

SCANIA

SOUTHEAST ASIA GRIFFIN TODAY



STRENGTH
IN UNITY
**while growing
with safety**



CASE STORY:
**HONG AIK HEAVY
TRANSPORT -
HIGH CAPACITY TO GROW**

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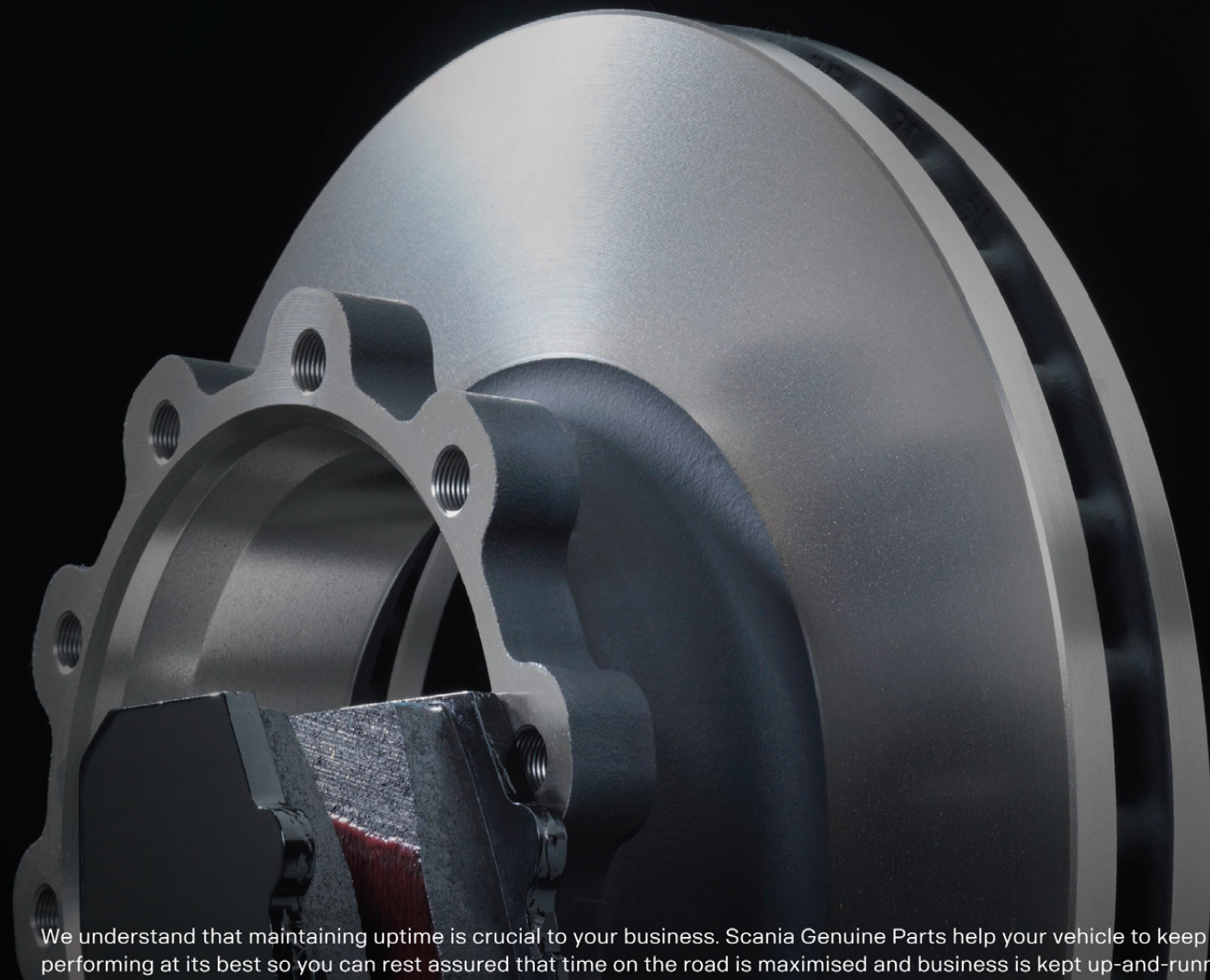
TRENDS:
**EMPOWERING
THE FUTURE**

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FOR THE BEST SAFTY AND ENVIRONMENT

The Scania Driver Competitions Southeast Asia 2016-2017 has just concluded. 19 top participants from across the region competed for the coveted crown of the best truck and bus driver. You will read more about it in the next issue of Scania Southeast Asia Griffin Today when we deep dive into the lives of the winners.

What struck me the most during the event was the different walks of life coming together to celebrate the occasion – drivers, customers/ operators, authorities, business partners, fans etc. – coming from Indonesia, Malaysia, Myanmar, the Philippines and Singapore. This is truly a melting pot of cultures and a singular aim towards the best safety, fuel economy and environmentally-friendly driving!

Therefore I hope you will find reading this issue as wonderful when you read about our customers from different ages, different places and different paces.

IAN TAN

BUSINESS DEVELOPMENT DIRECTOR
SCANIA SOUTHEAST ASIA

Scania Southeast Asia Griffin Today

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STRENGTH IN UNITY

WHILE GROWING WITH SAFETY



“We place our trust in the road-worthiness of the Scania Trucks that we invested in since the establishment of KPD.”

Richard Tee Chu Wong



The Formation of Konsortium Port Dickson

Founded in 2001, Konsortium Port Dickson Sdn Bhd (KPD) came about when four individual fleet owners collectively brought over 150 years of experience among them and pulled together their business resources to form one of the largest truck haulage companies in Malaysia.

The four founding directors – Tee Chu Kuan, Cheok Chuan Huat, Lee Boon Lai and Tan Kim Huatt – were each already successful in their own right, servicing their own set of clients through their own companies.

With the agreement of all directors of KPD, Tee Chu Kuan – who founded KPD – was chosen as the Executive Chairman, while Herwati Marasandi, a loyal and dedicated employee, was also elected as a Director when KPD was established.

It soon became a key player in delivering oil and gas products, such as petrol, diesel, fuel oil, base oil, lubricant oil, industrial gas, oleo chemical and POME (ingredient for bio-diesel), and today has two customers that make it the envy of other hauliers – Shell Malaysia and Petron.

The Management

At the point of inception, the KPD Board of Directors agreed that with the merging of four large organizations that were fully staffed, it would have to be run by an independent management team that was responsible for the company's bottom-line.

Richard Tee Chu Wong, a University of Malaya graduate in Economics with 15 years of experience in the logistics industry, was entrusted to lead the team as the Managing Director.

A strict and disciplined man, Richard carries out his role with no tolerance for errant personnel, be they office workers or drivers of KPD's 180 trucks, and is aiming for a 'zero incidence' level, while placing high expectations on the performance of his 350 drivers.

“We place our trust in the roadworthiness of the Scania Trucks that we invested in since the establishment of KPD. Running 130 Scania trucks from the whole outfit proves our confidence in the safety features in the Scania trucks,” added Richard.



Business retention via safety standard maintenance

KPD attributes the business from its big clients to the safety procedures that it continuously practises, ensuring that the cargo is safely taken care of when being delivered as scheduled.

The safety aspect is complemented by the Scania fleet, which is equipped with safety features such as Opticruise, an electronic braking system and the Scania retarder. This, coupled with the training that goes with utilising these features effectively, has satisfied the safety expectations of KPD's customers.

Proud of its dedication to safety, KPD uses it a unique selling point, and to date it has accumulated a string of awards from The Malaysian Society of Occupational Safety & Health (MSOSH), Department of Occupational Safety & Health (DOSH) from The Ministry of Human Resources.

Beginning in 2005, Shell Malaysia has also awarded KPD with the 'Best Haulier Award' for six consecutive years and 'Recognition for Achieving Zero Fatality' for seven consecutive years.

“We have for many years been getting contract renewals from our key customers due to our excellent safety record,” says Richard.

Branch Operations

To be able to spread its wings and service its clients more cost-effectively, KPD operates from branches located at Westport, Kapar, Puchong, and Hicom (Shah Alam) although its headquarters is in Port Dickson, and there are plans to extend the reach further with the opening of a new branch in Kempas, Johor, and expand the present facility in Kapar.

KPD also runs its own depot and maintains its Scania trucks itself, with the exception of major work that is handled by the Scania technicians in Bukit Jelutong.

“We consider KPD as a loyal customer to Scania and have been using Scania trucks since we were established in 2001 and are pleased that Scania is looking at working out a win-win formula for the Repair and Maintenance contract with KPD,” stressed Richard.

“We believe Scania's after-sales service, its 24/7 Scania Assistance and workshops network nationwide are of great support to KPD, wherever we set up any new branch facility,” stated Richard.

The Drivers

One of the most challenging tasks that KPD has is finding drivers, especially good ones, and it has to pay good competitive wages with a host of other benefits.

“Our drivers are in total control of trucks that cost a lot of money. That is reason enough for us to employ drivers who act responsibly when driving,” said Richard.

Retaining the drivers can also be a challenge and KPD offers cash incentives tied to the drivers' performance, while training is also provided to enable the drivers to pick up skills that will enhance their performance further.

The Marketing Strategy

KPD's stance in the market is well-established as a trusted logistics provider. Apart from running a well-rounded website, KPD relies quite heavily on word-of-mouth recommendation.

With a sturdy reputation of providing logistics solutions for its customers, KPD also considers its business as a contribution to the development of the industry and the nation.

The Future – the Diversification Process

The long-term objective of KPD is to be listed on the Stock Exchange, and the diversification process has already begun, and this includes the expansion of its branches and setting up new ones in areas where it is more active.

Warehousing is another area KPD is seriously examining to invest in, and synergise with its present business structure.

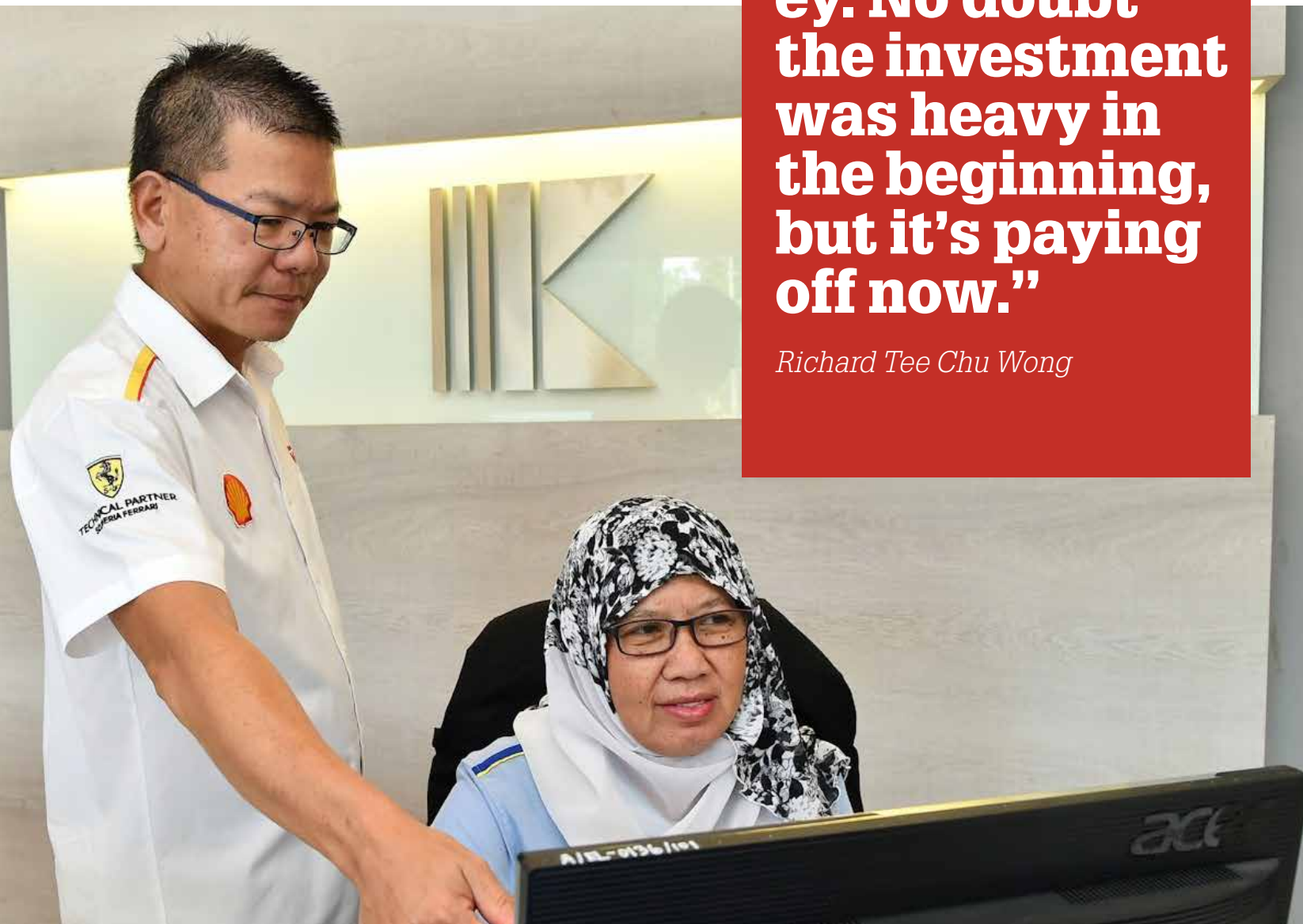
"Every new venture that KPD goes into will have links with either our customers or suppliers, thus making it a lot easier to achieve measurable success," said Richard.

Richard and the Board of Directors of KPD all agree on one thing, and that is that they were correct and are very pleased that the decision to acquire their first 30 Scania trucks, so much so that it conservatively plans to expand its fleet by about 10 trucks a year.

"At the end of the day, it's all about running a business operation with a brand that gives you value-for-money. No doubt the investment was heavy in the beginning, but it's paying off now." said Richard. ●

“At the end of the day, it's all about running a business operation with a brand that gives you value-for-money. No doubt the investment was heavy in the beginning, but it's paying off now.”

Richard Tee Chu Wong



CASE STORY

THE PERFECT BUSINESS PARTNER

Text & Photograph by Avancena PR Consultancy



"We were very impressed the first time we saw a Scania truck because it exuded power, beauty and durability."

Al Paez





Melaco Enterprises Corporation (MEC) is the brainchild of young entrepreneur Rolly Militante. In 2002, the then twenty-three year-old decided to support the family's wholesale business by setting up a trucking company. He started with two used 10-wheeler trucks from Japan to haul agricultural products and molasses. In due time, the company expanded and was able to take on hauling jobs outside of the family business. By 2010, their fleet had grown to more than 20 trucks.

The big break came in 2012 when MEC was appointed by Petron Corporation, the largest oil refining and marketing company in the Philippines, as one of its accredited petroleum haulers. The company for the first time chose to invest in a European brand because they wanted a truck they could rely on for the long-term. Although the Japan surplus trucks were relatively cheaper, they often broke down and proved more expensive to maintain.

However, the company's first foray with a European brand fell shy of expectations. The short 3-year periodic maintenance service (PMS) and issues encountered along the way led MEC to look to Scania when it came to purchase more trucks to meet the growing requirements of Petron.

The better choice

"We were very impressed the first time we saw a Scania truck because it exuded power, beauty and durability," said Al Paez, Operations Manager of MEC. "After conducting research and learning about Scania's 5-year PMS Program, our company immediately placed an order for 4 Scania G360 units. And having seen them in action the past couple of months, we are very delighted with our choice."

The drivers in charge of the Scania trucks echo the same sentiments. MEC has a unique set-up in the sense that each truck is assigned to only one particular driver. The truck does not leave the garage unless driven by the assigned driver.

"Four drivers who used to handle the other European brand underwent training conducted by Scania to be able to drive the company's new Scania trucks. They all attest to Scania's drivability, comfort and reliability. The truck has been designed with the driver and the commuting public in mind. To cite an example, according to our drivers, the headlights of a Scania truck do not blind oncoming vehicles unlike those experienced when driving other trucks," said Al.

Making the grade

The engagement with Petron meant MEC had to get a reliable partner that would help the company comply with Petron's strict standards. Petron assesses the company's level of service regularly, and failure to make the grade would not augur well for the company.

"We needed to get a truck that could match our 15-year contract with Petron. Choosing Scania has given us peace of mind that deliveries will reach their destination on time, and as long as we follow the prescribed maintenance schedule, we can expect the trucks to be in service for a very long time," said Al. "Our trucks run an average of 10,000 kilometers per month and so far we haven't encountered any problems."

Driver feedback

"We also appreciate the fact that Scania allows us to offer excellent service to Petron by enabling our drivers to be better at their craft. After every check-up, Scania technicians provide our drivers feedback and guidance based on the condition of the truck. So far all our drivers have been receiving passing marks and competition amongst them is fierce as to who can get the highest grade," adds Al.

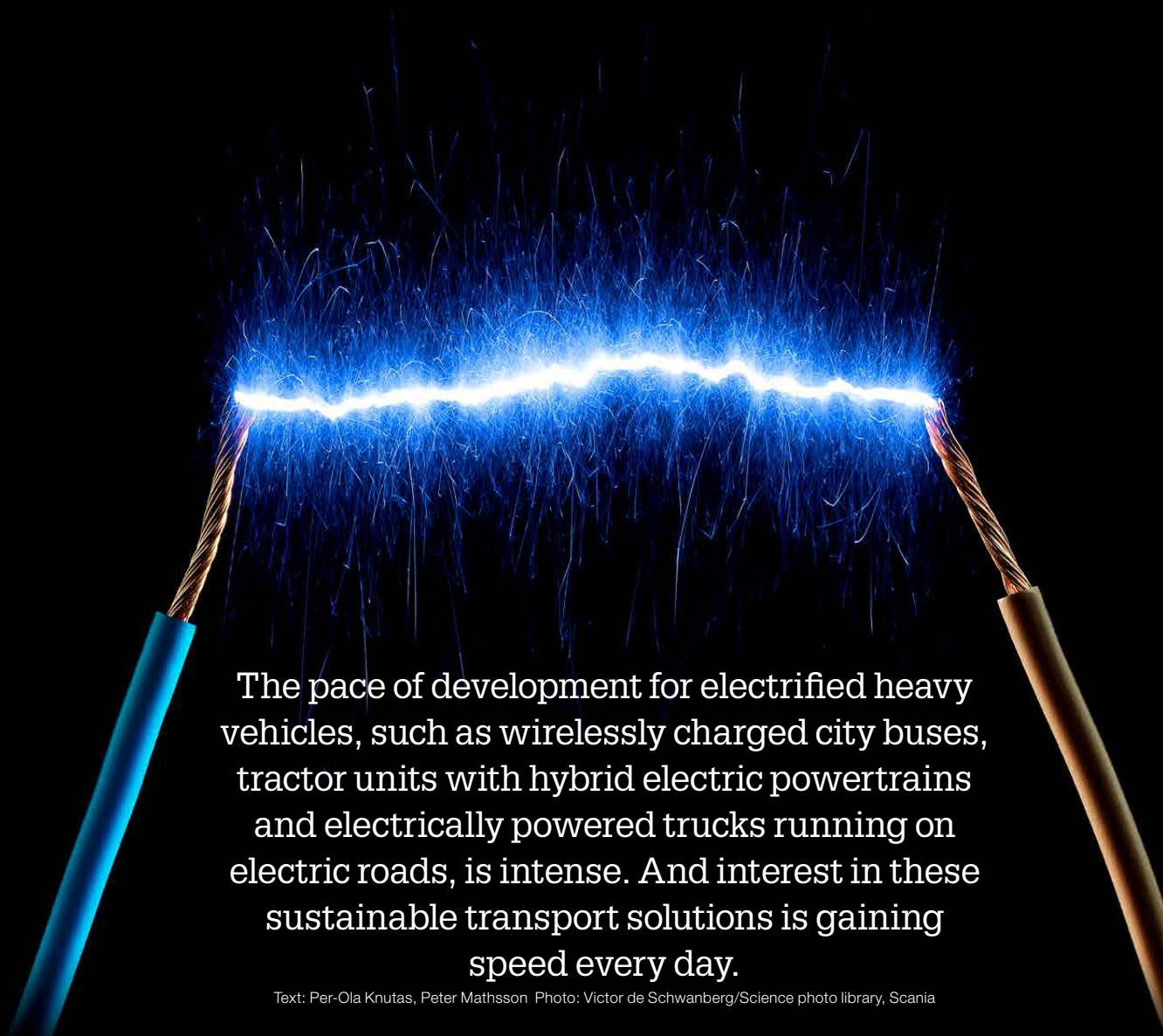
Sticking with Scania

MEC is looking forward to growing its business with Petron, and if it calls for the purchase of more trucks, then the company is decided on increasing their fleet of Scania trucks. ●



“
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Al Paez



The pace of development for electrified heavy vehicles, such as wirelessly charged city buses, tractor units with hybrid electric powertrains and electrically powered trucks running on electric roads, is intense. And interest in these sustainable transport solutions is gaining speed every day.

Text: Per-Ola Knutas, Peter Mathsson Photo: Victor de Schwanberg/Science photo library, Scania

EMPOWERING THE FUTURE

SWEDISH COFFEE ROASTER LÖFBERGS is committed to sustainability over the company's entire value chain – from coffee beans to coffee cup; from the farm to the end-consumer. That's why Löfbergs has now put its first Scania hybrid electric tractor unit into operation. The hybrid truck can make a total of 15 daily round trips between the roastery plant and the warehouse in the suburb of Vålsviken.

When the driver reaches Karlstad city limits in south-west Sweden, she pushes a button. This changes the source of the truck's power from Hydrotreated Vegetable Oil (HVO) to battery power. She makes the final leg of the journey to the city centre coffee roastery using electricity.



Nils-Gunnar Vågstedt



Urban Löfvenberg

This is just one of many examples of the massive interest in electrification and the impact that the technology is starting to have on the transport industry. An interest that is heightened as costs for batteries and other related equipment continues to decline and global standards for common infrastructure, such as charging stations, take shape.

"There is a big shift right now," says Urban Löfvenberg, Sales Manager within Scania Sustainable Solutions. "In major bus tenders in Europe today, municipalities nearly always ask for different kinds of electrified solutions. The largest interest is in fully electric buses."

Löfvenberg says that battery-powered electric buses are particularly useful in city centre traffic, but adds that in a typical urban area these journeys only account for about 20 percent of the total.

"For most journeys, to and from city centres, which account for about 80 percent of the total traffic in urban regions, hybrid electric solutions are more suitable, especially if biofuels are used," Löfvenberg says. "These longer trips are ideal for recovering energy from braking, which means that up to 20–25 percent of fuel can be saved."

Nils-Gunnar Vågstedt is responsible for Scania's research into electrification. He also sees a tremendous momentum for electrified solutions and its environmental benefits, including the zero carbon footprint, quieter vehicles and zero particle emissions.

"A lot has happened just during the last year and a half," Vågstedt says. "We have gone from treating electrification primarily as a research area to having many discussions with customers who want to make the shift to sustainable transport."

Today, the driving forces for electrification come mainly from

“

We have gone from treating electrification primarily as a research area to having many discussions with customers who want to make the shift to sustainable transport.”

Nils-Gunnar Vågstedt, responsible for Scania's research into electrification

cities and city regions and the fact that electrified solutions are beginning to become financially viable in their own right, without subsidies. China is the front-runner. The country accounts for over 95 percent of the world's electric city buses, a total of some 100,000 in rolling stock so far.

"In urban traffic, both for city buses and to an increasing extent for distribution vehicles, the commercial driving forces are already in place," says Vågstedt. "An electrified vehicle still has a higher initial investment cost, but it has the long-term benefit of lower operating costs."

"The development for electrified long-haul transports are lagging a few years behind, but I am convinced that the same sustainable trend will occur here, and that we will see the same commercial driving forces," Vågstedt adds.

Scania's philosophy is to have a broad approach when it comes to research into sustainable technologies, rather than putting all its eggs into one basket. That's why the company continues its research into hybrid technology, plug-in hybrids, fully electric vehicles and different kinds of biofuel.

"We want to address concrete customer needs instead of convincing them of a particular solution. In cities where access to biogas for use in buses is good, biogas is a suitable solution. Another city might produce electricity from its biogas – then electric vehicles are a good solution there."

"And," Vågstedt adds, "in places where hydrogen gas derived from solar or wind power can be produced, fuel cells make suitable energy transmitters to electric vehicles." •



A Scania electric hybrid truck operates the world's first electric highway.

Scania electrification projects: from hybrids to wireless charging

Scania is working on several projects to help increase the use of electrification technology within both urban and long-haul transport. All Scania's hybrid vehicles are Euro 6 certified.



Tractor with a hybrid electric powertrain

Swedish coffee roaster Löfbergs recently put a hybrid electric truck into operation. The Scania P 320 tractor drives on electric power for nearly two kilometres on just a ten-minute charge, lowering the fuel costs by 18 percent and making it possible to perform silent deliveries without disturbing residents. In parallel with the electric battery, the truck runs on Hydrotreated Vegetable Oil (HVO). The combination reduces carbon emissions by more than 90 percent in comparison with conventional diesel.

Battery electric city bus



At the end of 2017 Scania will start field tests of battery-powered electric buses in the northern Swedish city of Östersund. The three Scania Citywide LF buses – with an additional three to be added during 2019 – will be charged

through a roof-mounted pantograph at two charging stations at both ends of the 14-kilometre bus line. With a 10-minute charging time, the buses will run every 15 minutes for a total of 100 journeys each day.

Hybrid truck for quiet deliveries



Scania's 18-tonne distribution truck can operate solely on electric power for up to two kilometres. The powertrain has an electric motor that delivers 130 kW (174 hp). Electric operations are primarily intended for city distribution in

noise sensitive areas or where exhaust fumes must be avoided. The truck was awarded the prestigious German prize Green Truck Future Innovation 2016 by the leading trade magazine Verkehrsrundschau.

Breakthrough for hybrid city bus



With the launch of the hybrid powered Scania Citywide bus in 2015, Scania took another step towards carbon neutral transport solutions. The hybrid unit, comprising an electric motor and automatic clutch, is located between the engine and gearbox. The combustion engine runs on up to 100 percent biodiesel, providing CO2 savings of 60-65 percent. 2016 saw a major commercial breakthrough, when Scania started delivering 51 of these buses to the city of Madrid.

World's first electric road



truck operates as an electric vehicle when on the electrified road lane and as a Euro 6-certified hybrid vehicle running on biofuel at other times, such as when overtaking.

In June 2016, the world's first electric road for heavy goods traffic was inaugurated near the Swedish city of Gävle. A Scania electrically-powered truck now operates the route, in open highway traffic, using conductive technology developed by Siemens. The

Wirelessly charged city bus

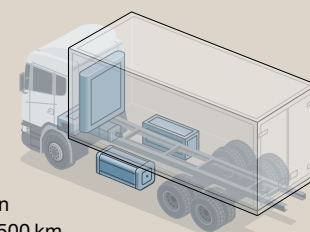


Royal Institute of Technology in Stockholm. The batteries are wirelessly charged while the bus stands at the terminal stop, providing it with the power it needs to complete its 10 km route in just seven minutes.

In December 2016, a Scania electric hybrid city bus, equipped with wireless inductive technology, was inaugurated in Scania's hometown of Södertälje, as part of a joint research project between Scania and the KTH

Solar-cell produced hydrogen

Together with Asko, Norway's largest convenience goods wholesaler, Scania will start testing trucks with an electric powertrain in which the electrical energy is converted from hydrogen gas in fuel cells on board the vehicles. The hydrogen gas will be produced locally, using solar cells. The three-axle 27 tonne trucks will run in distribution service with distances of almost 500 km.

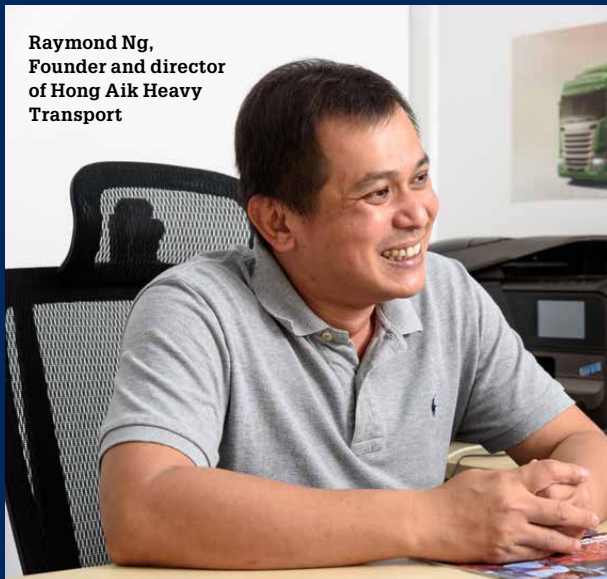


HONG AIK HEAVY TRANSPORT HIGH CAPACITY TO GROW

Text & Photo by Impact Today Communications



Raymond Ng,
Founder and director
of Hong Aik Heavy
Transport



“
Scania is the toughest and most heavy-duty truck available for us to serve our customers well. I give Scania a 10/10 for durability.”

Raymond Ng

Raymond Ng is an entrepreneur who built a successful heavy transportation business from ground zero, in just four years. This was made possible by using a full fleet of Scania trucks to provide the durability, reliability and capacity needed to support the construction industry's transportation needs.

Hong Aik Heavy Transport began with the passion of its founder and director. Combining his interests in the transportation and construction sectors, Raymond Ng set up the company to provide heavy transportation services solely for the construction industry.

His love for heavy vehicles began as a student, when he earned extra pocket money by working part-time on trucks as a delivery assistant. After his National Service, he obtained his 'Class 4 and 5' driving licences and became a driver for tipper and cement trucks supporting the construction industry for many years. As he moved on to do traffic control and the purchasing of spare parts and tyres for his employer, his interest in heavy vehicles deepened.

Once Raymond decided to strike out on his own, he teamed up with his friend and silent partner, Augustine Ong, to establish Hong Aik Heavy Transport in July 2013. He began with just one truck and one staff member – himself. He had neither contracts nor business leads in the construction industry, just a determination to make the new business a

success. He discovered very quickly that Scania should be his vehicle of choice if he intended to gain a strong foothold in the market. With durability and reliability, the Scania trucks were most suited to carrying heavy construction machinery and building materials, such as steel rods, and to withstand the harsh conditions of navigating through construction sites.

“My philosophy is that if I want to do something, I must do it in the best possible way. And Scania is the toughest and most heavy-duty truck available for us to serve our customers well. I give Scania a 10/10 for durability,” says Raymond, explaining that the company was using another European-branded truck at first, which did not perform to his expectations. He has since sold this truck.

Within the first six months of operations, he invested in his first Scania prime mover – the Scania P400LA4x2MSZ. The reception from the market was good, and contracts began flowing in, affirming that it was the right decision. There was no turning back from there. As business grew, the company added more Scania trucks over the next few years.

Today, just four years into the business, Hong Aik Heavy Transport is a proud owner of a complete fleet of 12 Scania trucks, with a 13th on its way. Of these, one is a Scania P400CB8x2MHZ lorry crane, while the rest are prime movers capable of moving between 80 and 170 tonnes each.



“Construction companies also have the confidence that we can move their materials from site to site on time and in the most efficient way. Scania is worth the investment.”

Raymond Ng

Raymond explains: “Capacity is very important to support the needs of the construction industry. Having a full fleet of Scania trucks gives us the high capacity to move between 1,000 and 2,000 tonnes reliably every day.”

“I trust Scania to do the job. And construction companies also have the confidence that we can move their materials from site to site on time and in the most efficient way. Scania is worth the investment as it's given us the competitive edge to gain more market share.”

Raymond adds that he also likes Scania trucks for their low maintenance, high reliability and excellent fuel efficiency. As a self-taught mechanic years before, he made the decision for the company to maintain its own trucks, using Scania Genuine Parts.

“We have had no major breakdown issues since 2013. With almost no downtime, we can get more trips and more revenue out of our vehicles,” he says.

The choice of Scania has undoubtedly seen Hong Aik Heavy Transport grow from a one-man start-up to a leading supplier of transportation services to the construction sector, with 18 staff. As business expanded, the company made the transition from a small serviced office to a container office powered by a generator within a rented yard space, before settling down in permanent premises in the west of Singapore. It has also sprouted new lines of business in construction machinery rental and trailer manufacturing, strengthening the company's position as a one-stop solution provider for construction customers.

“My initial goal was to reach 8 to 10 trucks within three years,” says Raymond. “We have exceeded all expectations!”

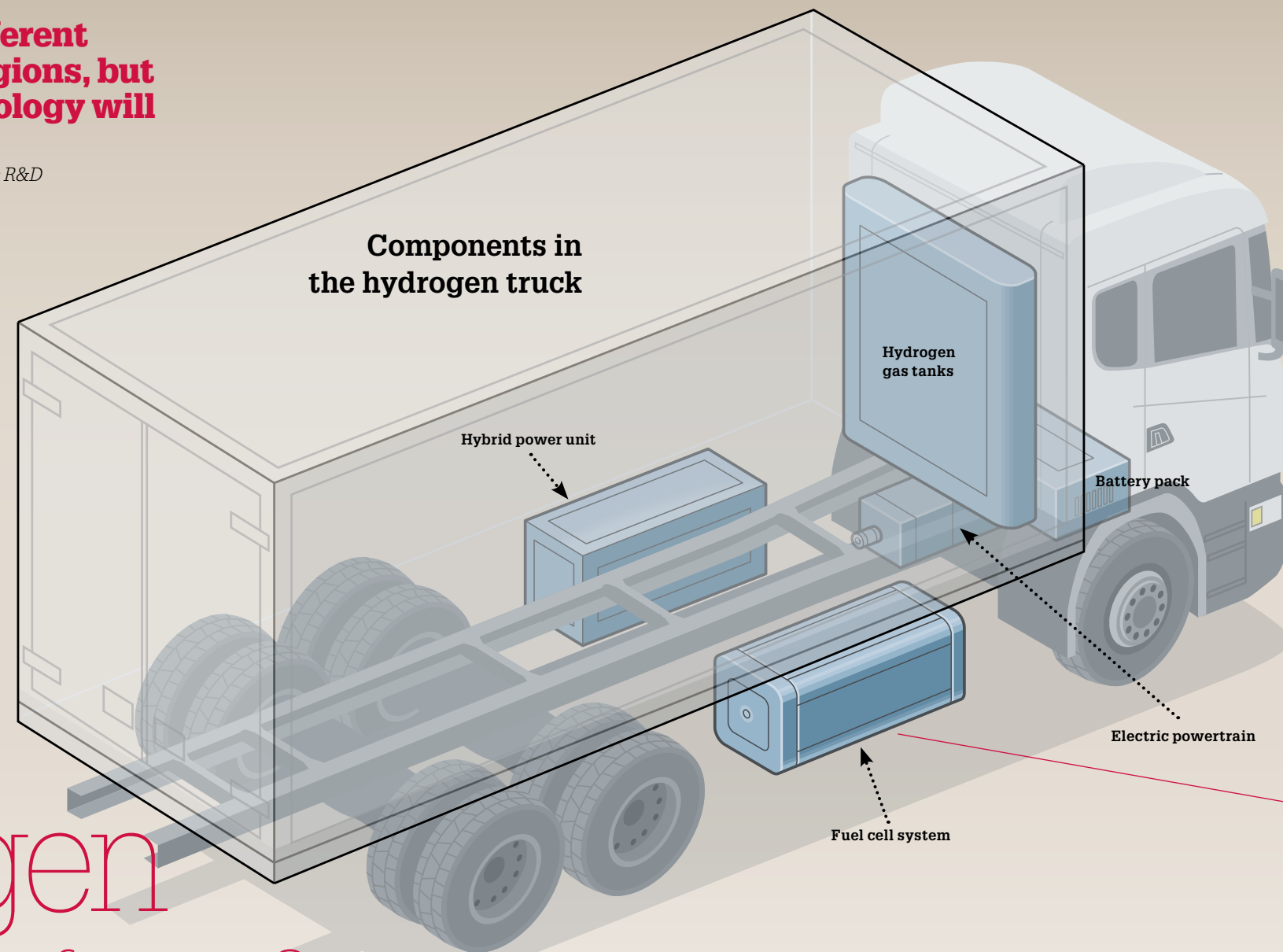
The future for Hong Aik Heavy Transport may see further diversification of business lines. But for now, the company is looking forward to the arrival of its new Scania P450LA6x4MSZ (Euro 6) to better support the needs of its customers. ●





“I’m sure there will be different solutions for different regions, but hydrogen fuel-cell technology will have its part to play.”

Hedvig Paradis, Project Manager for fuel cells, Scania R&D

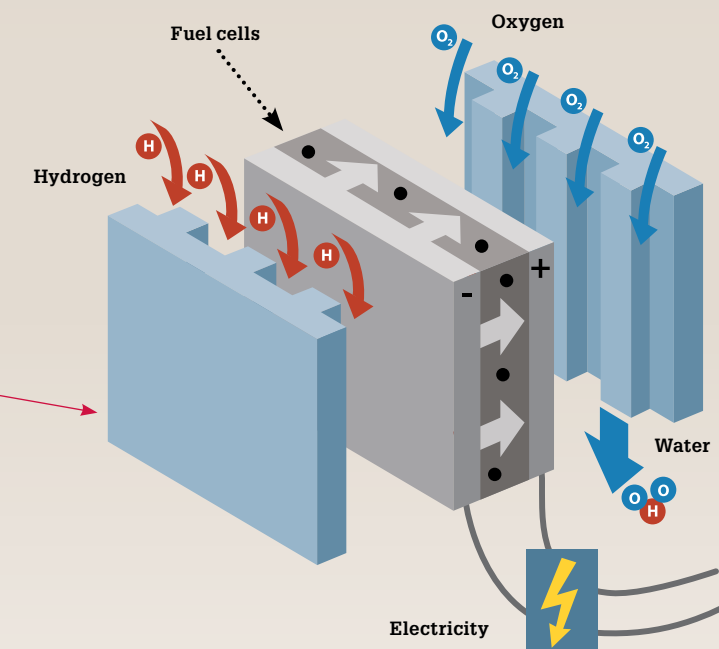


How it works

A fuel cell creates electricity by an electro-chemical process using hydrogen and oxygen.

The electricity generated by the fuel cells powers the electric powertrain. The system has an integrated battery buffer.

The only emissions are pure water.



Hydrogen a fuel of the future?

Why hydrogen fuel cells could be one of the solutions for a future of sustainable transport.

ELECTRIFICATION, automation and various hybrid and alternative fuel solutions are already attracting a lot of attention. However, one possibility that has been overshadowed in comparison is hydrogen fuel-cell technology.

And yet Scania’s efforts to drive the shift towards sustainable transport include work in this area, too. The company is in partnership with Norwegian goods wholesaler Asko to test hydrogen gas propulsion in trucks.

The trucks are fitted with an electric powertrain, and electrical energy is converted from hydrogen gas in fuel cells on board the vehicles. The fuel-cell-powered truck or bus will always have a battery, and be hybrid. Therefore with this solution it can run at a more stable power level. The battery can capture moments when extra power is needed, and times when the vehicle needs to recuperate power from brake energy.

Hedvig Paradis is the Project Manager

in charge of Scania’s collaboration with Asko. With a PhD in fuel-cell technology from Lund University, she has been studying and working in this rapidly-evolving area for several years. She is excited by its potential.

“Different customers in different regions around the world will need different solutions, and hydrogen fuel-cell technology can be one of those solutions. We can see for example in Japan, South Korea and California that they are pushing for hydrogen-based solutions, and building hydrogen gas stations,” she says.

A major strength of hydrogen-based solutions is the fact that it is a zero-emission technology; only water is actually

emitted locally by the truck itself. This is based on the fact that the hydrogen is produced in a renewable way.

ANOTHER REAL POSITIVE for hydrogen fuel-cell vehicles, and a reason for the growing interest, is that they have attributes comparable to conventional vehicles, such as refuelling patterns and infrastructure build-up. That’s attractive to those who are wary of making the dramatic change some new technologies require.

However, as with all new technologies, there are also challenges.

“The technology is not so mature yet,” explains Paradis. “It needs us to take greater steps in a shorter time, such as try-

ing to solve the issues of degradation and lifetime of the fuel cell.”

There’s also the central issue of how and where the hydrogen fuel is produced.

“Hydrogen gas stations are not that developed yet, although there is more infrastructure emerging. Some, like Asko, are actually building their own refuelling stations so they are in control of their own ecosystem. There’s a need for sustainable solutions that have less environmental impact.”

ADDED TO THIS is the need for a lot of space on the truck or bus for the hydrogen tanks. The solution available today takes up a lot of volume to maintain a good range

that could otherwise be used for transporting goods or people.

Nevertheless, Paradis is confident that the technology will overcome these hurdles, and will establish itself as one of the sustainable transport solutions.

“I believe there is a bright future for fuel cells,” she says.

“It will certainly be one of the options for the future. We can see around the world that things are happening – in passenger vehicles, with different companies, with pilot fleets.”

“I’m sure there will be different solutions for different regions, and one solution won’t necessarily fit all, but hydrogen fuel-cell technology will have its part to play.” ●

SCANIA RECEIVES LARGE ORDER OF 50 TRUCKS FOR THE LONG HAUL

Text by West Coast Public Relations and Photography by CS Wong



With almost four decades of experience in the transportation industry, Teo Tuan Kwee Sdn Bhd (TTK) knows what works best, so it says a lot when the company has opted to buy another 50 Scania trucks to join the existing 182 Scania trucks it already owns. This order is the largest ever in Malaysia since Scania started operating in this country.

Operating a predominantly Scania fleet, TTK specialises in services such as palm oil tanker transportation, bonded lorry tankers, cargo transportation and container haulage.

"The vision is for TTK to become an outstanding and reputable logistics company in Malaysia and Singapore in the next 5 years," said TTK director Teo Chee Ben in Johor Bahru, when receiving the latest batch comprising 26 units of the Scania G410LA6x2MSZ truck.

Teo said the Johor-based company selected its trucks based on the criteria of quality and high uptime, adding that the decision to buy more Scania trucks was also because of the good maintenance service provided.

With its latest acquisition – facilitated by Scania Credit – TTK is also the first company in the southern region to acquire the Scania G-series trucks, which it will be using for its long-haul operations.

The hardworking G-series can be configured to suit a huge range of applications – from long-haulage and distribution to the toughest off-road jobs – while providing powerful performance, fuel economy and safety.

"We are proud to be a partner of TTK for its long-haul operations and for the long haul. It is investing in the total operating economy that Scania offers to create the best profitability for our customers," said Managing Director, Scania Southeast Asia, Marie Sjödin Enström.

"This is achieved through Scania's sustainable transport solutions," added Marie.

TTK's new trucks also come with the two-year free Scania Maintenance package, two years of free 24/7 Scania Assistance and a ten-year free Fleet Management System (FMS).

The FMS is activated via a communicator that comes standard with the Scania trucks enabling operators to achieve up to 10% fuel economy. The FMS collects data on board Scania trucks that provide valuable insight, tracking and diagnostics into the driver and vehicle behaviour. This can bring significant benefits in increased uptime, improved safety and reduced operating costs; especially if coupled with Scania Driver Training and Scania Driver Coaching. ●





Easing the gridlock in Jakarta

Scania has partnered with the TransJakarta transport network in Indonesia's capital, Jakarta, to help the city of 10 million inhabitants address its huge traffic-flow problem. Encouraging people away from cars to public transport is a smart and safe move that is crucial to improving congestion and traffic pollution. Scania has provided 100 buses that meet Euro 6 emissions standards for the city's Bus Rapid Transport system, with the buses having dedicated bus lanes that escape the traffic gridlock. The buses have already made a significant impact, proving to be comfortable and efficient enough to attract new users.

'Cow-powered' buses

In October 2016, the English city of Reading became the world's first user of double-decker gas-powered buses. Scania supplied five double deckers to Reading Buses for the city's public transport system. The buses joined a number of single-decker gas-powered buses in the fleet.

All the new buses comply with Euro 6 emissions standards and are powered by compressed natural gas from a certified carbon-neutral biomethane source (which is where the cows come in).

The buses are quieter and they also improve the town's air quality, as the gas produces almost no particulates or hydrocarbons, almost no carbon emissions and 99 percent less nitrogen oxide.



The world's first user of double-decker gas-powered bus.

"Electrification is a crucial part of creating a fossil-free community and providing a better quality of life in cities."



Karolina Skog, Swedish Minister for the Environment, at the inauguration of the Nordic region's first wirelessly charged electric-bus line, operated using an electric hybrid bus from Scania.

245 Number of connected Scania buses in the Bus Rapid Transit (BRT) system in Ghana's capital city, Accra, the most comprehensive and complete system in Scania's history to date.



Scania's new Technology Centre in São Bernardo do Campo, Brazil.

New investments in R&D

Scania continued to invest in new Research & Development capacity in 2016. In February, the company opened a new R&D centre in Bengaluru, India, which supplements existing facilities in Sweden and Brazil. The focus in India is on locally produced buses and adapting trucks for the Indian market.

Meanwhile, in May, Scania inaugurated a new Technology Centre in São Bernardo do Campo, Brazil. The centre is equipped with engine test cells for use in development, testing and certification.

10 million kilometres

The total distance covered in field tests by Scania's new truck generation – the equivalent of 250 laps around the Earth.



The first ever Scania Driver Competitions in Myanmar

February 16th-17th, 2017. Octagon Automobile and Machinery Services Co., Ltd. won the Scania Driver Competitions Myanmar 2017, the first ever National Final in Myanmar.



Scania takes lead with full-scale autonomous truck platoon

January 9th, 2017. Scania designed the first fully autonomous truck platooning operations, using its own advanced technology, to transport containers on public roads between port terminals in Singapore. Convoys of four trucks, with the three behind autonomously driven, will fully automate cargo handling.



Scania delivers skilled manpower for automotive engineering technology

Shah Alam, January 25th, 2017. Twelve apprentices earned their tools to enter the automotive engineering technology sector recently to meet the demand for skilled manpower in the country.



Scania drives the shift towards the future of

May 18th, 2017. Scania is already gearing up for a future in Malaysia that is smart, safe, fuel efficient, digitally connected and unmanned.

Scania enters the Visayas market

June 8th, 2017. The Scania G360 and the Scania R440 are the first Scania trucks to ply Cebu roads following today's handover ceremony to RGS Logistics, Inc. The Scania G360 and the Scania R440 can be used for a variety of applications and are engineered to deliver performance, reliability and economy.



OAMS Scania hand-over to Jade Mountain Gems Co., Ltd.

February 7th, 2017. A total of two units of Scania P410(8x4) Dump Truck were handed over to the Jade Mountain Gems Co., Ltd.. The delivery includes one year maintenance services free and training for 10 drivers.

DOS certificate celebration in Scania Myanmar

July 2017. Scania Yangon and Mandalay service centre celebrated the second DOS certificate received from Scania Sweden.



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