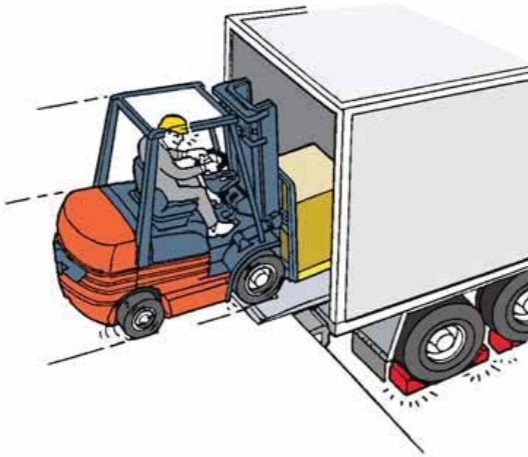


## SAFETY TIPS

### TIPS FOR SAFER FORKLIFT OPERATION

When working on a loading dock, make sure that the brakes of the trucks or trailers are set to prevent movement when you drive on. If a truck should roll forward, a serious accident could happen.



## CONTEST

### Win an exclusive UMW Travel Wallet!

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 November, 2016**. Ten lucky winners will be randomly selected from the correct entries.



1. What feature in the 8FBE electric powered compact forklift switches off all power sources in an emergency?  
\_\_\_\_\_
2. Name one of the key features in Tennant M17 Integrated Sweeper-Scrubber that reduces the costs to clean?  
\_\_\_\_\_
3. What is the lifting height of the BT Staxio P-Series?  
\_\_\_\_\_

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

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

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

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

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

Results will be published on our website by 15th December, 2016. Successful winners will be notified by post.

We appreciate your feedback.  
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UMW INDUSTRIES

# TODAY

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## COVER STORY

High Performers: Toyota 8FBE Series

## PRODUCT WATCH

The Outstanding BT Levio P-Series

## PRODUCT WATCH

The Cleaning Wonder: Tennant M17

## HIGH PERFORMERS: TOYOTA 8FBE SERIES

There's everything to like about Toyota's new compact forklifts: the Toyota 8FBE Series. These machines work well in both indoor and outdoor applications. They are superbly manoeuvrable, highly stable, and give all-round superior performance.

### BEST-IN-CLASS EFFICIENCY

A boon to warehouse operations, the 8FBE Series has outstanding tight-turn performance and dual AC motors that also allow the vehicle to pivot-turn in narrow aisles. Add to that a small-diameter steering wheel and full hydraulic power steering and you have excellent manoeuvrability.

The compact but robust body holds a clever layout of motors and controllers, but it is the low energy consumption that really distinguishes this machine from its peers. The 8FBE can work up to well over 8 hours on a single battery charge! High-efficiency motors and motor-drivers both minimise energy loss and heat generation. Regenerative systems for braking, brake-releasing and switchback efficiently recover energy and increase operating time by 20%.

A power-select function controls the travel and load-handling performance for optimal balance between performance and operating time. To further conserve energy, the auto power-off function will turn off the forklift switch automatically if the truck is left with key switch turned on after a specific time period. The power-keep function allows continuing efficient operation even when the battery charge gets low.

The three-wheel counter-balanced forklift has the same lateral stability as a four-wheel forklift and is stable even during small-radius turns, at high stacking heights, in narrow aisles, and at low-height entranceways. Double rear tyres ensure stable travel and turning, and a greater rated load capacity at high mast heights.



### STABILITY

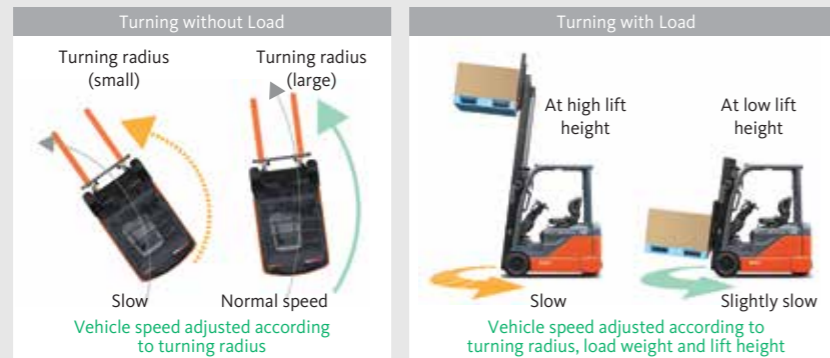
The patented System of Active Stability (SAS) drives down operational costs by up to 70% by constantly monitoring forklift operations and automatically taking corrective action when it senses any possible instability to truck or load. It controls the mast's front-tilt angle control and tilt speed to prevent load spills. The SAS also automatically levels the forks during forward tilt for easier load-handling, and synchronises the angle of the steering wheel with the angle of the rear-steered wheels to tell the operator the direction the forklift will move.

### Stable Travel

**NEW**

#### Automatic Turn-speed Control

This controls turn speed according to the lift height, load weight, and turning radius, providing stable turning matched to the state of operation.



**NEW**

#### Automatic Vehicle-speed Control

This controls vehicle speed as well as acceleration and deceleration according to lift height and load weight, helping to ensure stable travel and prevent load spills.

### Outstanding Visibility



**Upward Visibility**  
A lattice-designed overhead guard provides good upward visibility.

**Forward Visibility**  
Optimal mast width and hose layout ensure a clear view through the mast.

**Fork-tip Visibility**  
Equipped with a small-diameter steering wheel, optimally positioned display, and an angled lower stay for the backrest for excellent visibility of the fork tips.



### For Safe Worksites



**NEW** Blue Light **OPT**

A blue beam of light appears on the ground to inform pedestrians of the forklift's presence, and helps prevent accidents.

### Easy Battery Exchanging



**Battery Roll-out** **OPT**

To exchange the battery, extract it by sliding it out.

### OPERATOR-FRIENDLY

The safety and comfort of the operator is always of the utmost importance in designing a Toyota forklift. To start with, the 8FBE Series has an ORS (Operator Restraint System) Seat for maximum comfort. It also has a large assist grip, low step and single-foot-activated parking brake for easy entry and exit, all of which contribute to reduced operator fatigue. The Anti-Rollback feature ensures safety on slopes. To reduce the risk of collision damage, the sides are extended and a shock sensor gives audio and visual alerts to deter overly harsh handling.

For safety, the 8FBE has energy-saving, long-life LED lights at the front, top and rear. A blue light, a new feature, appears on the ground to warn pedestrians that a working forklift is close by. The machine is also equipped with a key-less PIN-code entry system which prevents use by unauthorised persons.

Make an appointment to see for yourself why the 8FBE is a high performer. Just contact us at +603-5163 3833 or email us at [umwi-infodesk@umw.com.my](mailto:umwi-infodesk@umw.com.my)

### Multifunction Display **OPT**

The Multifunction Display offers useful information for operators and managers.



\* This picture only shows all indicators. It is not an actual screen displayed during operation.

## UNVEILING THE LATEST 8FBE



15th January, 2016 heralded the birth of a new generation of Toyota forklifts: the 8FBE Series of 1.0 to 2.0 Tonne Electric Powered Forklifts. The official launch took place at UMW Industries' Material Handling and Technical Training Centre in Shah Alam. About 130 business partners and customers were present to witness the event.

The occasion also gave us an opportunity to thank six customers from the Klang Valley who were presented with mock keys to the machine. Like the previous 7FBE, the 8FBE has technology-driven systems that intelligently control the machine's operations. New features in the 8FBE further enhance the forklift's operability, stability, energy recovery, durability, safety and comfort. These were highlighted at a demonstration of the forklift's capabilities, notably the Anti-Rollback feature, and the water resistance level which is equivalent to IPX4.

A robust, compact body houses a bank of automatic controls that makes operating the 8FBE a breeze and also reduces the risk of collision damage during turns. The forklift is easily manoeuvrable even in narrow spaces between aisles, thanks to newly-developed features like the dual AC motor front wheel drive. The 8FBE can pivot-turn and make tight turns, capabilities that are especially useful in warehouses. It also has best-in-class efficiency, with regenerative systems that achieve more results without using more energy, such as the brake-release and switch-back systems.

Those present at the event were impressed with the machine's efficiency. Following the successful launch at the Shah Alam office, we also launched the 8FBE Series at our Butterworth and Johor Bahru regional offices.

For more information on the 8FBE Series, please contact us at +603-5163 3833 or email us at [umwi-infodesk@umw.com.my](mailto:umwi-infodesk@umw.com.my)



1. Mr. Gan Kim Teck, Senior General Manager of UMW Industries, presents six Klang Valley customers with mock keys to the 8FBE forklifts

2. The water resistance test was carried out on the Toyota 8FBE during the Shah Alam launch. The Toyota 8FBE's water resistance is equivalent to IPX4\*, allowing the equipment to comfortably function outdoors without the risk of damage from splashing water. The ability to operate the Toyota 8FBE outdoors makes it one of the most versatile forklifts in the market.

\* According to internal research

Launch in Shah Alam



Launch in Penang



Launch in Johor Bahru



## THE OUTSTANDING BT LEVIO P-SERIES

Good things come in threes and that's what the new BT Levio P-Series of powered pallet trucks offers. The three models in this range have 2.0, 2.2 and 2.5 tonne capacities as well as driver platforms. If you're looking for high-performance, high-travel material handling vehicles, look no further. These beauties recently won another two prestigious international design awards in addition to the three awards already won for the year 2015.

For the first time, a European-designed product was presented with the highly regarded Japanese Good Design Award, an annual award that attracts over 1,000 submissions yearly from companies and designers who hope that their products would be adjudged capable of enriching the lives of people and society at large because of their designs. Not only did the BT Levio P-series win the Japanese award, it also won the prestigious German Design Award, the international premier prize that awards pioneering contributions to the German and international landscape. In 2015, the BT Levio P-series also won the IF Design Award, the Red Dot Award, and the Swedish Grand Award of Design (Finalist Award), evidence that the LPE models are recognised high performers.

### Optimal Performance

The BT Levio P-series models are high-efficiency machines that are ideal for loading goods onto and unloading them from lorries. They have low energy consumption but accomplish more work cycles per battery charge than do the conventional powered pallet trucks. Energy is recovered due to the regenerative brake system in the machines; the kinetic energy generated during braking is converted into electricity to recharge the trucks' batteries.

The LPE models also feature BT Powertrak, a patented technology which ensures that the drive-wheel grip is always optimised according to load weight. This advanced hydraulic system gives the trucks optimal traction and exceptional stability during operations.



### Outstanding Manoeuvrability

The compact design of the machine hides a powerhouse within. Impressively manoeuvrable, the BT Levio P-series has the smallest turning radius in its class and a maximum speed of 12.5 km/h, the highest speed of a powered pallet truck in the market so far.

In narrow and confined spaces, the Click-2-Creep feature is especially useful as it frees the operator to steer the truck with two hands. There are no buttons to push. Instead, with the tiller arm in the upright position, the operator can control the truck's movement by quickly moving the travel director selector twice forwards and backwards. To cancel it, the same movement is repeated after ten seconds of inactivity.

The advanced electronic Optimised Truck Performance (OPT) feature efficiently adjusts speed when cornering and according to load length, direction of travel, and if the truck is pedestrian-operated. This gives both the driver and load optimum stability during cornering.

### Customised Operation

If there is more than one operator handling the same truck, the tiller arm height can be adjusted at the touch of a button to provide each operator with the most ergonomic steering position. This feature is unique in the market.

The LPE models have flip-down platforms and 'one-touch' foldable side guards, so switching between ride and pedestrian modes is extremely easy and does not compromise the machine's manoeuvrability advantage. The operator can also dismount and control the truck as a pedestrian even in the tightest corners.

### Maximum Driver Safety

Optional fixed side guards keep the driver-operator safe within the truck's frame and the body in a straight position. This reduces the long-term risk of injuries due to shock and vibrations. A foot sensor at the back of the truck helps to lower the risk of foot injuries as the machine stops if the driver's foot is detected outside the frame.

To protect the health of the driver-operator, the noise level of the BT Levio P-series is kept very low; it's the quietest truck in its class. Excellent all-round visibility is also achieved due to the truck's small frame and the design fully complies with ISO 13564-1:2012 to ensure a clear view of the forks from the driving position.

### TPS-based Reliability

Like all Toyota trucks, BT Levio P-series trucks are built according to the Toyota Production System which assures the highest levels of quality, durability and reliability. Fewer components are used for this range, which greatly simplifies access for maintenance purposes.

For more information, contact us at +603-5163 3833 or email us at [umwi-infodesk@umw.com.my](mailto:umwi-infodesk@umw.com.my).



Fixed Backrest



Foldable Gates



Fixed Side Protection

## STACKED RIGHT

### BT Staxio P-Series

A completely new range of platform stackers is hitting the market. The BT Staxio P-series is a collection of 11 compact and manoeuvrable stacker models with a driver platform for fast travel. These SPE models have capacities that span from 1.2 tonnes to 2.0 tonnes. Designed for horizontal transport and stacking in intensive applications, the adaptable BT Staxio P-series allows you to access any area.



### Wide Choice

Talk about versatility! Chances are that the BT Staxio P-series has a model that's just right for your needs:

- Fixed support arms for open pallet handling (SPE120/140/160/200)
- Elevating support arms for extra low level capacity and for use on uneven floors or double-load handling (SPE120L/140L/160L/200L)
- Adjustable fork width and straddle support arms to work with different pallet sizes (SPE140S), and
- Two versions designed for double-load handling (SPE200D/200DN) with a special narrow version for intensive loading and unloading applications.

### High & Fast

These machines can lift high, travel fast, and have class-leading residual capacities. It all results in faster work cycles and higher productivity. The BT Staxio P-series confidently reaches a lift height of 6m, the highest in its class, and remains stable even with heavy loads. Lifting speed is precisely controlled by the intuitively designed rocker switch on the machine's handle. It also has a drive speed of 10 km/h.

### Stable & Safe

Thanks to advanced truck technology, these stackers have class-leading residual load-bearing capacities. BT's unique 5-point chassis, further enhanced by BT's patented Powertrak system, ensures superb stability and control for all the P-series when lifting loads, especially on ramps and uneven surfaces. The down force or pressure applied to the spring-loaded drive-wheel is automatically adapted according to the weight on the forks, in order to achieve optimal traction with minimum steering effort. At high levels, the system locks the drive wheel, resulting in exceptionally high residual capacities and the utmost stability.

For further safety, all models in this SPE range are designed with BT's Totalview concept in mind. The models have clear-view masts that give unobstructed, excellent visibility of the fork tips at any height.

### Operator Comfort

The BT Staxio P-series' low levels of noise and vibration, 180° electronic steering with ergonomic handle and an adjustable steering arm height all help to reduce operator fatigue during operations. To ensure that the driver-operator is protected, the truck has a folding driver platform with 'one-touch' foldable gates, fixed side guards or backrest and speed control when cornering. The standard-fitted Optimised Truck Performance (OTP) feature adjusts speed when cornering based on direction of travel.

### BT STAXIO W-SERIES

The BT Staxio W-Series has been extended by seven new models, bringing the entire range to a total of 17 stacker truck models. This new heavy-duty pedestrian SWE range includes 1.40, 1.45, 1.6 and 2.0 tonne models which are best suited for medium to high intensity stacking applications, loading and unloading, horizontal pallet transporting or order picking. With a lift height of 6m, the high-performance powered trucks can safely and reliably handle heavy loads in high-racking applications. All the models have a central control arm.

For more information, contact us at +603-5163 3833 or email us at [umwi-infodesk@umw.com.my](mailto:umwi-infodesk@umw.com.my).



BT Staxio SWE145



BT Staxio SWE140S



BT Staxio SPE160L



BT Staxio SPE200D

# THE CLEANING WONDER: TENNANT M17

The days of waiting for a wet-scrubbed floor to dry are history. With the new Tennant M17 Rider Sweeper-Scrubber, a single pass is all it takes to clean and dry a floor in seconds, even in severe environments. Industries such as manufacturing, F&B, retail distribution centres, and warehousing and logistics will find the M17 indispensable.



## \$ Less Costs to Clean

You don't need multiple machines to clean your facilities; the M17 simultaneously sweeps and scrubs up to three times longer on a single tank of water with Tennant's innovative ec-H2O™ technology. The ES® Extended Scrubbing feature also recycles cleaning chemicals and uses 66% less chemicals than traditional cleaning methods do. To quickly clean a large area, opt for the retractable scrubbing side brush which extends the scrubbing path by 20% (48in/1,220mm). The M17 does all this with the largest available battery capacity in its class, with extended runtime and opportunity charging capability when the machine is not in use.

## + More Productive Performance

The M17 has a powerful cleaning system with 50% more powerful large scrub motors and 10% more down force. A single pass captures large and small debris with DFS™ (Dual Force Sweeping) technology, dual counter-rotating brushes that effectively capture large and small debris. The powered high dump also makes short work of the cleaning process by placing larger debris into the hopper for later disposal.

The M17's high-performance dual fans vacuum system and excellent water recovery minimise the risk of slips and falls. Its unique swinging rear squeegee has exceptional water pick-up and retention, particularly during turns. All squeegees have four wiping edges.

## + Less Hassles in Operation & Maintenance

Have tool-free access to all squeegees, brushes and filters for preventative maintenance with on-board diagnostics and easily identifiable yellow touch-points for quick troubleshooting. An easily adjustable tank drain valve controls the flow rate when draining the large 75 gal (285 L) solution tank. Costly repairs are also avoided; a full wrap-around heavy steel bumper protects the M17 on all sides from impacts in harsh environments.

The Touch-n-Go™ control module and Pro-Panel™ technology, which integrates multiple controls and programmable machine settings, offer an intuitive, high-visibility touch screen interface. This effectively frees the operator to focus on the job at hand and the direction of travel.

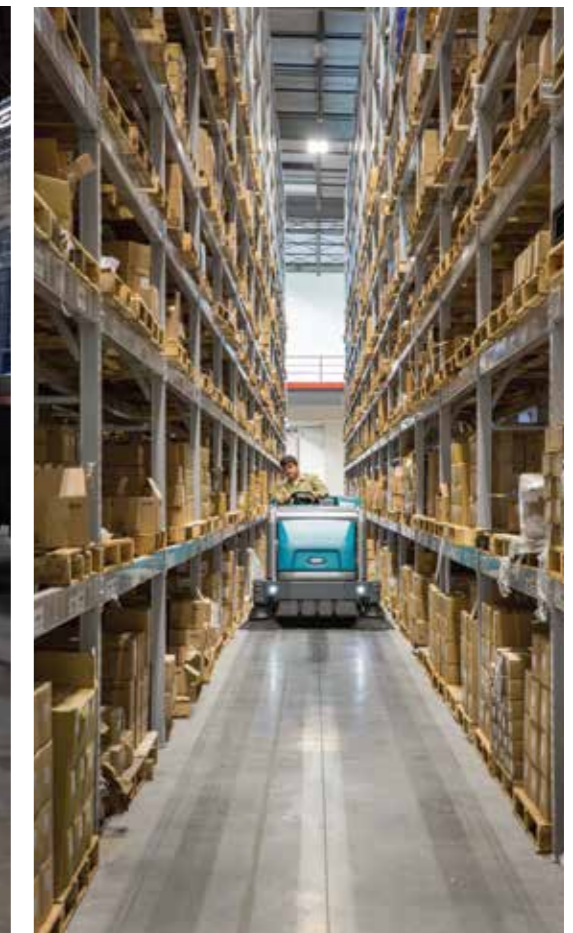
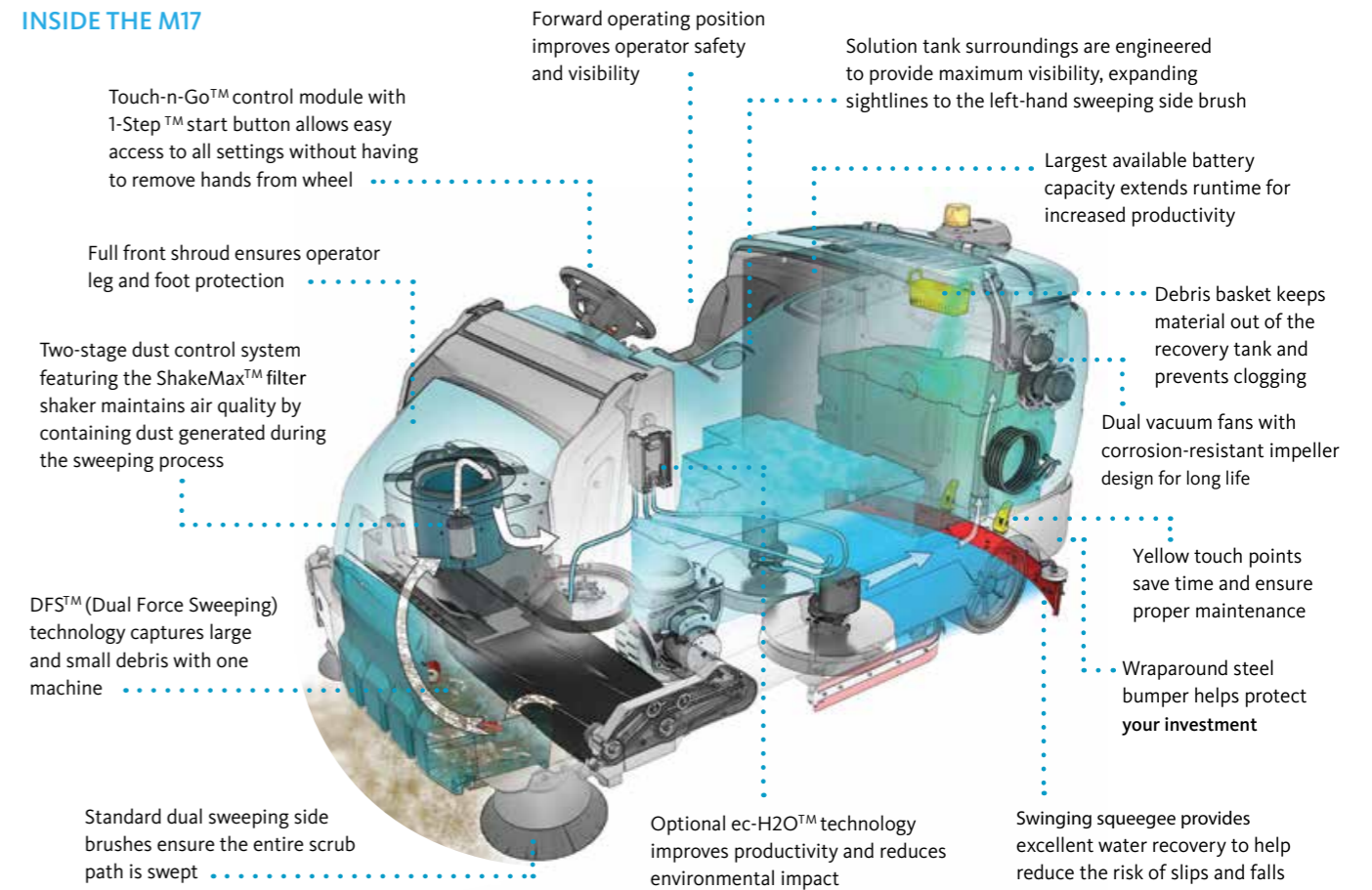
## + More Health and Safety

For good indoor air quality, depend on the M17's fume-free battery operation and its dual-stage dust control features: the Perma-Filter™ and the ShakeMax™ filter shaker. To keep the floor safely dry for high-traction use, a revolutionary patent-pending squeegee hose trap captures water within the hose instead of re-depositing it on the floor when the vacuum fan is shut off.

The large operator compartment with cab-forward design, engineered sightlines, low sound level, and steering-wheel-mounted controls enhance comfort, safety and operator visibility. Front-wheel steering and propelling enable the M17 to safely pull away from walls and racking. For more protection in harsh environments, there is the FOPS overhead guard and a Smart Release™ rear squeegee system that prevents damage to the machine upon severe impact.

For a demonstration or more information, contact us at +603-5163 3833 or email us at [umwi-infodesk@umw.com.my](mailto:umwi-infodesk@umw.com.my).

## INSIDE THE M17



## FIVE TOYOTA AWARDS IN ONE DAY



### Platinum Club Winners

Mr Lee Chin Min, President of Equipment Division, UMW Corporation Sdn Bhd, and Mr Timothy Loh, General Manager of UMW Equipment & Engineering Singapore, receive the Platinum Club Recognition Awards from Mr Toshifumi Onishi, TMHI President



Once again, UMW made the news at the 2015 Toyota Material Handling International (TMHI) Distributor Conference held in April in Nagoya, Japan on 13th April, 2016, and it was all due to superb teamwork at UMW.

Under the 2015 TMHI Award Programme, UMW won five awards. These recognitions represent excellence by our Malaysian and Singaporean operations:

- Malaysia: Platinum Club Recognition, CS Award and Vision 2020 Award
- Singapore: Platinum Club Recognition and the President's Award Bronze

Toyota Material Handling International's massive global network of distributors and appointed material handling dealers spans over 60 countries. All these are annually assessed on their overall performance based on their excellent management systems, innovative equipment sales strategies, effective parts and service management, and commitment to customer satisfaction. The privileged Platinum Club membership is only awarded to distributors who achieved 35% to 50% of market share with annual sales volume exceeding 2,000 units. The volume of sales gained indicates the effectiveness of a distributor's sales strategies.

At the Award Ceremony held during the 2015 TMHI Distributor Conference, Mr Kazue Sasaki, President of Toyota Material Handling Group, and Mr Toshifumi Onishi, TMHI President, presented the awards to the UMW representatives who attended the event.



### CS Awards

Mr Gan Kim Teck, Senior General Manager of UMW Industries (1985) Sdn Bhd, receives the CS Award from Mr Toshifumi Onishi, TMHI President



### President Award Bronze

Mr Timothy Loh, General Manager of UMW Equipment & Engineering Singapore, receives the President's Bronze Award from Mr Kazue Sasaki, President of Toyota Material Handling Group, on behalf of UMW Singapore



### Vision 2020

Mr Gan Kim Teck, Senior General Manager of UMW Industries (1985) Sdn Bhd, posing with other winners of Vision 2020 Awards after receiving the Award from Mr Toshifumi Onishi, TMHI President

## EXCELLENCE REWARDED

At the Westin Hotel in Kuala Lumpur, UMWI's star shone no less brightly on 8th March, 2016 than in previous years. On that day, in conjunction with the Tennant APAC Export Distributor Conference 2016, we were presented with the Tennant Distributor Excellence 2016 – 2nd Runner-up Award. Thank you to all who made this possible.

The annual affair honours excellent overall performance in marketing and sales activities and initiatives, as well as in customer support initiatives.

Aside from the corporate award for excellence as a Tennant Distributor, the Award Ceremony also recognised individual efforts at promoting Tennant products. UMW Industries' name was again mentioned when Mr Kelvin Lee, UMWI's Tennant product specialist, was announced as the 2nd Runner-up winner of the Tennant Sales Excellence Award. We applauded once more when he was also presented with the Tennant Captains Table Award for his achievement in the Top 10 Machine Sales in 2015.

Mr Dave Huml, Senior Vice President, Global Marketing of Tennant Company, USA handed the Tennant Distributor Excellence Award to a representative from UMW Industries.

Mr Kelvin Lee (below, right) accepted the Tennant Sales Excellence Award and Tennant Captains Table Award from Mr Wright Wu Finance Director, Tennant APAC.



## BUILT TO SERVE

One year ago on 4th August, 2015, UMW Industries opened the doors to a new Headquarters cum Materials Handling and Technical Training Centre in Shah Alam. The four-storey building stands as a symbol of our achievements and of the time-tested, successful partnerships that UMW Industries has formed with our principals and with our customers.

UMW Industries had wanted a building which could better serve all the parties concerned who help to keep our position as Malaysia's No. 1 player in the material handling business. Over a year later today, the new building continues to fulfil the purposes for which it was built. It is a bustling centre of activities that focus on the technical aspects of material handling, training forklift operators, safety training, live demonstrations and warehouse consultancy.



To recap, UMWI's Material Handling and Technical Training Centre offers the following:

### Material Handling & Technical Training Centre

As the leader in Malaysia's material handling business, UMW Industries has to-date trained over 60,000 forklift operators under our Forklift Operator and Safety Training programme, a valued skills training qualification which is recognised by the market. The facilities in this new Centre further enhance the training of the operators, elevating the safety standards in the operation of material handling equipment, for the ultimate betterment of the industry.

### SLDN Training Programmes

The Sistem Latihan Dual Nasional (SLDN) training programmes are collaborative efforts between UMW Industries and the Ministry of Human Resources which focus on apprenticeship and coaching methods to develop highly skilled mechanics from the ground up. Our Centre facilitates the continuation of these programmes as well as up-skills the existing workforce.

### Regional Training Centre

The Centre is capacious enough to also serve as a regional training centre for Toyota and BT products, in cooperation with TICO.

### Live Demonstrations

In the past, customers had to go to various sites to view warehousing systems or to do it via video. Now they can conveniently experience these systems first-hand and choose the one that best fits their requirements, all under one roof. Several common types of racking systems are on display to demonstrate how easily our various machines cater to each system's capabilities. Customers benefit from on-the-spot recommendations on what machines would be suitable for their operations. We also train their operators to handle the machines purchased. Our centre is the only one of its kind in the ASEAN region to provide this service and is the benchmark for the industry.

### Showroom

All UMWI's products are on display in the Showroom, with the latest product taking centre stage. Visitors to the Centre can trace our growth from the very beginning. A history corner tells the whole story and also contains a list of our achievements and important milestones.

Come visit us at our new Centre and ask how we can help you with your business. Contact us at +603-5163 3833 or email us at [umwi-infodesk@umw.com.my](mailto:umwi-infodesk@umw.com.my) for an appointment.



The various racking systems for live demonstrations at the new Technical Training Centre

