

# SCANIA

## SOUTHEAST ASIA GRIFFIN TODAY



### RAPID BUS SDN BHD

## Shaping the Future of Urban Public Transportation in Malaysia



CASE STORY:  
**CHIANG KIONG MAINTENANCE PTE. LTD. FINDING A GOLDMINE IN THE WASTELAND**

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**125 YEARS**  
 OF SUSTAINABLE  
 INNOVATION

UPDATE:  
**125 YEARS OF SUSTAINABLE INNOVATION**

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SCANIA  
1891 - 2016  
125 YEARS



## YOUNG AT HEART

Scania's first 125 years mark an era of cutting-edge technology. In partnership with our customers, we will continue our successful journey on which innovative solutions meet the future. Follow us at:

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10/2016

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## ARE YOU CONNECTED YET?

We are all personally connected via Facebook and LinkedIn nearly 24/7. So are Scania Malaysia, Scania Singapore, Scania in Myanmar and Philippines. So we hope to get connected with you!

Speaking of connections, Scania continues to be at the leading edge of technology as we celebrate our 125<sup>th</sup> birthday. Scania supplied its 180,000<sup>th</sup> truck with activated connectivity. In Malaysia and Singapore, we have already launched Scania Fleet Management. This is part of Scania Connected Services which also consists of Vehicle Introduction, Driver Support, Driver Training and Coaching. We at Scania are looking forward to featuring a customer in the next issue who has enjoyed upto 10% fuel economy ever since.

But for this issue, we are also very proud to feature three significant articles collected from the past three months.

RapidBus in Malaysia has always been at the forefront of public transportation. Scania Malaysia is proud to be a long term partner of RapidBus. We are also honoured to have its story published in this issue. Scania Singapore, again enthral us all with a wide range of applications like the ones from Chiang Kiong Maintenance Pte. Ltd. Last but not least, we excitedly welcome a new article about our customer, Best Geo Carrier Corporation – supported by our dealer BJ Mercantile. This is the first time we have had a story from the Philippines and we look forward to having many more in the future.

Happy reading!

IAN TAN

MARKETING AND COMMUNICATIONS MANAGER  
SCANIA SOUTHEAST ASIA

## Scania Southeast Asia Griffin Today

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# RAPID BUS SDN BHD

SHAPING THE FUTURE OF URBAN PUBLIC  
TRANSPORTATION IN MALAYSIA





En Zulkifli Mohd Yusoff,  
CEO of Rapid Bus Sdn Bhd  
and Group Director of Prasarana Bus Division

#### How It All Started

Prasarana was established under the Ministry of Finance to manage and operate Malaysia's urban public transportation needs, with divisions set up for the light-rail transit and buses.

In 2013, Rapid Bus Sdn Bhd was formed as a subsidiary of Prasarana, making it accountable for its own bottom-line and responsible for managing its own cost of operations.

Rapid Bus currently operates a fleet of over 1,000 buses, with 790 Scania K270UB 4x2 and K250UB 4x2 models coming from Scania Malaysia, thereby leading the stable with proven superior European technology in the cities of Kuala Lumpur, Penang and Kuantan.

#### The Man at the Helm

A mild mannered man in his mid-50s, professional engineer En Zulkifli Mohd Yusoff is the Chief Executive Officer of Rapid Bus Sdn Bhd and is also the Group Director of the Prasarana Bus Division.

A family man with three adult children, he took the helm of Rapid Bus in October 2014 after a major restructuring exercise in 2013 which had the aim of making Rapid Bus profitable.

"We started the Bus Division with government funds and were solely dedicated to providing transportation services to the masses with RapidKL in Kuala Lumpur.

RapidPenang came next, followed by RapidKuantan in 2012," stated En Zulkifli.

"However, the major restructuring in 2013 made us more objective in justifying our existence and that is to try and start making profits so that we can provide even better services to the public. And the performance of the European buses has generally given Rapid Bus a solid reputation from the ground up which can be seen from the steady increase of passengers year after year," he added.

Sticking to one golden rule, En Zulkifli tells his people, especially the drivers, to "take responsibility for our actions and do the right thing." In short, he inculcates a sense of ownership in all his personnel towards their jobs. He abhors the 'yes man' culture and promotes freedom for all to be creative in their responsibility, as long as they are accountable for their actions.

#### Keeping the Fleet Roadworthy and Moving

The public transportation business is cost-heavy with a very small margin to play with, based on this simple premise - to generate revenue the buses have to be moving and picking up passengers on all designated routes.

"Generally, European buses have given us better uptime, as they rarely break down and are fuel efficient. The longer the buses stay roadworthy, the lower will be the cost of operations."

For Rapid Bus's Scania Fleet, regular preventive and corrective maintenance is done at the bus depots, while major repairs are carried out at the Cheras Selatan (for RapidKL) and Nibong Tebal facility (for RapidPenang operations). However, overhauling works and situations that require specialized maintenance are sent to the Scania workshops that are equipped with special tools to perform specific tasks.

The depots are also backed by mobile technicians and tow-trucks to attend to any emergency situation.

#### The Bus Academy

The main objective of Rapid Bus is not only to serve the public but to operate at a profit, thereby justifying its existence without being dependent too much on government subsidies.

To serve the public well is to ensure the consistent mass usage of the buses that run through thousands of housing developments within all three involved cities.

Timing and the proper scheduling of the buses to all destinations have to be strictly followed by the bus captains (drivers). The public has to be assured that the buses arrive at the bus shelters on time, providing a safe and comfortable ride for the passengers.

All the above traits have to be inculcated in the bus captains when they undergo their training at the Bus Academy. A comprehensive three-month training module is provided for all successful bus captain applicants.

In addition to this, Scania will also provide their Vehicle Introduction to all bus captains who have been chosen to steer their buses. That will be part of the connected service package offered to all owners of newly purchased vehicles.

The success of the Bus Academy has created an opportunity for Rapid Bus to open up this facility to the public, especially to bus captains of other bus operators who can enroll in its training programme. This business proposition has been presented to the Board of Directors for approval. At the very least, the training offered could act as a refresher for these drivers while the Bus Academy could serve as another profit-making centre.

Rapid Bus presently retains more than 3,000 bus captains to service all the routes daily.

Rapid Bus hopes to offer a safer and more comfortable alternative for people to travel to work. However, this is where the local councils have to step in and re-activate the bus lanes that were in use before. And, of course, upon re-activation, enforcement has to be stepped up to ensure the bus lanes will be used by buses only, especially during peak hours, so that the buses will be able to keep to their time schedules even in heavy traffic jams.



For as long as the bus are running on the road in good working conditions and we have sufficient well trained and disciplined bus captains, we don't have anything to worry about."





## CASE STORY



Jasmen Tan,  
Management Partner  
of Chiang Kiong Maintenance Pte. Ltd.

Apart from that, the bus captains play a very important role as front liners who ensure that passengers are happy and continue using Rapid Bus services.

The Light Rapid Transport 3 (LRT) system is expected to reduce the daily traffic jams within Kuala Lumpur even more and will make travelling via public transport more economical and faster. Rapid Bus sees itself as complementing the rail based system by feeding passengers to their stations.

In fact, when the LRT 3 starts operations, the schedules for both modes of transportation will be consolidated further to ensure that there is minimal overlapping of routes.

### The Future

“For as long as the fleet is running on the road in good working conditions and we have sufficient well trained and disciplined bus captains, we don’t have anything to worry about,” stressed En Zulkifli.

Expanding the fleet is always on the cards and Rapid Bus is planning to add more buses to its fleet beginning in 2017.

En Zulkifli believes that private vehicle drivers will one day leave their vehicles at home and use public transportation to get to and from work, but this will only happen if the public transportation can provide the best of services to their passengers. ●

# CHIANG KIONG MAINTENANCE PTE. LTD. FINDING A GOLDMINE IN THE WASTELAND

Text & Photo: Whitesparrow Singapore

For second-generation management trainee Jasmen Tan, waste management and recycling has always been a part of his life. Started by his father, Tan Chiang Leong and his uncle, Tan Chin Kiong, Chiang Kiong Maintenance Pte Ltd has been at the forefront of the waste management business for over 20 years.

Specializing in hospitality and commercial waste management, Chiang Kiong services most of the hotels along Orchard Road and a good number of shopping malls as well. It also covers the entire Marina square area, SBS and SMRT, as well as Singapore’s two integrated resorts.





#### A Man and His Tools Make a Man and His Trade

The first Scania was purchased six years ago, as Chiang Kiong rode along the wave of the bigger players who also started investing in European brands. Realising that Singapore will soon require all vehicles to be Euro-4 compliant, Chiang Kiong began investing in their new and improved fleet.

There was an improvement in driver retention as driving a Scania was more comfortable, safer and easier to manoeuvre. The company also gained more visibility and presence on the roads with Scania's robust build and there was an additional perceived value from our clients who understood the reliability of Scania vehicles.

"The larger and more robust vehicle also allows us to better fit the larger or specially customised rear-end-loader (REL). This is especially important as we provide in-house manufacturing of the RELs for our clients who may not have the optimal space required for efficient maneuvering," explained Jasmen.

**There Is a Saying among Prospectors: "Go out Looking for One Thing and That's All You'll Ever Find."**

**"As we move into the 21st century, it is no longer about just picking up waste and throwing it away. Chiang Kiong has progressed from being a traditional company to providing the full set of waste removal service processes. Now we include recycling and reporting services for our clients, which is mandatory in their business, making us a waste management solutions company."**

#### Golden Rules to Stay Ahead

To keep ahead of the competition, Chiang Kiong has successfully positioned itself as the go-to for its flexibility towards customers' needs. "We are small when compared with the big players of the industry, but we are big when compared with the other local service providers. We have the capacity to provide fast and efficient solutions with an excellent service quality and yet we can be flexible and nimble when resolving unforeseen issues," said Jasmen.

Another competitive edge of Chiang Kiong has been not only to focus on waste removal but, also, to look at the entire supply chain process by being a being a part of or taking charge of every part of the supply chain. Chiang Kiong manufactures its own waste removal equipment,

customizing it to the specs required by clients due to the restraints of building access, waste quantity and other factors. It also has an in-house mechanical servicing branch which ensures its vehicles are tended to immediately should any issues occur. With these in place, Chiang Kiong is always one step ahead in responding to their clients.

**"We cannot afford any hiccups, especially in the hospitality sector. By having a range of in-house services, our response to breakdowns and our flexibility to adapt enables us to serve them better."**

*Jasmen Tan; Management Partner*

With Chiang Kiong's footprint all over Singapore with SMRT & SBS, no job is too small or too inconvenient as it is already present in these areas. This makes This makes it more competitive in being able to provide services to clients across the island.

#### There Is No Time to Waste

Like many industries, Chiang Kiong's biggest issue is with manpower retention; especially so as waste collection is considered to be a 'dirty job.' Another challenge is the social stigma associated with the business of waste management. "We come across waste on a daily basis but no one thinks about it. But when we want to initiate activities like recycling or awareness programmes, we tend to have a slight cold shoulder as they disassociate with us," said Jasmen.

However, Chiang Kiong continues to encourage and work with green-minded clients to educate them further about how recycling has immediate benefits for their businesses. By explaining the cost cutting benefits and efficient waste management processes that ultimately reduce their waste management costs, clients are starting to pay more attention to this topic.

Chiang Kiong has also made significant progress in the research and development of recycling food waste, which is the most challenging part of this business. By involving its clients as part of the process, both parties gain positive recognition and that has brought more partners onboard.



# LEADER OF THE PACK SCANIA OUTPERFORMS THE COMPETITION

Text & Photo: Avanceña Public Relations Philippines

The Scania G400 lords it over the fleet of trucks of Best Geo Carrier Corporation. According to its Managing Director, Benzon N. Rosete, “You can’t beat a truck that’s high-tech, reliable and user-friendly.”

Despite being a relatively young company, having only begun operations in October 2015, Best Geo Carrier Corporation already has a fleet of 25 trucks. To kick-start the business, the company decided to purchase five trucks each from five different manufacturers to serve as bulk carriers. Their main role is to support the construction and cement operations of affiliate companies. The trucks transport fine aggregates, cement and limestone for power plants to filter sulphur dioxide.

Benzon recounts that it all began more than two decades ago when a group of friends from high school wanted to go into business together after graduating from college. Their initial foray was into the sale of filtered bottled water marketed under the name, Inuman. From there, they expanded into quarrying operations, the construction business and even into providing security services. Their biggest and most profitable investment so far is the BGC Batching Plant.

#### One of the World’s Most Beautiful Trucks

“It was Dr. Eder Dizon, one of our partners, who brought Scania to the groups’ attention,” says Benzon. “Eder is one of the country’s leading cosmetic surgeons so he has a keen eye for beauty and is very meticulous and precise. The form and function of the Scania G-series trucks immediately caught his fancy so he insisted that they should be part of our fleet. Upon conducting further research and after several meetings with the local Scania team led by Leilani Lim-Tan, Vice President of BJ Mercantile, Inc., we all agreed with Eder’s assessment.”

#### More Space, More Power, More Comfort

The G-series range of Scania trucks brings a new level of comfort to drivers engaged in national long-haulage, distribution and virtually all types of construction applications. All models are equipped with a spacious G cab, and each is available as a tractor or as rigid. It also allows customers to choose an inline engine of up to 490 hp – more than enough strength for the majority of on- and off-road duties.

“Initial tests have been excellent. The performance of our Scania trucks are just as advertised. We’ve encountered no problems so far,” says Benzon. “They are very luxurious and very fuel efficient. The Scania G400 has the highest clearance versus our other trucks – whether they are made in Europe, Japan or China. Long-drives, uphill climbs, traversing mud and rocks pose no difficulties for the Scania.”

“  
You can’t beat  
a truck that’s  
high-tech,  
reliable and  
user-friendly.”



“  
They are very  
luxurious and  
very fuel efficient.  
The Scania G400  
has the highest  
clearance...”



“

Having Scania trucks also bodes well for our reputation as we see the VIP treatment extending to our customers. When our Scania trucks drop-off a delivery, they are afforded preferential parking because they could see that it is a premium truck and, in turn, they view our company in high regard.”



Benzon N. Rosete,  
Managing Director of BGC Corporation

**Driver's Choice**

“All our drivers gravitate towards the Scania. In fact, I just discovered that there is a hierarchy among them. Those who are fortunate enough to be driving our Scania trucks consider themselves or are looked upon as a cut above the rest. They all testify to the Scania G400's driving comfort and ease of use,” says Benzon.

**VIP Treatment**

“But the best part about owning a Scania is the excellent service. My main role is to make sure the business thrives in this very dynamic industry and it would be quite a challenge to turn a profit if your trucks are not running. I have five different vendors and nothing compares to Scania's premium level of service. Scania's service professionals are in constant touch with us; in fact, they often come by to visit even when there is no scheduled service appointment just to make sure our trucks are in tip-top shape,” says Benzon. “Having Scania trucks also bodes well for our reputation as we see the VIP treatment extending to our customers. When our Scania trucks drop-off a delivery, they are afforded preferential parking because they could see that it is a premium truck and, in turn, they view our company in high regard.”

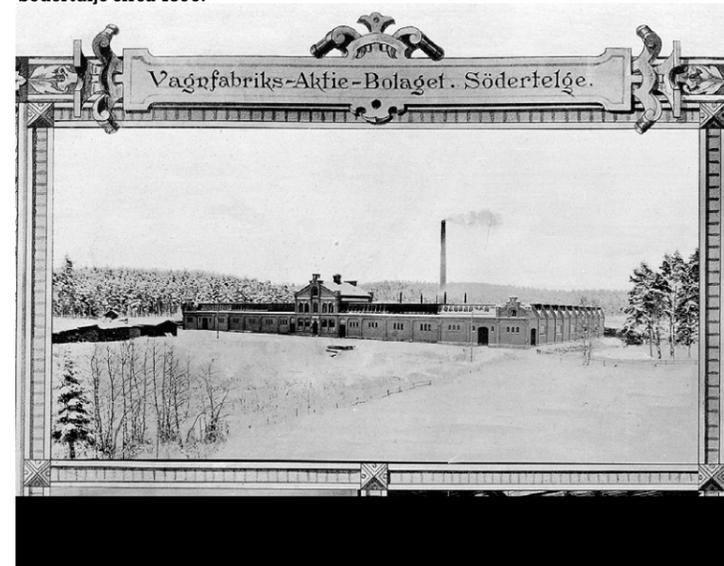
**Long Term with Scania**

“Scania is a long-term truck and we are very excited to see how it will perform over the next few years. We are looking forward to getting Scania's Fleet Management Services up and running so we could further enhance our operations. In conclusion, I would like to thank Scania for their excellent service and for going above and beyond. I often recommend Scania to friends in the industry and, as our business grows, we won't hesitate to add more Scania trucks to our fleet,” Benzon concludes. ●

# 125 YEARS OF SUSTAINABLE INNOVATION



The premises of Vagnfabriks Aktiebolaget in Södertälje circa 1895.



From horse-drawn trams to the world's most powerful trucks, Scania's come a long way in 125 years. Here are some of the most important milestones from that journey – and some of the people within the company that made the journey possible.



**1891**

Vagnfabriks Aktiebolaget i Södertälje (Vabis) is established in December 1891. The factory mainly builds open goods wagons, baggage cars, passenger coaches and horse-drawn trams.

**1906**

A pithier version of the company name, Vabis, is registered as a trademark in 1906.



**1897**

The first completely Swedish-built car is born. The maiden run, with mechanical engineer and designer Gustaf Erikson at the controls, takes place in early 1898. In 1902, a truck is built, and the year after a passenger car.



The only known photograph of Gustaf Erikson's first car taken at its official test run in 1898.

**Per Alfred Nordeman, the first Managing Director of Scania-Vabis (1911-18).**

**1911**

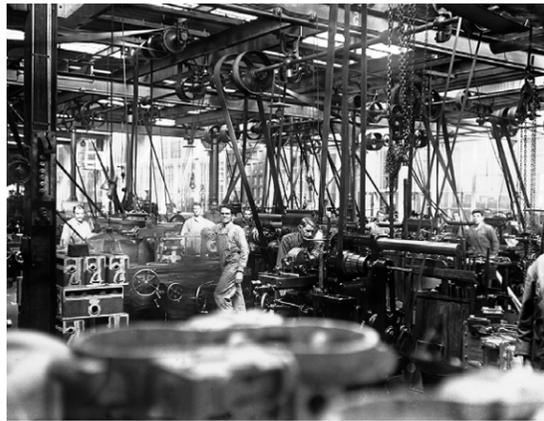
Scania-Vabis is created through the merger of Maskinfabriksaktiebolaget Scania in Malmö and Vagnfabriksaktiebolaget i Södertälje under the leadership of Per Alfred Nordeman. The head office moves to Södertälje. All development and production of engines, cars and light goods vehicles are located there, while trucks and other heavy vehicles are made in Malmö.

**1922**

Designer August Nilsson patents a new carburettor with improved reliability and fuel economy. His engine designs underpin Scania-Vabis' success in the truck market in the 1920s. The following year, Nilsson designs a compact 4-cylinder overhead valve engine that produces 60 hp after fine tuning when burning a mixture of benzol and alcohol. Trucks and buses profit from its power and reliability.



The Scania-Vabis L51 Drabant was the first in a new generation of trucks to meet increasing demand in the 1950s for vehicles with higher payloads.



1920s: The milling unit in the central workshop at Scania-Vabis, Södertälje.



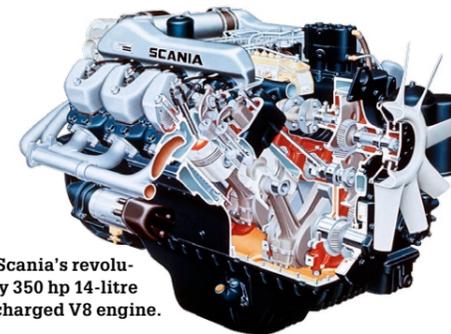
Sverker Sjöström was appointed technical director in 1961. He was instrumental in developing Scania's modular product system.



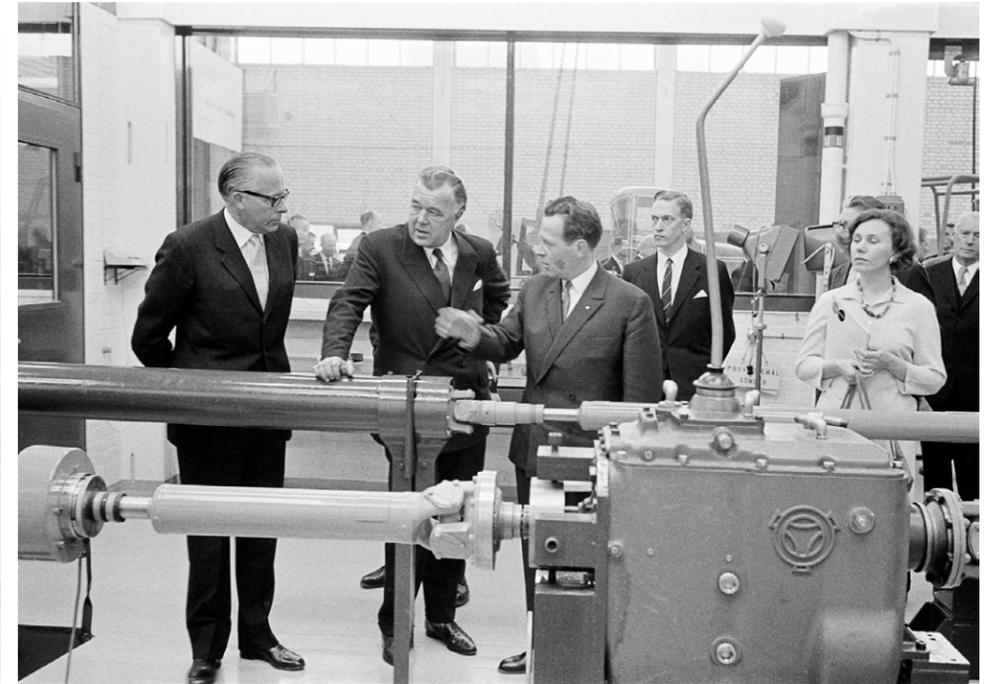
1956: A Scania L71 tanker in operation in Argentina.



The flagship model of the new 3-series, the R143, was fitted with a 470 hp V8 turbo engine.



1969: Scania's revolutionary 350 hp 14-litre turbocharged V8 engine.



1964: Prince Bertil of Sweden (second from left) attends the inauguration of Scania-Vabis' new central laboratory.



The 2-series, or GPRT range, showed modular thinking to be at the core of Scania's corporate philosophy. From left to right: the G82, P112, R142 and T112.

1922

Production is concentrated in Södertälje, with a focus on building heavy trucks and buses. Car production is gradually phased out.



Scania-Vabis' pre-combustion chamber diesel engine featured a compact, 6-cylinder, 7.74-litre design with an output of 120 hp.

1932

Scania-Vabis delivers its first forward control Bulldog bus inspired by chief designer August Nilsson's visit to Ohio-based busmaker Twin Coach in 1929.

1936

Scania-Vabis develops its first diesel engine. A trade press journalist describes a test drive in a bus powered by the new diesel engine: "To my surprise, I could hardly hear the engine. However, I certainly felt its effect – the bus shot forward like an arrow from the bow."

1940

Women are employed at the Scania-Vabis factory for the first time, initially as inspectors. Although resistance to the employment of women persists for many years, their number grows as heavy lifting operations are mechanised.

1940

Carl-Berthel Nathhorst, a 32-year old graduate engineer, becomes new Managing Director. Nathhorst transforms the craftsmanship-oriented company into an efficient export enterprise.

1953

The L51 Drabant is the first in a new generation of trucks to respond to increasing demand for vehicles with higher payloads.



1956

Scania-Vabis passes the magic 50 percent export mark.

1961

Sverker Sjöström becomes Scania-Vabis' first technical director. Sjöström's work provides the platform for Scania's modular product system.

1961

Scania-Vabis builds on its success in Brazil and opens its first production unit outside Sweden in São Bernardo do Campo, near São Paulo. Trucks, bus chassis and industrial and marine engines are all produced on-site.

1964

Scania-Vabis centralises research and development in Södertälje, with a new central laboratory. Later nicknamed "The Hill", the lab occupied three wings and an adjacent office building.

1969

A legend is born when Scania introduces its new 350 hp 14-litre turbocharged V8 engine. The most powerful truck engine in Europe at the time, the new V8 also pioneers Scania's low-rev philosophy with a high torque output at low engine speeds.

1980

Scania launches the 2-series, or GPRT range, the first modular commercial vehicle range. Each individual component, such as the engine, transmission, frame, cab and axles, can be further refined independently of other components. Italdesign's Giorgio Giugiaro, a wunderkind in automotive styling at the time, is instrumental in developing the 2-series' characteristic design.

1987

For the first time, 30,000 vehicles (trucks and buses) are built. This total increases to 35,000 by 1989, the year in which truck production alone exceeds 30,000.

1987

The Scania Technical Centre opens. Comprising 34,000 square metres of office space and 48,000 square metres of laboratories and testing facilities, it's a major expansion of the company's research and development resources.

1988

The new 3-series is launched and a year later takes the International Truck of the Year award. With the new range, Scania further refines its modular approach and is now able to manufacture made-to-measure trucks according to customer specifications.

1995

Styled by Italy's Bertone, the 4-series paves the way for Scania's styling into the 2000s.

A Scania R144 530 Topline belonging to Transportes Volta & Leite in Porto harbour, Portugal.





2000: Carola Stjärna working with gearbox assembly for Scania vehicle No. 1,000,000 in Sibbhult, Sweden.



2005: Scania enters into a joint venture with America's Cummins to produce a new high-pressure common-rail fuel injection system for diesel engines.

2005: Urban Johansson, Head of Powertrain Development at Scania, with the company's Euro 4 engine.



2014: With the launch of the new hybrid powered Scania Citywide bus, Scania takes another step towards offering carbon neutral transport solutions.



2013: A record number of invention disclosures – 700 – are submitted to Scania's Patent Department. The majority concerns the development of electronics and control systems.



2009: Over a two-year period, Swiss driver Thomas Wolf was assigned to field test a Scania R 620 to evaluate new functionality and the cab's fittings.



The 2012 Scania Driver Competitions attracted a record 76,000 contestants. The European winner was Gabriel Warde, Ireland.



**1995**  
Scania's classic logo with the pedal crank and the griffin is resurrected in modern form.

**1996**  
Scania's s4-series receives the International Truck of the Year award.



A Scania R124 4x2 with box semitrailer at Krabbendijke, the Netherlands.

**2000**  
Scania's millionth vehicle rolls off the assembly line in Zwolle, the Netherlands. Eleven production units in five countries were involved in making the truck – a Scania P124 6x4 360 tractor unit. The vehicle is donated to the International Red Cross. While it took 96 years for Scania to build its first 500,000 vehicles, it took just 13 years to make that a cool million. The Red Cross truck is today parked in the Scania museum at Södertälje.

**2003**  
Michele Sandri from Italy wins the first round of Scania's Young European Truck Driver. The biggest competition ever for heavy truck drivers in Europe is arranged by Scania in cooperation with the European Commission.

**2004**  
The launch of the R-series and, later, the PRT-range. Scania focuses on creating a better cab environment and increased uptime. The R-series is named International Truck of the Year a year later.

**2005**  
Scania is the first heavy vehicle manufacturer to produce engines that meet the European Union's Euro 4 emission standards.

**2005**  
Scania enters into a joint venture with America's Cummins to produce a new high-pressure common-rail fuel injection system for diesel engines. Scania XPI revolutionises engine performance by providing both extremely high pressure and precise controllability – factors that provide excellent fuel efficiency.



A black leather belt with a brushed steel Scania grille buckle, part of the first Scania Truck Gear Collection.

**2005**  
Scania moves into the world of fashion with the launch of the Scania Truck Gear Collection.

**2009**  
With the launch of the new coach Scania Touring, Scania and Chinese bus bodybuilder Higer join forces to produce buses in China for the world market – a pioneering step for Scania.

**2009**  
Five years after its launch and with more than 200,000 vehicles delivered worldwide, a new version of Scania's top-of-the-line R-series is introduced. Options include the new Scania Driver Support system, which offers drivers real-time feedback on their driving technique.

**2010**  
Scania's new V8 boasts 3,500 Nm of torque and 730 hp, making it the most powerful truck engine in the world. "Without compromising fuel consumption, we have succeeded in building a very powerful engine," announces Björn Westman, Head of Engine Development at Scania.



**2011**  
Two years ahead of the legislative deadline, Scania introduces Europe's first Euro 6 trucks, with 6-cylinder 13-litre engines producing between 440 and 480 hp. The move pays off in improved market share and a growing reputation for sustainable innovation.

**2013**  
Scania launches its new long-haul Streamline range. Improvements in aerodynamics and the powertrain cut fuel consumption by up to 8 percent.

**2014**  
Scania becomes a wholly-owned subsidiary of the Volkswagen Group.

**2014**  
Scania adapts the Wearables technology trend with the Scania Black Griffin Watch.

**2015**  
Since the start in 2003, 300,000 drivers worldwide have taken part in the Scania Driver Competitions.

**2015**  
Scania supplies its 150,000th truck with activated connectivity. The customer is Aconcagua Transportes in Argentina.





Text & Photo: West Coast PR Malaysia

# DELIVERY OF SCANIA TRUCKS SIGNALS STRONGER BUSINESS CONFIDENCE

**Ipoh, March 17<sup>th</sup>, 2016** – Scania Malaysia today delivered two Scania P360 LA 4x2 MNA trucks to Circular Agency Sdn Bhd (CA), a wholly-owned subsidiary of the Malay-Sino Chemical Industries Sdn Bhd, which is part of the Batu Kawan Berhad group.

The keys to the Scania trucks were handed over by Pre-Sales Director of Scania Southeast Asia, Tom Kuiphuis, to the Managing Director of Batu Kawan Berhad, Dato' Lee Hau Hian. Also present at the handover were CA's General Manager Tan Boon Chye, CA's Service Support and Maintenance Manager Karunakaran a/l Ganapathy and Internal Auditor Manager of Batu Kawan Berhad, David Ng Weng Kiang.

"Circular Agency has always emphasised the importance of safety, health and environmental care when the company is transporting chemicals produced by the group. That is why we ensure we have good quality trucks in our operations," Dato' Lee stated.

It was only after careful consideration that CA chose the Scania trucks mainly due to their performance, fuel economy and safety. Apart from meeting the high standards that CA practices, the Scania trucks are also environmentally-friendly and will, also, in the long-term, contribute to the total operating economy, giving best returns on investment.

The two Scania trucks come with two years' free maintenance, two years' free Scania Assistance and 10 years' free Scania Fleet Management.

Scania Maintenance is part of a range of maintenance services provided by Scania Contracted Services. The trucks will be maintained by the Scania Malaysia service centre in Ipoh. Scania Assistance allows Scania to track and follow-up on the status of any customer's case from start to completion; keeping the customer informed throughout the entire process.



This allows the customer to plan and reorganise fleet movements better in the event of a particular vehicle needing assistance. Scania Fleet Management is a set of services that connects the vehicles with a customer's office through a communicator device. Scania customers will get vehicle data, fleet position and reviews of driving performance. By focusing on these details, Scania customers can make informed decisions and take the necessary actions to increase the productivity of their fleet. Vehicle and driver performance can save up to 10% of costs in fuel economy if Scania Fleet Management is used together with Scania Driver Support, Driver Training and Coaching services.

The trucks are also equipped with Scania Opticruise transmission technology, which gives drivers comfortable truck handling for best safety and fuel economy, while reducing clutch and synchromesh wear.

"At Scania, we continue to put our customers' operations at the centre of the entire value chain. Scania's wide range of quality products and services are constantly improving and optimised for our customers' needs," said Tom. "The addition of Scania Maintenance, Scania Assistance and Scania Fleet Management strengthens Scania's total solutions to help our customers achieve best profitability." ●





### Past, present and future on Scania's new web site

Scania recently launched its new Group website, with a clear focus on news, images and videos about Scania's global operations, businesses and transport solutions.

The new website is a forum for information on Scania as well as on general developments within the world of transport and logistics, placing a particular emphasis on sustainability.

With Scania celebrating its 125th anniversary in 2016, the new website also provides extensive historical content. Readers more interested in future transport solutions will find the innovation section a treat.

The new scania.com has been developed for use with all platforms, from mobile to desktop.

Check out the site by visiting Scania.com and clicking on "Scania Group".

### A true fuel-master

Mike Heusschen from Belgium can now call himself a Scania Fuel Master. He is one of several truck drivers across Europe to have taken part in the Scania Fuel Masters challenge.

The challenge invited drivers to post their best average fuel-consumption results over a stated 100-kilometre route that they had recently driven. By sharing this data, the drivers were able to collect likes or "honks" from other drivers, which then attracted the attention of a jury panel. The panel each week crowned three Scania Fuel Masters. Along with the honour of the Scania Fuel Master title, the winning drivers each received a Scania watch.

Heusschen's average fuel consumption was 27.5 litres/100km while driving a 4x2 tractor with a 450 hp engine. "It was an honour to receive this title," he says. "Especially as since July I have been an independent driver, and I deliberately chose a new Scania 450 Euro 6 due to its fuel consumption."



### New R&D centre in India

Scania's Research and Development department in Bengaluru, India, has, in collaboration with Larsen & Toubro Technology Services, recently inaugurated its new offices.

In addition to Scania's main R&D centre at its head office in Södertälje, Sweden, the company also carries out research activities in São Bernardo do Campo in Brazil.

The R&D office in India employs about 100 development engineers and is primarily focused on localising and adapting Scania's buses and trucks for both the Indian market and other emerging markets.



### Top ITE College West Graduates Win Scania Singapore Award 2016

Scania Singapore presented six awards at the Institute of Technical Education (ITE) Graduation Ceremony 2016 on February 23<sup>rd</sup>, 2016 at ITE College West in recognition of the top six performing students from the School of Engineering.



### Ministry of Transport (MoT), Malaysia Road Safety Department (RSD) & Scania Launched National Road Safety Campaign in Conjunction with Chinese New Year 2016

Malaysian Road Safety Department (RSD) organized the launch of the Road Safety Campaign in conjunction with the national-level Chinese New Year in the South Integrated Terminal in Bandar Tasik Selatan on January 29<sup>th</sup>, 2016. Themed "Berhati-hati Dalam Perjalanan, Selamat Ke Destinasi," the campaign had the support and cooperation of various departments, agencies, non-governmental organizations (NGOs) and the private sector. Cooperation National Blue Ocean Strategy (NBOS) covers various aspects and interventions to improve road safety in this festive season.

### Express Perdana Launches New Management Office with Plans on More Scania

Express Perdana launched its new management office by signing a memorandum of understanding (MOU) with Scania Malaysia for a new fleet of vehicles and services that includes financial services from Scania Credit Malaysia on March 10<sup>th</sup>, 2016. Scania undertook to deliver eight K410 EB 6x2 units at the ceremony that was witnessed by Yang Bahagia Tan Sri Dato' Seri Syed Hamid bin Syed Jaafar Albar, Chair of SPAD. Idros Puteh, Sales Director of Scania Southeast Asia, had the privilege of signing the MOU with Yang Berusaha Tuan Haji Laili Haji Ismail, CEO of Ekspres Perdana.



### OAMS Scania Launches the New Scania Streamline G Series

OAMS Scania launched the new Scania Streamline G Series tractor in Yangon on January 9<sup>th</sup>, 2016. The ScaniaStreamlinetruckrange features new ways to improve fuel efficiency even more, enhance drivers' working environment and increase vehicle uptime. Chan Mya, Managing Director of Octagon Automobile and Machinery Services says: "Powered by the updated Scania Opticrusis, the vehicle comes with up to three performance modes as standard, which are optimized to customer needs and driving styles safely and comfortably in a way that is environmentally friendly."



"After just a year we've been able to see fantastic results."

Cornelis van Genderen, owner and CEO of Dutch transport company Getron, on how connected vehicles from Scania have enabled the coaching of its drivers and cut fuel consumption by five to six percent.

### Boarding underway

In a manoeuvre as spectacular as it is perilous, the newly launched pilot boat Armeria 014 boards a large tanker near the shipping port La Rochelle on the west coast of France.

The newest pilot boat in the La Rochelle-Charente fleet, the vessel has been fitted with two Scania DI 13 engines. "After studying the strengths of the DI 13 engines, they appeared tailored for our operations," says maritime pilot Régis Buray.



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# SCANIA