

# *inmotion*

THE INTERNATIONAL TRUCK MAGAZINE FROM MAN TRUCK & BUS

2|2012

Municipal Vehicles:  
**Cleaning up our  
towns and cities**

Trucks for Korea  
**EfficientLine  
meets the  
Far East**



MAN Premiere at IAA:

# The new TG family





**In my world,  
saving time  
pays off. As  
does my Krone.**

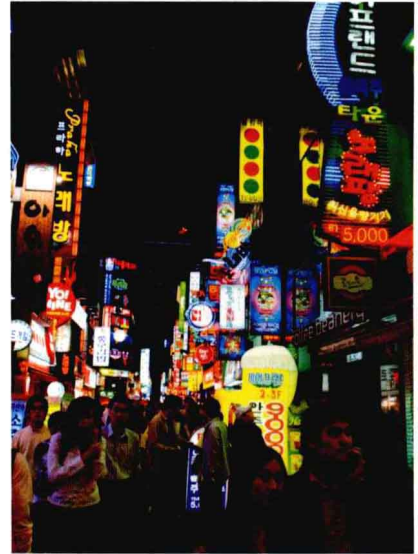


In the world of transport one currency counts most: time. Only those who can save precious minutes can be the winner in the short and long run. That's why it is crucial you can count on the quality, stability and innovation from Krone. For example the Mega Liner Automotive: Thanks to its patented Easy Tarp system the driver saves up to 15 minutes when opening and closing the curtain. Valuable time you can count on every day.

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**KRONE**  
*We Deliver the Future*





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Launch success for TGX EfficientLine.



**Dr. Frank Hiller**  
Director of Marketing, Sales &  
Services, MAN Truck & Bus

### Dear Readers,

The economic situation in Europe is still fraught with difficulty. However, MAN is stepping up its worldwide efforts: Russia, India and Brazil remain key growth markets, and our confidence

is also boosted by developments in the Middle East, with its booming infrastructure. We are particularly pleased at the outstanding market launch of the TGX EfficientLine in Korea, reported in more detail later in this issue of inmotion. Our main focus in this issue is the IAA. At this major commercial vehicles trade show in 2012, MAN Truck & Bus will present the world premiere of its new-generation TG vehicles under the heading "Euro 6 is on the way – efficiency is here to stay". The TG trucks will have a new 'face' featuring the redesigned product logo. But one powerful element is still the same: the MAN lion on the radiator grille. Our new Timeline section traces how the lion has developed over the years. I hope you enjoy this latest issue of inmotion.

Regards

*Frank Hiller*

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Champion Jochen Hahn and Antonio Albacete battle it out for the title. What are the chances for the other drivers?



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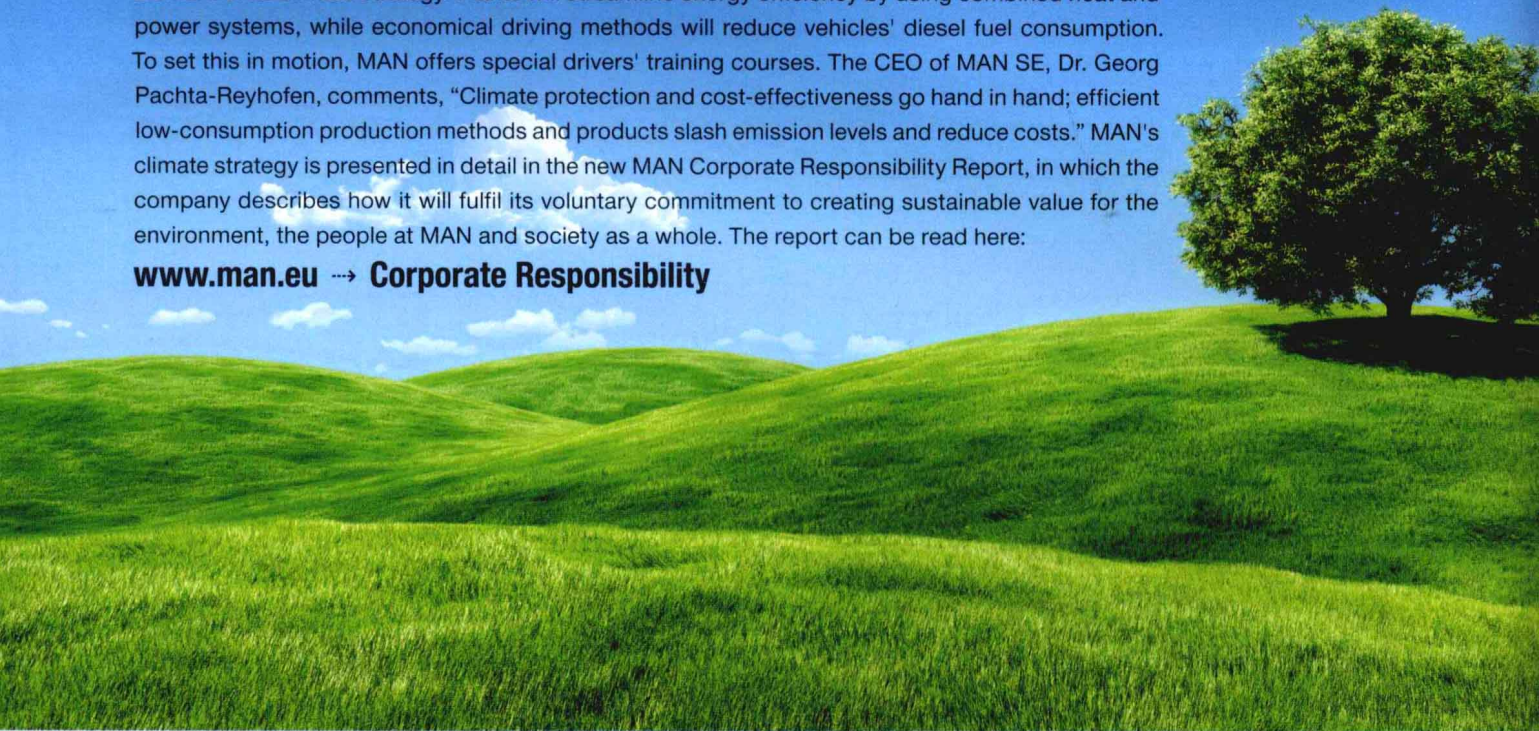


# Climate targets for 2020

## Set your sights low

**Big plans for MAN:** By 2020, the company plans to cut carbon emissions at its 31 locations around the world by 25 % (based on 2008 figures) and has made this goal a binding element of its climate strategy. Plants will streamline energy efficiency by using combined heat and power systems, while economical driving methods will reduce vehicles' diesel fuel consumption. To set this in motion, MAN offers special drivers' training courses. The CEO of MAN SE, Dr. Georg Pacht-Reyhofen, comments, "Climate protection and cost-effectiveness go hand in hand; efficient low-consumption production methods and products slash emission levels and reduce costs." MAN's climate strategy is presented in detail in the new MAN Corporate Responsibility Report, in which the company describes how it will fulfil its voluntary commitment to creating sustainable value for the environment, the people at MAN and society as a whole. The report can be read here:

[www.man.eu](http://www.man.eu) → Corporate Responsibility



## New: TGM in Brazil

**MAN plans to continue expanding** its operations in Latin America in 2012. The launch of three models in the TGM heavy truck series is the first time that MAN trucks have been produced in Brazil and marketed in Latin and Central America. The plant has an annual output of roughly 5,000 TGM. This premium truck range is the latest addition to MAN Latin America's range of extra-heavy trucks, consolidating its position of market leader in Brazil since 2003. MAN invested approximately 400 million euros in local development, including a new training centre and parts warehouse. Engines are a further area of synergy between the European and Latin American truck business: the majority of models in the VW Constellation ADVANTECH series are now powered by MAN Do8 engines produced in the company's Nuremberg-based Business Unit Engines.





**Trainers in perfection** came from all over the world to the MAN Academy, Munich, for the annual international conference. Over 70 instructors from 30 countries caught up with the latest trends in technical training and explored new developments in MAN technology. At the information event for master mechanics and technicians, held to coincide with the conference, lively discussions ensued between the master craftsmen and the trainers from countries as diverse as Thailand, South Africa, Australia, Morocco and Russia. The one-week programme, including workshops on fault diagnosis systems and the new after-sales portal, gets MAN's global service up to scratch. MAN's customers benefit from state-of-the-art diagnosis and rapid parts service, saving repair-shop time – and money.



## 1,000-up for C&G

**Cordes & Graefe's fleet** of MAN trucks tops the 1,000 mark. The Bremen-based company is the German market leader in building services, civil engineering and industrial technology. Since 2009 the company's main vehicle acquisitions have been standard trucks from MAN – primarily in the TGL series – for daily operation at construction sites throughout Europe. Head of Procurement Michael Wessel confirms, "Total cost of ownership is our main priority. We were convinced by MAN's high product quality, standardised vehicle configuration and all-round service and support throughout all countries." All vehicle orders by the GC Group are accompanied by a service and maintenance agreement.

### Help is only a phone call away:

MAN provides a free 00800 number throughout Europe for assistance with technical problems. Why not cut out the card on the right and keep it handy in your wallet?

Emergency number

**00800 Mobile24**

**00800 66 24 53 24**



# 10,000 and counting

**Since the launch** of the MAN TGX EfficientLine two years ago, 10,000 have left the Munich production lines – making this eco-friendly, energy-efficient long-haul truck model a potential record-breaker. MAN Truck & Bus Director of Sales Dr. Frank Hiller (shown r. with production head Dr. Carsten Intra) rejoices, “We’ve shown our efficiency technologies can benefit routine long-haul transport by cutting fuel consumption by up to three litres over 100 kilometres, or as much as ten per cent.” This means every TGX EfficientLine truck saves up to 4,500 litres of diesel or twelve tonnes of CO<sub>2</sub> per year. Transport efficiency is also becoming a priority for non-European markets, not least given steadily rising diesel prices. For MAN, the EfficientLine concept thus has global importance. See Page 14 to find out how the MAN TGX EfficientLine swept Korea in 2012.



## Awards: for the top 10 suppliers

Where would an automotive manufacturer be without its suppliers? The MAN Truck & Bus “Supplier Award 2011” singled out ten suppliers for their outstanding performance. Bernd Maierhofer, Director R&D and Purchasing, enthuses, “Our strengths are cutting-edge technologies, superb service and customer focus – and as long-term reliable partners, our suppliers play a key role.” A total of around 1,200 suppliers ensure the efficiency and reliability of MAN trucks.

### The award-winners:

- **Bozankaya Metall & Kunststoffe**, Salzgitter, frame modules
- **Dometic WAECO International**, Emsdetten, customer focus and quality
- **EFS Euro Forming Servicing**, Heiligenkreuz in Lafnitztal, quality and production processes
- **HJS Emission Technology**, Menden, exhaust gas cleaning systems
- **Johnson Controls Autobatterie**, Hanover, batteries
- **KÜSTER Automotive Door Systems**, Ehringshausen, window regulators
- **Lang Metallwaren**, Garching, delivery dependability and quality
- **Mekra Lang**, Ergersheim, reliability and quality assurance
- **Scherdel**, Marktredwitz, engine components
- **ThyssenKrupp Steel Europe**, Duisburg, materials development

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# Braking with water. The Aquatarder

The new Voith Aquatarder is the world's first retarder that operates exclusively with cooling water. As integral part of the brake management, it protects the service brake, reduces wear and facilitates easy operation. All this at high braking power even at low vehicle

speeds. The Voith Aquatarder not only brakes your vehicle but also your costs. The engine-mounted Aquatarder forms part of the MAN PriTarder braking system and is available ex works.

[www.voith.com](http://www.voith.com)

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Engineered Reliability



The TG family – now with Euro 6:

# Face of the future

Roll up, roll up – here comes the new TGX, the most efficient, eco-friendly and attractive MAN ever. We review the new MAN truck range at the IAA.





## **TGX: The long-haul specialist**

Featuring a wide range of models, different cab designs and wheelbases, the TGX can be customised for a variety of long-haul tasks.





# MAN TGM: The middle-weight champion



## The new face of the TG Family

The best design blends form and function: here, the new radiator grille featuring the MAN lion in its chrome trim conveys emotion and quality. Intakes boost air flow to the radiator of the Euro 6 engine.

## At the 2012 IAA Commercial Vehicles

in Hanover, the MAN Truck & Bus stand in Hall 12, in the shape of a gigantic globe, is the centre of a host of premieres. At the forefront of innovation is the new TGX with its stunning new radiator design. The imminent Euro 6 standard is a key theme. As Director of Sales Dr. Frank Hiller comments, "Euro 6 is about the whole vehicle." MAN's declared aim is to develop state-of-the-art technology that complies with this ultra-strict emissions standard and delivers vehicles with MAN's hallmark efficiency.

The new TGS and TGX raise the bar in reliability, efficiency and performance. TGL and TGM drivers will appreciate the all-new interiors with an array of thoughtful details from visual improvements to storage space, switch design and quieter, more effective air-conditioning, all creating a pleasanter 'workplace' and enhancing driver concentration.

The new ServiceCard and the telematics app are just two examples of MAN's innovative new service range.



# “What the new MAN TG trucks deliver”:



Dr. Frank Hiller,  
Director Marketing,  
Sales & Services

- Outstanding fuel efficiency
- Reliable Euro 6 technology
- Unified family design
- Easy body fitting
- New safety, navigation and telematics systems

## TGS: All-rounder on and off the road

The perfect choice for traction, local and distribution transport: the TGS's low unladen weight is ideal for flexible loading and optimum payload. The new models are designed for easy body fitting, making full use of the entire loading length.





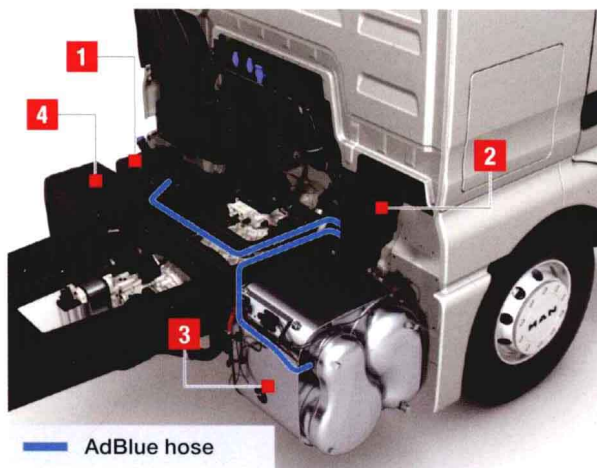
# Drive Train Technology

## Pollutant-free D20/26 engines

Proven D20/26 engines form the backbone of Euro 6 technology. The new Euro 6 engines are virtually free from toxic emissions in operation, and are the equal of Euro 5/EEV engines in performance, reliability and efficiency.

## Advancing efficiency

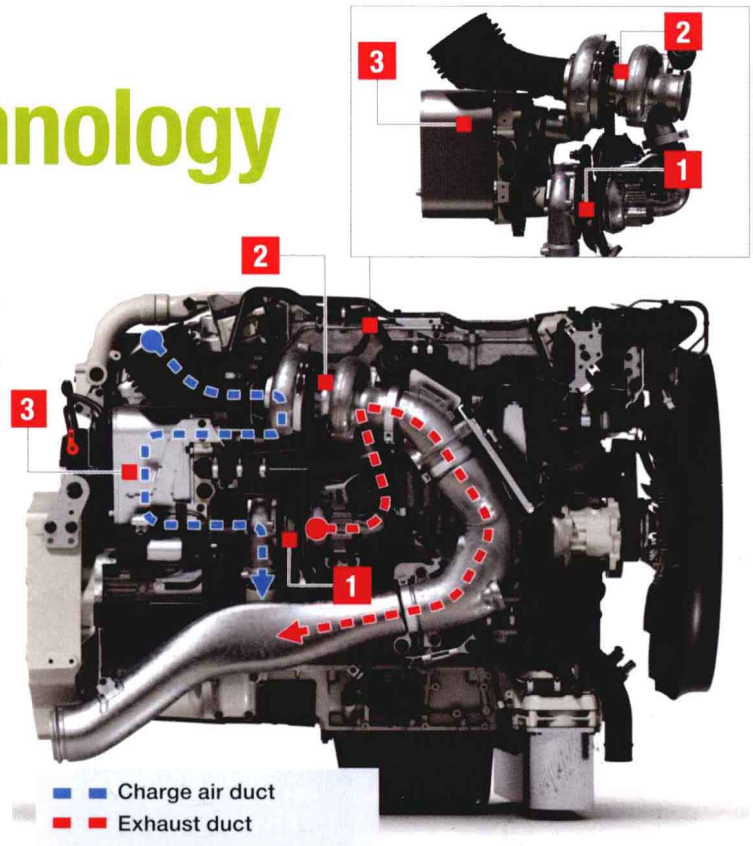
In all its Euro 6 diesel vehicles, MAN relies on a system of two-stage turbocharging with exhaust gas recirculation (EGR) and selective catalytic reduction (SCR) exhaust gas cleaning. The key technologies such as EGR, diesel particulate filters and SCR have been successfully used by MAN for many years.



## TGX/TGS: Optimum use of space

- 1 The AdBlue® tank is free-standing on the left.
- 2 The AdBlue injection system is under the driver's cab.
- 3 A closed CRT particulate filter complements the proven SCR technology. The exhaust silencer covers the CRT and SCR systems.
- 4 The battery housing is on the left.

**Advantage:** The AdBlue injection module is built in under the cab, increasing body space. For maximum flexibility, a range of options are available for positioning the tank in combination with the fixed position of the AdBlue tank and silencer; this enables even the most complex customer requirements concerning bodywork design to be fulfilled.



## Two-stage turbocharging

- 1 The first smaller turbocharger operates at low speeds or low engine loads,
- 2 while the larger turbocharger is used for high speeds or high loads.
- 3 Intercooler for charge air

**Advantage:** The engine maintains optimum torque throughout a wide range of speeds, enabling a higher axle ratio to be used and lowering fuel consumption.



## Enhancing efficiency

More than just a credit card: MAN's new ServiceCard lets customers refuel more cheaply throughout Europe, with an online billing system for fully transparent costs.



# Convenience

Refuelling, road tolls, VAT reclaiming and much, much more from a single card: The new MAN ServiceCard offers an outstanding range of services that enhance convenience, security and transparency in the daily routine of life on the road.

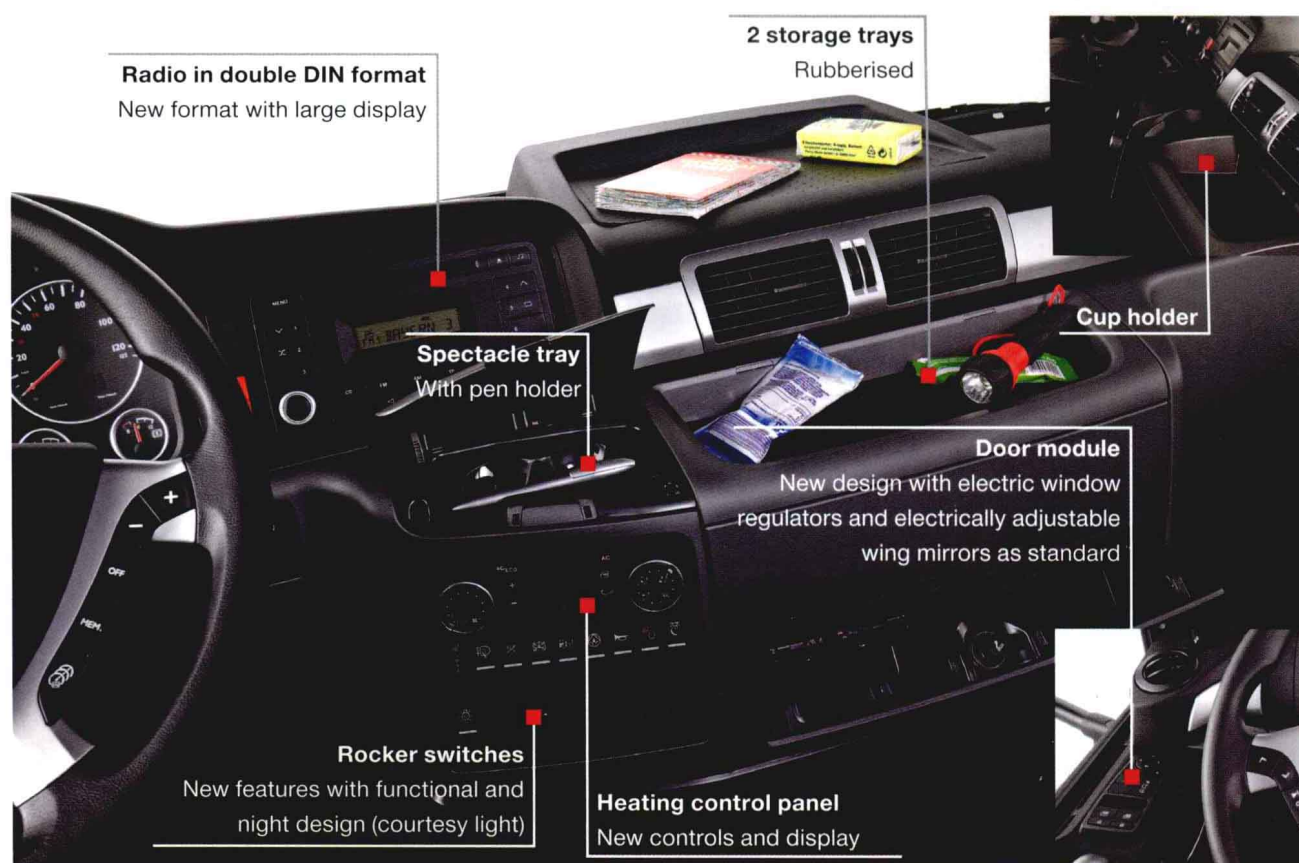
## Higher safety for drivers

The light and medium-weight models in the new MAN TGL and TGM series now also offer the proven Lane Guard System (LGS), a technology that helps drivers to stay exactly in lane. When drivers are forced to make sudden swerves in avoiding obstacles, rapid cornering or handling changes in road surface, the electronic stability control ESC, supplied as standard, kicks in to provide added protection.



## Always connected: DriverPad and app

The DriverPad (top) with 7" display, part of the telematics system, allows jobs and routes to be entered directly in the truck navigation system. Another new feature is the telematics app for traffic managers.



## Clean, clear lines: TGL and TGM interiors feature all-new design

The design of the cab interior reflects the premium standards of the TG family, with brushed aluminium trims, grained plastic surfaces and chrome-plated door handles with satin finish. Plentiful storage trays are practical extras.





The vibrant metropolis of Seoul (above), traditional temples (below): In a short space of time Korea has metamorphosed from a rural nation into a leading industrialised country.





# Cleaning up for Korea



The MAN TGX EfficientLine is now enjoying its debut in Asia. Its economical engines, lower fuel consumption and lightweight construction are ideal for Korea's tiger economy.

**Text:** Jan Wilms

**A traveller** through Seoul's seemingly endless cityscape may often feel like an extra in a Far Eastern sci-fi epic. Gigantic screens broadcast news and entertainment clips against a backdrop of futuristic skyscrapers; passers-by hurry through the streets, pushing and shoving against the crowds with smartphones firmly clamped to their ears. In many cafés, kindergartens and hospitals, service tasks have been taken over by robots. Korea's capital, with a population of over ten million, is the world's best connected city – 95% of the households here use broadband Internet connections to surf the Web. But recently a further topic has emerged to accompany the breathtaking economic dynamism of this small, densely populated country – environmental awareness. Korea's growing

**“We plan to become the leading commercial vehicle supplier.”**

**Thilo Halter, MAN Asia-Pacific**

goods transport sector demands clean, modern solutions. MAN's efficiency champion has been pounding the roads and expressways between Seoul, Busan and Gwangyang since March. Korea's national media and over 1,500 customers proclaimed their enthusiasm for the economical TGX and its EfficientLine technology when the “Green Truck of the Year 2011” undertook a four-day ten-stop tour >>



**Turbo for Korea:** The TGX EfficientLine has made its debut and found favour with transport drivers.





Less diesel, more potential savings: On the EfficientLine tour in Korea the eco-friendly TGX won plenty of supporters.

throughout the whole country, giving them the chance to experience the TGX at first hand. "Highly efficient", noted the Korean Economic Daily, while Max Burger (Truck Sales at MAN Truck & Bus) summarised, "In times of high fuel prices, a technical innovation like the EfficientLine is the best choice – even for vehicles that are radically different in design from our accustomed European trucks." The drive train of the TGX EfficientLine is groundbreaking, with savings of up to three litres of diesel over 100 kilometres and carbon emissions slashed from those of its predecessor. The resulting savings potential is convincing more and more transport companies: at a total mileage of 150,000 kilometres per year, the TGX uses 3,000 fewer litres of fuel than a conventional tractor-trailer, saving around 5.5 million won, or 3,800 euros. For the 6x2 articulated trucks that are usual in Korea, the TGX also proves its superior economy in more aspects than the engine – thanks to its lightweight construction and new-generation Intarder. To ensure the right driving style for maximum economy, in Korea

the EfficientLine package also includes a fuel-saving driving training course with MAN ProfiDrive.

### High-tech makes logistics flourish

A great start, then, for the TGX in a country whose industry will continue to grow in the coming years. Korea is already among the ten most important industrial and trading countries in the world. Its manufacture of high-tech products like microchips, flat screen televisions and mobile phones is booming; the giant multinational Samsung is a serious competitor for Apple in the field of smartphones and tablet computers. But classic industry sectors like the automotive and shipbuilding industries are also generating flows of goods traffic between ports, factories and retailers. In response, the government under President Lee Myung-bak is pressing ahead with further expansion to the airport at Incheon and to Korea's major sea ports and logistics centres. Korea's logistics industry currently registers annual sales of around 60 billion euros – and rising. The country's main trading partner is its neighbouring superpower, China. Further export agreements with the EU, the USA and India are serving to turbo-charge the Korean economy.

### Key strategic market

MAN trucks have been a familiar sight on Korea's almost 3,000 kilometres of motorway for over ten years. "Made in Germany" innovation and quality have always been held in high esteem in Korea. Now the heavy trucks of the TGX series will be joined by smaller and mid-size models like TGL and TGM with the hope of further boosting growth. "Korea is a very important strategic market for us", explains MAN Asia Pacific CEO Thilo Halter. "We are planning to increase our local investment in our aim to become the leading European commercial vehicle supplier." The new MAN truck generation – helping to clean up the transport boom in Korea. ■

## KOREA – THE TIGER ECONOMY

### Mobile phones, flat screen TVs and ships

Capital .....	Seoul
Area .....	99,720 km <sup>2</sup>
Population .....	50,832,898
GDP per capita .....	18,342 EUR
Kilometres of motorway .....	3,912 km
Sales, logistics sector .....	60 bn EUR

The Republic of Korea, commonly known as South Korea, is one of Asia's four "tiger economies". Still poor in 1960, the country quickly developed into one of the most advanced high-tech nations, primarily with the export of information technology. The per-capita gross domestic product rose thirteenfold between 1980 and 2010; today Korea's economy is growing at around six per cent per year. The government is planning major investments, mainly in the logistics industry, to build up Korea as a logistics hub for North-East Asia.



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Respecting delivery deadlines, regardless of weather conditions, is a daily challenge. With the new MICHELIN X<sup>®</sup> MultiWay™ 3D, a multi-functional tyre offering unsurpassed grip across a range of weather conditions, you can rest assured you'll arrive on time.

The MICHELIN X<sup>®</sup> MultiWay™ 3D drive tyre's new "TowerPump" sipes complement auto-regenerating sipes, while the front tyre incorporates an innovative "Delta" sipe, ensuring consistent grip in a variety of weather conditions. The innovative technology also improves both tyre durability and fuel savings.

*New MICHELIN tyre X<sup>®</sup> MultiWay™ 3D: drive with confidence, whatever the conditions.*



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