

Roads

The 45th
TOKYO
MOTOR
SHOW
2017

UD Trucks - Going the Extra Mile since 1935



Discover UD Trucks' booth!

All New Quon

The best truck for
all drivers

Fuji speedway

Customers test drive
All New Quon

UD design

A passion for beauty
and the driver

Quester

Quester driver story
– Lady on a quest

Welcome to our booth to discover the...

Best truck for all drivers!

All New Quon GK Tractor

Meeting the PPNTL emission standards, a semi-tractor version of All New Quon now joins the UD family. The fuel efficient, powerful and clean GH11 engine is now available with a 460 PS option. All New Quon greatly contributes to addressing the challenges facing Japan's trucking industry, such as a shortage of drivers, the need for improved efficiency and better quality in logistics.



Volvo Group Innovation

The Volvo Group currently focuses on autonomous driving, electromobility and connectivity, three innovative areas that will underpin the future of transportation. Visitors to the booth can discover initiatives for tomorrow's transportation being developed by the Volvo Group and UD Trucks.

Volvo Trucks FH 6x4 Tractor

Designed with the goal of being a key tool for business success, the Volvo FH complies with Japan's latest emission regulations, and responds to the needs of Japanese customers who place safety as their first priority. Volvo has developed AEBS, LDWS, VSP and lane change support features, and offers them as standard to further enhance the safety of its FH models.

Quon driveline

All New Quon's driveline, featuring the clean GH11 engine with increased horsepower and torque, and the ESCOT-VI automated manual transmission with enhanced fuel efficiency, is available for all models. In the latter half of 2018, UD plans to introduce an 8 liter downsized engine on Quon, which also meets the PPNTL emission standards.

Quester GW Tractor

Launched in 2013 for emerging markets, Quester is the result of global cooperation that combines technologies from the Volvo Group and Japanese craftsmanship. This strong, reliable and fuel efficient heavy-duty truck had its range extended in 2015, with new models including an 8-liter engine and various axle arrangements.

All New Quon interior display

All New Quon's cockpit is fully renewed, achieving a high level of comfort for all drivers. The new design allows drivers to interact more smoothly with the truck, and enables safe, comfortable and efficient driving. At Tokyo Motor Show, three different interior design concepts are exhibited. Visitors are invited to experience them, and we create a movie with them as truck drivers for download.

All New Quon CW Dump

Our advanced automated manual transmission, ESCOT-VI, is available for All New Quon tipper models. Smooth and quick gearshifts alleviate the drivers' stress and fatigue, thus contributing to safe driving. In addition, ESCOT-VI offers exceptional abilities on snowy or muddy roads.

All New Quon Quon CD Cargo

Addressing the needs of today's logistics, All New Quon encapsulates UD's vision for smart logistics, with unparalleled results for smart drivability, fuel efficiency, safety, productivity and uptime. The exhibited cargo model displays some specifications created specially for the Tokyo Motor Show.

Nenpi Coach + Nenpi Report

The Nenpi Coach System analyzes driving patterns, then displays optimal fuel-efficiency advice on the multi-display monitor in an easy-to-read format. Together with a "Fuel efficiency report," this system helps drivers to improve fuel economy. At Tokyo Motor Show, visitors can also have fun playing a game that lets them learn about the fuel economy features.

Uptime Support

UD Information Service (UDIS) helps to maximize customers' productivity by minimizing vehicle downtime. UDIS provides responsive but also proactive support to keep customers' fleets running, by using UD Telematics Services that allow for remote diagnostics by UD engineers.



Innovation that puts people first.

Since 1935 UD Trucks has gone the extra mile to provide the products and services the world needs today. We listened to our customers and developed All New Quon to meet the needs of the times through smart technology and innovation that puts people first.

The new ESCOT-VI automated manual transmission, disc brakes, advanced driver support systems and ergonomic cockpit ensure unrivaled drivability, safety and comfort.

With the new road-predicting "Foretrack" function, clean high-torque GH11 engine and strong, lightweight chassis, All New Quon excels in fuel efficiency and productivity, putting your drivers and your business ahead of the rest.

It is the next generation truck for the age of smart logistics.

To find out more about All New Quon, visit our website at udtrucks.com

ALL NEW! *Quon*



UD TRUCKS

Going the Extra Mile

Dear friends,

Welcome to this special edition of *Roads*, UD Trucks magazine, and welcome to the 2017 Tokyo Motor Show!



At UD Trucks, it is a timeless quest to make the trucks and technologies the world needs today. At the 2015 Tokyo Motor Show, we presented our vision for smart logistics, and unveiled Quon Vision. That concept has turned into reality with All New Quon fulfilling our vision for smart drivability, fuel efficiency, safety, uptime and productivity – five essential areas that make a real difference in the transportation business.

The logistics industry is facing challenges created by new social demands, such as environmental concerns and the need for improved transport quality, efficiency and cost reduction. Challenges can become opportunities, given the right tools. That was our goal when we developed All New Quon: to help our customers tackle the challenges facing the logistics industry and use them as an opportunity to thrive.

When developing All New Quon we aimed at making the “Best truck for all drivers”. It may be seen as a high ambition, but it is an essential one today. Factors like the driver shortage, driver aging and new inexperienced drivers add to the current challenges of the industry. We built All New Quon to address these challenges. In this edition you can read about the technical innovations that all focus on the driver and the efficiency of our customers' businesses. You will also hear feedback from some of our customers who test-drove All New Quon, as well as from Araki Materials Transportation, who has already tried an All New Quon dump truck at their site.

Regarding driver shortage, broadening the recruitment base is a necessity, and a chance for the industry. Bringing in more female drivers is one of the strategies. The industry is now welcoming more and more women, who now dare entering a career they long regarded as reserved to men. One of our Quester customers in Thailand – Panthip Transport – has recruited their first female driver and found it not only alleviated the shortage, but also boosted the overall morale of their drivers.

At UD Trucks we not only promise Ultimate Dependability from our trucks, but from our services too. A brand new UD Uptime Center is ready to further support uptime by offering a range of proactive and responsive services. We know that every extra mile we go is one less concern on our customers' mind.

Our customer-first philosophy is crucial in these tough economic times, and our customers can rely on everyone at UD to work as a proactive team behind their operations.

We hope you enjoy our booth and take this edition home to read more about our trucks and services!

Yoshihiro Murakami

President
UD Trucks Corporation

02 Discover UD Trucks' booth!

06 UD Trucks story Going the extra mile for smart logistics

07 All New Quon The best truck for all drivers



10 All New Quon customer story No ground too rough for All New Quon dump truck with ESCOT-VI



14 UD design A passion for beauty and the driver



16 Extra Mile Stories All New Quon drivability – the customers' verdict

19 UD technology Testing disc brakes

20 Quester customer story Lady on a quest



22 UD news Smart Uptime Support New 8-liter engine for All New Quon in late 2018

23 Volvo Group Innovation in Automation, Electromobility and Connectivity

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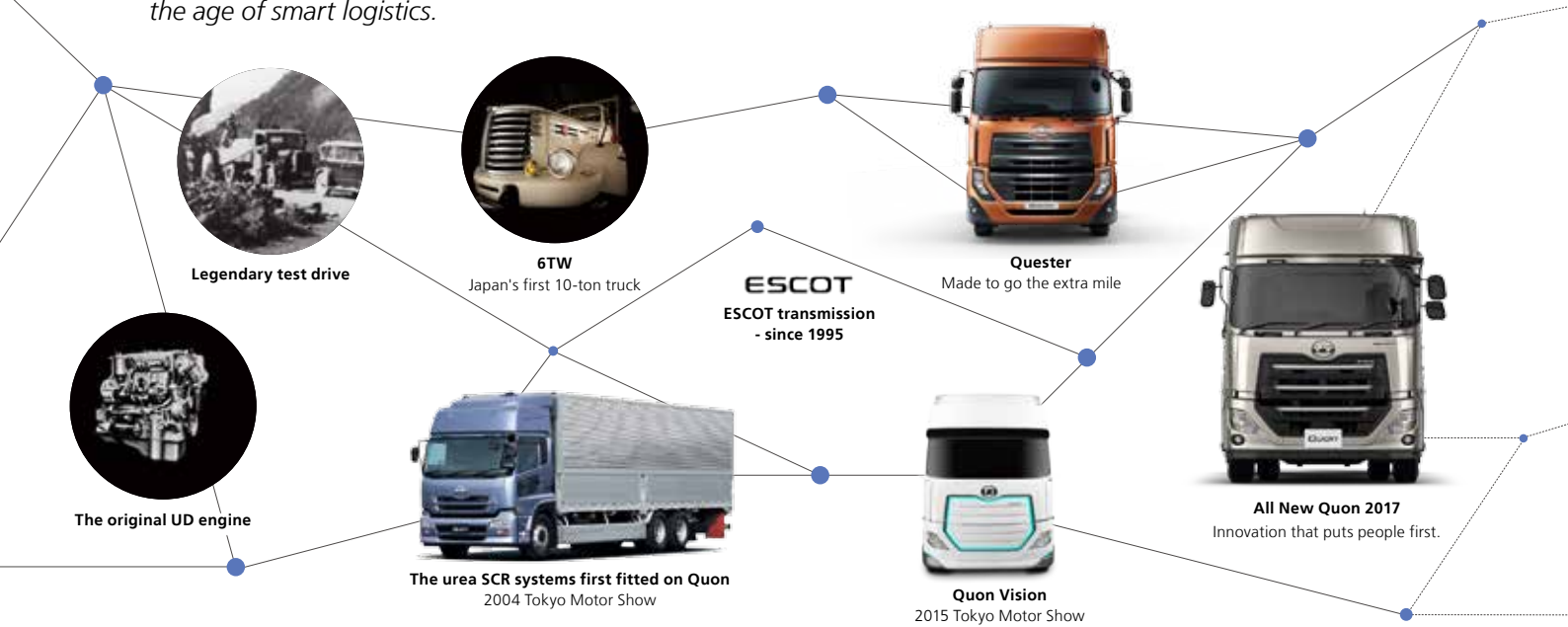


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Going the extra mile for smart logistics

People depend on logistics. And logistics depend on people. When we innovate we always put people at the center of everything we do. We are smart and modern, bold and proud. When the world changes, we change with it. This is our vision, to provide the trucks and services the world needs today, and innovate for the age of smart logistics.



At UD Trucks, we have a timeless quest for Ultimate Dependability. We pledge to always go the extra mile in everything we do, to excel in the areas that make a real difference to our customers.

Our founder had a vision...

Our journey began 80 years ago, with a vision and a legendary test drive. A 3,000km run, through grueling mountain roads for 13 days, to prove the durability of our first truck before bringing it to market. Our founder took the wheel himself to ensure the truck was durable and offered Ultimate Dependability in line with his vision – “to make the truck the world needs today”.

...and the gemba spirit

His vision has driven our work ever since. We put our hearts and minds into our gemba, from our manufacturing plants through to our dealerships and customer sites. Our people have remained passionate, professional and dependable throughout the UD generations. This is UD Gemba Spirit, the foundation of UD Trucks that lives on to this day.

UD – the challenger

We have never stopped challenging ourselves and the market. Our groundbreaking “UD” engines in the 1950s and 1960s made UD a champion of power and reliability; together with the legendary 6TW it became the symbol of ultimate dependability during that era. In the 1990s, we started the journey towards automatic drivelines with the first ESCOT gearbox, and with the launch of Quon in 2004 we became the first truck manufacturer in the world to commercialize the urea SCR emission reduction system, now a

global standard to meet today’s environmental challenges.

Towards smart logistics

Thinking like a challenger gives us the right mindset. Today we see tough business challenges in the transportation industry around the world: severe cost pressure, a shortage of skilled drivers, and stricter demands in terms of logistic efficiency, safety and environment. Our conclusion is that what the world needs today is smart logistics. And we are committed to go the extra mile to provide the smart and modern solutions for smart logistics.

All New Quon – the best truck for all drivers

In 2017, All New Quon brought our commitment to smart logistics into reality. It is the quintessence of innovative, human-centric technologies to meet today’s diverse business needs. UD’s people-centric philosophy guided our efforts to deliver a truck with unparalleled drivability that will smartly support all types of drivers. We made All New Quon to be the “Best truck for all drivers!”

Going the extra mile together into the future

Looking into the future, smart logistics will require innovations in connectivity, electromobility and automation. We stay ahead by combining the best of three worlds. Our Japanese heritage ensures craftsmanship, quality and a service mindset. Being part of one of the world’s largest commercial vehicle groups gives us access to world-class technology and global resources, today and tomorrow. And we have our gemba spirit.

We are one UD family and we go the extra mile for each other and for our customers every single day.



All New **Quon**

Innovation that puts people first.

Since its founding, UD Trucks has always had in mind the future of transportation when developing new truck technologies, so that it keeps delivering its promise – making the trucks the world needs today.

Here is a fact: People depend on logistics. And logistics depend on people.

“Putting people first” is how UD has always made it right with its trucks; All New Quon – the new UD Trucks’ flagship model – is undoubtedly the quintessence of this thinking.

The technological innovations on All New Quon focus on five essential areas for any transportation business; smart drivability, smart fuel efficiency and environmental friendliness, smart safety, smart productivity, and smart uptime.

This is what we mean by going the extra mile for smart logistics. And it is happening now.

The best truck for all drivers

The smart drivability of All New Quon

Today's logistic world is All New Quon's *gamba*. Logistics is transforming to address new social issues, environment preservation, cost reduction, transportation safety, and it's being shaped by other pressures including a worldwide shortage of truck drivers. The new UD flagship is designed with an understanding of today's challenges and opportunities.

Logistics depends on people, and it begins with the drivers. Changes to a truck will change the drive itself. The designers, engineers, technicians and testers behind All New Quon centered on its drivability, and delivered the smart, powerful, safe

and fuel-efficient All New Quon that offers, most importantly, a driver-friendly experience.

Comfortable and efficient driving performance

Drivers will find there is no greater pleasure than getting behind the wheel of All New Quon.

First they notice how well the cabin surrounds them; how every button and knob is sensibly placed on the dashboard with a subtle look and feel. Once the wheels start rolling, the smoothness, stability and the clear reading of the road stand out. The ease that the ESCOT-VI

transmission offers is best of breed, and bringing further satisfaction are the fuel efficiency figures on the instrument display.

GH11 engine and ESCOT-VI – the perfect partner

All New Quon's driving pleasure starts with its driveline. The new GH11 engine – with even more power and torque – provides a smooth inextinguishable reserve of power in the lower RPM range for a relaxing drive. Mated to the new ESCOT-VI transmission - the latest evolution of the renowned 12-speed automated manual transmission, this driveline provides unequalled drivability, with the same ease of control and driving

At the booth

Quon GK Tractor

Unveiled at the 2017 Tokyo Motor Show, All New Quon tractor version is powered by the GH11 engine, delivering up to 460 horsepower.

Smart drivability



ESCOT-VI

Going the extra mile for fuel efficiency

Thanks to enhancements in both hardware and software, ESCOT-VI provides fast and accurate gear changes. The advanced gear change programming offers the control and performance of a professional driver, even for inexperienced drivers, thus reducing the fluctuations in fuel efficiency from one driver to another.

Quick and smooth gear changes make driving easier, and contribute to safe driving, by reducing the level of stress and fatigue of the driver. Furthermore, performance is improved on snowy roads and muddy areas.

Unparalleled operability

The ESCOT-VI gear lever uses a straight shifting pattern, an evolution in simple and easy-to-use design – just like in a passenger car.

comfort as a passenger car. Fast and responsive, ESCOT-VI always picks the best gear in regard to the terrain, the load, and the fuel consumption. The new Foretrack function*, paired with ESCOT-VI, predicts the road ahead. By permanently recording every hill or slope it travels along in Cruising mode, this GPS-based feature in All New Quon will remember the road ahead on subsequent trips, and pick the best combination of actions to reach maximal fuel economy.

Performance is also largely improved on snowy roads and in muddy areas. The new Escape function makes it a breeze to keep moving in those tough conditions. Just

pressing and releasing the accelerator pedal will sway All New Quon back and forth, to get it out of any sticky predicaments.

ECO driving – it's never been so easy

The new ESCOT-VI is like an extension of the drivers, assisting them in the subtle and nowadays oh so important eco-driving, a skill that normally takes years to master.

The ECO mode on ESCOT-VI comes on at the turn of the key. It automatically activates all fuel-saving features such as ESCOT Roll, acceleration limiter and soft cruise control.



ESCOT-VI transmission with a straight shift pattern for easy operation



Foretrack function Optimal fuel efficiency on hilly roads

This function is enabled when using cruise control, in ECO mode, at a vehicle speed of 60km/h or faster. Road gradients are scanned and saved using GPS. When driving through the same road, the truck will automatically select the optimal gear and action the auxiliary brake if necessary, to control the speed and optimize fuel efficiency, providing comfortable, safe, and ecological driving regardless of the skill of the driver.

Traffic Eye Cruise Control

This system maintains a fixed distance from the vehicle in front, detected with millimeter-wave radar. If the preceding vehicle accelerates, the truck will accelerate within the speed limit that has been set. The driver can set the speed and distance between vehicles with switches on the control panel.

At the booth

Quon CD Cargo

A brand new fuel saving function – Nenpi Coach fuel-coaching system – is available and active at ignition. This on-board coach uses the LCD screen to give suggestions to drivers to improve their driving techniques in real time.

Disc brakes – a powerful and enduring friend onboard

There is no confident and relaxing drive without the feel that the truck will react predictably and strongly to any brake solicitation. All New Quon is built with an extensive range of safety features to ensure this. Disc brakes are now fitted as standard,

to offer reliable, powerful, smooth and progressive braking. They give drivers extra confidence on the road, making them feel safer and less stressed. Seamlessly combining disc brakes power with Extra Engine Brakes (EEB), All New Quon stops smoothly and effortlessly even on long descents when hauling a full load. The brake seamlessly and instantly combine their stopping powers to deliver comfortable braking that is easy on the cargo and eases the driver's mind.

Safety technologies – a boost to driving confidence

In the same quest for safety, a number of

innovative features are there to support All New Quon drivers.

Traffic Eye Brake System is constantly looking at what's happening ahead with a millimeter-wave radar and a camera, to ensure ultimate safety. Traffic Eye Brake instantly notifies the driver with a warning indicator and an alarm if the possibility of a collision is detected. If a collision is unavoidable, the brakes are automatically fully applied to reduce potential damage.

The Advanced Emergency Braking System (AEBS) comes into effect in every case of an

At the booth

Quon CW Dump

Smart drivability



Escape function Made for tough terrain

This breakthrough enhancement thanks to software engineering was inspired by dump truck drivers who deal with tough road conditions on a daily basis. When the truck gets stuck in a ditch on snowy or muddy ground, the driver can now simply press and release the accelerator pedal, and the vehicle will start to sway back and forth to get itself out of its sticky predicament. With ESCOT-VI, even a new driver is able to handle this type of situation as easily as an experienced driver with a manual gearbox.



Traffic Eye Brake System

emergency braking, automatically applying full braking power to come to full stop in the shortest possible distance.

UD Stability Control (UDSC), in case of sudden change of direction, automatically modulates engine power and applies braking power individually to each wheel, to keep the truck stable. Lane Departure Warning System and Driver Alert System alert the driver in case of excessive fatigue, if any lack of concentration is detected.

** Foretrack function and Nenpi Coaching are available in selected markets.*

Developing a new truck is long collective adventure, a passionate and detail-oriented process, involving thousands of people from different backgrounds. At every step of designing All New Quon, each UD people thought and worked as if they are the drivers on the road. The result? No matter whether one is new to driving a truck, or has spent ones work life on the road; no matter whether one is a man who lifts 100kg weights with ease, or a woman who sees every little intricate changes around her; All New Quon is designed to take care of you, support you and move you. From the first time driving All New Quon, it is destined to be a start of a beautiful friendship. So, please take the wheel and run ahead.



No ground too rough for All New Quon dump truck with ESCOT-VI

All New Quon dump truck

Operating in mountain areas, moving earth, sand and other materials for road construction is Araki Materials Transportation's specialty. Their drivers operate on unpaved mountain roads every day. A brand new All New Quon equipped with ESCOT-VI transmission has just joined their fleet.



Escape function on All New Quon being tested in the real world

"The Escape function was not available before and it is definitely a progress. Now we can move the truck just by stepping and releasing the accelerator pedal."

Masaru Kageyama
President of Araki Materials Transportation



"I have been driving large dump trucks for 20 years. The reason I started driving dump trucks was that I saw a female driver and thought that it was cool and I wanted to try it too. I drove the new Quon. It was very quiet, very easy to drive and the steering is light. Dumping was very smooth and I did not feel any stress."

Sachiyo Hasegawa
Driver at Araki Materials Transportation



"It is a truck that I wanted to try driving as I heard that it provides a quiet comfortable drive. The acceleration is totally different from the trucks we are driving now and it has an excellent exhaust brake."

Jiichi Hasegawa
Driver at Araki Materials Transportation



"My impressions from the test drive were excellent acceleration, easy to drive and female-driver friendly."

Miyuki Sasahara
Driver at Araki Materials Transportation

"Our business is based on mobility. That's what we are trying to sell mainly and we are now working hard to promote it. Quon is continuously evolving and the performance and ease of use are getting better and better. We definitely need this easy-to-drive truck as we are short of drivers and I want to hire more."

Masaru Kageyama

"I like new things so one of the reasons for purchasing it was that I wanted to get it before anyone else. With the ESCOT-VI transmission, drivers can focus on driving, it is definitely better. I would say it is more suitable for women than any other truck. UD Trucks is a hard-working company and we will continue to build our partnership with them."



Masaru Kageyama
President of Araki Materials Transportation



A passion for be and the driver

Photo: UD / Nicolas Datiche

Toshio Shiratori, the Product Design Director of UD Trucks, led the team who designed the striking exterior of All New Quon, and a stylish interior to match. The newly styled cabin interior is an intrinsic part of the unmatched driving experience provided at the wheel of All New Quon.

What were your objectives when you designed the interior of All New Quon?

The existing Quon interior was well liked and we wanted to retain what customers admired about it while improving it functionally and aesthetically. We aimed to go the extra mile on UD's core value of "Excel on the essentials", and truly reflect "Innovation that puts people first," – the very idea behind the creation of All New Quon.

In the design we wanted to proudly emphasize our Japanese origins, and the traditional UD hexagon that consists of six aspects: smart, caring, tough, harmonized, supportive and distinctive. Even if they don't jump out at you, you can notice these in the general design and in multiple details. We also concentrated on creating an open and easy feeling to the cabin.

"The new interior displays a contrast of energy and harmony typical of Japan, and perfectly matches the new exterior design of All New Quon."



auty

What are the highlights of the new interior?

The general shape of the dashboard and the shape of each detail, the way they interact with each other, have been designed to provide a feeling of harmony. We also reworked the materials, their texture, their colors and the contrasts to create a harmonious and high quality feeling. We think this interior displays a contrast of energy and harmony typical of Japan, and perfectly matches the striking exterior design of All New Quon.

In terms of functionality, one priority was to further improve the interface between the human and the machine. For example, we focused on every detail that might take the driver's eye off the road, on simplifying and making everything easier to use. To reach our goal, improving ergonomics everywhere was key. The new simpler ESCOT lever is a good example. The different switches are now regrouped close to the driver. There was a lot of work on the new UDIS display, in front of the driver's eyes, and the steering wheel mounted commands. We wanted every detail to reflect quality, the accurate and precise feel you have when driving All New Quon. We arranged two multi-use pockets for the driver to put various small items and attach their smart phone to their favorite position. We also worked on the access, adding a new handle to make it easier for drivers to get in and out of the truck.

Why do you have such passion for the driver?

In Japan, as well as in many countries, we have a shortage of drivers. We focused on improving operability, our goal was to design a characterful interior that's attractive, comfortable and functional, a pleasant place to be for the drivers. It is fundamental that this new interior appeals to young and old, male and female, and is functional and easy to understand for experienced as well as inexperienced drivers.

How was the UD gemba involved in the design?

Different departments in the company including FVV (Features Verification and Validation), Cabin Engineering and Sales and Marketing were invited to view prototypes of the interior in Touch and Feel sessions, so their comments could help to perfect the end result. These sessions helped us to mature the details. For example, the finish of the UD logo on the steering wheel was changed from chrome plating to matt silver paint, to prevent reflection from sunlight bothering the drivers. The purpose of this new interior is to support drivers in all possible ways, and this attention to detail is part of it.



At the booth



Clean. Sophisticated, comfortable, innovative bright and light, simple and modern



Professional. Functional, mechanical, high quality, solid and heavy



Passion. Active, individual, symbol of revolution, bold and distinctive

Diverse drivers, diverse harmonies

"It is fundamental that All New Quon interior appeals to the young and aged, male and female drivers, and is functional and natural to understand for experienced as well as inexperienced drivers," says Toshio Shiratori. At the Tokyo Motor Show's UD booth, visitors will discover three interior prototypes, for which the UD designers took the concept even further, simulated different interior harmonies for different kind of drivers to reflect the future diversity of drivers in the transportation industry.

Customers test-drive

All New Quon drivability – the customers' verdict



What's better than a real test-drive to experience the unequalled drivability of All New Quon? UD invited some Japanese customers to experience its new flagship truck on a very demanding track. The Fuji speedway, famous internationally for hosting F1 grand prix, provides a lot of the challenges that drivers can encounter in their daily mission: downhill and uphill roads, hairpin corners, etc. Add to it some specific exercises to complicate the drive even more and you have a perfect way to feel how All New Quon pushes the limits of heavy-duty trucks. So how did our customers feel about All New Quon?



"Truck drivers who like gear sticks will be amazed by the drivability of this truck."

Haruo Tsuji
General Manager
Sansetsu Transport Co.,Ltd

When I drove the previous generation ESCOT-V, I was very impressed by the smoothness of the gear changes, and also when driving in reverse. But the ESCOT-VI of the new Quon is even better. This combination of smooth gear shifts and braking mean that even truck drivers who use gear sticks will be amazed by the drivability of this truck.



"I now seriously consider the acquisition of ESCOT-VI Quon."

Atsushi Miyazaki
Senior Executive Officer
Kyoshin Construction Transport Ltd.

ESCOT-VI's gear change is really exquisite. On a trial ride with a virtual load, I was even wondering "Am I really carrying a 10-ton load?". Whether it is the transmission, or the new brakes, all respond perfectly to the driver's will, and can't be qualified by a word less than "wonderful". Our Quons are currently manual, but after discovering its level of performance, I think we need to seriously consider acquiring automatic new Quons.



"I cannot wait for our new Quon delivery."

Noboru Kojima
General Manager
Meiho Un-yu Co.,Ltd

I was looking forward to the new ESCOT-VI, as the ESCOT-V had already earned a good reputation among our drivers. As expected, the smooth gear changes are impressive, while the "ESCOT Roll" function will enhance fuel saving. Also, when applying the fourth stage of the exhaust brake on a straight line, I felt that it was as effective as the foot brake and very easy to use. I cannot wait for the delivery of our first new Quon!



"The ease of use and new braking system are the most attractive features."

Shinji Mitsuyama
Senior Executive Officer
Charters Company Co.,Ltd

To me, the new gear lever adopting a straight shift pattern and the switches arranged on the steering wheel are a big factor leading to the ease of operation of the new Quon. In the test drive this time, the "brake blending" perfectly blended the auxiliary brake with the foot brake, and I was able to experience stable and reliable ideal braking. I'd like our drivers to also experience this exquisite effectiveness.



"New commands need no adaptation, you can drive immediately."

Masaaki Oguri
Sales Representative
Maruhan Un-yu Co.,Ltd

Compared to passenger cars, trucks generally give the impression that switches and instruments are arranged in a complex manner, and that they are difficult to operate. On that point, I felt that the new Quon was arranged so that the display and commands were easy to understand and easy to use, so I could drive right away. Also, I focused on the disc brakes and I was very impressed by the gentle and reliable feeling, similar to that of a passenger car.



"I like the new styling of the new Quon and it drives well too."

Koichi Koyama
CEO
Yamahiro Un-yu Co.,Ltd

What first drew my attention to the new Quon, was its styling. It symbolizes its technological advances. In addition, the ease of use offered with the new commands, such as the new steering wheel, shift lever, switches, etc., gave me the impression that everything on this new Quon has been renewed. On top of the major changes design-wise, I also feel that the evolution of ESCOT-VI, which is even better, the quiet engine, the adoption of disc brakes, etc., make it a great drive.



"The drivers who will drive the new Quon will be very happy."

Toyoaki Watanabe
CEO
Homei Co.,Ltd

The first impression when trying the new Quon was how the design of the cabin is really cool. I think that it really gives a "home" feel to the driver. It is well thought out, not only in appearance, but also in terms of ergonomics. Also I liked the new handles and steps, which make it easier for elderly drivers to get in and out easily. ESCOT-VI also makes the driving comfortable. The drivers who will drive the new Quon will be really happy.



"Automatic trucks will help us save fuel."

Shigeru Takada
Executive Officer
Akita Un-yu Co.,Ltd

With manual trucks, fuel efficiency largely depends on the skill of each driver. Most of our 800 trucks have manual gearboxes, so it is very difficult to improve our overall average fuel consumption. With an automatic truck as excellent as this new Quon, we expect to further improve fuel economy and reduce total cost. Also, I am interested in other merits of automated gearbox, particularly the ease of driving.



"I have high expectations for Foretrack function."

Takuji Kishu
Director, 1st Transport Department
Yonezawa Tsusho Co.,Ltd

We drive our Quons in Hokkaido, mostly on mountain roads with many ups and downs. For that reason, ESCOT, which automatically selects the optimum gear, reduces the burden on the driver, and at the same time contributes to fuel economy. With the new Quon, we have great expectations for the Foretrack function, to help further save fuel. I am looking forward to seeing just how big an impact it will make.





"Vehicles that anticipate the needs of today."

Kazumasa Kuroki
CEO
Fuji Unso Co., Ltd

I couldn't feel the weight despite the size of the truck and the load. The truck drives very smoothly, even in reverse gear and the new disc brakes are very effective. The overall impression is how easy it is to drive the new Quon. Safety is the top priority for a transport company, and to me, vehicles that anticipate the needs of the times, such as safety, environmental performance and fuel efficiency, can't be better incarnated than by this new Quon. In this truck, the driver can expect every workday to be fun.



"We highly appreciate the enhanced safety features."

Hidekazu Katsuyama
President and CEO
Sanwa Un-yu

Our drivers who drive our current Quons have always praised it: "Driving is comfortable, stress and fatigue don't accumulate and you can concentrate on safe driving." In the new model, ESCOT-VI's gear changes have become even smoother. I think that the reputation of this new Quon among our drivers will be even better. Although I could not experience Traffic Eye Brake and driver fatigue alert on this test, I highly appreciate the enhancement of such safety features.



"Feels like a cool, high performance car."

Tomokazu Suzuki
CEO
Hokushu Express Co., Ltd

The interior and exterior design of the cabin and cockpit is cool, but more importantly we wanted our crew to try this new Quon for themselves. When actually testing them, we felt the engine is now even quieter, and the automatic gear changes on hilly, bendy roads are even smoother. I think one really needs to try and drive the new Quon to really feel all the improvements.



"To me, the new Quon feels as good to drive as a good automatic car."

Kanae Watanabe

At the age of 18, Kanae obtained her truck-driving license and started helping her family business by driving a 4-ton truck. At the age of 20, she got her heavy-duty truck license, and took the wheel of a 10-ton trailer truck.

What were your impressions of driving the new Quon on the Fuji racetrack?

Watanabe: This is a difficult race track - with its sudden ups and downs and hairpin curves - so it gave me the opportunity to fully experience the excellence of the new Quon. For example, when the truck was loaded with a 10-ton payload, I was worried about how it would climb uphill. It changed gears gently and climbed exactly as I wanted. Also, in the downhill curves, when I used the exhaust brake at the maximum fourth stage, it braked very hard and gave me a lot of confidence when cornering.

How was driving in reverse on the downhill slope?

Watanabe: With a manual transmission, we modulate with the clutch when backing at a very slow speed. When doing it repeatedly or on long distance journeys, the clutch plate can wear out very quickly. With the new Quon, I felt that it was very easy to back up, like in a passenger car, without having to worry about overstressing the clutch. It allows drivers to fully concentrate on reversing safely.

How do you think the effectiveness of the new Quon will translate on public roads?

Watanabe: With the very comfortable ESCOT-VI automated transmission, it will be much less stress and fatigue in traffic jams and crowded urban areas. Usually, when driving a truck, it is tiring to constantly try your best to drive meticulously, to avoid a loss of momentum by anticipating the road ahead. In the new Quon, all this is dealt with automatically, and the driver can focus on the steering, accelerator and brake. I think it will make it much easier for beginners to drive safely and efficiently. To me, the new Quon feels as good to drive as a good automatic car. I would like many drivers to have the chance to experience the new Quon.

Testing disc brakes

All New Quon is the only Japanese heavy-duty truck to offer disc brakes

In constant pursuit of safety, productivity and uptime, UD Trucks is the only Japanese truck maker to adopt advanced disc brakes in the heavy-duty segment – a far superior answer to modern day logistics when compared to drum brakes.

Disc brakes come as standard on all the All New Quon models. In terms of drivability, disc brakes offer high resistance to fading and a progressive feel in the brake pedal, making it much easier to smoothly modulate the braking. Their maintenance is also easier, which contributes to both safety and uptime. The combined use of disc brakes and high tensile steel for the chassis of All New Quon, makes for a significant reduction of the total vehicle weight, and thereby increases payload. So, how does it feel to drive All New Quon with the advanced disc brakes? We asked our customers for their impressions after test-driving the truck.



Ventilated discs reinforce safety

Could you describe the difference between disc brakes and drum brakes?

I was very comfortable with the disc brakes, because the truck gently stopped when I hit the brake pedal.



Takeshi Uemura

Any comments about the high fade resistance?

Compared to drum brakes, disc brakes dissipate heat better, which made me feel safer using these brakes.



Masayuki Takahashi

How did braking feel with a loaded truck?

Even with the loaded truck, I could feel that the brakes were very powerful. The truck stopped smoothly and progressively.

What do you see as the greatest benefit?

It is great to have improved maintainability as well as overall weight reduction, as the additional payload will bring no difference when driving.



Seiichi Kinomiya

More from the UD engineers

How about the productivity with disc brakes?



Besides effectively improving driver safety, the disc brakes also contribute to improving productivity for companies. Being lighter than drum brakes, they increase payload by 200kg. And this additional weight could be saved while using our very powerful 11-liter engine, not by replacing it with a smaller displacement engine. We believe that disc brakes bring benefits to both drivers and managers.

Aki Hoizumi
Product planning

How about the maintainability?



The pads are easier to replace on disc brakes. Also, the “Brake-blending” function automatically kicks in when using the brakes, seamlessly blending the disc brakes with the auxiliary brake, contributing to extended pad life. When pads need replacement the driver is informed via the dashboard. This means the driver is reassured about safety, and maintenance can be planned ahead.

Yoshikazu Suzuki
Soft product management

During the test drive event, many participants said the brakes felt smooth and powerful, and the driving experience of All New Quon felt similar to driving a passenger car. How was it achieved?



looked at offering a truck with drivability comparable to a passenger car. The safety is also reinforced by the use of ventilated discs, similar to those used on high performance cars, which provide high braking power and improve resistance to fading.

Andreas Jokel
Project manager

The brakes are composed of a chain of mechanical and pneumatic elements, going from the brake pedal to the contact of the tire with the road. Every part of this chain was designed to improve safety and drivability. We actively



Disc brakes contribute to great drivability and safety, and increased payload

Lady on a quest

Original story published in *Roads* issue 2 2015
Text: Liam Barnes / Photos: Dario Pignatelli



Jariya Khampakdee left her hometown for the big city, and found her dream job in driving a UD Qvester on the beautiful roads of Thailand.

Originally from Roi-Et province in Thailand's hard-up Isan region, Jariya Khampakdee left her hometown for more prosperous pastures near the capital a decade ago. After years spent ferrying passengers in minivans around the country's hazardous roads – Thailand has one of the world's worst traffic-related death rates – Jariya found her ideal job in driving trucks. Behind the wheel of her

11-liter Qvester, she enjoys the open road and loves the spectacular scenery.

She's the first and so far only female truck driver in her company, Panthip Transportation Service. Both the good-looking truck and its female driver often attract intrigued stares, but Jariya has found that people respect her for working in a male-dominated industry. "Most people who see me driving a truck show their support. They put their thumbs up or give

me a smile. Although they are often initially surprised, they do respect me," she says.

The pride of a trucker

Jariya works about 60 hours a week and averages more than 500 kilometers per day. The long hours don't bother her and the loneliness is apparently easy to stave off. "Every time I get into my truck, I leave all my stress, problems and worries behind. I have a passion for my job." She loves her UD Qvester and praises its amenities and

At the booth

Quester GW Tractor

"My truck is my life. If it is safe, my life is safe too. Every time I get into this truck I feel secure. I am confident in its strength and efficiency."

Jariya Khampakdee

excellent ergonomics. "Driving the Quester is not too difficult for a woman. When I drove it for the first time it immediately felt comfortable, giving me great confidence."

The demanding hours and distance from her hometown mean she doesn't often see her family, who still worry about the road she has chosen. "It shocks them that I work in this sector because they all think it's a dangerous career. But my truck is my life. If it is safe, my life is safe too. Every time I get into this truck I feel secure," she says.

Having Jariya on board has boosted the morale of the team, says Sitthikorn Sornsuchittra, the founder and owner of Panthip. "The other male drivers say, 'if a female driver can do it, I can too!' In fact, the overall performance of the company has improved as a result," he says. He also believes the emergence of female drivers is improving discipline among the men and making them more competitive.

This is a man's world – but for how much longer?

Although there's no data about the number of female truck drivers in Thailand, the figure is on the rise. Jariya says that since she started in 2010 there's been a noticeable increase of female drivers. With new trucks such as Quester requiring less physical strength to be driven, and an evolution of mentalities in the transportation sector, more and more females will definitely join her on the road.

Quester, a perfect business partner



The latest addition to Panthip's 10-strong fleet, UD Quester, chalks up an average 100,000 kilometers every month. It's the first UD truck produced outside of Japan catering specifically to growth markets. Jariya's vehicle has an 11-liter engine with horsepower that ranges from 220 to 420. The state-of-the-art design is complemented by an expansive interior and innovative fittings such as ergonomic seats and a cutting-edge dashboard.

Long a fan of Japanese vehicles, Panthip's founder Sitthikorn Sornsuchittra didn't need much convincing when he switched to Quester in early 2014. "They are a mix between European and Japanese technology – it's the best of both worlds." The efficiency of the trucks and superior torque means the fleet consumes less fuel, helping to cut costs and save energy. That's a major plus in keeping up with the competition, he says.

Competition has been fierce with many rivals switching from diesel vehicles to those fuelled by cheaper liquefied petroleum gas or natural gas, then slashing their route rates to undercut Panthip's prices. "I sold two of my trucks due to the increase in competition and really started to worry," he says. "But then I discovered UD trucks, and while the UD trucks run on diesel, they consume much less fuel, and have torque specifications that few other trucks have. I'm saving a lot more money now, and I'm back in the game."

"I'm saving a lot more money now with Quester, and I'm back in the game."

Sitthikorn Sornsuchittra
Founder and owner
Panthip Transportation Service



Smart Uptime Support

Going the extra mile to optimize uptime

To keep your truck running, minimize and plan maintenance time ahead - this is what smart logistics is all about.

In 2015, UD had unveiled its vision for Smart Uptime Support. The vision is now becoming a reality. UD Trucks is the first manufacturer to have an inhouse call center, which now has an uptime support function where telematics data are analyzed, not only to provide responsive but also proactive support to keep customers' fleets running. UD Remote Diagnostic Service is based on UD Trucks experts' knowledge combined with modern diagnostic tools, to detect and diagnose any potential breakdown and optimize your vehicle uptime.

Proactive support

The idea behind UD proactive support is the daily monitoring of trucks' telematics data by a dedicated remote diagnostic team. It aims to minimize the risk of forced outages, by predicting any potential breakdown and allow planning a scheduled outage, supported by UD dealers to ensure vehicle downtime is managed in the most effective and efficient manner. How does it work? The UD truck is constantly analyzing its own functioning. If any dysfunction appears, even one not perceived by the driver, the truck will automatically send data, through its on-board telematics system, to UD systems. A diagnosis of the data, and clear recommendations regarding continued

vehicle operation or the need for immediate service, are communicated to the customer. Planned in advance, the intervention takes less time with team and parts ready to intervene immediately.

Responsive support

In case of a breakdown, UD Call Center can be reached 24/7. The truck's data are accessible remotely through UD's telematics service, UDIS. By analyzing telematics data, UD engineers locate the truck and identify the nearest UD Dealer with Genuine UD parts and UD certified mechanics skilled to repair the vehicle, or send UD Road Support Service vans where the truck is stopped with parts needed to speed up repair and minimize downtime.

Remote Diagnostics



Vehicle data generated



Vehicle data transmitted



Vehicle data analyzed, diagnostic established



Recommendation to the customer

New 8-liter engine for All New Quon in late 2018

At UD Trucks we are constantly expanding our heavy duty truck range to meet the needs of our customers with a wider range of applications. For those customers whose business would benefit from trucks with more payloads and lighter driveline, an 8-liter version of All New Quon will be launched in late 2018.

Back in 2013, UD's Quon Fuel Demonstrator was first introduced at the Tokyo Motor Show. It was used as an incubation laboratory to explore the different directions we could develop to improve fuel economy. One of these technical solutions was the downsizing of the engine. An efficient 8-liter engine mated with the famous ESCOT-V transmission powered the Quon Fuel Demonstrator.

The new engine is on display at the Tokyo Motor Show, giving visitors a sneak preview of the technology that's currently under development by the UD Trucks engineers. Engineer Takefumi Mochizuki is proud to be involved in the project. "What I'm happy with the most are the fuel economy and the durability of this new engine," he says. The main benefit, however, of the 8-liter

engine, is the increased payload, which makes this downsized option a particularly fit choice for certain applications. For example, customers who operate on construction sites will find the new GH8 engine coupled with the Escape function of the ESCOT-VI transmission ideal for concrete mixer trucks.

The new GH8 engine is designed to address the demands of heavy-duty trucks operating in Japan, with its dense traffic flow and PPNT regulations. Associated with the ESCOT-VI transmission and other advanced technologies on All New Quon, this new 8-liter version truck will come with lots of extra miles to go for

At the booth

GH8 engine



the customers.

Be ready for more news on UD Trucks expanding our heavy duty range in 2018 and into the future.

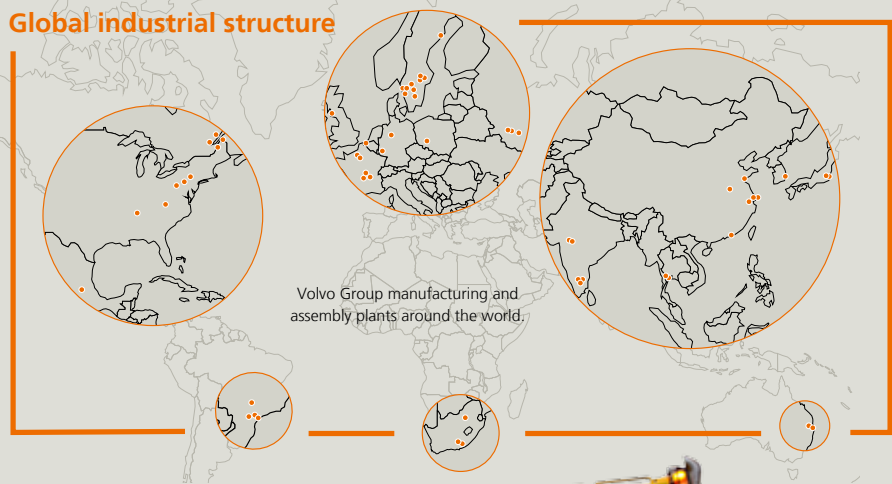
Volvo Group

Innovation in Automation, Electromobility and Connectivity

Volvo Group has been one of the most innovative companies in its industry. Today, the group is at the start of a paradigm shift in transport that is going to reshape the cities and societies by looking at three strong trends: automated driving, electromobility, and connectivity. A part of the Volvo Group family since 2007, UD Trucks benefits from the technologies, knowledge and resources of one of the largest providers of commercial vehicles and engines in the world.

In the Volvo Group, the future is happening now. The Group's vision for the transport system of the future is a highly efficient and integrated system with connected infrastructure and intelligent vehicles. Volvo Group walks the talk. Examples of Volvo Group latest innovation already put to the test in reality include fully-autonomous trucks, electric buses, an electric compact excavator, as well as innovative technologies such as pedestrian and cyclist detection for buses and wireless charging replacing cables.

Global industrial structure



Automation

Automation will create real-life benefits for both customers and society in terms of productivity, safety, energy and fuel efficiency. Since the ideal automation level is determined by its added value for customers and society, Volvo Group will introduce automated applications gradually over time.



Electromobility

Electric and hybrid vehicles contribute to increased energy efficiency as well as reduced emissions and noise pollution. Electromobility is a game changer for the bus industry with hybrid and electric buses. It is also changing the truck and construction sectors with energy efficient electric motors and the future possibility of electrified construction sites. Eventually, electrification will fundamentally change the way we look at city planning.

Connectivity

Volvo Group has the industry's broadest customer offering of connectivity solutions for trucks, buses and construction equipment. Connectivity solutions help customers lower their costs through fleet optimization and fuel savings, and improve their productivity and profitability through improved uptime. Connectivity will lead to lower environmental impact from transport and improved traffic safety.





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.



Going the Extra Mile