

## SAFETY TIPS

### TIPS FOR SAFER FORKLIFT OPERATION

Never stand or pass, or permit anyone else to stand or pass, under the elevated forks whether empty or loaded.



## CONTEST

### WIN AN EXCLUSIVE UMW TOYOTA USB DRIVE!

All you have to do is answer 3 simple questions. Find the easy answers to these questions in this issue of UMW Industries newsletter. Then send in your entries to the address listed on this page, no later than **15th January, 2015**. Ten lucky winners will be randomly selected from the correct entries.



1. Name one of the new features found in the new Toyota 3.5 – 8.0 ton engine-powered forklifts.

\_\_\_\_\_

2. Name the award won by BT Optio L-Series.

\_\_\_\_\_

3. Name the new dust control system incorporated in the Tennant S30.

\_\_\_\_\_



Name: \_\_\_\_\_ I.C. No.: \_\_\_\_\_

Contact No.: \_\_\_\_\_

Company Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

Delivery Address: \_\_\_\_\_

Results will be published on our website by 30th January, 2015. Successful winners will be notified by post.

We appreciate your feedback.  
Write or call:

The Editor  
UMW INDUSTRIES TODAY  
UMW Industries (1985) Sdn. Bhd.  
No. 14, Jalan Utas 15/7, P.O. Box 7052,  
40915 Shah Alam, Selangor  
Tel: +603 5163 3800  
Fax: +603 5163 3863  
umwi-infodesk@umw.com.my  
www.umw.com.my

UMW INDUSTRIES



# TODAY

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## COVER STORY

Moving Up  
The Toyota 8 Series 3.5 – 8.0 Ton

PRODUCT WATCH  
It's One Smooth Operator  
Order-Picking At Its Best

PRODUCT WATCH  
A Clean Sweep

## MOVING UP THE TOYOTA 8 SERIES 3.5 – 8.0 TON

When heavy lifting is called for, you want a machine that can be relied on to do it safely and efficiently. The new Toyota 8 Series 3.5 to 8.0 ton Engine-Powered Forklifts are trucks that can almost 'think' for themselves, sensing danger points and automatically taking action to avoid them. Every model in the 8 Series is equipped with Toyota's original safety technology as well as the product qualities of durability and reliable efficiency for which Toyota machines are so well-known. Meet them all again in the new 8 Series 3.5-8.8 ton forklifts.

Moving on towards more energy-efficient machines, new in this Series is the option of a Toyota 1FS Gasoline Engine, available for the 3.5 to 5.0 ton models, which operates on lower fuel consumption. Also new are a number of features that enhance the productivity and dependability of an already impressive performance workhorse.



### NEW FEATURES

#### Load-sensing Power Steering (LSPS)

Adjusts the amount of power-steering fluid according to the load burden on the rear axle, reducing energy loss and helping to enhance fuel economy.

#### 2-stator Torque-converter and Transmission

A 2-stator torque-converter is used to achieve optimal drive power and travel speed with no gear-change. The high-efficiency torque-converter and transmission help to reduce fuel consumption.

#### Eco-mode OPT

Restricts acceleration for traveling and load handling, further helping to improve fuel efficiency.

Note: This is included in Multifunction Display (OPT) and Deluxe Multifunction Display (OPT).

#### Travel Speed Control OPT

Limits maximum speed to a preset level. Low-speed setting allows operator to control on/off setting.

#### LED Headlights & Rear Working Lights

Gives longer life for lights and saves on power.

## TOYOTA ALTERNATOR

Toyota Genuine  
Spare Parts



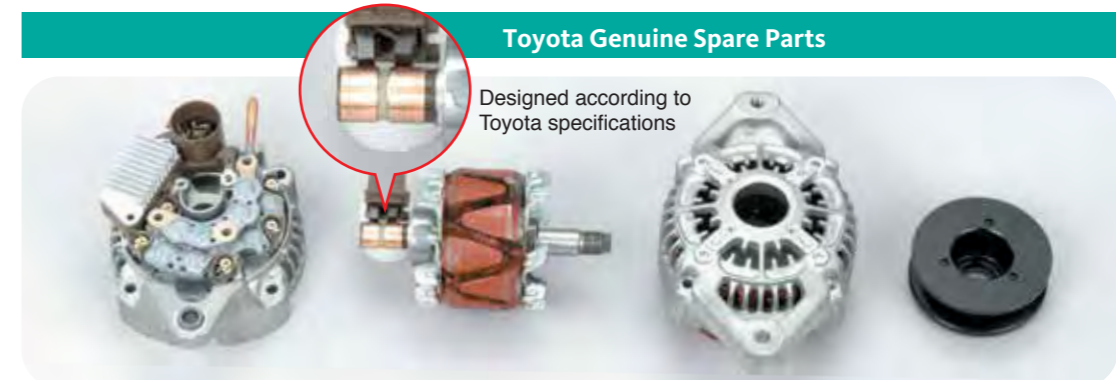
Other Brand Parts



### Only Rely On Toyota Genuine Spare Parts

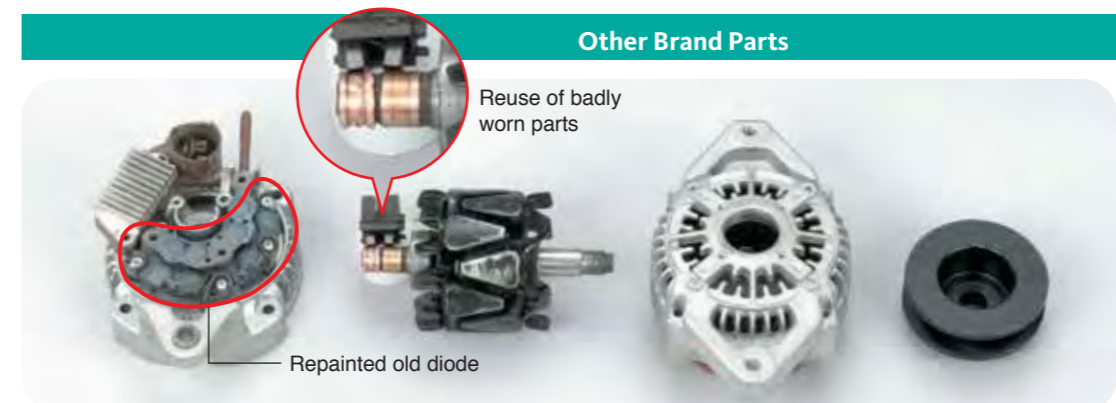
All rebuilt alternators look really good from the outside, but unfortunately that is where the similarity stops. Take a look inside and you may find things like diodes that have only been repainted and reused or old slip rings that have been reused without repair. You can even see the wear marks on some of the 'rebuilt' parts. These parts may last for a while, but soon they will fail and another alternator will be needed.

#### Toyota Genuine Spare Parts



Designed according to  
Toyota specifications

#### Other Brand Parts



Reuse of badly  
worn parts

Repainted old diode

## NESTLÉ SHE DAY



Safety, Health and Environment – that's what Nestlé SHE Day 2014 was about. Held on 5th August this year, the objectives of the event were to instil safety awareness in the company's drivers and to encourage competitiveness among team members.

The day's activities included a health check, blood donation and safety driving programme. Various suppliers also exhibited their products at their respective booths.

UMW Industries participated in the event as one of Nestlé's key suppliers, providing solutions to Nestlé's material handling and cleaning operations. Representing us on that day were Mr Ng Peng Hin (Senior Business Manager) and Mr Alan Wong (BT Sales Manager). Nestlé's team consisted of Mr Alois Hofbauer (Managing Director), Mr Gavin Schwarzenbach (Head of Supply Chain), En Ahmad Zulkarnain Harun (Group Supply Chain Operations Manager) and Madam Suganthini Masilamoney (Supply Chain Controller).

## AYS SAYS 'AYE' AGAIN TO UMWI



Nineteen years ago, Ann Yak Siong Hardware Sdn Bhd (AYS) took delivery of the first Toyota forklift from UMW Industries. In the years since then, we've supplied the company with several more units.

On 13th June, 2014, a familiar event was again held to celebrate the handing over of another two units of 8-ton Toyota forklifts to AYS. On hand to witness the ceremony were Mr Sam Oh Yung Sim, the Executive Director of AYS, and Mr Vincent Pua, General Manager. The UMWI team comprised Mr Tan Mei Fatt (Assistant General Manager) and Mr Michael Tan (Senior Business Manager).

To commemorate the occasion, Mr Tan Mei Fatt handed over a mock key to Mr Vincent Pua, and also a memento to Mr Sam Oh. Our technical support team was present to explain to AYS operators the features of the forklifts and how to operate them.

These latest acquisitions bring the total number of AYS-owned Toyota forklifts to nine units since 1996 when the first unit was delivered by UMWI. We look forward to more handing-over ceremonies in the future as AYS expands its business.

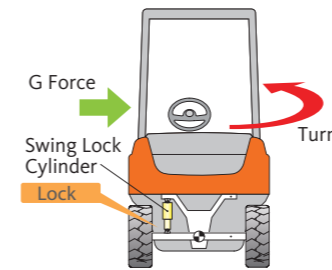
### TOYOTA'S ORIGINAL SAFETY TECHNOLOGY

#### System of Active Stability SAS OPT

The SAS has three components that actively ensure that the machine operates with optimal safety and efficiency.

##### Active Control Rear Stabilizer

With SAS  
Provides excellent stability when turning



An onboard computer monitors the movement of the forklift and locks the swing of the rear axle when necessary, such as during turns.

Note: This function is not installed when the forklift is equipped with dual front tyres. (Includes 6-8 ton models)

##### Active Mast Function Controller

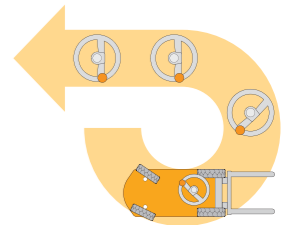
Provides fast handling and easy operation



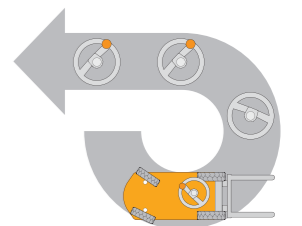
Automatic Fork-leveling Control  
Active Mast Front-tilt Angle Control  
The angle of forward mast tilt is automatically controlled to match the lift height and load weight.  
Active Mast Tilt Speed Control  
Automatic control of mast tilt speed at high mast heights helps to prevent load spills.

##### Active Steering Synchronizer

With Active Steering Synchronizer



Without Active Steering Synchronizer



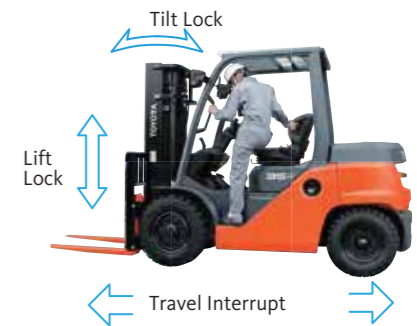
This feature ensures that the angle of the steering wheel corresponds to the angle of the rear steered wheels.

##### Operator Presence Sensing System OPS

This system uses a switch sensor built into the operator's seat to detect the presence of the operator. If the operator is not in the normal operating position, travel power is interrupted and load handling operations are stopped.

##### Key-lift Interlock

Locks fork-lifting down operation when key switch is off. Prevents forks from descending in the event of inadvertent level operation.



##### THE LITTLE BIG THINGS

It's the little thoughtful features that make the 8 series a joy to operate, features that focus on the comfort of the operator while working the machine. They include large front and rear assist grips, low and wide step-up, small-diameter steering wheel, wide floor space, roomy compartment, optional swivel seat for extra comfort when reversing, outstanding visibility with clear forward and upward views and also of the fork tips, and a multifunction digital display that, at a glance, tells the operator everything he needs to know about the current status of the machine.

Call on us today at 03-5163 3833 for more information on the Toyota 8 Series.

##### Combination Meter

Easily monitor a host of important indicators such as fuel meter and engine water temperature.



## AN UPLIFTING DAY LAUNCH OF THE TOYOTA 3.5 TO 8.0 TON FORKLIFTS



It was with some aplomb that the new Toyota forklifts recently hit town, and not just at one location. At all four points of the compass in Peninsular Malaysia, simultaneous product launches were held to introduce the Toyota 8 Series of 3.5 to 8.0 Ton Forklifts to the market.

Early in the day on 28th August this year, official launches were held at UMWI Shah Alam, and also at UMWI branches in Penang, Johor and Kuantan. Present to grace the occasion at Shah Alam were Mr. Keiichiro Otake (Regional Manager, Toyota Regional Office) and representatives from UMW Industries: Mr. Gan Kim Teck (Senior General Manager), Mr. Lee Chong Kuan (General Manager - Operations) and Mr. Tan Mei Fatt (Assistant General Manager).

The activities lasted the whole day, beginning with an exhibition of the 3.5 to 8.0 ton machines. There was a video presentation that highlighted everything the forklifts were capable of. Since nothing compares to actual experience of the product, sales personnel were on hand to explain the features and benefits of the new 8 Series. The machines were put through their paces to demonstrate and test their easy handling and impressive lifting capacities.

Throughout the day, refreshments were made available to those invited to the events as they saw for themselves the competence of all the Toyota 8 Series Forklifts to effortlessly transport, lift and stack various bulky items.

If you missed the launch events, please do contact us at 03-5163 3833 for a demonstration of the capabilities of any of the Toyota 8 Series machines.



1 – 4. The UMW team headed by Gan Kim Teck, Senior General Manager, and Lee Chong Kuan, General Manager of UMW Industries, was on hand to welcome and explain all the features of the Toyota 8 Series and to answer any questions fielded by the attendees

## NEW IN BINTULU



7th March 2014 marked a new beginning for UMW as we witnessed the Official Opening of our new building in Bintulu.

The occasion was celebrated in grand style. Guests, comprising valued principals, partners and customers, were welcomed with *kompang*, firecrackers and a lion dance performance. After a good long 30 years, the staff of UMW said goodbye to the old office where many happy memories were created.

The new building sits on a 2.5-acre land owned by UMW which offers more space for strategic operations as well as equipment and parts inventory. With a larger service workshop, we are now able to accommodate more machines for overhaul jobs and to serve our customers better. The new building also boasts a recreational room, several conference rooms, a *surau* and a large archive room.

Datuk Syed Hisham Syed Wazir, President & Group CEO, in his speech wished UMW Bintulu

staff all the best in their new “second home” and hoped that it becomes a place of harmony and happiness, as well as a source of prosperity. He added that the ceremony not only marked the opening of the new building, he hoped it would also renew a commitment to going Beyond Boundaries® and to achieving greater heights of success together.

To mark this significant moment for UMW (EM), Datuk Syed Hisham, together with En Khalid Sufat, Board Director of UMW; Datuk Ismet Suki, President, UMW Toyota Motor Sdn Bhd; Mr Lee Chin Min, Executive Director, Equipment Division; Mr Billy Yap, General Manager, UMW (EM); Mr Gan Kim Teck, Senior General Manager, UMW Industries (1985) Sdn Bhd and Mr Jimmy Ting, Senior Regional Manager, UMW (EM) – Bintulu performed a ribbon-cutting ceremony and signed a commemorative plaque which will be displayed at the new office.

To our colleagues in Bintulu, congratulations and best wishes on reaching this milestone!

1 – 2. Ribbon-cutting ceremony and plaque-signing to mark the significant moment

3. Lion dance performance to celebrate the occasion

4. Datuk Syed Hisham and Lee Chin Min catching up with UMW families in Bintulu

## TOP SEAT



For the third consecutive year, our performance in the SEAT region during the previous year was recognised with the winning of the Tennant APAC Export Distributor Award. On behalf of UMW Industries, Mr Kelvin Lee, Tennant Product Specialist, received the award from Mr Mauro Compagnoni, Managing Director of Tennant APAC.

1. Kelvin Lee receiving the Tennant Outstanding Sales Performance Awards from Tom Paulson

The award for the Tennant Outstanding Sales Performance 2013 – T7 by Tennant Company also went to us. The Award was for selling the highest number of units of the T7 Tennant Rider Scrubber in the SEAT region last year, and for our overall performance in marketing and sales initiatives in promoting the T7. Kelvin again accepted the Award from Mr Tom Paulson, Vice President of Tennant Company, USA.

2. Mauro Compagnoni presenting the SEAT Distributor Awards to Kelvin Lee

To cap it off, Kelvin Lee also won the Tennant Captains Table Award for achieving the Top 10 Machine Sales in 2013.

Well done to the Tennant Team! Here's looking forward to another successful year for 2014.

## POWERING THE NATION WITH TNB



Tenaga Nasional Berhad (TNB), Malaysia's principal power supplier, is one of the many customers who purchase Toyota forklifts from us. As part of its Supply Chain Management, all suppliers must satisfy and adhere to certain conditions before they are accepted as TNB's vendors, working hand in hand to reliably meet the nation's demand for electricity.

The contributions of all these vendors were given due recognition at TNB's annual Vendor's Day event on 5th March, 2014, at which awards were given out. This year, the occasion was held in conjunction with the Hari Raya celebrations.

YB Datuk Ir Bahrin Bin Din, Vice President of TNB Distribution, officially launched the *Hari Vendor @ Majlis Hari Raya Aidilfitri* with the highlight being the announcement and presentation of the awards to the winners.

Only 20 out of over 400 vendors were adjudged the best suppliers during the year.

UMW was among the 20 winners on the list. On our behalf, Puan Norlini Ramli accepted the Award from YB Datuk Ir Bahrin Bin Din.

We look forward to being on the list of TNB's best vendors for the next year too.

1. Norlini Ramli receiving the Award from YB Datuk Ir Bahrin Bin Din



Launch in Butterworth



Launch in Johor Bahru



## IT'S ONE SMOOTH OPERATOR ORDER-PICKING AT ITS BEST



### Wide Range

The BT Optio L-Series models have a maximum load capacity of 2.5 tonnes and picking heights of up to 2.6 metres, which suits first and second level order-picking. All the trucks offer fast travelling speeds, an easy on/off function, automatic speed reduction and E-man steering. All the machines are also equipped with BT Powerdrive. This is an integrated drive and control system that is behind the trucks' excellent performance and efficiency.

The standard model is the low-lifting model with fork lengths of up to 3375 mm which can accommodate five roll cages at a time. Productivity level is increased because several consignments can be accomplished with just a single order-picking run. The wide range of machines includes the OSE250 which can lift the driving platform to higher second-level storage positions.

In material handling, using the right kind of vehicles is crucial to efficiency, safety and ease of work. The latest BT powered pallet trucks, the iF Gold Award-winning BT Optio L-Series of Low-Level Order Picking Trucks, fit the bill perfectly. These machines have high productivity, easy driveability, safety and durability (built to Toyota Production System's tough standards) in addition to a host of operator-friendly features. The powerful AC motors also ensure high levels of acceleration and travel speed.

The industry-leading BT Optio L-Series of order-picking trucks has two obvious advantages: a wide choice of model configurations to suit various warehouse/factory layouts, and the operator-centric design of the trucks. With ten different configurations available, the trucks offer a range of options in load capacity, picking height and fork length.

Since 1954, winners of the prestigious international iF Product Design Award have been adjudged as having outstanding design quality.



### A touch of tradition

At the Award Ceremony held in Nagoya, Japan, Mr Kazue Sasaki (President of Toyota Material Handling Group) and Mr Toshifumi Onishi (TMHI President) handed the awards to UMW representatives who attended the event.

During the ceremony, Mr Sasaki was presented with a *Kanreki* ceremony in celebration of his 60th birthday. The important occasion is usually commemorated with the celebrant wearing a red *tsuna*. Mr Lee Chin Min, Executive Director of UMW Corporation, was given the honour of presenting Mr Sasaki with the red *tsuna*, signifying the importance of UMW's business partnership with Toyota.

TMHI annually assesses the overall performance of its vast network of distributors and appointed material handling dealers in over 60 countries across the world. They are assessed on various aspects of performance such as on their excellent management systems, innovative equipment sales strategies, effective parts and service management, and commitment to customer satisfaction.



3. Gan Kim Teck, Senior General Manager of UMW Industries (1985) Sdn Bhd, receiving the Platinum Membership Recognition from Toshifumi Onishi, TMHI President



4. Timothy Loh, Assistant General Manager of UMW Equipment & Engineering, Singapore, receiving the President's Award Bronze from Sasaki on behalf of UMW Singapore



5. Onishi handing the Outstanding Sales Effort Award to Ng Seng Hwa, General Manager of UMW Equipment System (Vietnam) Co Ltd



6. Special occasion: Lee Chin Min presenting the *tsuna* to Sasaki

## CONSISTENT EXCELLENCE



A year ago, we were excited when it was announced that UMW had won three awards under the TMHI Award Programme.

On 12th March, 2014, at the 2014 Toyota Material Handling International (TMHI) Distributor Conference, we bettered last year's performance. This time, UMW captured five awards!

The Awards won highlighted our strength in the countries in which we are represented: Malaysia, Singapore, Vietnam and China. We are proud to once again be recognised as a member of the Platinum Club, a privilege given only to distributors who achieve 35% to 50% of market share with annual sales volume exceeding 2,000 units, which is indicative of the effectiveness of a distributor's sales strategies. Also of note is the highly prestigious President's Award Gold, given to the company with the best overall combined performance in sales and customer support excellence by dealers and distributors worldwide. This is the fourth time that UMW has won the honour; the previous three years were in 2004, 2010 and 2012.

- **Platinum Club Recognition for Malaysia operations**
- **President's Award Gold for Malaysia operations**
- **President's Award Bronze for Singapore operations**
- **Outstanding Sales Efforts Award for Vietnam operations**
- **Good Performance Dealers Award for China operations**



1. A group photo before the award ceremony - Toyota and UMW Management teams

2. Kazue Sasaki, President of Toyota Material Handling Group, Japan, presenting the coveted President's Award Gold to Lee Chin Min, Executive Director of Equipment Division, UMW Corporation Sdn Bhd

### 'Smooth Operator' Concept

It is immediately obvious that the BT Optio L-Series trucks are designed to give the operator full, safe and stress-free control of the machines. For a start, there's the low step-in height. Then there's the slip-free Sure Step-Up facility which gives safer access to a wide picking platform over the motor compartment. Operators will not have to run the risk of strain-related injuries due to continuous bending when placing loads on pallets at low levels.

BT's E-man control system allows safe one-handed operation. The electronic steering arm can be positioned to accommodate working conditions. This means that the operator can drive the truck from point to point with the working platform elevated, eliminating the bother of returning the working platform to ground level when the truck moves. The controls can also be shifted to the right or left side of the truck so that the operator can move the truck forward while walking alongside it. The steering angle is reduced for higher safety.

A new Frequency-Adapted Suspension (FAS) system cushions better against various levels of vibration during operations.

Keeping things organised and within reach is a cinch; there are several storage compartments in and around the truck for knick-knacks and paperwork. Even bulky equipment such as computer terminals and scanners can easily be mounted on the optional BT E-bar.

Talk to us today at 03-5163 3833 on how to pick which machine best suits your purposes.



OSE200X

### OSE200X / OSE120

The OSE200X and OSE120 are two of several models which are designed for high intensity order-picking at the first and second levels. The unique automatic speed reduction feature in this range effectively checks the machines' fast travelling speed when necessary and enhances safety and driveability.

- Load capacity up to 2.5 tonnes at 1200 mm load centre
- Order picking heights up to 2.6 m
- Truck fork lengths up to 3375 mm
- Elevating forks, driver platform and controls



OSE120



OSE120CB

### OSE120CB

This low-level model can handle closed pallets and is great for first level order-picking and stacking. It uses energy-efficient AC power and has automatic safety features.

- Load capacity up to 1.2 tonnes at 500 mm load centre
- Lift heights up to 4.15 m
- Truck fork lengths up to 1200 mm

### OSE100W

The load carrier can move together with the platform for more efficient order-picking from the first and second levels. Open access lets operator easily handle heavy materials.

- Load capacity up to 1 tonne at 600 mm load centre
- Order picking heights up to 2.8 m
- Truck fork lengths up to 1150 mm
- Elevating driver platform & load carrier



OSE100W

## A CLEAN SWEEP



Dust control is about getting rid of dust, dirt, fume and mist contaminants from a place, particularly from the floors. Wherever these contaminants are effectively reduced or removed, the air quality will undeniably be improved. In certain industries, dust control is a daily nightmare. But whether the level of dust present is high or low, the new Tennant S30 Mid-Sized Rider Sweeper captures these contaminants in an efficient and cost-effective manner.

Equipped with patented cleaning technologies, the Tennant S30 is a heavy-duty industrial sweeping solution that delivers a high level of filtration efficiency. It makes cleaning the largest indoor or outdoor areas a quick and easy job, even in challenging environments.

The incorporation of the new SweepMax® Plus in the Tennant S30 puts this machine in a class of its own. It helps reduce cost to clean, improve facility image and provide a safe environment.



### REDUCED COST TO CLEAN

Increase productivity with the patented SweepMax® Plus cyclonic dry dust control system that reduces dust from reaching the filter, resulting in fewer shake backs and more time spent sweeping.



### HEALTH & SAFETY

Reduce slip and fall potential by keeping floors clean of dust and debris with excellent dust control and debris pick-up.



### ENHANCED FACILITY IMAGE

Protect your facility, assets and merchandise from getting dirty or damaged by capturing dust and debris with effective patented SweepMax® Plus dust control system.

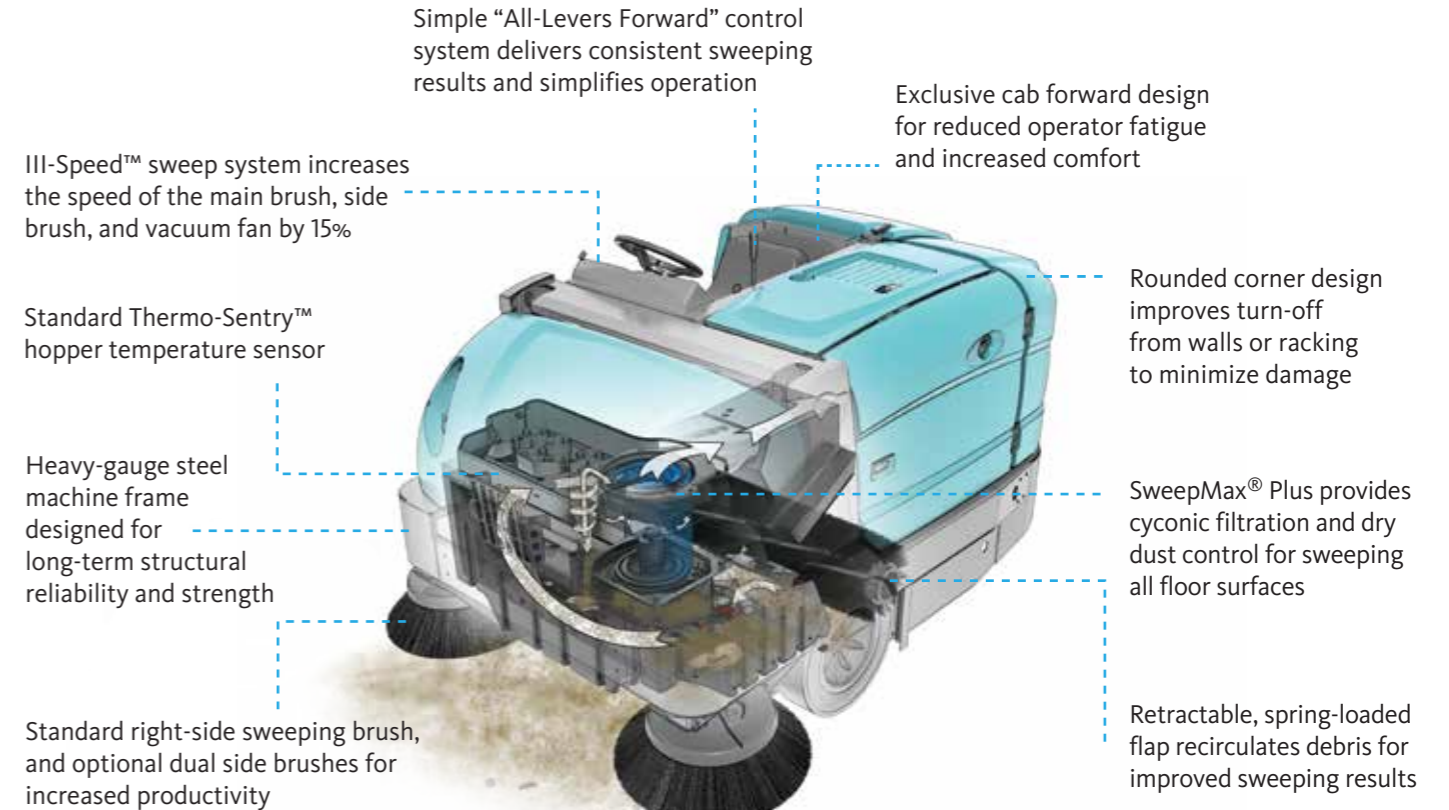


### EASY OPERATION & MAINTENANCE

Deliver consistent sweeping results with this easy-to-operate and maintain sweeper which runs at peak performance year after year with its quality engineering.



### INSIDE THE S30



### CLEANER, SAFER, HEALTHIER WORLD

Key S30 Sweeper features to help maximise productivity, reduce costs and increase safety:

- Patented SweepMax® Plus cyclonic dry dust separation technology removes an additional 90% of dirt and dust particles before reaching the filter
- Donaldson Ultra-Web® MERV 15 nanofiber filter loads and shakes back more effectively
- 8 spline brush drive with deep 6.5 in (165 mm) brush engagement delivers consistent brush pressure plus end-to-end brush rotation for one pass sweeping
- EasyOpen™ service access with onboard diagnostics
- Large capacity hydraulic oil tank and triple accessory pumps
- Dumps at any height from ground level to 60 in / 1525 mm and reaches up to 30 in / 760 mm into a standard dumpster
- II-Speed™ sweeping increases main brush, side brush, and vacuum fan speeds up to 15%
- Easy-to-set color-coded brush wear indicator for quick brush pressure settings
- Patented ShakeMax® 360 orbital shaker in-hopper delivers 70% more effective shakeback and quieter operation
- No-tool access to the cyclonic system provides easy clean-outs and minimizes maintenance time



See for yourself how easy it is to clean your floors. Give us a call today at 03-5163 3833 for more information on the Tennant S30.