Japan
Logistics solutions that exceed expectations
All New Quon
New 460ps Quon test-drive

Fujin & Raijin
UD’s vision toward 2030

Philippines
Reliability for smart logistics
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Saudi Arabia
On the road with Saraya Al Jazirah’s 18-ton Croners
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Dear friends,

Welcome to the latest edition of Roads, your magazine about UD Trucks and global logistics.

We have so much news and many exciting developments to share with you in this issue.

Some have referred to this era as a logistics revolution; our industry is blazing a path towards prosperity. Globalization continues apace, online shopping is an embedded habit and parcel delivery volumes are soaring. That being said, most industrialized countries are seeing their population age, and consequently face a reduction in their active workforce. Estimates show that by the year 2030, 33% of Japan’s population will be 65 years or older; for Germany the figure is 28%. Also, by 2030 - admittedly for the greater good - CO2 emission targets must drop to 26% of what they are today. Our industry will face challenges from both tighter emissions regulations and ageing populations.

But challenge is a force for evolution, it always has been, and UD has been a challenger since the beginning. With a constant eye on the future, today we are working to deliver the tools and services our customers need to stay ahead of the clock and the competition. It was in 2015 that we first announced our commitment to smart logistics; this year we take another step forward with our UD Trucks’ Vision 2030 roadmap. Announced in April, the roadmap charts our vision towards full commercialization of automation and electromobility. It’s a brand-new world of logistics, and we will be there when you arrive.

For this issue, we traveled around the globe to visit some of our customers. You will hear of UD trucks delivering cargo vital for daily life and local economic development in various geographic and climate conditions; our trucks and services are equally reliable and responsive wherever we are working.

Our All New Quon is now available with a 460 ps version of the renowned GH11 engine. We organized a test drive on a challenging racing circuit to give our Japanese customers a comprehensive experience of the drivability of the new top-end model of our flagship line. We hear what they have to say in this issue.

This has been an exceptional year so far for UD. We launched All New Quon, Quester and Croner models in many more countries. Other solutions – such as new variants of our trucks customized for local needs – have seen the light. New 18-ton Croners are hauling waste in the Middle East, 40-ton Questers are laboring in the construction fields of Indonesia, and complete knock-down (CKD) Croners are rolling off the assembly line in Malaysia, reducing operation costs even further for local customers.

There are even more exciting times ahead, and as your partner, we will continue to travel on the path of success with you today and tomorrow.

Takamitsu Sakamaki
Senior Vice President
UD Trucks Corporation
UD Trucks lays out its Vision 2030 innovation roadmap

In April, UD Trucks announced its Vision 2030 innovation roadmap, laying out its unique approach to commercialize fully-electric and autonomous trucks by 2030. As Joachim Rosenberg, Chairman of UD Trucks revealed during the event, “The three technologies, Automation, Connectivity, Electromobility (ACE) will shape our future. When they converge, we will have very exciting times ahead.” Douglas Nakano, Senior Vice President of UD Trucks Technology, then laid out the road map from 2018 to 2030 onwards.

UD Trucks Japan has conducted a series of comparative Touch & Ride events, pitching All New Quon against the latest models from three other Japanese truck manufacturers in the same segment. The events invited more than 1,000 customers to take comparison test drives on challenging racing circuits across the country. The different characteristics of each vehicle’s air suspension reduces body sway in transportation over wide after-sales support network to UD customers.

The trials emphasized the strong confidence that UD Trucks has in All New Quon, and the feedback from customers proved the truck is truly outstanding. From questionnaires that customers filled in after the test drive, out of 18 items – in which 10 were static evaluations and 8 were dynamic evaluations – All New Quon won the highest rating for 15 of them.

What customers say

Compared with other trucks, I can really feel the quality of Quon. “ESC-11 is so smooth that I almost didn’t notice the gear shifts.”

“The auxiliary brake works very strongly. I can drive without applying any foot brake. Even someone not accustomed to heavy-duty trucks will be able to drive Quon easily.”

I can drive without applying any foot

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You can read more about UD Trucks Vision 2030 in the issue (page 20) and watch the highlights of keynote speeches on the launch event.

Quon earns highest ratings at Touch & Ride events

UD Trucks and its authorized distributor in Pakistan, VPL Limited, held an impressive launch ceremony in June at Expo Center, in Karachi, Pakistan. The unveiling of Quester had been eagerly anticipated since an announcement of its launch on the Pakistani market earlier in the year. About 600 guests, including customers and media, were there to welcome the new heavy-duty addition to the market.

Quester is available in Middle East, East and North Africa

UD Trucks has officially launched 40-ton Quister in the Middle East, East and North Africa region after customer test in daily operations for more than a year in Qatar. The environment in the Middle East is tough, with varied terrain, high temperatures and different payloads. The year-long test is the extra assurance that the new variant meets the demands of this challenging region.

Quister 40-ton available in Middle East, East and North Africa

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Quester is confident to address all the essential concerns of customers in Pakistan: fuel consumption, durability, productivity, maintenance and safety, in a smart and modern fashion. On top of that, the distributor VPL, a leading importer of trucks and equipment in Pakistan, will be able to offer a country-wide after-sales support network to UD customers.

The two-day launch event took place in April, with more than 110 guests, comprising of customers and the media, offered the opportunity to take the vehicles for a test drive.

Crossing the sea to Middle Earth

All New Quon launched in New Zealand

UD Truck’s foreign technical internship program

Recently, 12 Philippine technical trainees joined four customer centers in Kanto region in Japan. UD Trucks’ foreign technical internship program accepts trainees from other countries, helps them acquire technical skills and knowledge; skills they take back home to share in their own countries. While the trainees are applied to study maintenance techniques, the hosts of these intern are also positive, “Kanto region collectively accepts about 50 foreign technical interns this year. I expect our mechanics to learn a lot by working along with these trainees that are positive-minded and highly-motivated.”

Another 34 trainees have also arrived in Japan and will be assigned to Kanto region.

UD Experience Center activity is a key stage in the mechanics’ training; they in turn are a vital link in UD Trucks offering a dependable partnership to its customers.

Technical trainings at the UD Experience Center

The biennial competition among global UD Trucks after-sales teams is here! This year, the competition that tests teams’ knowledge, skills and efficiency has attracted more than 300 participants from seven markets around the world.

Close teamwork contributes to success in workshops, and the UD Gemba Challenge recognises that by inviting team entries. Each team consists of three to four people working as mechanics as well as parts- and service representatives.

As well as being tested for hands-on checks and repairs, they will also be evaluated on their theoretical knowledge and communication skills. This competition serves as a great motivation tool and a boot camp for UD after-sales teams to continue learning and excel in all the skills necessary to deliver maximum uptime for every customer around the world.

To celebrate and encourage their work, this year’s competition has been specially named “Celebrating our Heroes.”

Stay tuned for more country-level news about the competition in the run up to the November final to be held in Ageo, Japan.

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First locally-assembled CKD Croner rolls out in Malaysia

UD Trucks and Tan Chong Industrial Equipment Sdn Bhd (TCIE), an importer and distributor in Malaysia, celebrated a key milestone when they assembled and successfully rolled out the world’s first CKD (complete knock-down) Croner. UD Trucks has had a highly successful 40-year partnership with TCIE, which is an expert in SKD (semi knock-down) production of the heavy-duty Quester and has now shifted to CKD production. The facility has started CKD production of Croner PKE and LKE. Croner PKE is fitted with a high output engine for regional and long-haul vehicles, while Croner LKE is a multi-purpose model for efficient in-city and city-to-city distribution.

Building a fleet from the ground up with only UD trucks

Five heavy-duty Questers have been delivered to UPC Chemicals in Malaysia, marking the birth of the company’s very first fleet. A handover ceremony was held at UPC Chemicals’ Port Tank Farm in Kuantan. UPC Technology Corporation was founded in 1976 to produce petrochemical products. In addition to its core chemical business, it also develops specialty chemicals and runs a logistics service business to handle them. With seven manufacturing and logistics centers in China, UPC is expanding in Asia Pacific to meet the demand of the rapidly growing ASEAN market. “To handle this fast-growing business, we know we must be well prepared to handle more deliveries. We need trucks that are robust, reliable, fuel-efficient and affordable to transport our products to customers. We believe that these Questers will help us increase our productivity,” said Wu Weiting, General Manager, UPC Chemicals (Malaysia) Sdn Bhd.

INDONESIA

Empowering truck drivers

UD Trucks Indonesia is continuing its efforts to improve the country’s poor road safety record with the 8th edition of its Driver Appreciation program. The program has been running since 2016, and the most recent edition included a special feature. In addition to providing free driver training to interested truck drivers, no matter what brand of trucks they drive, this time UD offered an extra service exclusively to UD drivers. Obtaining or renewing a truck driving license is expensive for some truckers, and can result in them driving without a valid license. So UD Trucks Indonesia launched a sponsorship program to help drivers pay application fees and support them throughout the training and exam process. UD Trucks Indonesia will continue to go the extra mile empowering the country’s truck drivers.

Questers ready to build the road

PT Farika Beton from Indonesia has taken delivery of 20 Questers to work on the elevated Jakarta – Cikampek toll road. The handover ceremony took place in the company’s batching plant on the KLM9 toll road. The trucks will be ferrying concrete to the road constructor, state-owned PT Waskita Karya. Indonesia’s construction industry has increased rapidly since the government set new objectives to improve the country’s two years ago, including raising the quality of its infrastructure. As a result, UD Trucks is quickly gaining popularity amongst Indonesia’s top construction companies.

LATIN AMERICA

Quester and Croner take off in South America

UD Trucks has long enjoyed a presence in South America, where its legacy models have earned a solid reputation for reliability and durability. This vast continent has diverse landscapes, drastic temperature swings from day to night, and road conditions that vary across countries at different stages of economic development – some can be particularly challenging for trucks. Continuing to carry UD’s hallmark for reliability and durability, Quester and Croner models now bring UD’s proven smart technologies to the region. The launches created waves of excitement in Bolivia, Ecuador, Nicaragua and Trinidad and Tobago, and will reach Peru and Columbia later this year. The events attracted hundreds of customers and media to experience the new trucks for themselves. Several key hand-over ceremonies were also held for customers who had placed their orders before the trucks were officially available on the markets. The range of proposed trucks will gradually broaden, while further launches are planned in other South American countries, making the presence of UD trucks stronger than ever in the continent.

UD Driver Training program rolled out in Latin America

A tool is only as good as the hand that guides it. That applies to driving too, and the UD Trucks Driver Training program aims to help customers achieve the best performance with their trucks. Designed by a team of experts, and run by experienced trainers, participants learn how to reduce costs, improve safety and make maximum use of UD’s on-board technologies. UD Trucks launched Croner and Quester into Latin America last year, and the first ones are already on the road. The driver training program has also been rolled out in this region, beginning with Santa Cruz in Bolivia. Drivers attended from Peru, Ecuador and Bolivia, taking some challenging practical driving exercises to improve safe and fuel-efficient driving.

More training sessions will be carried out in the future.
By the year 2020, Japan could face a shortage of up to 100,000 truck drivers as the population declines. Dubbed the ‘Logistics Crisis 2020’, the predicted shortage is a significant concern for the transport sector, with repercussions for other industries too, like manufacturing and retailing if, for instance, raw materials or finished goods are not being delivered to factories or shops.

Trucks form part of the essential infrastructure underpinning the economy and our day-to-day lives, and solutions are needed now before the problem deepens. Logistic company Art Van Lines is committed to finding these solutions.

Art Van Lines Co. was established in 1997 as the commercial transport division of Art Corporation, a moving company that operates in Japan and overseas and puts excellent customer service at its heart. The company has 14 logistics centers nationwide, strategically located so they can be close to customers and shipping lines. Another 12 bases will be established in the next three years.

“By locating our warehouses and transportation centers close to customers, we can improve work efficiency and reduce working hours and logistics costs,” says Shinji Kidani, its president and CEO. Higher productivity achieved through changing the way people work is the ultimate aim. It also ensures that customers stay loyal, which creates stable earnings through win-win relationships.

But developing all these bases makes it urgent to find more drivers. And if the cargo volumes increase as the company wins more customers, there is a concern that the drivers’ hours on the road will increase.

To meet these challenges, rethinking the working style is crucial, an approach this forward-thinking company calls ‘Workstyle Reform’. Normally, a driver is responsible for operations and cargo handling. However, if cargo handling becomes the responsibility of another team member, then the drivers are free to focus on operations. This reduces the workload of the driver and eliminates the issue of waiting time. It also makes it easier for female drivers by removing the need to pick up heavy loads, increasing the desirability and viability of working as a truck driver.

Kidani says this new system will be very helpful. “Those who control logistics will...”
General logistics accounts for 75% and the moving business accounts for 25% of our total sales. All our drivers from the 14 depots engage in both sides of the business.

Our excellent know-how from moving services - such as packing, transportation and the reinstallation of furniture - were highly appreciated in the field of general logistics, and helped us gain our well-respected position in the logistics industry. Our company culture is unique, and our drivers are keen to improve their skills by gaining more knowledge and experience to enhance their careers.

Of our 303 heavy-duty trucks, 100 are UD vehicles, 80 are automatic Quons and recently three of the latest 2017 models have been introduced to the fleet. The drivers appreciate the safety features, but what they really love is the comfortable driving performance thanks to the electrically controlled ESCOT-V automatic transmission, which reduces fatigue on long-distance journeys. We want to strengthen our heavy-duty truck line up even more. As Quons are easier to drive than manual transmission vehicles, drivers who want to upgrade from a 2-ton or 4-ton vehicle to a heavy-duty truck will adapt easily, and it’s a good vehicle for increasing our number of heavy-duty trucks.

Takahiro Sasaki and Takayuki Watanabe joined the company in November 2017 and were given Quons to drive. Both had many previous years of experience as drivers. “It is a matter of pride to make sure I deliver the load without any problem. I always keep in mind how much value I can add as a driver, and I do my best in every aspect so that I can hear customers and anyone else in the area saying, ‘That’s an Art driver,’” Sasaki says.

When Watanabe joined, he learned the importance of improving productivity by strictly managing the daily operating time and work flow. “I felt that the role of truck transportation can be further enhanced, so I also became interested in the management side,” he adds, showing his motivation for career development. Both men have been recognized as promising talents for the company’s future expansion.

Shinji Kidani
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Art Van Lines Co., Ltd.

Takahiro Sasaki
Driver, Sendai Branch
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All New Quon, the better option for fleet expansion

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Two 2017 Quons operate at Sendai Branch

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When Al Villadolid speaks, it is with an urgency of a man used to offering speedy solutions to demanding tests. He is the Vice President for Operations and Managing Director at Quick Reliable Services (QRS), a supply chain company that offers customized logistics solutions to leading companies, notably car manufacturers Toyota and Kia. Effusive and bubbly, Villadolid is the epitome of ebullient Filipino charm.

Talking ten to the dozen as he ushers us into the company’s head office in Pasay City, Metro Manila, he jokes about the horrific traffic in the Philippine capital, takes us on a tour of the operation and records management to cargo delivery and distribution. Key to its burgeoning reputation, though, was its initial purchase of four Quester trucks: acquired in 2016 to bolster its car carrying operation. “We pinpointed the need to build up a fleet of trucks early,” says Villadolid. “We knew there was a backlog of vehicles waiting to be delivered and that impatient customers in more remote areas would be delighted to get the cars that they wanted.”

A steer towards success

With the goal of establishing itself as the premier supply chain solutions provider in the Philippines upon its foundation in 2015, QRS swiftly proved its ability to surmount these myriad trials.

Its high-speed FastCat Roros whizzes spare parts for Kia Motors between warehouses in Metro Manila and Mindanao, the country’s southernmost island. Other services it provides range from warehousing and records management to cargo delivery and distribution. Key to its burgeoning reputation, though, was its initial purchase of four Quester trucks acquired in 2016 to bolster its car carrying operation.

“We could see that we would be a very successful business if we went about what we do in the right way. We prize reliability – our operation depends on it. Therefore, working with UD Trucks from the start was a gamble that we were completely willing to take.”

Nevertheless, he doesn’t waver from the point when it comes to explaining why his fledging company opted to build its fleet from UD tractor heads rather than cheaper alternatives.

“This is the Philippines, there are so many challenges in moving things from A to B,” explains Villadolid. “Encompassing approximately 7,641 islands cloaked in rainforest and punctuated by towering mountain ranges, the Philippines is a visual feast for lovers of spectacular scenery. Yet while it’s varied geography and shimmering coastlines offer manna for aesthetes, few would argue that the Philippines is a scenic paradise – an imperfect landscape.

Its creating transport network – an imperfect storm of outdated ferries, inadequate airports, crumbling, overcrowded highways and epic but tough topography – has long made it difficult to move people and goods effectively.

“We wanted to do things right from the beginning, so we got UD trucks. They are extremely durable.”

Al Villadolid

Vice President for Operations and Managing Director

Quick Reliable Services

Photo: Geric Cruz

Text: Duncan Forgan

With its fleet of UD vehicles, Quick Reliable Services (QRS) is overcoming infrastructure adversity to meet pressing logistical needs in the Philippines.
Few countries on the planet present quite as many challenges to companies utilizing fleets of trucks as the Philippines does. The archipelago extends north to south for approximately 1,850 kilometers, comprises over 7,000 islands and spans a total land area of 343,300 square kilometers. Throw into the mix a creaking transport infrastructure and it’s even more of a surprise that so many companies – even the bigger ones – tend to do things on the cheap. Harry Chohan, Manager Truck Sales for Prime Quest Transport Solutions, the local UD Trucks dealer in the Philippines, estimates that up to 90% of fleet composition is occupied by used Chinese models. According to Chohan though, savvy clients are beginning to realize that the extra money spent on brands like UD is recuperated by the durability of the vehicles and the efficiency of the 24/7 service available.

“We now have offices in Luzon, Cebu, Iloilo and Mindanao,” adds Chohan. “It’s fair to say that we can cover the whole archipelago, since we also have around 20 service points in the country. It’s not only after sales and service though. Clients are now finding out that there’s more uptime with UD Trucks and that they are saving more money in the long term due to better fuel efficiency and the durability of the trucks.”

“There’s plenty of room in the cab and a tankful of gasoline can cover the round trip between Metro Manila and Camarines (around 900km in total) meaning that there is no stress about stopping to refuel or anything like that.”

“The schedule is pretty tough,” adds Lita. “We are employed full time, and not per trip, which means there is less pressure to rush. Nevertheless, we are expected to drive long distances over tricky terrain on a regular basis. That’s why it is important that we have full confidence in our vehicles. We know that they will respond the way we need them to and also, we know that if an unlikely emergency occurs, there’s plenty of support available.”

Back at HQ in Pasay City, Villadolid is coming to the end of his spiel. Numerous cups of coffees have been drunk and the rapid expansion of QRS has been explained in entertainingly forensic detail. Before we venture out into the pre-rush hour traffic though, Villadolid casts an eye towards the future: one in which he sees a bright collaborative partnership with UD Trucks.

“We’ve now got eight UD units and we are planning to purchase more,” he says. “Our partnership with Toyota is such that we’ve told them ‘just give us your numbers and we’ll deal with it’, even if that means getting new units. If everything goes well, we hope to expand our fleet by another 20 units over the course of the next year.”

Diverse and often difficult, the Philippines poses more challenges for transportation than your average nation. But the union with UD Trucks is helping QRS provide answers to the toughest logistics demands.
UD drivers from around the world...
The competition starts with rounds at national levels, where the best driver from each country is chosen to represent their country in the final. This year’s Global Final will take place in October, at the UD Headquarters in Ageo, Japan.

...come to Japan to learn and to compete...
The competition is designed to be a boot camp; it creates a positive pressure to motivate the drivers, to enhance particular skills. All the challenges are planned with real logistical operations in mind – the things that matter the most for the customers’ daily operations. Am I conducting the safety inspection thoroughly yet quickly to prevent any foreseeable breakdowns on the road? Am I good enough at docking to be able to handle all kinds of parking situations? Is my driving fuel efficient? Those are questions the drivers have to ask themselves again and again in the competition.

...and find out who is the 2018 ultimate driver!
The UD Extra Mile Challenge is not only about technical ability. The focus is as much on mindset. The competition encourages drivers to think more commercially by highlighting the trade-offs between speed, delivery time, fuel efficiency, safety and smooth driving.

Young female mechanic, veteran truck-lover
Since she was a little girl, Ms. N has loved automobiles, particularly trucks. Driven by her passion for all things vehicular, she naturally gravitated towards a job as a mechanic.

How did you become a mechanic?
When I was young, my father loved cars, so I grew up watching my father repair old cars. As a young girl, I was already fascinated by how they worked, and I was especially drawn to heavy-duty vehicles. As soon as I was old enough to decide my own path, I opted to go to an automobile technical school, and naturally became a mechanic.

What difficulties do you encounter at work?
At the beginning, I wasn’t particularly strong so I couldn’t lift certain parts or even tools. I often had aching muscles and it took me some time to learn how to handle trucks. Now that I’m gradually getting the hang of things, and that I’ve got stronger, I can even lift large tires and tools.

What do you enjoy most in your job?
I enjoy talking to the customers. And because I’ve liked trucks since I was little, I can hold my own with drivers. Sometimes customers who see me call out, “You’re working hard even though you’re a young woman,” and that makes me feel proud. It’s a great pleasure and gives me satisfaction when customers think, “If anything happens, I’ll bring my truck back here again.”

What is your team like at work?
Our senior mechanics take pride in their work; I continue to learn a lot from them. They have taught me things about how to improve efficiency such as customizing tools individually, and are always there to give me good advice. My senior colleagues are close to me in age, so we can talk about both work and personal matters.

What advice would you give women seeking to build a career as a mechanic?
I love my work. When I see trucks that have broken down on the road, I want to repair them on the spot. That’s how much I love them. This passion helps me to enjoy what I do. Male or female, it doesn’t matter as long as you have passion and are up for some challenges.

What are your future aspirations as a UD Trucks employee?
The people around me are very supportive. My seniors watch over me and lend me a hand whenever needed. If there are junior employees under me, I will give them a hand and teach them everything that I’ve learnt.
Fujin, the God of Wind, is one of the most respected deities in Shinto legend: his invisible power setting in motion even the most steadfast solid objects.

His brother Raijin, the God of Thunder, meanwhile, is responsible for summoning up mighty thunderstorms, a symbol of the energy generated by his awesome influence.

Both Gods are unsayable forces moving the elements of nature to enable the circle of life, and they are widely respected and loved. That’s why UD Trucks is drawing on the symbolism of these divine beings to deliver tomorrow’s trucks today.

Whilst Fujin represents the power of movement via automation, Raijin symbolizes the field of electromobility and its potential to energize.

The two mythological figures are at the forefront of Fujin & Raijin – Vision 2030: an ambitious roadmap set out by UD Trucks as it strives to achieve full commercialization of electromobility and automation on heavy duty trucks by 2030.

“Japanese society is experiencing an unparalleled rate of transformation,” comments Douglas Nakano, Senior Vice President of Technology at UD Trucks. “The many transformations of technologies will reshape the landscape of logistics in this country.”

UD Trucks has long shown its ability to develop its product based on the changing needs of customers. For a long time, the company’s watchwords were reliability and durability. From the mountain passes of South America to the highlands of Asia, its legacy models are still going strong and running round-the-clock shifts every day. One customer in Australia says: “They have

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UD Trucks has announced the launch of ‘Fujin & Raijin - Vision 2030’ as an Innovation Roadmap that aims to deliver a variety of solutions for Smart Logistics, including fully-electric and autonomous trucks by 2030.
meanwhile, the shipping of goods will continue. As e-commerce continues to boom, more trucks on the roads mean that logistics activities are certain to expand. More trucks on the roads doesn’t need to spell destruction for the environment though. In its vision for 2030, UD Trucks puts forward a range of solutions geared towards ensuring better energy efficiency while securing adequate payload and mileage. Battery and hybrid electric vehicles are being developed. Connectivity enables vehicle prognosis and proactive uptime support. With these analytic tools in place, the aim is to enhance electrification and make even safer and better trucks.

“Efficient, accessible transport enables prosperity, growth and well-being,” adds Nakano. “Smart logistics has the potential to make the future more comfortable and more sustainable.”

UD Trucks is here to deliver the trucks the world needs today and tomorrow.
Unrivalled efficiency
Pairing ESCOT-VI with GH11 engine

In the second half of 2017, the GH11 engine version of All New Quon received a new option: a 460ps offering, in addition to the 390ps and 420ps versions. The new high-output engine was put through its paces on the challenging circuits at Sportsland Sugo, in Japan, alongside the 420ps version, and faced the toughest of test drives. The circuit has long straight lines, inclines, declines and hairpin curves, perfect for testing ESCOT-VI – the latest version of UD’s electronically controlled automatic transmission. All New Quon has already gained customers’ recognition and praise when paired with lower output versions of the GH engine.

Experiencing the evolution of “ESCOT-VI”

The responsiveness is even better with ESCOT-VI

Toshio Komiyama
CEO, Kinki Express Corporation

“I used to think the ESCOT-V was the best automatic transmission ever, but after trying the new Quon, I believe that ESCOT-VI offers even better performance. I especially liked its responsiveness and decisiveness to change gear when I pressed the gas pedal driving uphill. You can feel the improvements not only in driving functions but also in everything including the design. I am looking forward to owning this vehicle in the future.”

The most attractive features are the comfortable ride and high safety performance

Yamazaki Akihisa
CEO, Yamada Unyu Corporation

“We also have the 2014 Quon, but I got the impression that the shift change has become more accurate and smoother with ESCOT-VI. It was very easy to drive smoothly out of a corner, a place where drivers can feel stress. The performance of the auxiliary brake was also better than expected and will eliminate the driver’s anxiety driving downhill. I think the comfortable ride and high safety performance are two major selling points.”
The international racing course at Sportsland Sugo is a clockwise technical circuit with a length of 3.74 km. It is an active course that presents a series of hard turns immediately after the start followed by numerous ups and downs. During this test drive, customers fully experience the performance of the Quon tractor, including their ability to maintain safe speeds using the auxiliary brake on a long downhill with a gradient of 8%, and strong performance on an uphill with a gradient of 10%.

“"It was the first time in my life I’d driven a heavy-duty truck, but when I actually took the wheel, my anxiety was swept away. It was almost like driving a passenger car, and I was surprised how easy it was. The safety when driving with the auxiliary brake on a downhill road, the quietness of the engine and the lack of vibration when the vehicle was in motion were also impressive. I believe it will contribute in reducing driver fatigue.”

Tadao Hatakeyama
Manager, Taihei Rikuso Unyu Corporation

“"As we mainly transport heavy machinery that can each weigh as much as 14 tons, we need our vehicles to be light, robust and powerful. The Quon tractor’s impressive and powerful performance by the 460ps GH11 engine will be a strong ally for heavy-load transportation. Also, we were mainly driving manual transmission trucks, but this time, we ordered an automatic transmission version of Quon. We are excited to see how different it is in terms of driving performance and fuel efficiency.”

Tsutomu Aso
Director, Mori Transport Co., Ltd.

ESCOT-VI
The reference for automatic transmissions

All New Quon is widely recognized as a major step forward for its drivability, power, smoothness and lower running costs. One optional specification can improve even more on all these aspects: the robotized manual ESCOT-VI gearbox. Combining the advantages of manual and automatic gearboxes, ESCOT-VI is easily the most impressive gearbox of this kind in the heavy-duty segment. Building upon the qualities of the ESCOT-V gearbox, ESCOT-VI refines every aspect of its engineering and adds new features to improve fuel economy, and operability in particular conditions. The shifting is even easier thanks to the new 1-shaped shift lever, and faster thanks to a thorough rework of the counter shaft. ESCOT-VI automatically starts in ECO mode, helping fuel economy. The new Foretrack feature, which anticipates the road ahead, chooses the best gear at every moment and activates ESCOT Roll every time the road gradient allows the truck to move on its momentum. ESCOT-VI also dramatically improves ease of operation in slippery conditions with the new Escape function, making it easy to rock the truck back and forth to get out when stuck in mud or snow. Altogether, ESCOT-VI makes driving more relaxing and safer for all drivers, and makes eco-driving and handling in difficult conditions easy even for beginners, helping all businesses to achieve lower operating costs and to overcome the driver shortage issue.

Masatsugu Ishida
CEO, Daimaru Unyu Corporation

Hands-on experience with All New Quon tractor

- Fuel efficient ECO-mode driving
- Acceleration in the power mode (ECO-mode off)
- Stability in corner braking when using brake blending
- Coasting using the self-weight of the truck (ESCOT-Roll)
- Safe and secure driving using the auxiliary brakes with 4 steps (automatic shift-down)
- Manual mode operation with + and – buttons, useful in corners and ups and downs
- Powerful and stress-free driving on an uphill with a gradient of 10% (ESCOT-VI & GH11 engine)
- Cruise control in the straight lane
Confidence and comfort for maximum safety

"ESCOT-Ⅵ's smooth gear change and comfortable driving position are just like driving a passenger car. Frankly, I was quite impressed with new Quon which has significantly improved from the previous version. In addition, it has the most powerful 460ps engine, which is powerful enough to climb up a steep slope."

"The moment I sat in the driver seat I felt the incredible fit and excellent driving position. This is an important factor for the driver to perceive the overall vehicle movement, and I value it highly as it is crucial for safe long-distance driving. Coupled with ESCOT-Ⅵ’s driving performance and low engine vibration, it is very comfortable to drive in every way, and I expect it will greatly contribute to reducing long-distance driving fatigue."

Easy and powerful braking power

"I don't have a truck driver's license and I have never driven a tractor, so I was not sure if I could really drive the vehicle. But once I took off, it was like driving a passenger car and now I am fascinated by the new Quon. I don't think it is only me - everyone will want a truck driver's license if they drive a Quon."

"The biggest difference I feel compared to the 2014 Quon tractor is that the effectiveness of the auxiliary brake has dramatically improved. On very long downhills, vehicle speed can increase and that can feel disconcerting for drivers. New Quon keeps the same safe speed by shifting the auxiliary brake into the fourth gear to let us go down the slope with peace of mind. Combined with the performance of ESCOT-Ⅵ, I think there is no other tractor that is so easy to drive."

"The strong torque was pleasant when going uphill with a higher gear than I expected. The effectiveness of the auxiliary brake going downhill was outstanding too, and it will support safe driving on mountain roads with many descending curves. This was my first time driving a tractor and the first time in five years that I've driven a heavy-duty truck. The new Quon felt beginner-friendly and it will support drivers in driving the way they want in all circumstances."

"I had already experienced the high performance of the auxiliary brake on the rigid new Quon, but I was interested to see how it performed with the tractor towing a trailer during this test drive. Even if we used the auxiliary brake on a long downhill slope, the speed could increase unnoticed with the previous version, but the new Quon tractor was able to maintain a constant speed and I felt a high degree of safety. Also, it’s nice that the gear number of the auxiliary brake is displayed on the monitor."

High output GH11 engine meets driver needs

"With less powerful engines, fuel efficiency can deteriorate easily when driving at higher speeds, so drivers tend to prefer high-power engines. The 2014 Quons that we currently operate all have manual gearboxes, as requested by our drivers, but since the fuel efficiency of ESCOT-Ⅵ and the 460ps GH11 engine is outstanding, I fully appreciate the merit of this automatic transmission truck."

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"The GH11 engine with the 460ps option was impressive. Although I did not feel it much while driving in ECO mode, I felt the powerful torque through my right foot directly to the axle when I unlocked the mode and started driving uphill. In addition, I did not feel any jerks even though I stepped on the disc brake strongly. I am convinced this will have a significant effect any time sudden braking is required."

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Enjoying the high degree of safety offered by the auxiliary brake

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Demands for waste management services are growing rapidly in Saudi Arabia as its cities and infrastructure expand. One of the companies that has been quick to react to the growing demand is Saraya Al Jazirah, a long-time customer of UD Trucks.

The company was already a well-established waste management provider, but saw the opportunity to step up its operations to capitalize on the growing market. A common problem for waste management companies is that they need to load the vehicle with cleaning tools without affecting the load of the waste. UD built a truck that is ideal for the job – an 18-ton Croner.

In 2018, Saraya Al Jazirah took delivery of 150 new UD trucks, most of them Croners, and put them to work immediately in Jeddah. Six months later, we asked how well these new members of its fleet were performing.

“Comfortable and safe to drive
I am from Bangladesh and I have been working as a driver in Saudi Arabia for 17 years. I feel comfortable and at ease when I’m driving UD trucks – they’re perfect. The seat and the steering wheel are well positioned and make me very comfortable when driving. And I can confidently drive the truck through any narrow areas because the mirrors are well positioned to give me a good vision of the surroundings.”

Neem Zaki Husheim
Driver
Saraya Al Jazirah

“Support is always available
We have been working with UD’s local dealership, Rolaco, for a long time, 13 years in fact. They provide support on request if we face any problems, and when we launched our operations in Jeddah, we had so many inquiries and needed information about these new trucks. UD and Rolaco supported us generously and are still doing so. We will definitely continue the partnership with UD and it will be a great pleasure to do so.”

Ali Al Hawari
Project Manager
Saraya Al Jazirah

They answer to our specific needs
We have been working with UD Trucks since 2004, and Croner in particular has helped us with its improved chassis specifications. These 18-ton trucks have allowed us to increase the load capacity, so we can carry out jobs without worrying that the loads will affect the chassis. Our drivers are also pleased with the trucks.

Ali Al Hawari
Project Manager
Saraya Al Jazirah
Turning up the heat on All New Quon

The fierce heat of an Australian summer has to be experienced to be believed. Two men very familiar with those harsh conditions are Brian Egan – cofounder of the Aussie Helpers Charity in Charleville, Queensland, and Steve Brooks – one of the country’s most widely recognized trucking journalists. Two weeks before Christmas they set off together in a pre-production GW 26 460 to deliver hay to the remote outback.

In the previous pages, customers shared feedback on how All New Quon 420 and 460 mastered the challenging circuit of Sportsland Sugo in Japan. Here is a story from Australia’s outback, where a trucking journalist puts a pre-production model of the GH11 460 with ESCOT-V to the test on an unusual delivery run.

Australia is not just about beautiful coastlines and unusual wildlife. There’s also the vast outback – a dry and barren place scorched by the sun, cracked by droughts and hard to tame by the country’s farmers. Brian Egan understands the hardships well, and cofounded the Aussie Helpers Charity to aid farmers and their families in remote areas.

The charity based in Charleville, Southeast Queensland has operated for more than 15 years, relying on donations from companies and individuals around Australia. They make regular trips to visit farming families and deliver food, household necessities, or livestock feed. Trucking journalist Steve Brooks hopped on too, in an All New Quon GW 26 460 hooked to a flat-top trailer loaded with donated hay.

On the morning they set out towards parched properties long distances away, the temperature had already been extremely high for days. “We wanted to contribute something to a worthy cause, and at the same time, determine whether the new UD was as good in the dust and heat as it had shown itself to be around the suburbs of Brisbane. And Brian and the farmers are happy to take all the help they can get,” said Steve.

Dwarfed by the big banger triples rolling through this part of the world, the UD seemed out of place heading out of Charleville towing two-high stacks of hay. But a stockpile of hay stretches only so far and, as with all goods donated to Aussie Helpers, Brian Egan is determined to keep the distribution fair. For us, that meant a couple of loads of square bales, which pushed gross weight to just 30 tons or thereabouts.

Still, arriving at the first property around midday with the mercury bubbling towards the mid-40s, the sight of a veteran UD rigid still earning its keep with a stock crate on the back was a quick reminder that life off the bitumen isn’t necessarily an issue for any brand when the fundamentals are sound. In fact, the first few hours on the run out of Charleville were already answering many of the questions about the new Quon’s aptitude for life beyond the suburbs.

In this case, the GW 26 460 model was a pre-production unit with a tad more than 2,000km on the clock and a few weeks earlier had been hooked to a curtain-sided tri-axle trailer as part of UD’s demo day. Out here, though, things were vastly different, and several factors were quickly apparent as the truck headed south towards Cunnamulla before turning west into hours of baked dirt, rutted creek beds and cooked rock.
For starters, the 4.5:1 diff ratio is essentially fine for stop-start suburban work but, at 100km/h with the engine pumping at 1800rpm, it’s far from ideal for fuel efficiency. The 4.13:1 final drive would obviously be the better option for country and regional work.

Even so, early figures suggest fuel economy is an inherent quality of the GH11 engine. After two days and almost 500km in the blistering heat of Queensland’s south-west, the truck’s trip computer reported an average consumption rate of 42 liters/100km (2.5km/liter, or 7.06mpg to us of an earlier era), while AdBlue was consumed at a miserly 3.7 liters/100km.

Likewise, while steering is effortlessly light for meandering through metro areas, it’s arguably a touch too sensitive at highway speeds. But then, at lower speeds on dirt roads, steering quality was fine. All things considered, though, a slightly firmer steering box ratio would probably benefit Quon’s overall versatility.

It’s one thing to drive a new model for a few hours around town but something entirely different to head into the hard-baked backblocks and see how it copes with life off the blacktop. That’s exactly what we did with UD’s new 460hp Quon and it didn’t take long to confirm that Australia’s best Japanese heavy-duty truck is now even better.

Steve Brooks, journalist

Hard to believe, but day two came with a degree or two extra in the air and, westbound towards Quilpie, the country seemed even more withered. Again, two-high stacks of hay certainly weren’t troubling the truck’s performance, but the engine fan was being regularly called into service. So regular, in fact, that road speed on the blacktop was pulled back to 90km/h to moderate both engine speed and fan use. It had the desired effect, with fan engagement time dropping markedly.

As for ride quality, the combined buffers of parabolic leaf springs at the front and an eight-bag rear suspension did a great job of softening the lumps and bumps, with or without a load. Almost too good, perhaps, given the driver’s isolation from impacts at ground level. Still, I’ll take a soft, smooth ride over a bone-jarring back breaker anytime.

When it’s all boiled down, and in very simple terms, the latest Quon confirms UD has reached a point in its evolution that probably would not have been possible without the corporate connection to one of the trucking world’s biggest players. No question, UD has always built a strong truck for its intended markets, but with the reliability of Japanese workmanship combining with the technical resources of Volvo Group, it is today a better truck than ever before.

You can find the full article in ATN magazine.
When an electrical fire broke out at a small school in Thailand, the results were devastating. Nobody was hurt, thankfully, but lessons at Ban Dongkaen school had to be cancelled because the fire destroyed an entire building with seven classrooms, the desktop computers, televisions and a satellite dish that helped the rural school access learning material online.

UD Trucks Thailand quickly rolled in to help rebuild the school, working with its customer Jamlongchai Concrete. In addition to rebuilding the classrooms, the companies also build a recreational area equipped with six microscopes, 12 desktop computers and six 49” LED televisions for distance learning, plus a futsal field for the kids to enjoy. The small school in the northeastern region of Thailand provides kindergarten and primary education.

A handover ceremony when the work was completed was attended by executives from UD Trucks Thailand along with teachers, students and people from the local community. UD’s mechanics team also came along, because they had noticed earlier that many of the kids tried to get to school on bicycles that were broken, the men sat with the delighted pupils and fixed their bicycles.

Wilaiwan Niruttikun, the Ban Dongkaen school principle was very grateful for the help, “I would like to thank UD Trucks and Jamlongchai Concrete on behalf of students and teachers. We all are happy, and appreciate what is being provided for us. Education is important for our children.”

Tips from UD Trucks driver trainer - Paul Munro
Module two: Build a habit of C.O.A.P.

In the second of this series, UD Trucks driving coach Paul Munro challenges you to walk before you run.

C.O.A.P stands for four simple words: Concentration, Observation, Anticipation and Preparation. Four actions that are fundamental to safe and efficient driving. Most great drivers probably don’t even think about these words anymore - these fundamentals kick into play once they get behind the wheel. But learner drivers should, consciously or unconsciously, keep repeating these words – or something similar - in their minds. It takes effort and moment-by-moment concentration to build a habit, so be patient.

Concentration
100% concentration excluding all distractions

Observation
Drive where you are going to be in 10-15 seconds.

Anticipation
Anticipate the actions of other road users

Preparation
Put a plan in place to make proactive, not reactive, decisions.

Make these four words your default mantra and start to embed your new habit.

Be a thinking driver

• Increase RPM efficiency, by fully using the torque resources of the engine
• Minimize gear downchanges
• Reduce service brake use (when you slow down excessively, regain speed will need pressing the throttle and consume extra gas)
• If safe, reduce braking in traffic (maintain momentum)

Personal benefits

Efficiently operating a truck lowers both physical and mental fatigue. Building a strong foundation will serve you in the long run.

• Decrease stress
• Reduce fatigue
• Minimize physical movement
• Improve capacity to make systematic decisions
The UD Gemba Spirit

UD gemba spirit originated over 80 years ago with the creation of our company. It has been passed down through generations since that day.

It is the professional, passionate and dependable spirit of the UD people. It is being close to the ground to identify the essentials, and the driving force that allows us to excel on them.

UD gemba spirit will continue to guide us into the future as we keep on going the extra mile for each and every customer.