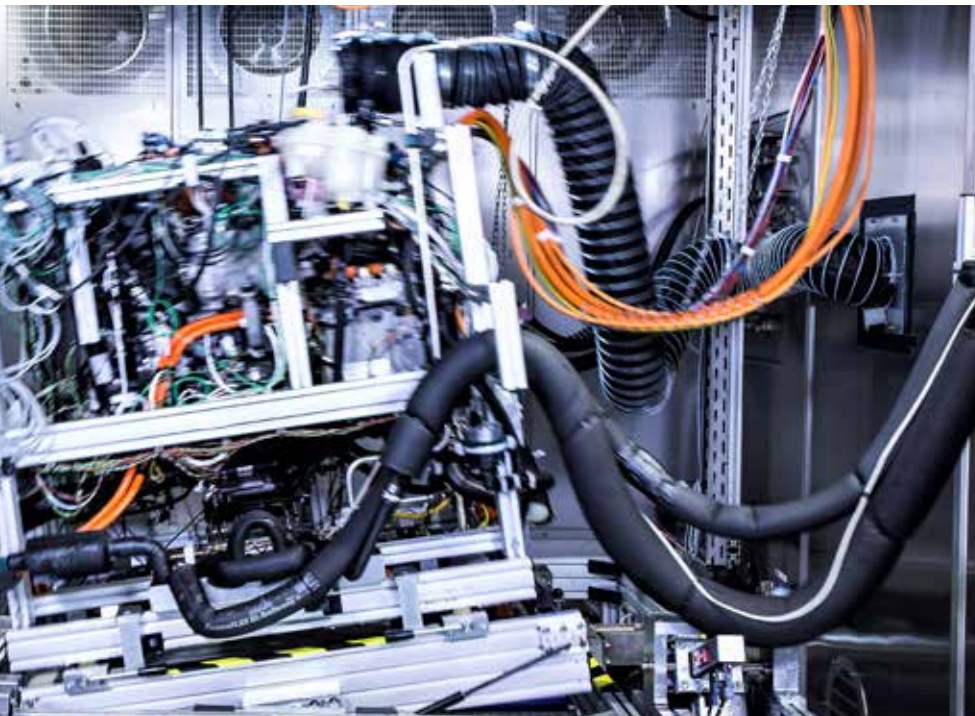
The joint venture will include the operations in Nabern/Germany (currently headquarters of the Mercedes-Benz Fuel Cell GmbH) with production facilities in Germany and Canada.

The signed preliminary agreement is non-binding. A final agreement is expected by Q3 and closing before year-end 2020. All potential transactions are subject to examination and approval by the responsible competition authorities.

### **Facts: Fuel cells and hydrogen as fuel**

A hydrogen fuel cell converts the chemical energy of the fuel, in this case hydrogen, and oxygen (in the air) into electricity. The electricity powers the electrical motors that propel an electrical vehicle.

There are two main ways to produce the hydrogen needed. So-called green hydrogen can be produced locally at the gas station, using electricity to convert water into hydrogen. Blue hydrogen is expected to be produced from natural gas, utilizing carbon capture technology to create a carbon neutral fuel. 



The Volvo Group and Daimler Truck AG will be 50/50 partners in the joint venture, which will operate as an independent and autonomous entity, with Daimler Truck AG and the Volvo Group continuing to be competitors in all other areas of business. Joining forces will decrease development costs for both companies and accelerate the market introduction of fuel cell systems in products used for heavy-duty transport and demanding long-haul applications. In the context of the current economic downturn cooperation has become even more necessary in order to meet the Green Deal objectives within a feasible time-frame.

The common goal is for both companies to offer heavy-duty vehicles with fuel cells for demanding long-haul applications in series production in the second half of the decade. In addition, other automotive and non-automotive use cases are also part of the new joint venture's scope.



# Toyota and Hino to Jointly Develop Heavy-Duty Fuel Cell Truck

*For over 15 years Toyota and Hino have been collaborating on developing technologies and now they are focussing on heavy-duty fuel trucks,*

**T**oyota Motor Corporation and Hino Motors, Ltd have agreed to jointly develop a heavy-duty fuel cell truck, and to proceed with initiatives toward its practical use through verification tests and other means.

Toyota and Hino are determined to take proactive action toward resolving global environmental issues as one of the most important corporate tasks. The two companies have declared ambitious goals to reduce CO2 emissions by 2050 and are developing electric vehicle technologies for widespread use in society. In order to achieve further reductions in CO2 emissions, major improvements will be required in the environmental performance of heavy-duty trucks, which account for about 60% of the total CO2 emissions from commercial vehicles in Japan.

## Considered Effective

For the electrification of commercial vehicles, the optimum powertrain must be adopted to ensure both outstanding environmental performance and just-right practicality as a business vehicle in terms of cruising range, load capacity, and other aspects depending on the usage. Heavy-duty trucks are typically used for highway transportation; therefore, they are required to have sufficient cruising range and load capacity as well as fast refueling capability. For this reason, fuel cell vehicles that run on hydrogen with its higher energy density are considered effective.

The heavy-duty fuel cell truck in this joint development project is based on Hino Profia, and is being developed taking maximum advantage of the technologies both Toyota and Hino have cultivated over the years. The chassis is specially designed with the optimum packaging for a fuel cell vehicle,

and steps are being taken through comprehensive weight reduction to ensure a sufficient load capacity.

## Hydrogen Society

The powertrain is equipped with two Toyota fuel cell stacks that have been newly developed for Toyota's next Mirai and includes vehicle driving control that applies heavy-duty hybrid vehicle technologies, developed by Hino. Also, cruising range will be set at approximately 600 km, aiming to meet high standards in both environmental performance and practicality as a commercial vehicle.

Toyota and Hino have positioned hydrogen as an important energy source for the future and have worked together on developing technologies and spreading and innovating fuel cell vehicles for over 15 years since their joint demonstration trials of the fuel cell bus in 2003. Going forward, Toyota and Hino will further strengthen its partnership and accelerate efforts toward the realization of a hydrogen society. **T**

# 'AVTR' Designed by Customer, delivered by Ashok Leyland

*Ashok Leyland has launched its AVTR, a BS-VI compliant Modular Truck that is the first of its kind in India and could launch them ahead of their competition.*



Mr. Vipin Sondhi, MD & CEO,  
Ashok Leyland

(Chennai, India) In June 2020 Ashok Leyland, launched its range of Modular Trucks, AVTR, with i-Gen6 BS-VI technology. The modular platform is a first of its kind in the Indian Commercial Vehicle industry with multiple options of axle configurations, loading spans, cabins, suspensions, and drivetrains on a single platform for the entire range of Rigid trucks, Tippers and Tractors in the 18.5T to 55T category. This enables customers to configure vehicles that are best suited to their applications and business needs.

## Customise to Requirements

The AVTR platform gives the customers a choice to customise their product as per their requirements, which in turn will deliver better operational economics and customer delight. For Ashok Leyland it means faster turnaround along with better market coverage owing to virtually millions of combinations, to meet the needs of any kind of customer. The Modular platform also




provides improved safety and better comfort for drivers, higher reliability and enhanced durability. It is supported by the next Gen i-alert fleet management system with remote diagnostics.

Mr. Dheeraj Hinduja, Chairman, Ashok Leyland, stated, "Ashok Leyland has always been ahead of the curve and leads the CV industry in terms of innovation. Our endeavour has always been to address the needs of our customers and deliver better profitability for them. The customer centric AVTR, will take our customers to the next level of trucking and they will reap the benefits of modularity. This unique modular platform puts us on the global map of CV manufacturers and will help us in our journey of realising our vision."

## One Swift Move

"With the launch of AVTR," added Mr. Vipin Sondhi, MD & CEO, Ashok Leyland, "we are very proud that we have achieved the dual challenge of meeting the BS-VI norms and development of a whole new platform, in one swift move. This gives us an edge not only in India but globally with its potential to switch between right-hand-drive and left-hand-drive. AVTR has the potential to deliver any kind of truck as per the customer's specific requirement, in a very short time. This new platform has been extensively tested in different terrains and done over 6 million kilometres of field running. It truly stands for quality, reliability and backed with the extensive service network, it is going to give our customers a huge advantage and in turn catapult us ahead of competition."

Mr. Anuj Kathuria, COO, Ashok Leyland, said, "With the launch of AVTR, we have taken the lead in terms of technology and innovation. The customers will have the opportunity to customize their truck as per their specific application based on load, terrain, application and operational requirements. We have been seeding some of the vehicles from the AVTR range, with our select customers and the feedback has been very encouraging. Early reports from these customers suggest we have successfully helped them improve Total Cost of Ownership (TCO) including best in class operation and maintenance cost." 



# Hydrogen Fuel Cell Technology Takes Over the Industry

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



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

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

## How Does it Work?

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

## What Are Fuel Stacks Then?

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

## The Preferred Alternative

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

### 1.Reduction in Greenhouse Gas Emissions

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

### 2.Cutback on Vehicle Oil Dependence

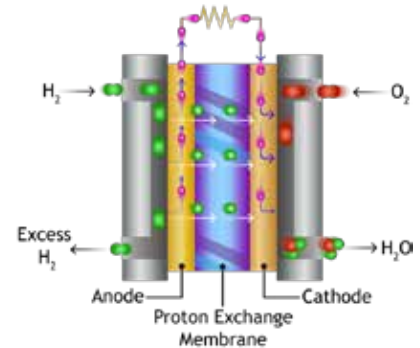
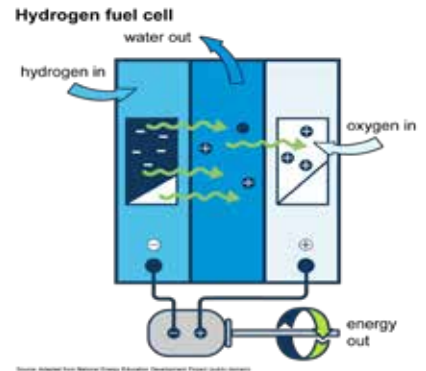
Many companies have incorporated hydrogen fuel cell in their corporate sustainability programs, and the industry is seeing a shift of focus from diesel fuel to environmentally friendly alternatives. With the industry soon to be saturated with FCVs, our dependence on foreign oil will be significantly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

### 3.Lowering of Operational Costs

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

### 4.Increase in Energy Efficiency

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

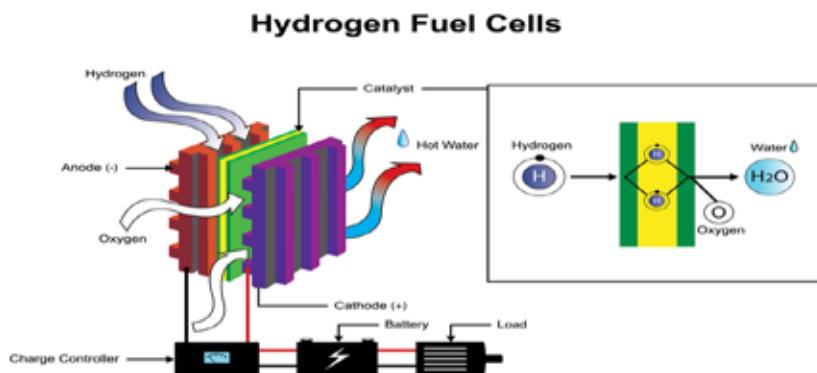


### 5.Increase in Durability and Reliability

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

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

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





## Cummins RemoteConnect Connects During Covid Crisis

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

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

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

### Alternative Solution

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

### How It Works

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

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

### When Travel is Limited

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

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


### Impressive Numbers

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

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

### Days of Downtime Saved

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

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



Paul McMahon Director

## MBS Transport Refrigeration Supplies New to Used Units

*MBS Transport Refrigeration Ltd offers refrigeration units from new to used that can meet the needs of all users.*

**M**BS Transport Refrigeration Ltd, (MBSTR) is Europe's leading supplier of used Thermo King & Carrier units for the road transport industry, selling over 1000 units a year. Founded in 1998 by Directors Paul McMahon and Stephen Burns, MBSTR has grown steadily since its inception. The company turnover is now in excess of £6m. The Board of Directors was enhanced by the appointment of Cevat Kont in 2014.

### Units for Sale

MBSTR has more than 150 Carrier & Thermo King units in stock for trucks & trailers. Many of these are featured on the company website. The stock varies every week and includes:

- New units – some from cancelled orders
- Nearly new units – some of these are from customers who have changed from multi-temp to single temp or vice versa and so the need to change units
- Regular used units – these are mostly 5-10 years old but still good to reinstall
- Units for parts only

Director Cevat Kont stated, "We prefer customers to visit the warehouse to inspect units before buying – especially for the first deal – but under the current Covid-19 restrictions we can send photos and videos of any units of interest.

The Head office is in Glasgow, Scotland and the warehouse is in Rotterdam, Netherlands. Located only minutes from the largest port in Europe this allows easy transport links to any port in the world. [www.truck-refrigeration.com](http://www.truck-refrigeration.com)

### Semi-Trailers & Seafood

In addition, MBSTR also buys and sells semi-trailers from its base near York, England. Semi trailers are available with and without the fridge unit. The website for this side of the business is [www.frigotrailers.co.uk](http://www.frigotrailers.co.uk).

MBSTR has a sister company that sells live shellfish – blue lobster/brown crab/razor clams - to Asia and Europe. [www.scottish-seafood.com](http://www.scottish-seafood.com)

### Contact

Cevat Kont – Director – is based in Rotterdam and speaks, English, Dutch, Turkish, German & French – [cevat@truck-refrigeration.com](mailto:cevat@truck-refrigeration.com)

Paul McMahon – Director – is based in Scotland and speaks English (quite well for a Scotsman) & Spanish – [paul@truck-refrigeration.com](mailto:paul@truck-refrigeration.com)



# SembWaste Adds More Mercedes-Benz Econic Euro 6 Trucks To Its Fleet

*The official handover of the latest innovative generation of Econic trucks to SembWaste will increase its total fleet of Econic Euro 6.*

Safety is a top priority for SembWaste, a leading integrated waste management and environmental solutions provider in Singapore. For many years, the wholly-owned subsidiary of Sembcorp Industries has been using Mercedes-Benz trucks in its operations. With the Econic Euro 6, the company is now looking at the next steps that would make its operations in Singapore even safer and more environmentally friendly.

## First in Asia

SembWaste and Daimler Commercial Vehicles South East Asia Pte Ltd embarked on a 12-month trial programme for the first highly sophisticated Mercedes-Benz Econic Euro 6 in 2018. This was the first time the Euro 6 vehicle was used in Asia.

Neo Hong Keat, Senior Vice President (Waste Management), Sembcorp, said, "We are pleased to partner Daimler in our sustainability journey. With enhanced safety and better ergonomic features, we strongly believe the Econic trucks will improve our operations. These trucks have a panoramic windscreen and 360-degree view, providing our drivers a better view and situational awareness of other road users. The low-entry cabin design further allows our crew to enter and exit the vehicle safely and easily as compared to the traditional waste collection trucks. This will translate to greater operational efficiency."

## Proven & Successful

In major European cities such as London, the Mercedes-Benz Econic is a well-known truck in the waste management application segment. This proven and successful concept is now being introduced to more markets, with

Singapore as one of the first pilot markets in Asia. The trial aimed to test the suitability of such vehicles for application in local market conditions, and to demonstrate benefits they may offer in terms of improved productivity.

"It is of great pleasure to see that SembWaste and Mercedes-Benz Trucks are sharing similar objectives in their line of business," added Christoph Stemmer, Vice President of Mercedes-Benz Commercial Vehicles Sales & Aftersales for South East Asia. "We aim for environmentally friendly products, safety at the highest standard and superior functionality, that caters to the needs of an ageing workforce. It is our aim to be a strong partner to SembWaste in its pursuit towards a zero waste society and to help it shape a better future for the people in Singapore."



### **Perfectly Coordinated Drive Technologies**

The Mercedes-Benz BlueTec 6 engines combine future viability with high levels of efficiency, as they produce less emissions and are very environmentally friendly. The drive power comes from a fuel-efficient engine with a displacement of 7.7l and an output of 220 kW (299 hp) in combination with an Allison 6-speed automatic transmission. All axles are fully air-suspended. The three-axle Eonic 2630 6x2 with a steered rear trailing axle has a permissible GVW of 28 tonnes and impresses with its low overall height, low-entry and an outstanding visibility.


Compared to a conventional truck, it provides far greater safety in Singapore's urban city traffic as well as on its highways. The vehicles are equipped with all-round cameras, which in combination with the proven benefits of the low-entry concept, ensure that all other road users, especially cyclists and pedestrians, enjoy an exceptionally higher level of protection on the road. The deep-drawn panoramic windscreen, large windows on the driver's side and fully glazed folding door on the codriver's side, gives the driver an ideal view of the surroundings of the Eonic truck. In addition, the increased field of view and the low-seating position allow the driver to have direct eye contact with all other road users.

### **Excellent Visibility**

A Blind-Spot camera system comprising an in-cab monitor and four cameras mounted on the vehicle, allows the driver to see areas to the front, side and rear of the vehicle that would not otherwise be directly visible. The in-cab monitor can

show multiple images simultaneously, or just a single image, depending on the situation on the road.

Twenty-five-year-old Chin Zheng Ann, who's been a driver with SembWaste for the past two years, said, "With the Eonic, driving can be safe and stress-free. The blind-spot cameras and large panoramic windscreen provides the driver a better view of the surroundings and of other road users."

The low-entry design concept requires just two steps, rather than the four steps that are standard on conventional trucks. This design makes for greater safety for drivers and operators as they enter and exit the cab. Other key safety features like Active Brake Assist 4, Lane Keeping Assist, and Sideguard Assist, Cruise control and Rain and Light sensor also contribute to the enhanced safety of operations. 



## iglidur Q2E: A lubrication-free World for Heavy Machines

*In a test, the new high-load bearing withstands up to 130 MPa.*

In construction machines, agricultural machines, utility vehicles and offshore installations, plain bearings often have to cope with extreme conditions such as heavy loads. igus has therefore further developed its lubrication-free two component bearing iglidur Q2E. The material iglidur Q2 ensures a tested high degree of wear-resistance, and a hard polymer shell protects the heavy-duty bearing.

### Dirt, Impacts and High Edge Loads


Bearings in construction equipment, agricultural machines and offshore installations often have a hard time and have to cope with extreme conditions. Durable materials and dirt-resistant components are therefore called for. igus has now upgraded its iglidur Q2E heavy-duty bearing for exactly such scenarios of use.

igus is expanding its range of bearings for heavy-duty applications and closes the gap between existing bearings and solutions made of metal and composites. The bearing consists of high-performance plastics and is therefore completely lubrication and corrosion-free. The absence of lubrication allows maintenance-free operation of the bearing points and prevents machine failures due to lack of lubrication. Expensive central lubrication systems are no longer necessary. Dirt and impurities can no longer adhere to the bearing points, and this minimises wear.

### Cost Efficient

In addition, less grease and oil escapes into the environment, a result of which the annual consumption of over 35 million metric tons of lubricant, as measured by RWTH Aachen University, is reduced. Another advantage: the injection-moulding method used to manufacture the plain bearings is especially cost-efficient.

### The Combination is the Secret

Two materials in an encapsulated design ensure that the bearing can cope even with the most extreme edge loads. This is because the iglidur Q2E has a hard polymer shell and a tribologically optimised core composed of iglidur Q2 as the material. When used for a plain bearing with a diameter of 20 millimetres, this material is also very dimensionally stable and wear resistant even under high loads of up to 7 metric tons. Functioning as a protective sheath, the shell makes the bearing very sturdy and ensures that it has a longer service life. Igus has proven this in its own in-house test laboratory. In the swivel test, the material withstood a radial load of 130 MPa. iglidur Q2E is initially available for shaft diameters of 20, 25, 30 and 40mm. 

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# DAF CF And XF Available with Switchable Front-Wheel Drive

*DAF CF and XF that are available with switchable front wheel drive have a robust and maintenance-friendly system that can be maintained by any DAF dealer.*

For trucks that clock up most of their mileage on the road but are sometimes required to drive off-road or in slippery conditions, DAF is introducing hydraulic front-wheel drive that can be activated at the flip of a switch. This new 'PXP' drive has been developed together with Paul Nutzfahrzeuge and will be available on the DAF CF and XF 4x2 tractors powered by the PACCAR MX-11 or MX-13 engine. Other chassis types will follow later in the year.

## A Valuable Option

Permanent all-wheel drive for a truck that drives off-road only occasionally usually means a considerable cost in terms of acquisition, maintenance and fuel consumption. However, it is sometimes very important to have extra traction to tackle ditches, sandy roads, unpaved tip sites and steep inclines.


For challenging situations like these, DAF is now introducing a hydraulic front-wheel drive option for the CF and XF 4x2 tractors that can be activated via a switch on the dashboard. If the vehicle registers slip from the powered wheels, PXP – 'Paul Xtra Power' – is automatically activated. The greater the amount of slip from the rear, the more traction the front wheels provide.

## Available up to 4th Gear

DAF's switchable front-wheel drive is available in the first four forward gears and the first and second reverse gears. At speeds above 20 kilometres per hour (and/or in 5th gear and upwards) PXP switches back to stand-by mode. The system activates itself again at lower speeds and whenever use is required.

## No Usability Concessions

To make the switchable front-wheel drive possible, each front axle wheel hub is equipped with a hydraulic motor, producing torque of no less than 6,435 Nm at a maximum system pressure of 360 bar. This ensures optimal performance and optimal longevity and reliability. A unique feature is that the motors are driven by a hydraulic pump that is fitted directly onto the Engine-PTO, which saves both weight and space. In addition, the hydro pump can also drive components such as cranes, hook arms, stabilizers and skip loader systems for maximum efficiency. This means that only one hydraulic tank is required, which also results in less weight and more space.

With the new PXP system, DAF has once again demonstrated its ability to provide optimal solutions for every transport requirement. In addition to that, DAF's variable front-wheel drive offers specific benefits with regards to performance, and weight and space in the chassis. 

# Government Promotes the Adoption of Cleaner Commercial Vehicles in Singapore

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

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

## Multi-pronged Approach

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

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

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

## Commercial Vehicle Emissions Scheme

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

The details of the three CVES bands are shown here:

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

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

## Enhanced Early Turnover Scheme (ETS)

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


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

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

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

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

## Spurring the Adoption of Cleaner Vehicles

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



## UD Trucks Adds High-Capacity Short-Cab Model to Quon Family

(Saitama, Japan, June 01, 2020) UD Trucks has expanded its flagship heavy-duty truck range with the launch of a new "short-cab" Quon, enabling more room for cargo and improved productivity. The truck has been available in Japan. Compared to the conventional full cab, this model has increased the loading capacity volume by shortening the cab length by 295 mm. The length of the loading platform has been extended to 10.02 meters, allowing more room for cargo. In addition, by adopting an 8L engine, the truck has achieved a chassis weight reduction of approximately 300kg.

The short-cab model is designed to meet the diversifying needs of the logistics industry by optimizing intercity transportation and increasing productivity. Marketing & Strategy Planning Director Naokaki Yukishita said: "We believe the new short-cab Quon with its powerful 8L engine will bring more flexibility and productivity to our customer's operations. The truck is a perfect choice for optimizing intercity transport and helping support new ways of working for more efficient logistics as we grapple with a new normal in the post-corona age." **T**



## Dongfeng to Invest in Wuhan's Automobile Industry

(Wuhan, China) At 2020 Wuhan "Cloud Investment Promotion" for Central Enterprises on May 15, 2020 the President of Dongfeng Motor Corporation (DFM) revealed that DFM would step up operations in Wuhan in the coming five years by investing over 46 billion yuan in major projects to boost the transformation of Wuhan's automobile industry. DFM is headquartered in Wuhan.


DFM signed PnP Wuhan Innovation Center Project and 10 serial projects. DFM will establish a joint venture with global innovation platform-Plug and Play (PnP) at the Wuhan Development Zone (WDZ), to create a prospective, networked and shared global smart mobility and innovation ecology, pool global innovation resources and seize the commanding point of next-

generation industries. DFM will build Wuhan International Intelligent Automobile Innovation Center to accomplish full transformation.

DFM will implement 10 projects in three categories (transformation, core capacity improvement and new business cultivation), covering key fields such as innovation, sales, intelligent connection, digitalization and intelligent manufacturing. DFM is expected to invest 10 billion yuan (approx. \$2 billion) to cooperate with WDZ in headquarters construction, R&D, manufacturing, sales and finance.

Wuhan Base is DFM's key R&D base, as well as a major manufacturing base of passenger vehicles, new energy vehicles, intelligent connected vehicles and parts. All enterprises under DFM, including Wuhan Base, have resumed work and production. DFM will never change its confidence in the healthy development of Wuhan Base, the direction of accelerating transformation and restructuring of Wuhan Base and the goal of promoting the high-quality development of Wuhan Base. **T**

# FAW Sees April 2020 Deliveries Jump 20.4% YoY

(Changchun, China, May 15, 2020) FAW Group Corporation has announced that it output 342,333 vehicles and sold 330,503 vehicles in April, surging 19.7% and 20.4% compared to the previous year. To minimize the impact from the COVID-19 epidemic, FAW implemented targeted policies to ensure both epidemic prevention and control, and production resumption. For the first four months, FAW's cumulative deliveries amounted to 938,407 units. FAW Jiefang, FAW's truck manufacturing base, saw its April sales jumped 86.8% year on year to 67,959 units. 



## 120 BharatBenz Trucks Delivered to CJ Darcl Logistics

(Chennai / Stuttgart) Just before India declared a state of emergency in the wake of the Corona pandemic, Daimler India Commercial Vehicles (DICV), Daimler's commercial vehicle subsidiary in India completed a major order with delivery of 120 BharatBenz trucks. The blue BharatBenz 4023T tractors were handed over to CJ Darcl Logistics Ltd in Jamshedpur, in the north Indian state of Jharkand.


CJ Darcl Logistics Ltd is a Joint Venture between Korean group CJ and Indian logistics company Darcl. It is one of India's leading end-to-end transport and logistics companies. The customer already owns 112 BharatBenz trucks and with these additional 120 vehicles renews its commitment to our Indian truck brand in its effort to build a fleet of modern, reliable, safe and efficient trucks.

The BharatBenz 4023T tractors are specifically built for the customer's requirements, most obvious of which is the striking blue livery. Furthermore, all trucks are equipped with DICV's connectivity feature Truckconnect, allowing fleet-managers to track and analyse their vehicles in real time. For additional driver safety the trucks are fitted with the innovative Driver State Monitoring System (DSMS), helping drivers to stay attentive with the use of AI and vision technology.

As the youngest brand of Daimler Truck AG, BharatBenz trucks are



tailored for the Indian market and its customer requirements. BharatBenz trucks are appreciated by Indian fleet customers in particular for their superior reliability, with several customer vehicles already crossing more than 1 million kilometres of running with the original factory built powertrain.

DICV produces and sells BharatBenz trucks and buses above 9 to 55 tons and has produced more than 100,000 BharatBenz vehicles since the market launch in 2012 – an unprecedented ramp-up in one of the world's toughest commercial vehicle markets. 



Thanks to our complementary portfolios and competencies, we can offer unprecedented solutions and services for manufacturers and fleets globally. In this way, we are actively shaping the future of the changing transportation industry," said Wolf-Henning Scheider, CEO of ZF Friedrichshafen AG. "Together, we will create added value for our customers, employees and shareholders. This acquisition marks a major milestone in the history of our company. With it, we are consistently continuing the transformation in the powertrain and in the field of digitalization."

WABCO will operate as an independent division, Commercial Vehicle Control Systems, within ZF. "We are closing this acquisition in an unprecedented social and economic situation," ZF CEO Scheider commented regarding the Covid-19 pandemic. "We are focusing our efforts on protecting our employees, ramping up production, and securing our company's liquidity. In the long term, this thoroughly prepared acquisition will make us even stronger for the future once we have overcome the immediate effects of the pandemic." **F**

## ZF Completes Acquisition of WABCO

(Friedrichshafen, Germany) ZF Friedrichshafen AG has completed the acquisition of commercial vehicle technology supplier WABCO, having gained approval from regulatory authorities. Signalling the start of WABCO's integration into ZF, the acquisition unites two industry leaders behind a shared vision to create a customer-focused powerhouse to advance commercial vehicle technology. With the addition of WABCO, ZF's focus will be on expanding its commercial vehicle service portfolio and on operating customer business.

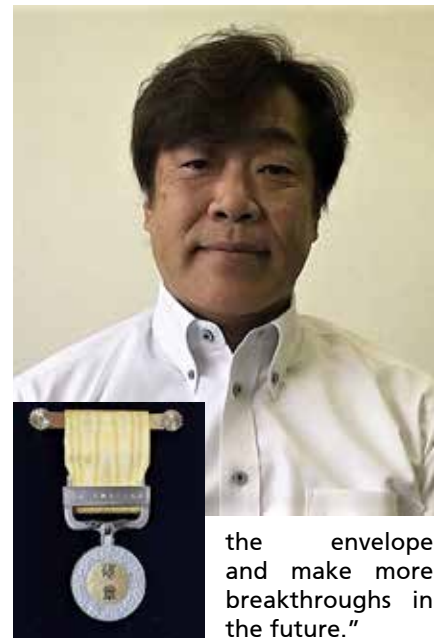
"The combination of these two enterprises will bring a new dimension of innovation and capability for commercial vehicle systems technology."

## UD Truck's Employee Receives Yellow Ribbon Medal

(Tokyo June 04, 2020) UD Truck's Keiichi Arai received the Yellow Ribbon Medal of Honor from the Japanese government for his achievements in building the commercial automobile industry's first dedicated custom paint production line. Since 1955, the Yellow Ribbon Medal of Honor has been given to individuals who, through their diligence and perseverance in their professions, become public role models.

Arai joined the company as an engineer in 1980. After studying conventional paint line technology he proposed to build a custom paint production line at the UD Truck's factory. Initially his idea seemed too radical with many opposed to it, but eventually he was given the go-ahead to redesign the entire process and equipment specifications from scratch. The custom paint line, which began operations in 2002, proved to be popular with customers as it allowed made-to-order high-quality, weather-resistant paint jobs for individual trucks coming off the production line. Now in its 18th year, there are more than 3,000 registered colours and 46,429 vehicles have been produced on the custom paint line.

An overjoyed Arai said, "I was able to receive the award with the support of my mentors, colleagues and family. I am very grateful. This is the result of a comprehensive overhaul of the UD production system and the development of new skill sets, and not so much about me. I hope we can continue to push



the envelope and make more breakthroughs in the future."

Arai is the 12th person in the history of UD Trucks to receive this accolade and proof of the company's commitment to manufacturing excellence and innovation. **F**



## IVECO Presents the New IVECO S-WAY R Racing Trucks

IVECO started the 2020 racing season with the official presentation of the new IVECO S-WAY R racing trucks specially prepared for Team Hahn Racing and Team Schwabentruck. The event was held on Saturday 16th May 2020 on the test track at IVECO's heavy-duty truck manufacturing and R&D centre in Ulm. Due to the current situation, the presentation was attended by a small group of participants in compliance with safety measures and hygiene regulations.

Drivers Jochen Hahn from Team Hahn Racing and Steffi Halm from Team Schwabentruck put their new trucks through their paces on the test track, demonstrating the vehicles' powerful performance. The event was also

livestreamed on IVECO's Facebook page, so that the teams' sponsors, colleagues and fans were able to view the presentation, a short look back at the very successful 2019 season and a preview of the upcoming truck racing season.

The presentation of the IVECO S-WAY R trucks follows five months of development and testing. The new racing trucks benefit from all the advanced design and engineering features of the IVECO S-WAY range launched in 2019 – from the cab that combines functionality and comfort to the optimised aerodynamics that reduce the Cx drag coefficient by as much as 12 percent and deliver up to 4 percent fuel savings. **T**

## Scania's Breakdown Service Gets an Upgrade



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

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

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

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



# They Got that Wrong!

*There is a high degree of certainty when I say that every industry or profession is subject to misunderstanding, misconceptions and perceptions formed without proper research or thought. The transport industry is no exception and over time, I have heard a few things that made me go mmmmm.*

## Male Dominated

Often the transport industry is depicted as one that favours men. However, there are many females working in the industry, and they don't just hold clerical positions, but C-Level posts. Scania, for instance, has three offices run by female Managing Directors. Female drivers are also taking the limelight. At Asian Trucker we have reported on companies trying to hire mostly ladies from as early as 2013. Our contact list is filled with the names of females that are in influential and important positions.

## Booooooring!

Just because it is not an industry that is talked about a lot it means it is boring? I am sure if I asked people in the industry, they will tell me that they look forward to going to work because there is always something happening. During the time I have been involved in this, I have seen and experienced more than I have space and time to report on in our magazines. I admit some people in the transport industry think other jobs may be boring too. And for the same reason: lack of exposure and experiencing it.

## Retreads are Dangerous

An all-time favourite topic! The moment people see a blown-out tyre on the road, they know exactly what has happened: a cheap retread tyre has blown. I wonder how many people know that the tyres on airplanes are retreads. Would they still fly if they are so convinced that retreading tyres is a bad idea? What gives tyres in a bad name is the lack of care for them. Alignment is almost a science and properly done contributes to fewer blown tires.

## Big means Hard to Handle

Every time I see someone driving a truck for the first time, they are surprised how easy it handles. Admitted, technology has come a long way and the modern truck


is in no way as rugged and bare as the ones used to rebuild economies after the WWII. Different times require different solutions. With road transport now possible from Beijing to Lisbon, a truck must be comfortable and easy to handle.

## Re-Assured

Certain businesses shy away from the transport sector. Banking and insurance are two examples that eschew the industry. Most banks after high net wealth individuals. Every insurance agent is paid a commission for every policy they sell. Imagine the potential there is in a company with 100 trucks. That is financing for the vehicles, vehicle insurance, as well as insurance for staff, against fire, against theft of assets, personal injury. To me, it is baffling that an institution like a bank or insurance company would rather try to sell one product to one individual.

## Dead End

Some may think that driving a truck is either something you do to bridge time between 'real' jobs, or it is a dead-end where you are going to spend the rest of your working life in the cab of a truck. There are, however, many opportunities. For instance, if you know how a truck works, you could become a designer. Or a workshop supervisor. Another path could be to move into the warehouse. The one advantage you have after driving a truck for some time is that you know what the job really is about.

I obviously have an advantage in telling everyone about the greatness of the transport industry as I have an audience and several communications channels at my disposal. However, if we all talked up the industry a bit more, I think we can correct some of the misconceptions to the benefit of the industry and everyone in it. 

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