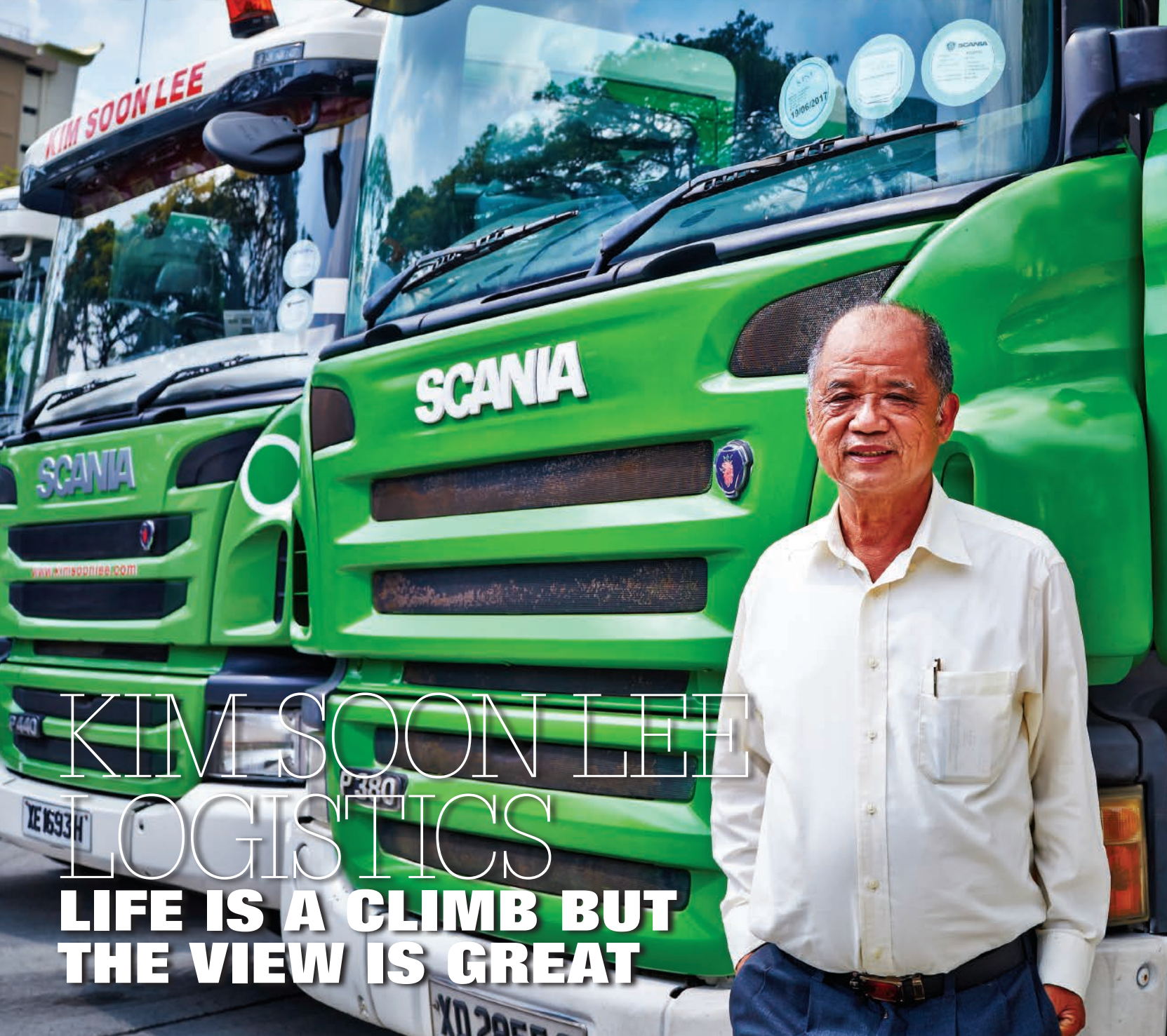


# SCANIA

## SOUTHEAST ASIA GRIFFIN TODAY



KIM SOON LEE  
LOGISTICS  
**LIFE IS A CLIMB BUT  
THE VIEW IS GREAT**



CASE STORY:  
**SAFETY, RELIABILITY AND  
QUALITY WITH CUSTOMER  
DRIVEN SRI MAJU**

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UPDATE:  
**SHAPING  
THE FUTURE**

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**SCANIA**

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AND BUS DRIVERS**

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11/2016

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A wholly-owned subsidiary of Tiong Nam Logistics Holdings Berhad, a public-listed company on the Kuala Lumpur Stock Exchange and a leading total logistics provider with operations across the Asia Pacific region, TNHTL offers complete heavy lifting, transportation and installation solutions for a wide variety of payload.

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## SHAPING THE FUTURE

This is not only a headline of an article in this edition of SSEAGT. It is what Scania does. Scania, like many of our customers in the transport industry, are seeing a growing trend in urbanisation, sustainability and digitalisation. Scania, like many of our customers, need to continue to embrace new and cutting-edge technology in order to remain competitive.

Which is why customers like Kim Soon Lee Logistics in Singapore, Sri Maju in Malaysia, Thanatwit in Thailand and Tiong Nam in Malaysia continue to offer the best service levels to their customers. They have all evolved in order to stay stronger. They continue to put their trust in Scania to grow into the future.

To stay updated on the latest and greatest, do visit our websites - [www.scania.com.my](http://www.scania.com.my) and [www.scania.com.sg](http://www.scania.com.sg). Follow us on [www.facebook.com/scaniagroup](http://www.facebook.com/scaniagroup), [www.facebook.com/scania.malaysia.sdn.bhd](http://www.facebook.com/scania.malaysia.sdn.bhd), [www.facebook.com/scania.singapore.pte.ltd](http://www.facebook.com/scania.singapore.pte.ltd), [www.linkedin.com/company/scania](http://www.linkedin.com/company/scania), [www.linkedin.com/company/scaniamalaysia](http://www.linkedin.com/company/scaniamalaysia), [www.linkedin.com/company/scaniasingapore](http://www.linkedin.com/company/scaniasingapore).

IAN TAN

MARKETING AND COMMUNICATIONS MANAGER  
SCANIA SOUTHEAST ASIA

## Scania Southeast Asia Griffin Today

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# KIM SOON LEE LOGISTICS

LIFE IS A CLIMB, BUT THE VIEW IS GREAT





“

**Time and opportunity waits for no man”** *said Mr. Lim.*



Mr. Lim Chai Kiui,  
Chairman of Kim Soon Lee Logistics

#### Seek The Unknown And You Shall Find

Mr. Lim Chai Kiui first stepped foot in the logistics industry half a decade ago as a young, idling high school graduate. Working as an administrative staff in one of the largest logistics company in post-independence Singapore, it took Mr. Lim all but two years before he decided to strike out on his own. “Time and opportunity waits for no man,” said Mr Lim, as he recalled being the proud owner of his first logistics vehicle.

Another two years and a fleet later, Mr Lim and his late father decided to register the business under a company and promptly named it Kim Soon Lee, after the ancestral family name Kim, and had the good fortune of smooth sailing to the business thus far.

“Our corporate motto and objective is simple. Always honour our promises to clients and always deliver to our best abilities. Keeping this in mind has helped us overcome every challenge in the last 48 years. We must ensure that we are working within our capabilities and are not overwhelmed by greed or over-ambition, never biting off more than we can chew, especially when it comes to the liquidity of our company,” explained Mr. Lim.











### **Dream The Impossible And You Will Reach It**

Kim Soon Lee was recognized for the second time, in 2015, as a recipient of the Singapore Enterprise 50 Awards. Coming in at an impressive 8<sup>th</sup> place, this award serves as recognition for the company's hard work, as well as a pressure to improve continuously.

"The term 'one-stop solutions' in the logistics industry includes a very wide scope. We might not cover every aspect of it but we are well equipped to provide all the service our clients need. This accomplishment is no easy feat but, as the saying goes, 'March winds and April showers bring forth May flowers.' There will always be challenging times but, as long as we keep sowing, we will reap! My sons Joseph, Gim Hwee and Larry, who are helping me in the business, are also working hard to learn more and do better," said Mr. Lim.

### **Achieve Greatness Together**

Scania vehicles represent only 20% of Kim Soon Lee's total fleet but, as Mr. Lim explains, Scania trucks are the 'heavyweight champions' of their operation. What they don't have in numbers, they have in strength. Known for being robust and reliable, these Scania trucks are used for the heaviest fittings, lifts and jobs.

When we were travelling around Europe, there were Scania trucks everywhere, even in Germany where they have their own domestic brand of trucks. It is the same when we travel in Asia. Scania is very strongly recognized and well trusted, the proof of excellence is on the roads!" To Mr. Lim, such industry endorsement made the choice of Scania an easy one.

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**"Scania's after-sales service is also commendable. They have always been responsive whenever we reach out to them. We also appreciate Scania taking time to host their clients for gatherings. I have met some industry good friends and we always look forward to the session,"** *beamed Mr. Lim.* ●

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# SAFETY, RELIABILITY AND QUALITY WITH CUSTOMER DRIVEN SRI MAJU

Text & Photo: West Coast PR Malaysia

“

**We pride ourselves in delivering the best of services backed by our impeccable safety records for the benefit of our passengers.”**



Madam Loh Yin Mooi,  
Director of Sri Maju Group Express





### How It All Started

The Sri Maju Group Express bus service started with just one 44-seater single-decker bus under the name Aneka Express in 1974, which covered the Kuala Lumpur - Johor Bahru - Singapore route.

Several years later, the founding directors, Dato Yeoh Kian Teik (who passed away in 2014), Mr. Ng Yot Chew and his wife Madam Loh Yin Mooi, paved the way for the beginning of a consortium that today commands the west coast routes of Malaysia.

Coming from a diverse background, the three partners came together, each bringing their valuable experience with them to realise a common dream that has evolved into the Sri Maju Group of companies.

### The Routes

Based in Ipoh, Perak, Sri Maju presently holds 139 express bus licenses spread over five companies under the group, which cover major towns and cities along the west coast of Malaysia, from Singapore to Hat Yai in Thailand, and crossing two international borders. All the five express bus companies have the west coast well-covered, with timely daily departures for the convenience of passengers.

In 2003, Sri Maju went on an aggressive travel and tour campaign expansion with five inbound and outbound tour bus licenses issued by the Ministry of Tourism and a tour license issued by the Singapore Tourism Board.

This gave Sri Maju the opportunity to take chartered groups into popular tourist destinations in Malaysia, while taking Malaysians for short breaks into Singapore and Hat Yai. They are also popular among government agencies, large individual groups and private corporations chartering their buses for special trips, especially annual excursions.

### The Woman behind the Success of Sri Maju

Madam Loh Yin Mooi went full-swing with the express bus service with her husband in the early 70's and has never looked back since. She has completely taken over the reins at the Sri Maju Group. A firm believer in discipline, Loh manages with the help of one of her two sons in the operations.

She keeps the buses cruising their routes with the assistance of her loyal aide and Chief Operating Officer, Madam Wendy Shin, who joined the group as a Financial Controller in 1985 and oversees the whole operation from the headquarters in Jalan Bendahara, Ipoh. There are also branches in Hat Yai, Alor Setar, Butterworth, Penang, Lumut, Ipoh, Kuala Lumpur, Genting Highlands, Johor Bahru and Singapore.

### Safety and Quality Service

The main virtue that Madam Loh expects from her 190 bus captains, seven heads of department and 70 office personnel, is honesty. This trait has had a positive impact in moulding her personnel to her style of management and has produced long-serving staff of up to 35 years within the organization.

"We pride ourselves in delivering the best of services backed by our impeccable safety record for the benefit of our passengers," stressed Madam Loh.

Madam Loh strongly believes that the polite treatment and gestures of the bus captains can keep the loyalty of passengers and promote Sri Maju's excellent services to others by word of mouth.



### The Scania Assurance

To be able to maintain the continuous excellent service that has benefited the passengers for the past 40 years, Sri Maju needed to have a reliable fleet that will run the routes smoothly and departs and arrives as per schedule. This is where Scania comes in with its legendary reputation of providing buses that deliver safety, maximum uptime fuel economy and environmentally friendly.

In 1997, Sri Maju took delivery of its first Scania K113CRD4x2 320 bus and, to date, 62 units of Sri Maju's fleet carry the Scania brand.

The Scania buses come in various models, ranging from 320 up to the powerful 420 horsepower, with coaches that offer super-luxurious features such as personal TV screens to watch an assortment of movies and individual entertainment systems, particularly for the first-class 21-seaters. The 25-seaters offer luxurious seating with spacious legroom for a relaxing ride. For short intercity distances, such as from Ipoh to KL and Ipoh to Penang, passengers can opt for the 36 and 44 seaters.

"The Scania buses are very popular among our bus captains as they come with the standard Scania Retarder and Opticruise features. It reassures the captains that their passengers will have a safe journey every time while enjoying their ride on the low-noise level and full air suspension that offers them unparalleled comfort levels," stresses Madam Loh.

Sri Maju's motto of 'Safety, Reliability and Quality' has created a large pool of regulars with the numbers having increased by 10% annually. To cater for the increase, Madam Loh has put in orders for eight more Scania K360IB4x2 units and six Scania K410IB4x2 units to be delivered by 2018. Delivery of another two Scania buses that are currently being assembled is set for 2016.

Apart from meeting demand by increasing the supply, Madam Loh is glad that Sri Maju decided to try out the high performing Scania brand back then and is pleased with the after-sales support that Scania provides, especially the 24/7 Scania Assistance service.



**“If not for the ‘Rakyat’ and Scania fronting our fleet, we would not be where we are today. We are constantly upgrading our services and we look forward to even better days ahead.”**

Its Ipoh bus terminal/depot also serves as a workshop and carries out scheduled minor repair and maintenance of the buses, while major jobs are sent back to the manufacturers.

Sri Maju is also taking advantage of the Scania credit facilities that are offered for every bus purchase and believes in the cost-effectiveness of long-term investments. Presently, 11 of the Scania buses are signed on Scania Credit hire purchase with many more to come.

### Serving the ‘Rakyat’

After almost four decades of shuttling millions of Malaysians to Singapore, Thailand and back, throughout the west coast, Madam Loh no longer looks at the express bus service as a purely money-making venture. She considers her business as a service to the ‘Rakyat’ (the Malaysian People) and ensures that all her passengers get quality services at all times, especially when it comes to their safety.

Servicing the passengers with the best of everything has become Sri Maju's topmost priority.

"If not for the ‘Rakyat’, and Scania fronting our fleet, we would not be where we are today. We are constantly upgrading our services and we look forward to even better days ahead," said Madam Loh with a smile.

All in all, "Scania continues to drive Sri Maju's best profitability through sustainable transport solutions," thereby giving better returns on Sri Maju's investment in the long-run. This statement holds true today and has been proven time and time again for Sri Maju Group. ●







# SHAPING THE FUTURE

What form will tomorrow's transport take? The researchers at the Integrated Transport Research Lab in Stockholm might have the answers.



Text: Måns Nilsson Photo: Linnea Rheborg



“

**In seven years, this will be Europe's most important forum for transport research using a systemic approach.”**

*Peter Georén, Head of Integrated Transport Lab, a research cooperation between KTH Royal Institute of Technology, Scania and Ericsson*



In a virtual test environment, researchers at ITRL study the possibilities with connectivity as well as different automated support systems to increase efficiency in the transport system.





ITRL uses both virtual environments and connected truck models in its simulations.



**T**HE INTEGRATED Transport Research Lab (ITRL) at Stockholm's KTH Royal Institute of Technology is located in what to the outside world looks like a suburban garage. But behind the doors of this unassuming building lies a high-tech laboratory, bustling with activity. On the floor, truck models roll along projected lanes, and quiet conversations are being held everywhere about ongoing projects. It's here that ideas for tomorrow's transport solutions are developed and tested.

ITRL is a joint initiative between KTH and Scania. It brings together researchers from several areas to work closely with the business community and conduct the research that could solve transport-related environmental challenges globally. In 2014, Scania became the primary funder of ITRL, and the operation, which had up until then been relatively vehicle-focused, reoriented itself towards solving major community problems.

**ULF CEDER IS** Senior Manager at Scania's Research & Development Support office and oversees future transport solutions. "Harald Ludanek, Scania's Head of Research and Development had a vision of shifting ITRL's focus towards system solutions," Ceder says. "Scania has a holistic view of the transport system in which different forms of transport, infrastructure, policy, and business models are all linked together. We can't produce these kinds of solutions by our



**Ulf Ceder, Senior Manager,**  
Scania's Research Support  
office.

“

**Scania can contribute with knowledge and solutions that will help create a smart and sustainable transport system.”**

*Ulf Ceder, Senior Manager, Scania's  
Research Support office*



As Head of ITRL, Peter Georén, aims to develop the lab to a world-class hub of 400 transport researchers.



**ITRL is located in an unassuming building, but inside lies a high-tech laboratory, bustling with activity.**





selves, and instead need to do it in cooperation with customers, cities, and other partners.”

Rapid progress has since been made, and six months ago Swedish telecom giant Ericsson also opted to become a partner in ITRL. Scania and Ericsson are together investing EUR 7.5 million over a seven-year period. KTH and other financiers are contributing an equivalent sum.

Peter Georén is Head of ITRL. “In seven years, this will be Europe’s most important forum for transport research using a systemic approach,” he says. “We will have commenced research worth EUR 20 million and will have become a hub for KTH’s 400 or so transport researchers.”

KTH’s research currently focuses on four different research programs. These are: efficient goods transport in urban environments; automation and multimodal goods transport; automated public transport; and next generation private car transport.

Transport in urban environments is an issue that is becoming all the more important across the world. The number of vehicles on the roads is steadily growing. One study predicts the number will surpass two billion by 2030. This is a direct consequence of global urbanisation. According to a UN estimate, by 2050 over 66 percent of the world’s population will live in cities. As a result, new, long-term strategies are needed to endure the system doesn’t collapse. Scania sees its partnership with ITRL as central to finding new solutions.

Ulf Ceder explains: “Cities are primarily seeking solutions for their increasingly large congestion costs. So, Scania’s solution isn’t to sell more cars or trucks. We have to be able to help cities with solutions for their problems. For our part, this represents a different and more complex approach to business, involving other solutions.”

Ceder continues, “Among the problems we face today is large-scale waste in the transport system. Loads that significantly under capacity and poor use of infrastructure capacity. This isn’t a problem we can solve ourselves, but through cooperation with others our knowledge of flows and modular thinking will benefit both Scania and the community. It’s an important part of our sustainability work.”

**WHEN ACADEMIA** with its core of knowledge, the corporate world with its commercial drive, and the community with its list of demands all come together to produce solutions for shared problems, the results can be extremely long lasting. Scania and Ericsson’s respective expertise within the transport sector and the coming 5G network technology make it possible to create a unique testing ground.

“Scania will take the lead in sustainable transport, and we will achieve this by contributing to development,” says Ulf Ceder. “We can contribute knowledge and solutions that help create the required conditions for a better environment, more efficient transport, and new business opportunities for us as a company. It’s a win-win situation.” ●

## SPECIFIC RESEARCH AND DEMO PROJECTS

### CMA – Connected Mobility Arena Stockholm

Examining smart transport services through connectivity, Scania, KTH, Ericsson and Stockholm City are working together on this project related to automated goods-delivery and public-transport services. A test site is being created at Kista outside Stockholm, with Ericsson providing full 5G-network coverage.

Vehicles with three different levels of automation will be tested, including heavy trucks and buses for use in public transport. First-level vehicles have drivers and their operation is made more efficient through real-time contextual information. This might relate to current levels of accessibility or exactly when goods or passengers are ready to be picked up. The goal is efficiency across all levels, but also service at an individual level and reduced environmental impacts.

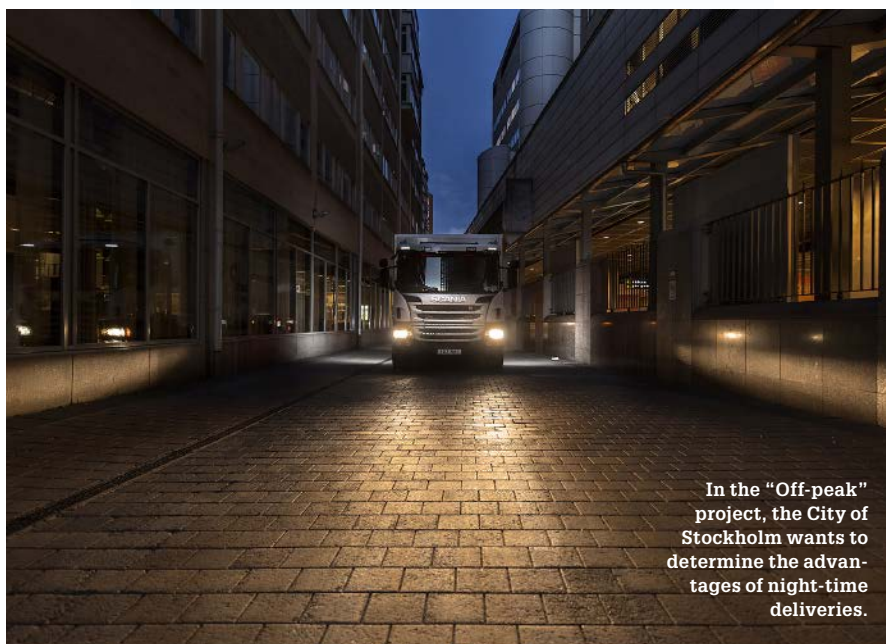
The project is also investigating semi-automated vehicles that function independently and are either overseen or remotely controlled by human operators. The last stage being investigated involves vehicles that are completely automated and monitored by software. There are currently legal restrictions on the use of automated vehicles on public roads, but in 2016 Scania will begin testing self-driving vehicles in closed environments, such as mines.

### Off-peak Stockholm

Off-peak is an externally financed (FFI) cooperative project involving partners including KTH, Scania Stockholm City, Lidl, Martin & Servera, and Svebol Logistics (now Bring). The project is primarily aimed at studying the effects of night-time inner city traffic for transport efficiency, business models, and policy.

“Stockholm City has given us special dispensation to lift the ban of inner-city truck traffic between 22.00 and 06.00 to operate a quiet, night-time transport operation in Stockholm, allowing us to conduct research into all of the above named areas,” says Ulf Ceder, Senior Manager at Scania’s Research & Development Support office.

Early results from the projects show that efficiency and vehicle use increase dramatically, and that drivers are less stressed during their runs.



In the “Off-peak” project, the City of Stockholm wants to determine the advantages of night-time deliveries.



# COMFORT, CLEANLINESS AND SAFETY WITH THANATWIT

Text & Photo: Tdej Marketing Co., Ltd.



“

**We have changed  
from the term  
bus rental to bus  
service.”**

This is a statement by Mr. Thanat Ngernprasertsri, Managing Director and founder of Thanatwit Travel Group Company Limited, who is presently conducting operating a tour and it is business that transports passengers by excellent air-conditioned coaches. It is a service provided throughout the kingdom. Before managing this business, Mr. Thanat was a Chulalongkorn University medical student with second class honours and later became a doctor stationed at Ramathibodi Hospital. Hence, everyone was used to calling him “doctor”. Having been infatuated with the bus rental business since childhood, due to having accompanied his grandfather on his bus journeys and having been familiar with buses since childhood, the doctor got chances to travel to many places, to the extent that he came to love this business and still does.

»





Mr. Thanat Ngernprasertsri,  
Managing Director and founder of Thanatwit  
Travel Group Company Limited

### Passion

“Back in school, when I was a child, the front and inner part of my notebooks were covered in doodles of buses that I did when I was free from listening to lectures of the teachers,” said the doctor, while smiling at this memory of his childhood. From the start, at the university campus in the Faculty of Medicine around 1997, despite happily having chosen to study in this field, I had not given up my love for the tour bus service business. It had been my infatuation since childhood. As I reached the second year of college, I started to observe and study the coachwork assembling method and, by my fourth year, had become the owner of my first bus. I started by providing services in the form of a general rental bus, which at that time was not available from a legally-registered entity in 2003. “Since I liked both the bus business and being a doctor at the same time, after graduation, I decided to accept a position in Bangkok at Ramathibodi Hospital to compensate for my scholarship. So I could do the two things I loved at the same time.”

After graduating from the Faculty of Medicine, the doctor decided to start his business under the name Thanatwit Travel Limited Partnership along with his practice of medicine, on which he expends fondness, proficiency and professionalism. He said, “The turning point came one day while I was examining a patient and realised that, in the medical profession, I could only take care of 100 patients per day at the most, whereas my bus service business could serve the need of over 5,000 passengers each day, together with more than 200 Thanatwit staff at the same time. Consequently, I decided to change my direction so that I could take care of my organization 100% to ensure its development could be best managed. I could not take care of all the 5,000 passengers directly, so I had to deliver the best-equipped buses, drivers who met the standard of consistent training and service that was impressive at every step so that customers would receive an excellent traveling experience from us.”







Mr. Bandit Chattong

"I have worked as a driver for Thanatwit for four years. Formerly, I drove vehicles of many brands, but, driving a Scania is different and just superb. It has excellent capacity. It is comfortable to drive. The air bag suspension system is also good. It is soft to drive and it caresses the road. As for the safety system, there is a lot to it. It is easy to enter sharp turns. There is a skid prevention system, and I am very impressed with the retarder that works so well on steep slopes. The brake is also softer. Even the passengers praised the fact that the braking was so gentle that they could sit comfortably without noticing what was going on. Plus, I am deeply impressed with the training arrangements at Scania. The teacher was knowledgeable. He used teaching methods that helped my friends and me to listen attentively and remember the ways to use the devices and drive efficiently, thereby saving petrol. Plus he was, also, very friendly."

#### Good Service is Our Priority

"Thanatwit's core value proposition is that 'Thanatwit tour buses are comfortable, clean and safe on every trip.' We do not say that we are superb but we use the methods of service provision that meet international standards. We provide convenience and comfort for our passengers, and the word 'convenience' needs to apply right from bus reservation to every step of service provision along the way. We have a system for accommodating reservations and a sales team providing quick service. Inside the bus, there are complete facilities, and it is clean. This is a matter of great importance to us, and we care not only about cleanliness inside the bus, but also about every staff providing service to customers. Also required is sanitation, an element to which I have applied medical knowledge. And there is 'safety.' Besides having well-equipped buses of the highest quality, before setting off, we also play a demonstration video for safety in traveling for the passengers to view, which is a matter of great importance to us. The passengers must know where the emergency exits are, where the fire extinguisher is, and how to use it. We also inform the passengers of the regulations of the Department of Land Transport that requires every driver to stop the operation of the bus every four hours to ensure the highest safety for both passengers and driver," said the doctor.

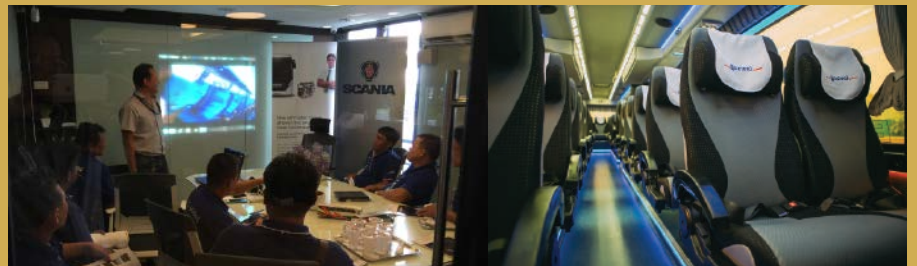
#### Partnership

"When I began managing the bus business fully, my main concerns were quality and safety, so Scania was the first brand of bus chassis available at the mall that I chose and, I dare say, anyone who has never tried using a Scania bus will not know that it is really more worthy than any competitor. Although the cost to be paid during the initial period may be higher in comparison with buses of some other brands, as regards the quality of the bus, safety and service and maintenance in the long run, they are certainly superior. It fulfills the needs of both our customers and staff in many aspects to have a product like Scania's Bus Chassis model K410EB6x24NI, which is 13.8 meters long and which can fulfill the needs of the market for single-decker buses. This permits them to seat as many passengers as double-decker buses. Moreover, the vehicles are flexible, since the back wheels are able to help in making turn and so make the narrow turns. Scania also has experts to provide care and recommendations closely for the coachwork assembling garage. This promotes correct assemblage, in accordance with the principles of automotive engineering. I named this new alternative of service "Euro 13.8," which conveys the sense of a new option with a length of 13.8 meters and the safety standards equals to European standards," continued the doctor.

"As a result, Scania really fulfills my need regarding training the driver staff, enabling them to use the system for supporting the driving of Scania buses to levels of full efficiency. It also has a standard assessment test for the driver staff, which can lead to greater confidence on behalf of customers," complimented the doctor.

"Another important factor is Scania's after-sales service, which is provided by service centers scattered throughout the region, with professional maintenance teams to provide the service," noted the doctor. He also chose to sign a repair and maintenance (R&M) contract with Scania. He said, "Scania's R&M contract enables us to plan the expenditure and plan the working that corresponds with the time of maintenance as well as receiving quicker service. The buses can be operated continuously, which means more profit and higher satisfaction on behalf of our customers." Besides the matters of buses and services, the doctor said at the end, concluded that "Scania promotes Thanatwit's activities consistently, which is very good."

All of these show Thanatwit came to choose Scania as a companion in conducting business because Thanatwit is concerned about its customers in every way from the first moment they meet the company until the moment they reach their destinations with comfort, cleanliness and safety on every trip. ●



I dare say, anyone who has never tried using a Scania bus will not know that it is really more worthy than any competitor. Although the cost to be paid during the initial period may be higher in comparison with buses of some other brands, as regards the quality of the bus, safety and service and maintenance in the long run, they are certainly superior.



# TIONG NAM STRENGTHENS PORTFOLIO

**WITH FIRST-OF-ITS-KIND HEAVY HAULAGE  
SCANIA R580 TRUCK IN MALAYSIA**

Text & Photo: West Coast PR Malaysia







**G**ebeng, 10<sup>th</sup> June, 2016 – Tiong Nam Heavy Transport and Lifting Sdn. Bhd. (TNHTL) has received delivery of a R580CA6X4EHZ truck with heavy haulage torque converter gearbox from Scania Malaysia that will add a heavy boost to its logistic services.

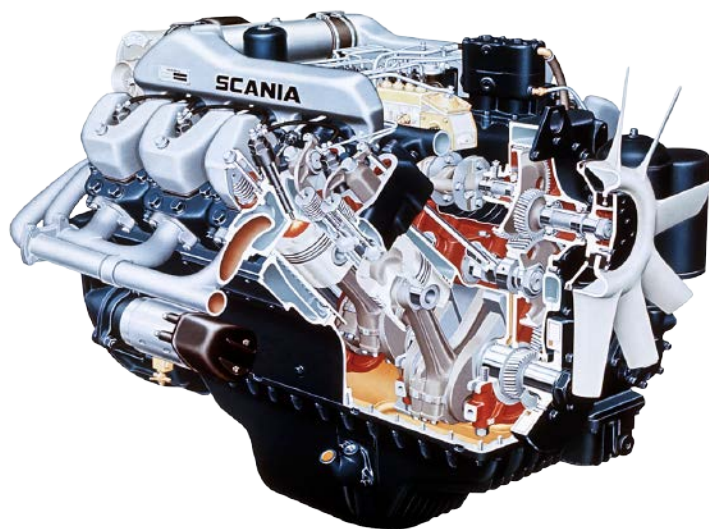
The key was handed over by Tuan Haji Idros Puteh, the Sales Director for Scania Southeast Asia.



## New 1,200 hp marine engine – for pure pleasure

Scania is launching its most powerful marine engine ever. The compact 16-litre V8 engine is primarily targeted for the pleasure-craft segment. It delivers 1,200 hp and boasts low weight and unsurpassed fuel economy, allowing for a significantly increased range of operation.

"This new V8 can provide the powerful heart needed in high-speed pleasure craft, regardless of whether they have a propeller or are driven by waterjet," says Joel Granath, Senior Vice President for Scania Engines. "It's the most powerful engine in Scania's entire portfolio – the most outstanding that we have developed to date."



## 1969: Introduction of the legendary V8 engine

In 1969, Scania introduced the new 350 hp 14-litre turbocharged V8 engine. Scania's V8 engines have since become legendary in the transport business. Being the most powerful truck engine in Europe at the time, the new V8 also pioneered Scania's low-rev philosophy with a high torque output at low engine speeds.

Discover more of Scania's 125 years of heritage on [scania.com/group](http://scania.com/group).

## Asia dominate the largest ports

Asia dominates the list of the world's largest container ports in 2015, according to consultancy firm Alphaliner. Shanghai is the largest port, with 36.5 million TEU (Twenty Foot Equivalent Unit), with the ports of Singapore and Schenzhen in second and third place. The port of Jebel Ali (United Arab

Emirates) and Los Angeles are the largest ports outside Asia (places nine and ten) while Rotterdam is the largest European container port (place 12). Alphaliner reports that in total, 2015 was a year that saw a modest growth in container volume (1.1 percent).



## Joining forces

At the recent Mobile World Congress in Barcelona, Swedish telecom company Ericsson and Scania announced joint research efforts to accelerate the connectivity of commercial vehicles and infrastructure. Ericsson and Scania are convinced that advances in communications technologies and future deployments of 5G networks will enable improvements in the transport of people and cargo.

Learn more about platooning from the Scania film on Youtube by searching for "Scania platooning"

# 170 000

The number of connected Scania vehicles out on the roads in January 2016, a number that is rapidly growing. Connectivity allows logistics companies to benefit from a number of services to enhance efficiency and uptime.

"Scania has long played a major role in our fleet and we are naturally extremely pleased to be once again committing to the marque."

**William Stobart, Executive Chairman of Eddie Stobart Limited, commenting on the British logistic company's recent order of more than 2,000 new Scania trucks.**



## Scania's New Luxury Complete Coach and Fleet Management System Arrives in Singapore, Offering Full Sales and Service Support for Coach Operators

Scania Singapore, one of the world's leading manufacturers of trucks and buses, has launched the new Scania Marcopolo complete coach on April 8<sup>th</sup>, 2016. The luxury coach, unveiled at Keppel Bay Marina, offers operators an end-to-end transport solution-from sales to service and maintenance - for the first time in Singapore. The coach is suitable for both intercity and tourist operations.



## Viva Haulage Takes Its First New P410LA 6x2 MSZ Truck From Scania Malaysia to Drive Forward Expansion Plans

Viva Haulage Sdn. Bhd. (Viva) has increased its capabilities with the delivery of a Scania truck which specializes in the container haulage business for major forwarding agents and freight forwarders in Port Klang on July 28<sup>th</sup>, 2016. The Scania P410LA6x2MSZ truck will be Viva's first new Scania truck and comes with a host of added benefits to ensure maximum support for its customers.

## Scania Delivered the P400 CB 8x4 MHZ to Crane Co. Pte. Ltd.

Congratulations to Mr. Steven Chong King Peck, Managing Director of Hup Huat Crane Co. Pte. Ltd. in receiving his fourth unit of the P400CB8x4MHZ from Mr. Chew Meng Kuan, Truck Sales Executive of Scania Singapore.



## Scania Myanmar (OAMS) Thingyan New Year Gift to Scania's passengers at Aung Minglar Terminal

Scania celebrated New Year with a surprise gift to a total of 10,000 passengers who chose to travel with Scania for the Myanmar Thingyan Water Festival at Aung Minglar Terminal in Yangon on April 9<sup>th</sup>, 2016.



## Scania Sustainable Solutions at Petronas Fleet Management Drive Event in Kuantan

Haji Idros Puteh, Sales Director of Scania Southeast Asia, welcomes Tuan Haji Mohd Shobri Bin Hj Abu Bakar, Head of Supply and Distribution Division Petronas Dagangan Berhad by demonstrating the Scania Sustainable Transport Solutions for the best profitability during the Petronas Fleet Management Drive event at Pengangkutan ZHA (Transport) in Kuantan.



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# SCANIA