

Performance

Temsa reports unit sales growth of 30%

Turkey - Bus and coach sales at Adana-based **Temsa Global Sanayi ve Ticaret AS** (Temsa) grew by 30% in 2015 to nearly 3,000 units (2,952) when compared with sales figures of 2,300 units in 2014, according to managing director, Dincer Celik in response to questions from *Truck & Bus Builder* at Busworld Turkey in Istanbul last month.

Celik stated that it had sold some 1,500 7-metre midi-buses (Prestij) on the Turkish market together with some 290 Avenue city buses and 340 Safir coaches. Celik suggested that the turnover for Temsa Global would reach EUR250m and that for the past three years the company had made profits; last year, Celik stated, it had generated a profit margin on turnover of 10%.

As mentioned in the show report in this issue about its products, Celik stated that investment in research and development had been on-going at 4% of turnover a year, it was now employing 185 people and that production operations had been streamlined. He said that the 'supplier parc', which had comprised many component supplier companies, two years ago had been moved from its satellite production site some ten miles away

to a dedicated industrial site inside the main factory in Adana - this move, said Celik, had helped to streamline the supply chain process and the production lines. It now has four lines at the plant - two lines for midi-buses and two lines for city bus and coach, said Celik. He added that Temsa planned to take on another 120 workers to meet demand.

Celik said that Temsa was differentiating itself with development and use of advanced technologies such as smart engine mapping to improve fuel consumption, smart bus applications to be able to control the temperature and the door locking mechanisms remotely and other projects to improve efficiencies and reduce impact on the environment. Celik said that it was by-passing the hybrid drive stage and going straight to all-electrically powered vehicles. Celik also stated that Temsa was looking to expand its sales and operations in the United States with its three TS coach models and that a small production base was currently being discussed.

This year Temsa plans to sell approximately 150 units of the new flagship Maraton and Maraton VIP luxury coach range it launched as new product line up for the first time at Busworld in Kortrijk last October.

Show report

Busworld Turkey

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Temsa plans to add eight new products in 2016

Adana - Eight new vehicles are to set to be launched by Turkish bus and coach builder, **Temsa Global Sanayi ve Ticaret AS** of Adana, Turkey during 2016, according to Dincer Celik, CEO of Temsa Global in an interview with *Truck & Bus Builder* at Busworld Turkey last month.

This, said Celik, follows on from seven new models launched last year, which had included the new Maraton flagship and Safir coach models. (The Maraton coach was shown in two lengths. The 12.365m Maraton had 50 seats and no toilet, while the 13.08m Maraton VIP coach had spacious seats to accommodate 41. Both were fitted with the Paccar DAF MX11 435hp (320kW) engines developing 2,100Nm of torque with the former being fitted with the automotive ZF EcoShift 6S2111 six-speed transmission and the VIP variant having the automated 12AS2301 AS-Tronic).

In 2016 to date and prior to the show it had launched three new products starting with the TS35 model in the USA in January, the 7.2m Prestige Euro 6 midi-coach in March and just prior to this show, the low entry MD9 electricCITY bus.

This latter vehicle, the low entry MD9 electricCITY bus, which has 200kWh batteries and a 100kW motor that develops 2200Nm of torque, already has interest from a number of municipalities in Turkey, according to Celik, and it very much typified the strategic direction of the business and a taste of things to come. Temsa, he said, was focused on differentiating itself through technology. Four per cent of turnover was spent annually on R&D, he said, providing work to some 185 people and that developing advanced products with its own in-house expertise was its future.

Celik added that it was concentrating on full electric vehicles, as hybrid buses, he sees as only as a short / mid-term solution and so all software for the electric control of the drive and regeneration system as well as the battery management control system was all

How to operate your construction vehicle on an extreme slope even with a low speed range?

Allison also presented newly introduced T 1000, T 2100 and T 2200 fully automatic transmission models to the Turkish market and thereby expanding the Torqmatic product range. These transmissions feature its '5th Generation Electronic Controls' and FuelSense fuel-efficiency software.

Maxion new two-piece wheel increases payload

Manisa - A new 24in steel wheel that is manufactured in two pieces rather than three was on the Maxion Wheels stand, a division of loche-Maxion, at the show; the advantages of which are those of it being lighter weight and providing increased load capacity for the customer.

The new wheels are currently being tested with its market launch and start of production in the second half of 2016, according to Ozgur Topac, sales manager, commercial steel wheels at **Maxion Jantos Jant Sanayi ve Ticaret AS**, Yunussemin-Manisa, Turkey.

Topac said that the manufacturing technique would deliver a weight saving per wheel of some 17kg; the three piece wheel weighs 81kg, whereas the two-piece wheel compared with 63.8kg of the new. Furthermore each wheel has a higher load capacity of 5 tons compared with its three piece versions of 4.5 tons. This means the design is capable of providing an extra half ton of payload per wheel and up to an extra ton per axle. Another positive gain of the new wheel is its increased ventilation for the brakes, as larger vent holes contribute to reducing heat build-up, stated Topac.

being developed in house. Consequently, in 2017 the company is planning to launch two full electric versions of the Avenue in 9m and 12m in lengths and in both low floor and low entry designs.

At the show Celik unveiled a new look 12m Avenue LF city bus featuring a stop-start system (one of the first in the commercial vehicle industry sector) and a new 7.7m, 33-seat, Opelini; claiming that this vehicle offered the widest body (2.40m), the biggest luggage capacity (4.9 cu m), the highest seating capacity and the lowest fuel consumption in its class. Together with the new front styled 12m Avenue, there was now the option of ordering the Avenue Plus, which includes Temsa's own 'smart' bus technology that permits the driver to control certain functions of the coach remotely, such as locking and unlocking the vehicle, turning on the lights or turning on the climate control system to heat or cool the coach etc.

Other models are to be announced in due course, said Celik.

AKIA of Turkey the first to take new Allison xFE transmission

USA / Bursa - **Akia Hess Otomotiv Karoser Imalat San ve Tic Ltd** (AKIA) of Bursa is the first bus manufacturer in Europe to feature an Allison xFE transmission, **Allison Transmissions Inc** of announced at the show.

The Allison T3375 xFE fully automatic transmission is being offered in the AKIA Ultra LF 12m low floor city bus together with a Mercedes-Benz 300hp 1200Nm Euro 6 engine. Manlio Alvaro, director, EMEA marketing at Allison said at the show that the new xFE models had demonstrated up to seven per cent fuel economy improvements in bus applications, and that this was in addition to FuelSense (software) gains.

Alvaro explained that the xFE has been designed to deliver significantly more lock up operation while operating at lower engine speeds in higher ranges, he said. The xFE bus transmissions occupy the same space volume and ratings as its current Torqmatic models, but incorporate optimised gear ratios coupled with the FuelSense Max (software) package. Allison now offers three new xFE models outside North America - the T 3280 xFE, T 3325 xFE and T 3375 xFE transmissions.

Acquisition

Littlefuse buys Member's to gain footprint in Europe

USA / Italy - Electrical circuit protection with global platforms in power control and sensing, **Littlefuse Inc** of Chicago, Illinois, USA has bought electronic products firm, **Members SpA** of Legnago, Italy. (Member's is a specialist manufacturer of power and connection systems for commercial vehicles.)

Member's specializes in the design, manufacturing, and selling of manual and electrical battery switches and trailer connectors for commercial vehicles. The company had sales of approximately EUR21m (USD23m) in 2015, employing 120 people.

Dave Lesperance, vice president and managing director, commercial vehicle products for Littlefuse remarked: "The acquisition of Member's is an important step forward in our strategy to expand the Littlefuse commercial vehicle product platform globally. Member's brings a European presence." Lesperance continued, "that grants us additional global channel access, strengthens our engineering resources and adds advanced product technologies to our portfolio."