

SCANIA

SOUTHEAST ASIA GRIFFIN TODAY

SAFETY AND
COMFORT

**A STRONG COMBINATION
FOR SUCCESS**



CASE STORY:
**MAJESTIC MACHINERY
MOVERS DRIVES AVIATION
INDUSTRY INTO GREATER
HEIGHTS**

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TRENDS:
**WORLD'S FIRST
ELECTRIC ROAD**

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A PROSPEROUS AND SUSTAINABLE ERA AHEAD

By the time you read this issue, we are already past the first quarter of 2017. Nevertheless, I would like to take the opportunity to reflect on what we have achieved in 2016 and why we do what we do in 2017.

As Scania celebrated 125 years of cutting-edge technology in 2016, that trend continues in 2017. There was a recent announcement of MOT and PSA tying up with Scania and other partners in starting autonomous truck platooning system trials in Singapore – an exciting start of a new year and era in Southeast Asia. Scania continues to take the leadership position in sustainable transport solutions in Malaysia, Philippines and Myanmar through various projects on alternative fuels – from feasibility studies on biofuels to BRT projects. In the near future, the field tests in Sweden will be a reality in this region – from fast wireless charging vehicles, electric roads to battery electric vehicles.

It will be an exciting year in the region and an exciting new era too. I would like to then take the opportunity to wish you and your business a prosperous era ahead!

IAN TAN

MARKETING AND COMMUNICATIONS MANAGER
SCANIA SOUTHEAST ASIA

Scania Southeast Asia Griffin Today

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BIARAMA

SAFETY AND COMFORT – A STRONG COMBINATION FOR SUCCESS

**MOVING PASSENGERS ACROSS
3 NATIONS WITH BIARAMAS'
BUSASIA AND ASIASTAR**





“The Scania buses are popular among the passengers as they give them the assurance of safety and comfort on their trips”

Desmond Lai Sin Chong

In the beginning

One of the most popular modes of travel on the island of Borneo is by road, with express buses plying the trunk roads that connect the main towns.

However, the poor conditions of these roads take a heavy toll on the express buses, and to keep them in good shape, they require frequent servicing and maintenance which can be costly at times and that's not even including the downtime.

The long and arduous journey stretching over 1,000 kilometres on the western side of Borneo Island is a test to any newcomer providing an express bus service.

Established in 1992, Biaramas Express Sdn Bhd is one company that braved the odds and began operations with only four buses – two new and two second-hand – serving passengers from Indonesia right through Brunei and u-turning at Kota Kinabalu.

However after four years of commitment to success and treading carefully through well-calculated risks, Biaramas geared up into very active mode and started expanding its fleet up to a total of 33 buses by 2006.

Today, Biaramas is the proud owner of 70 buses that cross two international borders on the island of Borneo.

The Biaramas Trio

Biaramas Express was founded by two brothers – Lai Chon Foo and Lai Sam Tee – who saw the need to provide additional intercity transportation for the thousands of migrants and locals travelling up and down the long Pontianak to Kota Kinabalu stretch, covering all the major stops.

Holding the positions of Managing Director and Director of Biaramas respectively, they are now almost retired and leave the running of the company to what they call the “Biaramas Trio”, children of Lai Chon Foo, who are now tasked with the company's growth.

The eldest brother Lai Sin Kiong sits as General Manager, and though he was active during the early years upon taking over from the founders, he now leaves all operational matters in the capable hands of Desmond Lai Sin Chong who was persuaded into running Biaramas Express as Operations Manager when he was fresh out of college.

Taking charge of marketing and training for the drivers, the rookie had to learn very quickly via hands-on trials and tribulations but is glad that this decision was made for him.

A fast-talking, no-nonsense personality who works hard and is on standby 24/7, he believes in giving respect to every employee in the company and gives them space to excel in their responsibilities, as long as they perform their best and place the safety and comfort of passengers as their priority.

Money matters are handled by the youngest and only daughter of Lai Chon Foo, Donna Lai Suk Fong, who serves as the Financial Controller.

The Challenging Routes

The trunk roads that connect the towns and cities are not so ‘friendly’, as they are pretty rough with almost all them being brick-layered for long stretches instead of the conventional tar paving.

Trips take a longer time and are tough on the bus suspension systems and overall chassis, resulting in frequent costly maintenance and repairs.

“We started using Scania buses in the beginning of 2011 when we discovered that they were best suited for the land routes of Borneo and the Scania air suspension system could still offer a safe and comfortable ride for our passengers,” said Desmond.

The acquisition of seventeen units of Scania K250IB4x2 and four units of Scania K380IB4x2 high-deck buses within the last five years demonstrates Biaramas Express’ commitment to delivering the best in terms of safety and comfort for their passengers, which has made the Scania buses very popular.

“It’s all about creating loyalty, ensuring repeat businesses from our happy passengers and through positive word of mouth advertising, we have consistently seen an increase of between 3%-5% in our annual passenger count,” stressed Desmond.



Desmond Lai Sin Chong,
Operations Manager of Biaramas Express

The Branding Exercise – BusAsia & StarAsia

With almost two decades of experience Desmond knows that a company can only go so far in terms of growth if they keep doing the same thing year after year.

The core activity of Biaramas could remain the same but strategies had to be changed accordingly, so marketing efforts were put in place to keep up with market perceptions and demands. Desmond knew that Biaramas needed to be seen as a service with a difference and that gives more to the passengers than the other express bus companies, who would then choose Biaramas Express for its brand quality.

It was at this juncture that Desmond started with branding the seventeen units of the Scania K250IB4x2 as BusAsia that provided proven safety features and unparalleled comfort for passengers while the four units of Scania K380IB4x2 were branded as AsiaStar with high-decks that also offered VVIP services to passengers who are willing to pay a little bit more for the luxury of a business class executive coach service.

After-sales service

Though Biaramas Express' headquarters in Kuching houses its own depot, the expert services of Scania technicians are always required to attend to the repairs and maintenance of all the Scania buses.

These services that may require more specialised and detailed attention, especially those rare breakdown occurrences, are serviced by technicians from the Bintulu branch workshop that is equipped with all the necessary spare parts and is strategically placed in the middle of the route between Kuching and Kota Kinabalu. This is further complemented by a Scania mobile workshop that is stationed in Kuching for quick emergency requirements.

"Scania's excellent after-sales service is something that I truly appreciate. They are always on our doorstep to ensure that our buses have the maximum uptime possible and are always offering us value for money services that will give us the best profitability and total operating economy," stated Desmond.

**"It's all
about cre-
ating loyal-
ty, ensuring
repeat busi-
ness from
our happy
passengers"**

Desmond Lai Sin Chong





The Perfect Combination

The Scania buses are equipped with highly advanced technology such as the Opticruise, the Electronic Braking System, the Scania Retarder and Traction Control for Biaramas drivers to measure up to.

One can depend on the experience of the drivers or one can give the drivers the extra edge towards the best fuel economy. Load and road conditions change over the years. Vehicle technology has also changed over the years. Sometimes a refresher or a reminder is required to maintain the consistency of the best driver behaviour.

This is where Scania Driver Services is instrumental to the smooth running of any fleet operations. Made up of Scania Driver Training, Driver Coaching, Driver Support together with Fleet Management System, it can help the driver understand and consistently put into practice skills like increasing coasting, lowering harsh breaking, optimising speed, lowering idling and many other aspects of driving.

All of these to help achieve up to 10% fuel economy

And the after-sales services such as the 24/7 Scania Assistance and Repair and Maintenance Contract are there to support both the buses and drivers resulting in maximum uptime possible.

It is a combination of the best driver, vehicle and services that bring profitability through maximum uptime. All these elements are fused together by Scania to bring out the best in each of them.

"The Scania's Total Solutions package that works for the customers' best profitability is something that is hard to match in the market," stressed Desmond.

"Scania's excellent after-sales service is something that I truly appreciate"

Desmond Lai Sin Chong

The Future

Desmond believes that Biaramas Express will remain as one of the leading express bus services in the Borneo region for many more years to come, and there are plans to refresh its fleet by acquiring between two to three buses annually over the next five years.

With Biaramas' Scania buses and the support that Scania is offering through the Scania Driver Services, Desmond believes that Biaramas can top the list of being the best in safety and comfort for all passengers. ●

MAJESTIC MACHINERY MOVERS DRIVES AVIATION INDUSTRY INTO GREATER HEIGHTS

Text & Photo: Whitesparrow Singapore



Jackie Neo,
Managing Director of
Majestic Machinery Mover Pte Ltd





“

We use the best quality trucks and cranes so that we can reduce the margin for error to the absolute minimum” *Jackie Neo*



With thirty years of experience, Mr. Jackie Neo, Managing Director of Majestic Machinery Mover Pte Ltd, started this company almost a decade ago. He led his team in the direction he believed necessary for today's market: an industrial machinery handling company that stores, packs, delivers and moves all sorts of machinery and parts.

When asked for the mission statement of Majestic Machinery Mover, Mr. Neo said, "We cannot pinpoint if it is putting customers first, or that we are about employee welfare, or constant upgrading in industrial knowledge and equipment et cetera. It has to be a multi-faceted approach. All these areas have to grow in tandem with equal focus and importance, in order to ensure we are capable of achieving our goals". One thing that Mr. Neo never does is to engage in a price war with his competitors "When we visit the site and submit a quotation, we are able to advise our clients on the details of the job. Clients trust that we can get the job done well and would not mind paying the right price for it. Going into a price war is detrimental to the industry's growth and it might affect clients' confidence in the work we do".

The biggest challenge in this line of work is the ability to anticipate the dangers and pitfalls when lifting irregular-weight machinery and a successful job requires both experience and reliable equipment.

Mr. Neo personally supervises the more challenging jobs, while he also has a team of highly experienced project managers with whom he splits the load according to their expertise. He also invests in quality equipment that will last till he retires.



Specialising in the aviation industry, where the parts and machineries can easily cost over millions of dollars, Mr. Neo chose to work with Scania – a brand of whose robustness and reliability he is confident. "Over the years, Scania trucks have improved tremendously in terms of drivability, comfort and manoeuvrability. After purchasing our first Scania P440CB8X4MHZ, we made our second purchase within the next six months. I am impressed with their powerful automated gear-changing system – the Scania Opticruise. It changes gears faster and smoother, giving outstanding comfort, control and fuel economy. With a large vehicle, it is much easier without having to over-multitask on the vehicle but instead, keep our focus on the traffic."

Available in a fully automated version or with a classic clutch pedal, the Scania Opticruise transmission system is equipped with shift strategy that adapts gear changes to the style of driving, the load and to the inclination of the road, making it possible to keep up the speed all the way to the crest – without fuel penalty. And if you switch to manoeuvring mode, it's all about razor-sharp millimetre precision.

There is also no second thought about choosing Scania when Mr. Neo needs to mount a heavy-lifting crane, as Scania has the chassis to match. "When I invest in the crane, I need the truck to be of the same standards or higher. That will give us a peace of mind that with the right equipment and our experience, the jobs will be done efficiently and safely. There will always be a more challenging move or a heavier load, and together with Scania, we look forward to lifting into greater heights." ●

The world's first electric road was recently inaugurated near the city of Gävle in central Sweden, demonstrating the path towards fossil-free transportation. Scania is supplying with the electrically-powered trucks, which will operate under real traffic conditions.

Text: Andrew Montgomery, Per-Ola Knutas
Photo: Tobias Ohls, Linus Nygren

WORLD'S FIRST ELECTRIC ROAD





TECHNICAL FEATURES

Truck model: Scania G 360 4x2, weight 9.0 ton

Powertrain: Parallell hybrid, integrated in the gearbox (GRS895)

Engine: 9-litre, 360 hp (runs on biofuel)

Electric motor: 130kW, 1050Nm

Battery: Li-Ion 5 kWh (gives a driving range up to 3 km when not running on the e-way)

System voltage: 700V

IN A TWO-KILOMETRE strip on the E16 motorway electrified trucks from Scania are now operating in open traffic using conductive technology developed by Siemens. During the two-year test period, the electric truck will perform normal transportation assignments for Ernst Express, a mid-sized logistics company in central Sweden.

The beauty of the new technology, which is the result of several years of cooperation between the Swedish Government and the private sector, is that it permits the trucks to operate as electric vehicles when on the electrified road and as regular hybrid vehicles at other times. All the Scania trucks on the road are hybrid and Euro 6-certified, running on biofuel.

Scania's head of Research and Development Claes Erixon, says, "The electric road is one important milestone on the journey towards fossil-free transport. Scania is committed to the success of this project and is committed to sustainable transport solutions."

The truck receives electrical power from a pantograph power collector that is mounted on the frame behind its cab. The pantographs are in turn connected to overhead power lines that are above the right-hand lane of the road, and the trucks can freely connect to and disconnect from the overhead wires while in motion.



WATCH THE FILM

Watch films from the test site, the inauguration and how the technology works on:
scania.com/group/en/electrification/

A Scania G 360 truck is the world's first electrically powered truck running in open traffic.



Pioneering test driver. "In electric mode it gets totally quiet in the cab, that's amazing," says Therése Persson on driving the electrically powered Scania.

When the truck goes outside the electrically-powered lane, the pantograph is disconnected and the truck is then powered by the combustion engine or the battery-operated electric motor. The same principle applies when the driver wants to overtake another vehicle while on the electrified strip of the road.

Scania sees the electric road as being a key component in achieving Sweden's ambition of an energy-efficient and fossil-free vehicle fleet by 2030. It can also help to strengthen Sweden's competitiveness in the rapidly-developing area of sustainable transport.

Nils-Gunnar Vågstedt, who is responsible for Scania's research into electrification, adds, "The potential fuel savings through electrification are considerable and the technology can become a cornerstone for fossil-free road transport services."

The electric road is only one of several pioneering technologies that Scania is working on to help the spread of sustainable solutions within both urban and long-haul transport. The company is also developing technologies for alternative fuels, hybridised and fully-electric vehicles, and autonomously and wirelessly-connected transport in parallel with its work to further enhance and refine the products of the future. ●

"SCANIA IS ON THE FOREFRONT"



Proud officials: Lena Erixon, Ibrahim Baylan, Anna Johansson and Erik Brandsma.

SWEDISH GOVERNMENT Ministers, leading public sector figures and the business community were joined by international media at the inauguration ceremony of the world's first electric highway on the 22 June.

The launch was attended by two Government Ministers, Anna Johansson, Minister for Transport and Ibrahim Baylan, Minister for Energy, as well as the general directors of the Transport Administration Lena Erixon and the Energy Authority Erik Brandsma. Both the Ministers were very impressed with the technology, hailing it as good for the environment, good for growth and good for Swedish jobs.

"I'm pretty sure that electrification of the transport system will be key to combatting the climate change," said Ibrahim Baylan. "I think that's smart both from an environmental point of view but also from a business model point of view, because I think this is the future and I'm very proud to have Scania in the forefront." ●



"This is the future and I'm very proud to have Scania in the forefront."

Ibrahim Baylan, Swedish Minister for Energy



Ma Lae Lae Aye,
Owner of Mandalay Minn Express

FEMALE ENTREPRENEUR CREATES WIN-WIN SITUATION

Text: Kyaw Nyo Thway
Photo: YAT Group

She is a married woman who does not accept the categorising of jobs based on gender. She is one who can achieve equilibrium between private business and social welfare. This is a woman who can drive not only Express Buses but also trucks. Faith is the only thing that pushes her to the top. Moreover, she has been interested in economics since Grade 9, when she started a bookshop (rented) with only five books.

Communities have a deeply rooted mindset that great things are done merely by men. It is a form of discrimination. This is unfair. She, Ma Lae Lae Aye, strongly believes that.

She wants to break free and succeed through her abilities. She also wants other girls to possess the abilities to stand in the society and to prove themselves equal to the men.



Ma Lae Lae Aye, owner of Mandalay Minn Express, came into this field on October 7th, 2007 – nearly a decade ago. Formerly there were only six buses in Mandalay Minn Express. Within eight years most in Mandalay Minn Express were Swedish-made Scania Buses.

Behind the triumph, there have been many experiences and difficulties. That's the truth. Self-motivation and talent have created success.

Everybody went their own way after graduation. Some earned a living as employees and some went on to earn a living based on their hobby. She didn't want to be an employee and resolved to become a businesswoman.

In time, she grasped the concept of an entrepreneur woman – not only conducting business but also supporting the community. Very useful in this regard was a book, she obtained as a present when she met with Saw Mon Nyin at the Women Entrepreneurs Association. By reading about ancient Myanmar women, she became convinced that she was merely conducting a business and that there was more involved.

She encountered another turning point in her life and started another business that was totally strange to her. With the aid of a brother, she had a chance to start a new business and also serve the community. This happened after she attended a meeting of the National Productivity Cooperation (NPC) in Malaysia in February 2016. She obtained valuable experience and lessons from the training.



The transportation sector is an essential aspect of the infrastructure necessary for the development of a country. Ma Lae Lae Aye believes that the transportation sector supports community development and can also create job opportunities.

As a first step in establishing the transportation business, she closed the fashion shop. She sold her private car to get the necessary investment, and started the business with six Asian-made second-hand cars. Owing to her lack of experience in this field, various kinds of unexpected and unnecessary expenditure occurred. She struggled on with grim female determination in this male-dominated field.

"All of my drivers can't sit at the tea shop because of a woman-owned business. In fact, I don't like that. Then I told my husband that I will learn from you to handle the Express Bus. Based on the former driving experiences, I can easily handle that within a short period," she recounted her past experiences.

"People were surprised when they saw a woman driving an Express Bus outside. The challenge was that they raised a complaint to the Military Tribunal. It annoyed me because an international license holder without any fault was treated like that."

"Firstly, I refused to sign as I didn't commit any mistake. After the Vehicles Regulatory Committee officers explained the situation to me, finally I signed it, but I wasn't satisfied because that was a form of discrimination."

Ma Lae Lae Aye added "Dedication and perseverance are the major things for an average person."

The venture started with six Asian-made buses between two townships. More routes were added, and Mandalay Minn started using Swedish-made Scania Buses four years ago.

Mandalay Minn was soon providing transportation services for 16 townships on 25 routes with Scania Buses. There is no other company bigger than Mandalay Minn either in terms of routes or number of buses. My business is thriving since we started using Scania Buses. Last year, we added logistics with Scania Buses.

She always considers not only the business but also the well-being of passengers.

In 2014, Scania invited her to visit the factory of Scania Sweden on a customer trip. "We test drove the Scania Trucks. That was very good. These are totally different from others. We ordered some, based upon our first impression though we didn't have Scania Trucks in our business at that time. When we came back to Myanmar, we started logistics with Asian-made trucks as planned before. Then the ordered Scania trucks arrived. We gradually came to understand the advantages Scania Trucks have. At the Scania factory, my husband and I test drove the Scania Trucks. Driving the Scania Trucks with two trailers is totally comfortable and feels like driving a saloon. We were highly delighted and ordered at once."

She ends, "Though we started the logistics with Asian-made trucks, now we run our business mainly with the Scania Trucks."

"Everybody has talent. Every artist and every businesswoman has their own perspective and interest."

Ma Lae Lae Aye

“

“I guess the success comes from how you provide your services professionally. Mandalay Minn provides transportation services with 45 seats (as it is already set) when some others added 4 extra seats. Although we get less income, the passengers are really satisfied.”

Ma Lae Lae Aye

Ma Lae Lae Aye, who considered the drivers, said, “It takes three to four days on the way when we use the Asian-made trucks, but it only takes a day with Scania Trucks. We do not need to waste time to cool down the engine, which is good for our drivers. Moreover, Scania Trucks are easy to handle. We often need to use the brakes on bends. With Scania, the drivers feel happier, because their allowance is calculated based on the number of trips. It not only saves their time but also raises their income.”

These Scania Buses and Trucks not only make life easier for the drivers, but the business is able to help and support the wider community. According to our entrepreneur, when a business is conducted professionally, there must also be support for the community.

Her mindset is based on the Win-Win concept. Mandalay Minn Express, with 60 Scania Buses and 30 vehicles of other brands, stands at the top. Moreover, logistics can also contribute to its success.

Scania Buses running on the highway under the Mandalay Minn banner are the latest phase in an interesting life. By the time she was in Grade 9, she already had a business mindset. She advanced, establishing a famous fashion shop patronised by celebrities. She has been an outstanding member of the Women Entrepreneurs Association, and she is somebody who can see the difference between merely making money and a profit, and supporting the community. ●





Terminator works with the same principle that other such vacuum tankers do, but takes a day to finish a job that other machines would need four days to do.

THE RISE OF THE MACHINE

'Terminator' is a huge vacuum tanker mounted on one of the largest-ever Scania chassis built in the UK.

Text: Andrew Montgomery
Photo: Hydro Cleansing Ltd

Cleaning and maintaining the enormous sewers of London is an epic task that needs huge, specialised equipment. After all, the new 'super sewers' being built to replace the metropolis' existing Victorian-era waste management infrastructure can be as much as 100 metres deep in places, while the enormous Crossrail programme is just one of the city's ongoing major building projects that produce more than their fair share of silt and sludge. Maintaining these sewers is one of the largest wet-waste disposal projects in Europe.

SO MAKE WAY for the 'Terminator' vacuum tanker, specially commissioned by UK company Hydro Cleansing Limited. Terminator, which cost its owners GBP 750,000 (EUR 985,000) was unveiled in April at the Commercial Vehicle

A giant project. "Terminator" took two years to build and was a collaboration between Hydro Cleansing, Scania, Whale Tankers and Tekelite.



Inside the huge vacuum tanker, which needed a specially-adapted Scania chassis to carry it.



Hydro's crew equips 'Terminator'. The tanker sits over drains and extend long, flexible pipes up to 80 metres down into sewers, drawing up liquid waste by creating a vacuum in the tank. It cleans the water before recycling much of it back into the system.

“

To me, other manufacturers are just not as reliable as Scania. It's the attention to detail and the care Scania takes in manufacturing that's impressive.”

Steve Hoad, Hydro Cleansing

show in Birmingham, England, and is expected to be in service by the early summer.

This massive machine took two years to build. It was designed by Hydro Cleansing's Managing Director Steve Hoad in collaboration with Whale Tankers, Kaiser, Tekelite and Scania. The truck is based on a four-axle Scania R730 Highline chassis that has been further adapted to accommodate the incredibly powerful vacuum tanker that is needed.

EXPLAINS HOAD, "There's the main engine and main gearbox, and then the powertrain is split halfway along the truck, where there is a transfer box with a secondary gearbox that's an Italian-designed OMSI box. The hydraulic auxiliary allows the driver to have separate control of the jetting pumps suction pumps and air compressors that make up the tanker." He adds, "It's a machine that's heavy duty everywhere you look."

HOAD HAS brought maintenance of his fleet of 32 vacuum tankers and road-sweepers in-house. All vehicles are inspected every four weeks and go through a Ministry of Transport test twice a year. Hoad and his team also work very closely with Scania's dealerships in Lingfield, Sussex and Purfleet, Essex, and he is more and more convinced that Scania is the choice for him.

"To me, other manufacturers are just not as reliable as Scania. It's the attention to detail and the care Scania takes in manufacturing that's impressive."

Hydro Cleansing will gradually phase out other vehicle makes from its fleet. "I expect the whole fleet to be Scania over the next 18 months or so," says Hoad. ●

SCANIA DRIVES NEW STANDARD FOR ENVIRONMENTAL EMISSIONS

**DELIVERS FIRST LOW EMISSION
EURO 6 TRUCK**

Text: Whitesparrow
Photo: Ashley Mak





November 18th 2016, Singapore – Today, Scania delivered their first Euro 6 truck to longtime customer Hong Fa Logistics & Engineering, ushering in a new era for its commitment of providing businesses in Singapore with the widest range of sustainable transport solutions. Hong Fa Logistics & Engineering is a local family-run business in the construction trade specialising in the knuckle boom cranes that are responsible for some of the iconic facades along Orchard Road and the Central Business District.

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

This technology truly delivers on the latest and greenest future-proof transport solutions, enabling businesses to get true value from their investment. Building on the latest engine platform, the new Euro 6 truck promises uncompromised performance, highest torque-to-power ratio in the industry, maximum drivability with low-rev cruising options and operating economy through lower fuel consumption.

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

“This first Scania Euro 6 delivery is an important environmental milestone for Singapore, our customers and Scania. We are, first and foremost, a solutions provider, building sustainable transport solutions that are commercially viable with minimal impact to the environment. We are enthusiastic and pleased to partner with our customers to tailor-make a package of products and services that help protect the environment while driving down operating costs, maximise productivity and keeping drivers safe and comfortable,” said Mark Cameron, Regional Director of South Malaysia and Singapore, Country Manager of Scania Singapore.

Ong Wei Yang, Managing Director of Hong Fa Logistics & Engineering added “We are extremely forward looking at Hong Fa, recognising the need to protect the environment. We want to build and provide cranes that define the future of the construction industry in Singapore. Our tailor-made knuckle boom cranes needed a 4-axle truck which only Scania is able to provide with their unique and customer-focused support. Their reliability is second-to-none and their 24-hour back-up promise, with excellent aftersales service means we know we can count on them as partners, both now and in the future.”

Hong Fa Logistics & Engineering are receiving their first Scania G490CB8x4MHZ (Euro 6) truck and look forward to many more partnership opportunities with Scania. ●





Enhanced gas trucks with Scania Opticruise

Scania is giving the opportunity to combine its 9-litre gas engine with the automated transmission system, Scania Opticruise. This gives more customers the opportunity to choose compressed and liquefied gas solutions, for example in long-haulage transport.

Better performance data for drivers

The gateway for operators and drivers to obtain in-depth information about vehicle and driver performance for the more than 200,000 connected trucks, Scania Fleet Management Portal, has been comprehensively upgraded.



Scania tests fast wireless charging in urban traffic

The Nordic region's first bus service featuring wireless (inductive) bus stop charging is just starting. A newly developed electric hybrid bus from Scania will be operated in regular urban traffic in Södertälje, Sweden, as part of efforts to identify new more sustainable solutions for public transport in urban environments.

Sustainable transport – time for action

COP 22, the UN Climate Change Conference 2016, kicked off in Marrakech as the Paris agreement to achieve global warming of under two degrees Celsius has just come into force. This signals the need for action and Scania was present at the conference to propose a realistic way forward.



Safety first when the party rolls in

In Thailand, having fun is part of life. To cater for mobile revellers, a growing number of “shing-shub tours” – party and karaoke buses – are plying Thai roads. Scania is introducing more safety into these rolling nightclubs.



FIRST SCANIA MARCOPOLO OPERATOR – SIANG MALAM – EXPANDS WITH MORE FIRST CLASS COMPLETE COACHES

Siang Malam Travel & Express Sdn Bhd was the first company in Malaysia to buy the new Scania Marcopolo premium coach. After discovering that it is the perfect solution to staying ahead, it announced on December 7th, 2016 its investment in another two units for its premium tour services and private charters.

YANGON'S FIRST EVER SCANIA BRT BUSES HANDED OVER TO THE YANGON BUS PUBLIC COMPANY LIMITED

Five Scania Marcopolo BRT city buses were handed over to the Yangon Bus Public Company (YBPC) on July 6th, 2016. The first route to run BRT system requires the construction of 36 bus stops on the Pyay Road and Kabar Aye Pagoda Road.



Scania Philippines joins PhilConstruct 2016

Scania, through its sales and services dealer, BJ Mercantile Inc., recently participated in the PhilConstruct Exhibit which took place November 10th-13th, 2016 at the World Trade Center Manila. PhilConstruct is the biggest and leading construction show in the Philippines, where Scania displayed G360CB6x4EHZ and G400LA4x2HNA trucks, demonstrated the Fleet Management System, and conducted a Test and Drive session.



SMG MEGA SAPPIRE CONTINUES TO EXPAND ITS FLEET WITH SCANIA TRUCKS

SMG Mega Sappire Sdn Bhd (SMG) confirmed in Scania (Malaysia) Bukit Jelutong on October 7th, 2016 that it has added two new Scania trucks to its fleet as part of its expansion to cater for the increase in the haulage and loader business.

"WE ARE THE FUTURE" THE FOURTH BATCH OF 30 STUDENTS FROM WEST YANGON TECHNOLOGICAL UNIVERSITY

"WE ARE THE FUTURE" is a CSR project between Scania Myanmar (Octagon Automobile and Machinery Services) and West Yangon Technological University. The course has taken place every year since 2013. The one week short course took place from November 15th to 21st, 2016 and it provided a combination of theory and practical work, both mechanical and electrical. The aim is to train greater numbers of professional service technicians to meet the needs of Scania's service network in Myanmar. Octagon Automobile and Machinery Services are also members of the UN Global Compact since May and Scania's official distributor in Myanmar.



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