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MCVE 2026

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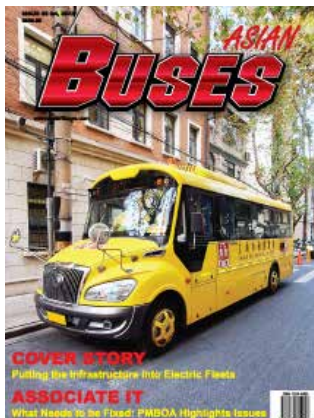


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ON THE COVER

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Taking us on a Journey

The year has ended. It has been yet another remarkable year and I am happy to end it on a high, being able to provide you with another insightful edition of our Asian Buses magazine. It has been a journey, one that had some great stops along the way.

Our last issue of Asian Buses for the year is packed with reports about journeys. In particular, I liked what Lars Rinne wrote about his bus journey across the USA. His own company provides bus seating and on this journey, he himself could experience what difference a good seat on a bus makes, in particular when it is a sleeper coach. As you will see, the journey has been one of transformation and enlightenment for him.

Joyce Antar has been on a personal journey too, however, her path has been a different one from the trip that Rinne took. She reflects on what makes it exciting to work for Scania and how the experience of operating in the transport industry has been instrumental in shaping her. Consequently, she is at home in Malaysia, having arrived at a place she wanted to be. With the launch of new bus chassis, she is now helping others on their journeys too. Being it a business asset or a vehicle that takes passengers around, these chassis are enabling journeys.

I went back to Shanghai for the Automechanika. There I met fellow Malaysians, who, with the help of ZF, managed to gain insights into the future of transportation. Their study visit has also been a mind-opening experience whereby the participants came back with newly shaped opinions and views about a country that could oftentimes be misunderstood. What struck me is that Chinese companies do not seem to be put into the limelight on a global stage as often as they possibly could. As a case study, a company we visited operates over 25 000 vehicles with a team of over 600 analysts scouring over data from their telematics system. Together with the visitors from Malaysia, I have been able to see Chinese business operate on a different scale.

Closer to home, Truckquip has launched an innovative minibus in Thailand and we attended the event in Phuket. Tourism, a collective journey, depends on mobility solutions. I have taken many bus rides in Thailand during my time backpacking and I am particularly happy to see that buses are back on the scene to address the needs of tourists, local and foreign alike.

It must have been an interesting journey for Sun Bus Tech, who opened their new headquarters in October. From the concept to the opening event, many little steps would have to be taken. Just like the narration at the end of a holiday, we would only get to see the final result, the building, however I am sure that the project team would have had many snapshots along the way. I think it was a nice touch to have the invited media shuttled to the opening event by bus to make the journey from Kuala Lumpur to Johor.

Surely, you must have taken awe-inspiring trips as well. Perhaps on a bus or metaphorically in business. I like to hear about them as there is most likely a story worth sharing in there somewhere. Drive safe, journey more,

Stefan Pertz
Editor, Asian Buses

V O L V O

Introducing the World's Most Versatile Electric Platform: Volvo BZR



The new Volvo BZR Electric is a global platform for city, intercity, and commuter operations. It is offered in several configurations to maximize the possibilities for efficient, sustainable, and profitable traffic for operators around the world.

The Volvo BZR Electric is a flexible platform that comes as high-floor or low-entry, in two- or three-axle configurations, with a single or dual motor driveline. It features a modular energy storage system where the number of batteries can be adjusted to match different types of operations. The Volvo BZR Electric is based on a Volvo Group common e-mobility architecture.

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Super Nice Express adds MAN Buses for Safety on Board



having introduced the EURO V engine technology first, Super Nice Express is confident that this is their best choice.

Tact Coach & Seat Manufacturing Sdn Bhd has established itself as a bus manufacturer of choice since 1991. The focus is on providing bus manufacturing, bus seat design and manufacturing, truck refurbishing and bus repair services. According to Tan Yen Hong, Business Director of Tact Coach & Seat Manufacturing, the company has a long-standing relationship with Super Nice Express. He emphasised that these latest buses handed over are featuring the latest design and are state-of-the-art. 🚩

Having added MAN Double-deck buses earlier this year, Penang-based Super Nice Express received the keys to two brand-new MAN buses in October. These single-deck buses are equipped with MAN's Advanced Driver Assistance Systems (ADAS) to further enhance the safety and comfort for passengers.

During the hand-over, Mr. Roy Chew, Chairman cum Managing Director of Super Nice Group, stressed the importance of having the safest possible vehicles in their fleet. "We have already gained valuable insights into how to best deploy ADAS as several of our buses have been equipped with such features. Our drivers are much more focused on driving, while the ride is also getting more comfortable as a result of using ADAS," he said.

In particular, Chew highlighted the lane-keeping support as it is a valuable function on the long trips that the company is offering. Also, he said, that the EURO V technology has been instrumental in pursuing the company's ambitions to offer more environmentally friendly services. Seeing how MAN is the leader in Malaysia,





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TyreXpo Asia - Asia's leading exhibition for Tyres, Automotive Repair Equipment, Tools, Parts and Accessories returns for its 14th edition at the Marina Bay Sands Expo and Convention Centre, from 12 - 14 March 2025. A premier event for the tyre industry in the Asia-Pacific region, TyreXpo Asia provides a dynamic platform for networking with industry professionals, experts, and decision-makers. Gear up to establish business relationships, gain insights into industry trends, and exchange knowledge and ideas.

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Growing Singapore's Bus Network with the Bus Connectivity Enhancement Programme

Since the launch of the Bus Connectivity Enhancement Programme (BCEP) in July 2024, the Land Transport Authority (LTA) has made improvements to 29 existing services and introduced new bus services to improve connectivity to estates such as Punggol, Tengah, Tampines and Yishun. These improvements were made following reviews of the bus network, ridership and areas of growing demand. LTA also sought inputs from community leaders and Public Transport Operators to inform these plans.

Some examples of BCEP improvements made in response to changing travel patterns and demand include: In August 2024, new short trip services 129A/129B were introduced plying between Tampines Avenue 1 and Bartley MRT Station, to provide residents with more convenient access to the rail network.

In November 2024, five City Direct Services (CDS) 660/660M, 654, 666, 671, and 672 were enhanced with additional capacity and expanded coverage to serve more commuters travelling between the northeast, and Bayfront and Suntec City in the Central Business District (CBD) during peak hours.

As part of efforts to better serve early batches of residents moving into new estates, Service 861 was introduced in September 2024, connecting residents in Yishun and Sembawang to Canberra and Khatib MRT stations, as well as to other local amenities and schools in Yishun.

More Travel Options to Complement the MRT Network

In addition, LTA has introduced two peak-hour express bus services as an alternative travel option to provide commuters with a direct route to the CBD. We launched CDS 673 for Punggol residents in October 2024, and CDS 674 for Tengah residents in November 2024.

Service 298X, a new "express feeder" bus service will be launched on 9 December 2024 to offer Tampines North residents a faster route to Tampines MRT Station, by making fewer intermediate stops along the way. This addition is part of LTA's measures to improve connectivity for estates located further away from major


transport nodes and town centres, reducing residents' travel time for the first and last mile of their journeys.

Plans for 2025

Singapore's LTA will continue to actively monitor travel pattern changes and review the bus network in close consultation with Grassroots Advisers. Commuters can look forward to more improvements and new services in 2025. In the nearer term, these include:

Four new CDS 675, 676, 677, and 678 which will bring residents in the northeast region to the CBD, serving as alternatives to the North East Line. These bus services will begin operations on 2 January 2025.

New Service 967 in Woodlands to enhance connectivity for residents staying along Woodlands Avenue 1, as well as some residents in Marsiling and Admiralty, to nearby transport nodes and local amenities, which will be introduced on 12 January 2025.

Extending Service 230 to Toa Payoh Lorong 7 and 8, as well as Caldecott MRT station, to improve connectivity from Toa Payoh East to the Thomson-East Coast Line and Circle Line. The extension will be implemented by Feb 2025. 



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China Association of Automobile Repair Industry



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Karsan Introduces Sweden to Autonomous Technology in Public Transportation

Karsan, which is on its way to becoming a global brand with its vision of being “One Step Ahead in the Future of Mobility”, has added a new one to its global firsts. Karsan Autonomous e-ATAK, the world’s first and only Level-4 automated bus carrying ticketed passengers in open traffic, will now become Sweden’s first driverless vehicle. Karsan Autonomous e-ATAK will start passenger service in August 2025 as part of a project implemented in Sweden by Karsan and Adastec in cooperation with Västtrafik, Vy Buss and Applied Autonomy, which will provide an uninterrupted and efficient transportation solution in the Garda region of the city by connecting Gothenburg’s Central Station to Liseberg Station.

Stating that the Autonomous e-ATAK has been supporting public transportation in different parts of the world since 2021, Karsan CEO Okan Baş said, “Karsan Autonomous e-ATAK, our first level-4 autonomous bus carrying ticketed passengers in open traffic in Norway and Finland, will now break new ground in Sweden’s public transportation. To date, we have gained a great deal of experience with the 100 000 kilometers we have covered and the 35 000 passengers we have transported with our autonomous vehicle. This experience and the feedback we receive from our customers enable us to produce more innovative solutions every day and to continuously go further by breaking our limits. We will continue to shape the future by reinforcing our leadership in the sector in autonomous technology.” Commenting on the subject, Dr. Ali Ufuk Peker, CEO of ADASTEC, said, “I am very proud to have launched Sweden’s first SAE Level-4 automated public transport bus in cooperation with Västtrafik, Vy Buss, Karsan and Applied Autonomy. In this journey, which we started about three years ago by realizing a “world first” in Europe and America, we have successfully put into service our buses carrying ticketed passengers on roads open to traffic with our autonomous driving software in many European cities and continue to do so.”

Playing a pioneering role in the transformation of public transportation into electric and autonomous vehicles, Karsan continues to break new ground in the sector with its innovative technologies. Karsan, which has become a global brand with its

successful projects in a wide geography from Japan to the USA, provides service with its electric vehicles in 23 countries on 3 continents. In this context, Karsan Autonomous e-ATAK, the world’s first Level 4 autonomous electric bus developed by Karsan and its technology partner ADASTEC, is preparing to carry passengers in the Swedish market.

In August 2025, Karsan Autonomous e-ATAK will start passenger service as Sweden’s first Level 4 automated vehicle in a project realized by Karsan in cooperation with ADASTEC, Västtrafik, Vy Buss and Applied Autonomy. With the realization of the project, Karsan Autonomous e-ATAK will connect Gothenburg’s Central Station to Liseberg Station and provide an uninterrupted and efficient transportation solution in the Gårda area of the city. Within the project, ADASTEC’s flowride.ai platform seamlessly integrates with Gothenburg’s transit infrastructure, creating an operationally efficient and accessible route that enhances the city’s connectivity. The bus will initially operate as part of Västtrafik’s public transportation network. Stating that they continue to play a pioneering role in the transformation of public transportation to electric and autonomous vehicles in the world with the vision of being “One Step Ahead in the Future of Mobility”, Karsan CEO Okan Baş said, “Since the launch of Karsan Autonomous e-ATAK in 2021, we have proven our reliability with 35,000 passenger experience. Our vehicle, which performs smoothly in harsh weather conditions up to minus 25 degrees, also became the first autonomous vehicle in Europe to pass through a tunnel. The firsts and successful works we have realized encourage us even more to achieve much better ones.” Dr. Ali Ufuk Peker, CEO of ADASTEC, said: “The flowride.ai software developed by ADASTEC has proven itself with real-world applications in buses integrated by Karsan at the factory, adding value to local communities with sustainable and accessible public transportation solutions. This project in Gothenburg once again demonstrates the global importance of autonomous public transportation for sustainability and urban mobility. We believe that such initiatives will lay an important foundation for creating smarter, more connected cities that reduce carbon footprint and increase inclusivity in the future.”

MAN Lion's City 12 E LE is "Sustainable Bus of the Year 2025"




Whether in the city or cross-country - the MAN Lion's City 12 E LE masters both with flying colors. In addition to its flexibility, it also scores with its sustainability, which has now also impressed the jury of international trade journalists for the Sustainable Bus Awards (Sby). The first all-electric low-entry bus from MAN thus won the award in the "Intercity" category. The Sby Award was presented for the seventh time since its inception. As in previous years, the jury only awarded prizes to the most innovative and sustainable buses and coaches on the European market. "Last year, our Lion's City 10 E won the race and this year it is the Lion's City 12 E LE that has left the competition behind and won over the jury. We are extremely proud of this," says Heinz Kiess, Head of Product Marketing Bus at MAN Truck & Bus, who accepted the award today at the gala dinner at the FIAA 2024 international bus and coach trade fair in Madrid.

The Sby Award is the only European prize to recognize innovative, sustainable technologies that will significantly shape the future of mobility. It is awarded by a trade press jury representing ten European countries in the three categories of city bus, intercity bus and coach. It awarded the prize to the MAN Lion's City 12 E LE because the model meets the growing demand for low-entry buses. The all-electric city bus is powered by a powerful central electric motor with a peak output of 240 kW. MAN's modular battery concept allows the number of battery packs to be flexibly adapted to requirements in terms of charging time, number of passengers and range. The Lion's City 12 E LE offers a choice of four to six battery packs with a capacity of up to 480 kWh. According to the jury, it is characterized by outstanding performance as well as emission-free operation. In addition, operators can optimally manage their electric bus fleet and optimize performance and maintenance thanks to MAN DigitalServices. The verdict also states that the model is designed to be so flexible that it can be used in both urban and interurban transportation. It underlines MAN's commitment to sustainability and at the same time offers a practical and adaptable solution for the requirements of modern public transport. For these reasons, the Lion's City 12 E LE more than deserves the "Sustainable Bus Award".

The low-entry bus celebrated its world premiere at Busworld 2023, making it the latest addition to MAN's eBus portfolio. "We are delighted that it has already received this highly prestigious bus award just one year after its premiere. We owe this to a team that works tirelessly for sustainable and innovative solutions," explains Barbaros Oktay, Head of Bus at MAN Truck & Bus, adding: "This commitment ensures that our eBuses prove themselves day after day in use and score points for range,

reliability, comfort and environmental friendliness. This is extremely well received by customers, passengers and experts alike." Last year, the Lion's City 10 E received the Sby Award 2024 and the Lion's City 12 E is the international "Bus of the Year 2023".

The Lion's City 12 E LE is based on the electric 12-metre solo bus, but ensures a particularly high level of seating comfort with a floor landscape adapted to customer feedback. With up to 41 passenger seats plus a special area for wheelchairs and baby carriages and a low-entry rear landscape without a motor tower, the Lion's City 12 E LE is perfect for suburban lines with Class 1 approval. The low-entry bus also marks MAN's all-electric entry into the growing intercity bus segment. "Class 2 approval for use on intercity routes will soon be possible for the eBus. The stricter specification for body rigidity in UN ECE R 66.02 will then also apply to these," explains Kiess.

The aim of the Sustainable Award is to create a positive awareness of sustainability. Aspects such as safety, comfort, noise development, recyclability of components, but also the manufacturer's general environmental awareness play a role in the jury's assessment. These are issues that are also important to MAN and that drive the company and its employees every day. 

AMR Returns to Beijing in a Brand-new Venue in Spring 2025



As a service platform in Asia Pacific's automotive aftermarket, the 73rd edition of the Auto Maintenance and Repair Expo (AMR) will return to Beijing from 31 March to 2 April 2025. Building on a strong foundation developed over the last 40 years, AMR 2025 will actively embrace technological innovations and empower companies in industry transformations moving towards a sustainable future. The show will present latest achievements in digital transformation, green development, smart transportation, and industry upgrades in the aftermarket, producing seamless experiences and business opportunities for exhibitors in an expanded exhibition space.

Over the decades, AMR has dedicated resources to advance the automotive aftermarket. By offering comprehensive services and keeping pace with industry developments, the fair has gained broad recognition from participants. In response to the needs and the call from various stakeholders, AMR 2025 will return to Beijing, taking place in the recently opened Beijing New International Exhibition Center Phase II, which is equipped with latest exhibition facilities. Serving as a professional service platform for sourcing, information exchange, education, and collaboration, AMR will leverage Beijing's strategic position to drive international trade in the aftermarket and foster global industry growth. With a robust audience base across Asia Pacific, the show will also enhance the level of promotion in Central Asia and Eastern Europe to help companies capitalise on opportunities along the Belt and Road, one of China's key economic strategies.

This edition of AMR will span across 100 000 sqm in four halls, featuring cutting-edge technologies along the



supply chain. The Repair & Maintenance sector will cover testing and diagnostics, body and paint, general and specialised tools, repair equipment for tyres, car wash and care, in addition to a focus on breakthroughs in new energy vehicles and green repair. The well-received Green Repair & New Energy zone will return with green maintenance equipment, technologies and solutions, emphasising standardisation in workshop environments, particularly in relation to new energy vehicle maintenance, intelligent spray-painting robots, and digital upgrades. Participants will gain insights into sustainable aftersales services with green technology, as well as digital solutions for enhancing efficiency and reducing waste.

The scale of the Parts & Components sector (Halls B1 and B2) will further expand to encompass parts and components, as well as electronics and connectivity. It will amplify commercial vehicle parts, showcasing body, chassis,

powertrain, brakes, suspension, steering, electrical and drivetrain systems, as well as electric motors, power systems, drive controllers, and network communication systems for new energy commercial vehicles. By attracting professionals from OEMs, logistics companies and fleets, the show will produce more business prospects for exhibitors in the commercial vehicle market.

The Road Transportation Equipment zone will feature advancements in smart transportation solutions, unveiling the potential of vehicle-to-road technologies with displays for commercial vehicles, special vehicles, simulation equipment, cargo systems, safety facilities, testing equipment, and smart management systems. Leading companies will present high-tech products related to simulated driving, traffic safety, and intelligent management. In addition, the debut of load securing equipment is poised to support the logistics and transportation industry.

Elsewhere, the zone will host the Safety Driving and Smart Transportation Forum, along with the release of new teaching materials and policies for safe driving. The combination of a showcase area and forum stage expects to unite local commercial vehicle manufacturers, public transportation groups, logistics companies, traffic management departments, research institutions, and driving institutions. The aim is to connect a wider range of participants for cross collaboration amongst these parties.

Following the successful introduction of the National Vocational Skills Competition 2024, New Energy Vehicle Repairer and Vehicle Paint Finishing, the upcoming edition will continue to hold a series of skill competitions for new energy vehicle maintenance, sheet metal painting, tyre repair, and connectivity. These contests intend to attract hundreds of professionals and vocational institutes to demonstrate practical skills with advanced technologies.



Events & Exhibitions

ICTTE 2025: 19. International Conference on Traffic and Transportation Engineering

Date : 17 - 18 April 2025

Venue : Tokyo, Japan

Contact : https://waset.org/traffic-and-transportation-engineering-conference-in-april-2025-in-tokyo?utm_source=conferenceindex&utm_medium=referral&utm_campaign=listing

The International Research Conference is a federated organization dedicated to bringing together a significant number of diverse scholarly events for presentation within the conference program. Events will run over a span of time during the conference depending on the number and length of the presentations. With its high quality, it provides an exceptional value for students, academics and industry researchers.

International Conference on Traffic and Transportation Engineering aims to bring together leading academic scientists, researchers and research scholars to exchange and share their experiences and research results on all aspects of Traffic and Transportation Engineering. It also provides a premier interdisciplinary platform for researchers, practitioners and educators to present and discuss the most recent innovations, trends, and concerns as well as practical challenges encountered and solutions adopted in the fields of Traffic and Transportation Engineering.



Automechanika Kuala Lumpur

Date : 15 – 17 May 2025

Venue : Kuala Lumpur Convention Centre (KLCC), Malaysia

Contact : <https://bauma-china.com/en/trade-fair/>

Next year, the spotlight is on Malaysia as the country takes on the ASEAN Chairmanship in 2025. The position requires the country to become an advocate of the interests and developments in the region, especially in key sectors like the automotive industry.

Next year's exhibition will increase in scale and participation. The expansion of the fair will cater to the evolving market needs with new energy, green technologies and other sustainability topics to be explored in more detail. As such, the overall visitor experience will also be elevated through the enhanced interactive elements and fringe programme, which will help shape a comprehensive experience of sourcing, entertainment and training activities.

Beyond just increasing its physical footprint, the 2025 edition will also expand its scope. Exhibitors from returning sectors such as Parts & Components, Electrics & Electronics, Accessories & Customising, Diagnostics & Repair, Digital Solutions & Services, Body & Paint, Oils, Lubricants & Fuels, Car Wash, Care & Detailing, and more, will join a range of debuting exhibitors, product groups, and showcases.

World Conference on Transport Research - (WCTR-25)

Date : 16 – 17 June 2025

Venue : Bangkok, Thailand

Contact : <https://www.iarfconference.com/conf/index.php?id=2922122>

The World Conference on Transport Research to be held on 16th - 17th June 2025 in Bangkok. The Conference will witness the participation of the Academicians, Universities, Professionals and Industry experts gathering on a global platform to discuss the future prospects in .

The central aim of the is to share knowledge and to enlighten about novel advancements, anticipate problems in the field of Business Management and Social Innovation from Emeritus Professors, Eminent Scientists, Faculties like Directors, Senior Professors / Assistant Professors / Associate Professor, Experts in the field of Business Management and Social Innovation, Research Scholars, Industrial Delegates and Student Communities in the relevant fields.

EV Charge Live

Date : 6 – 7 November 2025

Venue : Indonesia Convention Exhibition (ICE),
Tangeran, Jakarta, Indonesia

Contact : <https://www.terrapinn.com/exhibition/ev-charge-live-indonesia/index.stm>

Building on the global success of the MOVE and Mobility series since 2021 Terrapinn introduces EVCharge Live Indonesia 2025. This exciting rebrand underscores our dedication to the booming electric vehicle (EV) and charging infrastructure sectors, ensuring our event stays at the forefront of industry innovation and development.

Indonesia is poised for a significant transformation in its transportation sector, driven by its commitment to reduce carbon emissions and accelerate electric vehicle (EV) adoption. The country's Net Zero Emissions (NZE) Road Map for 2060 mandates that transportation emissions should not exceed 52 million tonnes of CO2 by 2060, according to the Ministry of Energy and Mineral Resources.

Join us for an extraordinary event that focuses on pivotal areas such as facilities, fleet management, and installation. EVCharge Live Indonesia promises an unrivaled platform for networking, knowledge-sharing, and discovering state-of-the-art solutions in the EV



NEXUS Automotive International Enabling the Asian Aftermarket

As a bridge between vehicle manufacturers and parts distributors, NEXUS acts as an aggregator with a finger on the pulse of the market to deliver the best possible solutions to aftermarket problems.



NEXUS Automotive International is a prominent global alliance in the automotive aftermarket industry, primarily focused on connecting distributors and manufacturers to foster collaboration and streamline the sourcing and distribution of automotive parts. Founded a decade ago by Gael Escribe, CEO of NEXUS Automotive International, with a strong emphasis on emerging markets, NEXUS aimed to bridge the gap between these regions and the established global automotive supply chain. NEXUS's unique approach of integrating Original Equipment (OE) suppliers into its network provides a reliable foundation for the quality of parts available to its distributors, a priority that differentiates it from competitors focused mainly on specific regions or markets.

One of the core engagement strategies NEXUS deploys are event-driven “speed date” meetings. These sessions are designed to facilitate direct, rotating interactions between manufacturers and distributors, enabling personalized networking on various topics and allowing for immediate knowledge exchange. This approach

fosters real-time feedback and collaboration, optimizing understanding of market expectations from both sides. NEXUS maintains a proactive stance in aligning its strategies with the needs of its network, which comprises 2 302 distributors across 138 countries and 498 member, including well-known names like ZF, Bosch, Denso and Knorr-Bremse. By ensuring that orders flow directly from distributors to manufacturers, NEXUS acts as an intermediary that helps consolidate purchasing activities, thus driving growth opportunities.

Further enhancing its global reach, NEXUS has established a business development team divided into seven regions to address and support regional needs more directly. These teams work closely with manufacturers to execute growth targets and focus on specific regional markets, such as the recent efforts in Southeast Asia. Financially, NEXUS charges manufacturers a percentage-based fee on global volumes, redistributing approximately 90 percent of these funds to its distributors, incentivizing loyalty and active participation within its network.

To further support its members, NEXUS offers services like NEXUS Academy, which trains around 10 000 people annually. This includes instruction on emerging automotive technologies, such as battery electrification and repair,

ensuring the network remains well-informed and professionally prepared. Additionally, NEXUS has developed proprietary workshop tools and software under ServiceNext, enhancing operational capabilities for distributors running workshops and enabling more substantial market influence through concepts like NEXUSTRUCK. These workshops become valuable hubs where diagnostic and supply chain activities converge, benefiting both manufacturers and distributors.

Moreover, NEXUS has launched its own aftermarket brand, Drive+, to address the needs of an aging vehicle population by providing quality parts at a discount. This initiative addresses the rising demand for affordable, high-quality maintenance parts, especially for cars over a decade old. This brand leverages NEXUS's resources to ensure strict quality controls, particularly for regions with diverse automotive needs, further positioning the company as a reliable source in the automotive aftermarket.

“Overall, NEXUS is committed to supporting its network's growth while fostering transparency, collaboration, and quality in an industry facing rapid changes due to digitalization, globalization, and shifts in consumer expectations,” Escribe told Asian Trucker.

As the CEO of NEXUS Automotive International, Escribe's perspective on the heavy-duty trucking aftermarket underscores the importance of creating resilience, adaptability, and a progressive mindset within the automotive aftermarket industry. “NEXUS is a hyper-connected alliance, with a well-established supply chain and advanced electronic catalogues, which allows us to maintain a steady flow of parts and resources. The pandemic challenged logistics across all sectors, but we adapted, and the heavy-duty trucking sector has emerged more stable,” he said. Today, however, the real challenge lies not in sourcing parts but in adapting to evolving vehicle typologies and managing Asia's expanding manufacturing influence, which significantly shapes the automotive parts industry globally.

The automotive industry is undergoing seismic changes, creating a ripple effect that impacts everyone, from vehicle manufacturers (VMs) to parts distributors. With electrification on the horizon and legislative uncertainties



Gael Escribe Janvier 2024

around sustainability, many VMs face difficulties planning for the future. Passenger cars are especially impacted by the push toward electric vehicles, but the heavy-duty trucking sector remains relatively stable in comparison. Escribe opined that for now, electrification is not a primary disruptor in heavy-duty trucking, meaning this sector provides some predictability and stability—something that the financial markets view as reassuring in uncertain times.

In the aftermarket space for heavy-duty vehicles, though currently flat due to economic slowdowns and reduced transportation activity, NEXUS remains committed to fostering growth. However, stability in the present does not mean the industry can ignore the transformation and innovation needs of the industry. “We at NEXUS work diligently to offer our partners continuous value, from staying agile in response to VM demands to ensuring our partnerships remain strong despite shifting industry dynamics.”

Another challenge is the need to modernize the aftermarket industry, aligning it with new technologies and sustainable practices. NEXUS is proactively addressing these challenges by developing programs like NEXUS Climate Day, aimed at promoting sustainable practices across our network. This initiative exemplifies our commitment to sustainability, innovation, and helping distributors meet changing consumer expectations.

Artificial intelligence (AI) is another area rapidly impacting the automotive aftermarket, including heavy-duty trucking. In the past year alone, AI has become a prominent topic, driving NEXUS to explore its potential

in predictive analytics, supply chain optimization, and customer service enhancements. While AI is complex, NEXUS is prioritizing its potential applications and investing in education for their team and network partners, empowering them to use AI effectively and strategically.

Moreover, the rise of electric vehicles (EVs) has impacted parts demand, although this shift is creating new opportunities rather than reducing overall demand. The aging vehicle fleet—resulting from consumer hesitation over EV costs and infrastructure limitations—has actually boosted aftermarket demand. Additionally, if battery maintenance and repair become integral parts of EV servicing, this could open significant business avenues for the heavy-duty aftermarket, as servicing battery systems could mitigate some loss in traditional part demand.

As a network, NEXUS is focused on attracting and retaining talent, an area where the automotive aftermarket as a whole has struggled. Our association Talents for Automotive Aftermarket (TAA) aims to raise awareness of career opportunities within this evolving industry and to build connections with educational institutions to cultivate the next generation of aftermarket professionals.

In summary, while the aftermarket for heavy-duty vehicles faces its own challenges, NEXUS is optimistic about the future. With our commitment to sustainability, innovation, and talent development, we are well-positioned to support the industry's evolution, ensuring a strong, capable, and adaptable aftermarket ecosystem for years to come. ■





The 20th Anniversary of Automechanika Shanghai



31 million and 11.5 million units in 2024 respectively, innovative approaches are as crucial as ever. The fair acted as a valuable setting for gaining insights into these developments.”

Record Breaking Visitor Numbers

Automechanika Shanghai offered a gateway into the global automotive industry, with the scale of the show as an indicator of the market’s size and advancement. As such, participation soared this year to make up the largest edition yet.

The show saw 222 341 visitors from 181 countries and regions arrive through its doors. It represents a 20 percent increase compared to the previous year. The top ten overseas sources included Malaysia, India, South Korea, Türkiye, Egypt, Thailand, Indonesia, Brazil, Kazakhstan and the UAE (in descending order). At the same time, an impressive 6 763 companies, hailing from 40 countries

Automechanika Shanghai concludes its 20th anniversary with a successful and celebratory show, marked by impressive new records from both exhibitors and visitors. As always, the fair served as a hub for buyers and suppliers to learn, network and showcase the innovations that are shaping the future automotive industry. Attendees, including exhibitors, visitors, speakers, media, as well as other participants, praised the show’s ability to promote collaboration, bring trends to light, and facilitate training and education. The fair took place from 2 to 5 December at the National Exhibition and Convention Center (Shanghai).

Ms Fiona Chiew, General Manager of Messe Frankfurt (HK) Ltd, said: “For 20 years, Automechanika Shanghai has continued to create channels for collaboration and communication. This year, the increase of participation, along with high levels of internationalism, reflects the growing status and deeper integration of the Chinese automotive industry with international markets. It is always a privilege to hear of such positive feedback from our customers, especially in their recognition of how we continue to leverage our past experiences to create new content and a stronger platform to meet current and future needs. Looking ahead, we will move with industry trends by updating our highlights and the variety of activities at the show to foster cooperation between domestic and overseas markets.”

Ms Li Zhang, General Manager of China National Machinery Industry International Co Ltd, said: “The show delivered on its idea of innovation and transformation towards a sustainable future throughout the week. Sustainable technologies were at the forefront of the show through the fringe programme events and special zones. With total vehicles sales and new energy vehicle sales within China expected to reach



and regions, brought the latest upgrades and innovations. It covered 17 pavilions from Australia, Germany, India, Indonesia, Italy, Japan, Malaysia, Poland, Singapore, South Korea, Spain, Taiwan, Thailand, Türkiye, the UAE, the UK, and the US.

Key overseas exhibitors included BASF, Borgwarner, Bosch, Brembo, Continental, Dana, Forvia Hella, Goodyear, Hitachi Astemo, Niterra, SDS, Sensata, Total Energies, TUNAP, YAKIMA, and ZF.

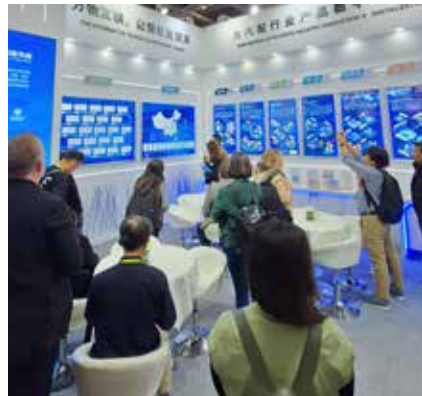
In addition, Autel, Black Sesame, BOP, Bright, CALB, EAE, FAWAY, FAWER, HASCO POWERTRAIN COMPONENTS, HESAI, Horizon Robotics, Launch, New SORL, Qisheng Powertrain, Sanhua Automotive, Shedrive, Tuopu, and ZC Rubber Group were amongst the leading domestic exhibitors.

Upgraded Sectors Generate Positive Reactions

In response to significant changes in the automotive industry, the fair enhanced and expanded its major product sectors and specialised zones, creating new opportunities for innovation and collaboration.

For example, Parts & Components encompassed six halls of the fairground, with a total of 3,540 exhibitors. Product displays and presentations from a number of the world's top 100 companies in parts and components were crowd favourites.

- Bosch presented a thermal management system for new energy vehicles
- ZF exhibited their soon-to-be-launched Sachs Air Struts
- Continental displayed new brake fluid, ATE SecuBrake
- Hitachi Astemo demonstrated their advantages in engine and chassis design



Other top 100 companies included BASF, Forvia Hella, Sanhua Automotive and Tuopu. Furthermore, ARN, Feilong, Henglong Group, Qisheng Powertrain and Qingling Motors participated at the show for the first time.

Elsewhere, the New Energy & Connectivity sector in Hall 5.1 debuted to a strong reception with 477 exhibitors housed across 26 000 sqm of space. Participants acknowledged the need to include this new categorisation given the increase of related products on the market. The area featured products, technologies and solutions such as core electric components and sensors, hydrogen energy and fuel cell, battery charging and swapping, connectivity, intelligent driving and chassis, and thermal management for new energy.

- Shedrive debuted their latest electric drive technology from Prestolite and Wuhu Sunshine
- Hubei Science Technology exhibited hydrogen fuel cells and intelligent thermal management solutions
- HESAI displayed their latest LiDAR technology
- In addition, CALB, Star Charge, and JMCG also debuted in this new product sector.

Accessories and Customising sectors in Halls 1.2, 2.2 and 8.2 also proved immensely popular with a collection of domestic and overseas companies featuring interior, exterior and high-performance modifications. For example, BOP displayed a dual-core energy-gathering solar film. Japanese brand Idemitsu introduced a comprehensive car care solution for electric vehicles, which was well-received by visitors.

The Diagnostics & Repair / Body & Paint sector in Halls 5.2 and 6.2 showcased solutions for automotive aftermarket services. Here, Launch exhibited the first domestic X-431 PAD artificial intelligent equipment for the diagnostic and maintenance of new energy vehicles. BESITA also introduced an industry first intelligent chassis testing equipment, which can be operated through WeChat.

Elsewhere, the Innovation4Mobility Showcase Areas became productive meeting points for industry players to learn, discuss, and demonstrate advancements across the supply chain through the Mainstage, Green Repair Area, and Customising x Tech Area. Speakers in focus included the China Academy of Information and Communications Technology (CAICT), Frost & Sullivan and Shanghai Motor Vehicle Inspection Center (SMVIC). Participants shared enthusiastic feedback as the combination of forums, training areas, and presentations allowed exhibitors and visitors to share ideas, grow their brand, and network with potential partners.

Fringe events eye up future automotive industry, with highlights from 20th anniversary celebrations

Furthermore, the show featured its most comprehensive fringe programme to date with over 400 speakers across a total of 81 events that took place concurrently with the main show. Across the fairground, every event received enthusiastic feedback from attendees and industry experts alike. Key discussions focused on internationalisation, digitalisation, talent development, and sustainability in the automotive sector, addressing industry trends, challenges, and opportunities to help businesses strengthen global strategies, as well as promote innovation and sustainable growth. For example, automakers like Geely, SAIC MOTOR and Xiaopeng Automotive shared their latest technologies and training know-how, while research institutions such as Tongji University and the Strategic Research, China Intelligence and Connected Vehicles (Beijing) Research Institute, and Intelligent Connected Vehicle Research Department, Center for Automotive Strategy and Policy Research presented insights around future mobility. 



ZF Aftermarket shines at the 2024 Automechanika Shanghai

At the event, ZF was reiterating their claim “Together we’re maximizing mobility Uptime”, reflecting their commitment to distributors, workshops and fleets while exploring the impact and future trends of sustainable development.

Colpron said: “ Mobility grew as a key pillar of our society, either enabling us to be where we need, or in getting the goods or food close to our households. At ZF Aftermarket, our aim is not only to keep pioneering in bring solutions to maximize vehicle uptime. We are also helping the key businesses which are needed to make it happen, being parts distributors, workshops or fleet operators, not only ensuring they can strive in the current market environment, but also through the decades to come.”



ZF Aftermarket made an appearance at the 2024 Automechanika Shanghai held in Shanghai, China from December 2nd to December 5th. The brand showcased its latest product portfolios and digital solutions for the future. On the first day of the exhibition, Philippe Colpron, Head of the ZF Aftermarket delivered a keynote speech on the global brand proposition “TOGETHER WE'RE MAXIMIZING MOBILITY UPTIME! “. This encapsulates the commitment to keep society moving and how ZF is raising its own bar on how to support the Aftermarket, an industry which is crucial in ensuring vehicles stay operational and reliable across their lifetime.



Teoh Chee How, the Head of the ZF Aftermarket in the Asia-Pacific, introduced the best practices of the new UPTIME experience in ZF Aftermarket for the Chinese aftermarket. Finally, he revealed to everyone that this year is the second year of the IP cooperation between ZF Aftermarket and “Transformers”. In the upcoming cooperation, the ZF, LEMFÖRDER, SACHS, TRW, and WABCO brands will transform into five Autobots. By combining the different brand propositions of each brand with the personality traits of the main characters in Transformers and using differentiated communication methods, they will actively promote the brands and products to distributors, fleets, and consumers. With their absolute dominant positions in their respective fields, a strong sense of social responsibility, and a leadership attitude, they will create extraordinary performances and infinite possibilities in the automotive aftermarket. Surprisingly, Optimus Prime, the leader of the Autobots, also came to the scene on that day, creating a unique brand experience and a lively atmosphere for the on-site audience in an ingenious and novel way. As a global technology group, ZF provides system solutions for passenger vehicles, commercial vehicles, and industrial technologies, sparing no effort to realize next-generation mobility. ZF’s

leading aftermarket and fleet solutions stem from its powerful product brands - ZF, LEMFÖRDER, SACHS, TRW, and WABCO. With a comprehensive portfolio of products and services, advanced digital vehicle management and connectivity solutions, and a global service network, ZF offers full life cycle support for various types of vehicles to ensure vehicle performance and utilization efficiency.

At this Automechanika Shanghai, ZF Aftermarket divided the product portfolio extension into three key areas. Firstly, inheriting the Original Equipment (OE) technological accumulations and status in six dimensions of vehicle motion control, namely vehicle braking, steering, and suspension, etc., it fully consolidates ZF’s dominant position in the aftermarket, covering different types of vehicles such as passenger vehicles and commercial vehicles. Among them is the SACHS air suspension strut assembly, which makes its debut in China for the first time. It integrates the air spring and the shock absorber, highlighting the aftermarket products with OE quality.

Secondly, during the coexistence of traditional fuel vehicles, plug-in hybrid vehicles, and electric vehicles, ZF Aftermarket will provide industry partners with product and service combinations that conform to the electrification trend. For example, the CeTrax repair kit exhibited in the commercial vehicle business line supports the rapid and safe repair of ZF’s all-electric central drive system used in buses and delivery trucks, enabling zero-emission operation. There are also the standard and advanced versions of the new-generation trailer electronic braking system “iEBS”, providing various integrated functions for the market, such as tire pressure monitoring. Meanwhile, this business provides relevant technical knowledge to ZF [pro]Service partners to achieve shorter installation and training times, so that they can maximize the vehicle’s uptime.

Finally, ZF Aftermarket anticipates the vehicle software applications that will experience rapid growth in the future. In this regard, ZF Aftermarket provides one-stop solutions for the independent aftermarket by not only aiming at seizing the opportunities brought by the continuously rising importance of Advanced Driver Assistance Systems (ADAS) in existing vehicles on the road, enabling the independent aftermarket to gain profit margins, but also offer diagnostic solutions to better serve new vehicles on the road. The ZF [pro]Diagnostics MultiScan 001



Commercial Vehicle Diagnostic Tool is launched in China for the first time. This tool provides multi-brand and multi-system diagnostics for commercial vehicles, covering vehicles of various fuel types.

Besides products, the brand places a strong focus on core customer groups to see where value can be added for them. ZF have also supplemented their service portfolio for their ecosystem partners. For example, the ZF [pro]Academy is a comprehensive training program for passenger vehicle and commercial vehicle technologies. Mechanics from repair shops in cooperation with ZF Aftermarket can participate in training courses on chassis, braking and steering technologies, vehicle electrical and electronic systems, and high-voltage electric drive systems. Among them, the training courses on high-voltage electric drive systems and chassis of electric vehicles cover high-voltage safe operation, electric drive systems, power batteries and electric vehicle chassis. In 2024, a total of 22 000 mechanics were trained in 9 ZF [pro]Academy locations in the Asia-Pacific region. By equipping technicians with cutting-edge knowledge, ZF Aftermarket supports the optimization of the entire aftermarket value chain.



As a pioneer in the global automotive aftermarket, ZF Aftermarket has always been adhering to the principles of giving priority to efficiency and foresight. The largest aftermarket distribution center in the Asia-Pacific region has been established and put into operation in Kunshan. It has intensified the sharing of electronization and informatization to improve the efficiency of customer service through digital services and achieve “excellent operations facilitating growth”. Meanwhile, a new logistics operation center was newly established in Malaysia this year, aiming to take

advantage of its geographical location to cover various Southeast Asian countries, ensuring the timeliness and accuracy of the supply of customer parts. Through the coordinated progress with partners, the response speed of products and service support has been improved, the business turnover has been accelerated, and the waiting time of customers has been reduced, comprehensively enhancing the satisfaction of after-sales service. Provide the correct ZF Aftermarket products at the right time, in the right place, with cost savings and controllable quality, and minimize resource consumption and emissions as much as possible to gain a foothold in the highly competitive market.

By focusing on customer-centered strategies and engaging in local markets, ZF Aftermarket ensures long-term growth in the region. These local initiatives in China not only cater to the domestic market but also formulate strategies for its position in the global landscape. By paying attention to local needs, establishing partnerships, driving innovation, and strengthening customer service, they are creating a powerful framework that benefits both their business in China and their global operations.

Testament to this was the signing of a cooperation agreement during the exhibition. ZF and Kian Chue Hwa (Industries) Pte Ltd (KCH) are excited to announce a strategic collaboration aimed at enhancing service readiness across the ASEAN region. This partnership will help them improve operational efficiency, strengthen their collaboration, and better meet the growing demands of the market.



By combining their respective expertise and resources, they aim to deliver faster, more effective solutions and enhanced technical support to customers in the region. In the spirit of ZF's motto, this collaboration reflects the shared commitment to providing superior service and commitment to customers across the ASEAN region.

The push for digitalisation and sustainability is synonymous with the ambition of ZF to strengthen trust in ZF Aftermarket's partnerships. At the moment when the entire automotive industry is undergoing a transformation towards a data-driven economy, the decision-making process is also changing, especially for fleet operators who are increasingly focusing on managing uptime (UPTIME) and total cost of ownership (TCO). In response, ZF offers digital solutions tailored to these needs, providing tools to improve operational efficiency. Additionally, software- and cloud-driven maintenance is crucial for maximizing mobile uptime, and digitization is the key to elevating the aftermarket to a new level in terms of maximizing uptime. It's about creating better expectations, efficiency, and quality throughout the entire value chain. At the event, delegates could experience first-hand what this would mean for their businesses and how it will impact their operations.

In China, ZF is taking the lead in this regard. For example, through the provision of artificial intelligence-guided maintenance services for fleets and mechanics, or use artificial intelligence to offer remotely guided repair support for workshops. Other examples include ZF's commercial vehicle aftermarket solutions, which unlock aftermarket solutions for commercial vehicles with one click, and the introduction of the ZF [pro]Diagnostics MultiScan 001 commercial vehicle diagnostic instrument into the Chinese market. This solution has already received positive feedback from fleet customers.

Remanufacturing is an important part of ZF's sustainable development strategy. ZF's remanufacturing business started in the 1960s. Currently, it has 20 remanufacturing bases around the world, distributed in 11 countries and regions, and there are more than 5 500 types of remanufactured products based on part numbers. Compared with manufacturing new parts, remanufacturing used




automotive parts can save resources and avoid carbon dioxide emissions. The company has set itself the goal of achieving climate neutrality by 2040. ZF is now one of the largest suppliers of remanufactured automotive parts in the world.

Since last year, ZF Aftermarket has accelerated the development of remanufactured products in China. Besides the existing automatic transmissions, valve bodies, transfer cases, and steering gears, control arms and air pumps will also be launched soon. The remanufactured products in the subsequent plans also include air suspensions, new energy reducers, new energy air-conditioning compressors, and inverters, etc.

This year, the ZF Aftermarket remanufacturing factory will be relocated to the COMAC Park in Lingang bonded area. Thanks to the strong support of the bonded maintenance policy in the Lingang Special Area of Shanghai Free Trade Zone, the new site has brought greater possibilities for the expansion of ZF Aftermarket's remanufacturing and future service product lines. The establishment of the new site has also expanded the coverage of business services, enabling ZF Aftermarket to integrate and coordinate global resources. While highlighting the important position of the Asia-Pacific market, it strengthens the collaborative advantages of local management and resources, radiating the entire Asia-Pacific and even the global market with one remanufacturing and service centre, forming sharing, linkage, and complementarity among various remanufacturing outlets, and gradually expanding from the domestic market to the overseas market. ZF Aftermarket is expected to complete the official relocation by the end of this year and plans to start trial production in the first quarter of next year.



ZF will also continue to strengthen their local partnerships to ensure that the brand maintains close connections with mobile users. Through cooperation with dealers, repair shops and fleets, ZF ensures the delivery of seamless and reliable services. This commitment builds trust and enables partners to provide consistent maintenance and repair solutions, maximizing vehicle uptime.

ZF Aftermarket is actively embracing future trends, responding actively and quickly to cater to the diverse changes in the market, ensuring that we are fully prepared to meet the demands of the future automotive aftermarket while guaranteeing to meet the demands of today, and working Together to Maximize Mobility Uptime. 



Driving Excellence with Diamond Technique: Supporting Brands Through Dtec Plus



Diamond Technique Sdn Bhd, a trusted name in Malaysia’s commercial vehicle spare parts industry, stands at the forefront of quality and innovation. With a strong portfolio that includes authorized distributorships for globally renowned brands such as BF, BMTS, CEI, COJALI, ELRING, KS (KOLBENSCHMIDT), D.TEC-PARTS, HENGST, LEMA, MAHLE, MONROE, PRIME-RIDE, SKF, SCHAEFFLER, TRW, TEXTAR and WABCO, the company is committed to delivering exceptional solutions to meet the growing demands of their customers.

Introducing Dtec Plus: A Marketing Campaign to Elevate Excellence

Diamond Technique’s staff has a deep understanding of the importance of empowering their brand partners and customers alike. The Dtec Plus marketing campaign is designed to amplify the presence of the brands they represent, ensuring they receive the spotlight they deserve in the competitive automotive spare parts industry.

This campaign focuses on showcasing the value and reliability of the products Dtec Plus distributes, offering dedicated promotions, tailored outreach programs, and educational initiatives to strengthen brand loyalty and awareness. Whether it’s highlighting cutting-edge technologies or precision-engineered solutions, Dtec Plus serves as the bridge between global innovation and local demand.

Strengthening Relationships, Driving Growth

Through Dtec Plus, the aim is to support workshops, fleet operators, and distributors by providing them with the knowledge and confidence to choose the best products for their needs. This initiative is not just about marketing; it’s about fostering deeper connections with their customers and reinforcing the trust that has been the cornerstone of our operations.

Our Commitment to Quality

Aligned with our company slogan—“Our parts, our hearts”—Diamond Technique strives to bring only the best to our customers. Each brand in our portfolio is selected for its proven track record of quality and performance, ensuring we deliver solutions that truly make a difference.

A Shared Vision for Success

“As we continue to grow and evolve, Dtec Plus stands as a testament to our dedication to the brands we represent and the customers we serve. Together with our partners, we are building a future where quality, innovation, and trust lead the way,” said Poh Hong Law, General Manager, Diamond Technique. 📌





From First Impression to Passion

Making a case for the use of buses, this passionate bus operator shares his insights into how to ride the current resurgence of demand for road transportation.

His career has certainly been a very illustrious and exciting one. Having started his business in 1994, his passion has since enabled him to grow his fleet to a total of 60 buses in total. A familiar sight in Managing Executive, Cityline Global Pte Ltd's Director, Desmond Ong, shares some of his insights into how he is capitalising on the current need for road transportation. Pointing out that he himself has been a driver first and foremost when he started out, his passion for Volvo buses is steeped in the first experiences he had as an operator. "Back then, it was a difficult choice which chassis to use. I poured everything I had into this business and the choice had to be the right one, one that would set me up for success."

Not putting all his eggs into one basket, Cityline Global now offers two related, but vastly different transport services: within Singapore his buses ferry workers whereby his coaches ply routes to Malaysia's cities of Melaka, Kuala Lumpur and beyond. For his coaches, Volvo chassis are the preferred choice. Stressing the point that these are double-deck buses to be able to maximise profits and comfort, his choice is based on the fact that the Volvo chassis are extremely stable on the road. Here, safety is a crucial aspect, which he would not want to compromise on. What he observed is that there is an increased demand for coach services at the moment, whereby he is beaming with joy when reporting that his service is "Better than flying as you are oftentimes faster, and



our coaches are more comfortable." Drivers, whenever they have to switch to another brand within his fleet are known to complain as they, too, value the ride comfort and safety features.

For both services, Ong has identified reliability as a key issue to focus on. Hence, he would not want to risk any breakdown or surprising downtime. Workers depend on the buses to reach their places of work while being stranded along the highway is a situation best to be avoided. Consequently, Ong insists on his Volvo buses to be serviced in Volvo's workshops. "From my experience, this is the best option as the technicians are trained on these vehicles, they are experts, which mechanics in independent workshops are not." His strategy is working well for him as there have been no major

issues ever. Ong in particular praised the fact that the Volvo service extends into Malaysia, giving him peace of mind.

Being someone that is happy to experiment, Ong was the first Volvo customer in Singapore to add a B13R to his fleet. Full of praise for the vehicle, he is reporting that the bus is still going strong without any problems. Ong told Asian Buses that the initial purchasing price has not been a very low one, however, he has since come to appreciate the equipment as it turns out to be a real money maker. Commenting on the current direction taken by Singapore's government, he is hoping to be able to add more 12.5 meter-long buses to his fleet. With the extra half meter compared to the current permissible vehicle length, he is able to fit more seats and thus make more money while not running a significantly longer vehicle. Ong still drives occasionally himself, thus he echoes the views of his drivers while being able to argue the business case.

With the next evolution of his business, Ong hopes to be able to add electrified buses to his fleet. The new technology promises to be aligned with his business goals, however he is cautiously optimistic, saying that "Currently, the Volvo chassis are state-of-the-art, however we would need to work out how to operate them, considering that the charging infrastructure is still not sufficient. However, we would be very keen to try a Volvo electric bus to start gaining experience with this technology." ■



Joyce Antar Drives a Shift for Scania Malaysia

With her ideas and directions already being felt, Scania is challenging market conditions while preparing for one of the biggest shifts in the transport industry to happen.

“My first task was to learn everything that there is about the people, employees as well as customers, the conditions in which we operate, how we operate and how we, as a brand, are performing.” Joyce summed this up by describing this as finding out how Scania gets things done. Forming the strategy are the two questions as to what the goal is for the company to be and the personal goals for the tenure. Looking then to the external stakeholders, Joyce is keen to meet customers in order to gain insights into what their experience is with Scania. This allows her to learn from the company’s history and to form a direction where to go. “The history of the brand cannot be changed and it will not be telling you where to go, however, you can derive a direction from it.” From there, the steps towards the goal she sets out can be plotted.



Joyce found that not only did she get highly positive feedback on the products; the customers were also highlighting the great support given by the entire team at Scania Southeast Asia and Scania Finance. This includes the support provided, service network, financial services and most importantly, the people and their relationships with the market. Heading Scania Southeast Asia, Joyce finds herself in a role that is a natural development from her previous experiences. Having worked for a decade in purchasing, it is her understanding that trust is at

Having arrived in January 2024, Joyce had the opportunity to thoroughly familiarise herself with the Malaysian market. When taking over the duties as Managing Director - Scania Southeast Asia, her strategy for the market had been formed and readied to be rolled out. Meeting her for this Asian Trucker exclusive, she details how she is planning to grow the brand beyond the current position. “Whenever I enter a new market, I arrive with no preconceived perceptions, I am here as a blank slate, ready to learn,” she said opening the discussion.

the heart of any relationship between customer and vendor. These are where the opportunities lie to form lasting bonds where the communication allows for candid discussions about the shortcomings, as perceived by the customer, and the brand. It is the collaboration between R&D, production and purchasing that creates the products that the market demand. "Having been on the customer-side of the operation, I can apply my insights to the commercial operation here now. And what I don't want to hear is that everything is perfect, as that eliminates the opportunity to improve, to grow."

Having experienced Malaysia for almost a year, a surprising aspect emerges that has left a mark: there seems to be an apparent lack of awareness and adherence for road safety practices. "There is a push towards safer roads, but somehow, these good intentions seem not to take hold." Seeing the improvement of safety, not just on the roads, but in general, as a duty, Joyce vowed to have this topic on her agenda.

Each of us, as individuals, have stories to tell: the market has taken note of the fact that her appointment has been a hat-trick, the appointment of the third female managing director for Scania Southeast Asia. However, with a career in Scania starting in 2007, she has noted that she has always been somewhat different and always been able to make her uniqueness her advantage. "Imagine, when I started in the head office, I was not an engineer, and was not born in Sweden. And yes, I was a woman, working in an industry dominated by men." As a child, growing up in a foreign country, initially, she wanted to fit in. However, growing up, she departed from this idea, where Scania allowed individuals to strive because of their individuality. It was there, where Joyce realised that listening to different perspectives can nurture creativity and lead to better results. "The industry has changed. We now have females heading some of the biggest brands in the world, which is an inspiration for all women in the world as they are being shown a role-model that demonstrate that anything is possible." Scania has long since practiced an approach based on inclusivity, whereby the career path is set up at the point of hiring. "I have arrived here today, as a result of Scania's continued focus

on embracing and harnessing diversity and inclusion. This includes forming teams with diverse cultural backgrounds, ages, experiences and educational backgrounds."

Although Scania is an established brand with an extensive service network, support functions and a comprehensive product line-up, running the business is not without challenges. Challenges, as Joyce put it, depend on the timing. In the case of the Malaysian market, Joyce took over at the helm of the company in a very challenging time. "We have introduced a new generation of trucks and buses, which required the market to adapt to the new product and pricing structure amidst the upgrade of the emission regulations." It can be noted that the business framework is oftentimes challenged by rapidly and drastically changing conditions.

Scania Southeast Asia is also operating in Singapore, where the BEV (Battery Electric Vehicle) journey is off to a successful start. Having sold one of the biggest electric truck fleets outside Europe in Singapore, Scania is well prepared to roll this out in Malaysia as well; government support is one of the issues that Joyce highlights as a factor for the successful implementation of the new vehicle type. "We now see an increased interest in electric vehicles, especially from the bus market." Assuring the market that Scania will be ready to handle the new technology, workshops are being prepared for the arrival of electric vehicles.

Making it a point to understand the market, Joyce has visited all of the Scania workshops to connect with her colleagues. She has also met with numerous clients, many of whom started with a Scania as their first truck. Challenging common perceptions, Joyce posits that Scania is not a typical B2B company, but a people business. Now putting people at the centre of the brand, Joyce's strategy going forward will be much more people oriented. "Knowing that we have the best products in the market, we now put people and our services forward." Growing the brand will be a challenge, however, Joyce is confident that she can succeed and is extremely happy to have made the move. Making Scania Malaysia her home was easy as the business encapsulates the core values she herself aims to live by.

Encapsulating the idea for growth, Joyce told Asian Trucker that Scania is about evolution, not revolution. In her words that means that Scania has a long history of success and that the brand will continue to build success through continuous improvements. With this in mind, customers can expect to be offered enhanced services and empowered retail operations. Talking about customer obsession, Scania Malaysia views the retail teams as the most important teams facing customers and hence, they should be bolstered in their dealings with customers. "Scania employees are extremely passionate about supporting our customers' profitability and sustainability journey. We continue to harness this, by putting our customers in focus to be closer to them and to be able to better serve them; staff will have more interactions with customers. I myself want to be out in the field as well, as much as 70 percent of my time." 📌





Grand Opening of Sun Bus Tech's Johor Facility

Mr. Phang Sun Wah commented, 'This facility is not just about manufacturing buses; it's about pushing the boundaries of what is possible in sustainable transportation, setting new standards that extend beyond conventional methods. We are excited to have already secured significant contracts from regional and neighbouring governments, positioning Sun Bus Tech as an industry leader.'



Yang Berhormat Tuan Ir. Ts. Mohamad Fazli bin Mohamad Salleh stated, 'The establishment of Sun Bus Tech's manufacturing plant is a good example of Johor's dedication to becoming a sustainable and eco-friendly state. This venture is not only about creating green jobs and significantly reducing carbon emissions but also aligns with our broader vision for the Johor-Singapore Special Economic Zone (SEZ).'

Sun Bus Tech Sdn Bhd, a Malaysian leader in bus and bus body manufacturing, celebrated the opening of its advanced facility in Senai Airport City, Johor, on October 11, 2024. Headquartered in Johor, the subsidiary company of Sun Wah Group is a leading player in the transportation industry, specialising in the construction of high-quality bus bodies for both conventional and electric vehicles. The company's venture aligns with the state government's broader vision of promoting innovation and economic growth via the Johor-Singapore Special Economic Zone (SEZ). The eco-friendly plant has been designed to produce over 500 commercial vehicles annually.

The event was officiated by YB Tuan Ir. Ts. Mohamad Fazli bin Mohamad Salleh, Chairman of the Johor State Public Works, Transport, Infrastructure, and Communications Committee, and Deputy Minister of Investment, Trade, and Industry, YB Liew Chin Tong, who addressed the invited guests, including key stakeholders and staff.

The 400 guests who attended the event were welcomed by Mr. Phang Sun Wah, founder and chairman of Sun Bus Tech; Ms. Shyan Phang, CEO of Sun Bus Tech; and Mr. Peter Phang, General Manager of Sun Bus Tech.



Singapore Special Economic Zone will also strengthen Malaysia's position in regional and global supply chains.'

Sun Bus Tech is not only a pioneer in producing traditional buses but is also set to lead the industry with its revolutionary electric buses, equipped with Malaysian technology imported from Europe. The company's new facility incorporates innovative and sustainable technology that reflects a commitment to promoting environmentally friendly and efficient transportation solutions.

The company has partnered with global leaders such as Carrosserie HESS AG and Scania to enable them to implement industry-first advancements through transferring top-tier technologies. For example, the integration of patented aluminium technology provided by HESS represents a significant industry breakthrough.

During the event, Sun Bus Tech also unveiled its success in developing the Model T for electric vehicle manufacturer Foxtron. The unveiling of this technology highlighted Sun Bus Tech's capability to manage sophisticated projects for global industry leaders such as Foxtron. The unveiling was witnessed by Michael Kuo, Special Assistant to the CEO of Foxtron Vehicle Technologies Co., Ltd., a Foxconn subsidiary.

With over 50 years of industry experience, Sun Bus Tech is proud to redefine public transportation by producing reliable, long-lasting, energy-efficient, and eco-friendly transport solutions that meet international standards for quality and performance for markets in Malaysia and beyond. The company plans to continue as a prominent player in the transportation industry, specialising in constructing high-quality bus bodies for both conventional and electric vehicles.

Side Bar

A Conversation with Sun Bus Tech Senior Management

In an exclusive interview, Asian Buses talked with Ms. Shyan Phang, CEO of Sun Bus Tech, and Mr. Peter Phang, General Manager of Sun Bus Tech, to learn more about the company.

What is the secret to your stellar rise? While the company only began in 2022, our father started as an apprentice working on timber trucks in 1960. Later, he ventured into the bus industry by launching a coachwork fabrication



business. The company has now teamed up with global partners who are at the forefront of bus technology. Our expanded operation enables flexible production, and the quality of our products ensures bus lifespans of at least 20 years.

What are the reasons for the new facility, what is the investment, and what innovations have been incorporated? Sun Bus Tech has invested RM150 million in this new facility, and because we strive to produce eco-friendly products, our new facility is based on sustainable principles. Shyan Phang added, 'We believe in producing buses that meet growing demands for sustainability with a lower carbon footprint, so it was only natural that we incorporated green design features such as solar panels, other energy-efficient systems, and rainwater capture into our new headquarters.'

What is the annual capacity of the new facility?

'We have planned for the future with a capacity of 500 buses per annum while our current output is 100 units,' commented Peter Phang.

What makes Sun Bus Tech buses special?

The buses produced are all technologically advanced and reliable. Being one of Asia's few bus producers using aluminium, our expertise lies in producing bus bodies tailored to various chassis configurations, ensuring superior structural integrity and value. The company offers a comprehensive range of solutions covering every stage of the vehicle lifecycle, from design and construction to maintenance and digital platforms for real-time fleet monitoring. Furthermore, Sun Bus Tech does not compromise on quality.

Do you expect to export your buses?

The company currently exports buses to Singapore, Taiwan, and Hong Kong.

What are the current challenges and opportunities in the Malaysian bus manufacturing market?

The market appears to be still cautious post-COVID, although we have noticed business is picking up. Peter Phang commented, 'While we have to contend with cheaper competitors, we believe that we offer the best product for those seeking the latest technology and a bus that lasts longer. We offer European technology at a Malaysian price.'

If you could change legislation, what would you adjust to be able to run your business in a more efficient manner?

Without hesitation, Peter Phang said, 'An age limit on buses. There are too many old buses on the Malaysian roads, and they present a safety hazard to other road users.'





Alpha (M5) Minibus from Truckquip: A New and Noteworthy Option



While the industry slowed during the COVID-19 pandemic, tourism has since picked up again, with visitor numbers nearing or even exceeding pre-pandemic levels. As a result, the demand for both buses, and minibuses, particularly in the tourism sector, has increased in parallel.

The minibus market in Thailand is quite large, with vehicles in use across all regions, serving both regular and non-regular routes, particularly in tourism. These buses operate in Bangkok and key tourist cities such as Phuket, Pattaya, and Chiang Mai.

Before the government's regulatory changes, the minibus industry did not attract much attention as vans dominated the scene. However, with new transportation regulations, minibuses have emerged as a replacement for short-distance travel (less than 300 km). This has rejuvenated the industry, with minibuses now being imported from Japan, China, besides those produced locally. There are also options with alternative energy sources in this sector.



Tanjong Automotive is a well-known company in the commercial vehicle sector in Thailand, having previously imported and distributed various brands of trucks. With over ten years of history in the country, the plan is to introduce more vehicles to Thailand. Today, its subsidiary Truckquip Sdn Bhd from Malaysia, which has a bus body production and assembly plant meeting international standards, is bringing its minibuses to the Thai market.



Truckquip has been active in the Thai market for some time, working with Volvo Trucks (Thailand) to deliver custom bus bodies to Thai customers. Asian Trucker had the chance to review one of these buses, delivered to Vimoltip Transport, and found the quality to be impressive.



Truckquip's minibuses are not only sold in Malaysia but also in Hong Kong and Singapore. In Singapore, products must pass stringent quality checks before being allowed for commercial use, highlighting the high standards required.

Truckquip has set up an office in Bangkok, within the premises of Tanjong (Thailand) in Pathum Thani. Initial marketing efforts have begun, primarily targeting professional drivers through small events in Rangsit and Bangkok's Ekkamai bus terminal.

Tourism business attendees in Phuket found the buses comfortable and capable of handling local road conditions. They viewed Truckquip's minibuses as an attractive option for their businesses, although the company will need time to establish itself in a market with well-established competitors.

Truckquip plans to market two models, the Alpha M5 and M8, with the M5 (the shorter model) being the initial focus. The M5 is described as agile and well-suited for city use.

In terms of fuel efficiency, the minibus offers about four kilometres per Liter in heavy traffic, seven kilometres per Liter when empty on long trips, and six kilometres per Liter when fully loaded.

The showcased model was a standard version, and customers can customize the interior, including seating arrangements, to suit their needs, particularly for tour operators.

Following the Phuket event, the Truckquip team continued to Hat Yai. The minibuses made a strong impression with their attractive design, high-quality engine and transmission, and adherence to high standards. Truckquip recognizes the importance of after-sales service and plans to partner with local service providers across Thailand, in addition to its main service centre in Pathum Thani. They also plan to introduce mobile service options and train customer mechanics in basic maintenance. Truckquip has already stocked spare parts, and Nissan engine parts are easily available in the market. The starting price in Thailand is just over two million baht. ■

Recently, the company expanded its marketing efforts to Phuket and Hat Yai, targeting tour companies and regular bus operators. Asian Trucker attended the Phuket event and got a firsthand look at Truckquip's minibus.

At the event, attendees learned about Truckquip's Malaysian factory, which boasts a water test system to check for leaks in the bus body. This is a crucial test, especially as key markets for the minibuses are in regions with high annual rainfall. Truckquip's system ensures that after testing, customers can be confident their buses are leak-free.

The minibuses are powered by Nissan diesel engines, known for their efficiency and ease of maintenance. Spare parts are readily available, and general mechanics can handle certain repairs as the systems are common in the market. However, users are urged to seek the advice of authorised workshops for their maintenance and servicing needs.





Driver behaviour analysis has also become a key focus. Telematics systems now track factors like harsh acceleration, braking, and speeding, providing insights that reduce accidents and vehicle wear. Geotab has introduced driver safety scorecards to incentivise safe driving habits, integrating rewards programs that boost driver motivation.

AI-Driven Safety and Operational Efficiency

Geotab leverages artificial intelligence (AI) to predict risks and enhance safety. For instance, its Safety Centre analyses anonymized data from 4.6 million connected vehicles to calculate collision probabilities and benchmark against other similar fleets and best-in-class. By pinpointing high-risk drivers or vehicles, fleets can implement targeted training and coaching programs.

Generative AI also plays a significant role. Geotab’s proprietary solution, Geotab Ace, enables users to generate actionable reports from telematics data using simple queries. This innovation bridges the gap between raw data and practical decision-making, empowering fleet operators to optimise fuel economy, reduce idling time, and streamline logistics processes. Ching explained that “You must give the context to the data. So, the good news is that now we do have a solution called Geotab Ace that essentially operates like your ChatGPT.”

A Fully Integrated Ecosystem

Geotab’s telematics solutions are designed to integrate seamlessly with broader IT ecosystems, including CRM, finance, and accounting systems. This modernised approach ensures data is easily shared through APIs and safeguarded by robust cybersecurity measures. Such digitalisation enables automation, improves operational efficiency, and delivers a strong return on investment (ROI).

The Road Ahead

With advanced AI capabilities, integrated ecosystems, and a focus on actionable insights, Geotab exemplifies how telematics can future-proof fleet operations. Its comprehensive solutions empower fleet managers to enhance safety, efficiency, and sustainability, delivering value well beyond the traditional track-and-trace model.

Geotab, a global leader in telematics, offers cutting-edge solutions that go far

The Next Step in the Evolution of Telematics

With millions of connected vehicles, Geotab is deriving insights into running fleets of any size in any environment. Modern AI provides the best course of action to further build upon data gathered.

Geotab, a global leader in IoT and connected transportation, has expanded its global presence into Southeast Asia with the opening of a new office space in Singapore in 2021. With nearly a dozen offices throughout North America, Europe and Latin America, Geotab’s location in Southeast Asia Geotab’s new Singapore location is home to a local expansion team of Geotab employees as the company looks to deepen its relationship with a market that boasts a combination of a growing economy and a proactive approach to clean, smart transportation. By providing businesses with greater visibility into their fleets, including areas such as idling times, vehicle uptime and predictive maintenance, harsh braking incidents, electric battery usage and more, Geotab enables stronger compliance to regulatory changes, helps to improve driver and community safety and amplifies existing smart city efforts.

Telematics has moved far beyond its origins in basic GPS tracking. While early adopters primarily used track-and-trace systems for real-time location tracking and dispatch, modern telematics offers far more sophisticated capabilities, as evidenced by Geotab’s innovations. Jared Ching, Business Development Manager, SEA, Geotab, provides an update on the advancements of telematics, offerings by Geotab and how he and his team will assist transporters in achieving better bottom-line results. To open the discussion, Ching summarised that “Customers are now exploring vehicle-centric, driver-centric, and safety-centric data, enabled by advanced devices and sensors integrated into streamlined digital ecosystems.” Evolution of Telematics

Modern telematics harnesses vehicle data directly from engine control units (ECUs). This information provides deeper insights into fleet operations, such as fuel efficiency comparisons between vehicles and predictive maintenance based on engine fault codes. These capabilities help fleet managers prevent costly breakdowns and minimise downtime.

beyond traditional track-and-trace systems. By leveraging advanced technologies, Geotab empowers fleet operators with actionable insights into vehicle and driver performance, enabling increased efficiency, safety, and sustainability.

Singapore is an ideal testbed for us as we can learn a lot from the densely packed urban landscape

One of Geotab's standout capabilities is its ability to analyse trip anomalies. By narrowing down irregularities—such as unusually long stops—managers can pinpoint issues, understand on-ground challenges, and implement corrective measures. This level of analysis reduces inefficiencies, enhances productivity, and eliminates repeat occurrences of preventable delays.

Small Place, Big Learning

Geotab's telematics systems excel in diverse urban and regional contexts. For compact environments like Singapore, the focus extends beyond tracking to understanding complex factors like traffic density, weather impacts, and urban driving safety. Similarly, for sprawling cities as found in many of the countries in Southeast Asia, the same insights scale to address unique regional challenges. These solutions ensure improved safety, optimal route planning, and reduced vehicle downtime through proactive maintenance alerts, helping businesses minimize repair and operational costs. "Singapore is an ideal testbed for us as we can learn a lot from the densely packed urban landscape," Ching said.

The platform also caters specifically to different vehicle types, including trucks and buses. For trucks, the emphasis is on cargo efficiency, fuel management, and route optimization. Meanwhile, buses benefit from features aimed at passenger comfort and safety, such as monitoring braking severity, speed, and cornering. Geotab's telematics also accommodate the unique complexities of buses, including more extensive sensor setups to manage their operational intricacies.


Data and Protection

Security and data protection are integral to Geotab's offerings. With ISO certifications, AES-256 encryption, and FIPS 140-2 military-grade encryption, the company ensures robust data privacy and cybersecurity. These measures guarantee that sensitive fleet information remains secure, complying with global standards like GDPR.

Geotab's solutions also address sustainability, enabling clients to align telematics with their environmental goals. By analyzing fuel consumption and vehicle efficiency, fleets can reduce emissions and optimize energy usage. Furthermore, the platform's compatibility with evolving technologies like autonomous vehicles highlights its forward-looking design, demonstrating how telematics can complement advanced systems for geo-fencing and operational monitoring.

You must give the context to the data. So, the good news is that now, fast forward to two years later, we do have the capability solution called Geotab Ace that essentially operates like your ChatGPT



With 4.6 million connected vehicles globally, Geotab continues to lead the telematics industry. Its ability to deliver scalable, insightful, and secure solutions positions it as a preferred choice for fleets across Southeast Asia and beyond, offering unmatched reliability and innovation in vehicle-centric data management. 

Telematics in Practical Applications

Telematics systems generate a lot of data. However, this data is only as good as the analysis that derives, providing the insights. For example, not always is an incident being flagged one that requires investigating or analysis. The very first thing that Geotab will do is to deal with the concept of false exceptions. One can look at 100 events that has been identified by the system with an alert to the operator, flagging it as incidents that need attention. The question is how to take it one step further to actually help to reduce these from 100 to five that indeed require attention through algorithms or backend filtering?

Geotab's system is telling operators that these five incidents actually have a very high chance of being out of the box or anomaly. The next thing to do is to zero in. Geotab deep-dives into these five incidents to see what the details of this existing trip are. As an example, a driver may spend an exceedingly long amount of time in a particular place. Through the tracking, the operator actually can know where the vehicle has been, which warehouse is he in, which delivery places have been serviced. And then, the last thing that the operator or management needs to do is to understand from the ground itself. There might be a very logical reason why there is a five-hour wait in a certain place and it would be totally normal. By applying this concept, Geotab would weed out instances that would give an operator an alert, although there would be no reason for an intervention. By eliminating all such instances, the operation will be streamlined with the data pointing only at the real issues where an improvement can be achieved.



Kian Chue Hwa, Allegiance and ZF take Customers on Study Visit to Shanghai

Following the Automechanika Shanghai, Kian Chue Hwa, Allegiance Malaysia and ZF jointly hosted Malaysian end-users to visit high profile clients for live demonstrations of the latest innovations in digitalisation of transportation.

During the Automechanika Shanghai 2024, ZF lead with a push for digitalisation and sustainability. To strengthen trust in ZF Aftermarket's partnerships, the German technology manufacturing company and Kian Chue Hwa Industries Pte Ltd (KCH) invited members of the Negeri Sembilan Lorry Operators' Association (NSLOA) to visit reference clients in Shanghai. The purpose, as Kenneth Tang, Head of Asean and Taiwan, ZF Aftermarket, put it, was to "Demonstrate the capabilities and possibilities transporters have by using ZF's innovative digital tools first hand." In order to spread the word and knowledge, the group of Malaysian visitors was chosen as they are a good representation of Malaysian businesses. With over three decades of partnership with KCH, the visit was to underline the recently signed Service Collaboration Agreement, which further strengthens the ties between the partners.

At the moment the entire automotive industry is undergoing a transformation towards a data-driven economy. On a large scale, decision-making process is changing, especially for fleet operators who are dependent on high uptime and dependability in their fleet. ZF offers digital solutions tailored to these



needs, providing tools to improve operational efficiency. Visiting ZTO Express as one of several companies in Shanghai, ZF demonstrated how a partnership will work, supporting the ambitions of large fleets.



Operating across the western part of China, the company manages drivers, whereby females represent a growing number, using online applications developed in-house. Route planning, as done in the massive operating room, includes considerations such as the tyre choice for the trucks as it traverses varying climatic conditions. Drivers are managed remotely, with preventive maintenance for their vehicles being scheduled into the routes. ZTO Express was chosen to highlight how ZF, through modern technology can assist those with

extremely large fleets. It was learned that the volume of movements ZTO Express handles is simply too large to be managed without harnessing the power of IoT.

Focusing on technology to enhance efficiency, another company, Feiyi Technology, is to develop their own batteries for electric trucks. The CEO, heading this development is an ex-manager of ZTO vehicles. Having considered other alternative fuels, such as Hydrogen, it was decided that BEVs (Battery Electric Vehicles) would be the best way forward, given the availability of power along the routes served. Similarly, the fleet management system is a proprietary development. Having evaluated third party systems, ZTO Express decided against them as they could not cope with the volumes of data harvested from the various business divisions. Summing up the visit to ZTO Express was one participant, saying, "This is the first time I am visiting such a huge company in China and there is just one word that is needed to describe this: massive. Which perfectly describes everything that they do here in China." He further said that the size of the country necessitates the size of the operations while being convinced that Chinese companies are ready to do even better and more, harnessing the power of modern technology. Together with Allegiance Malaysia Sdn Bhd (Allegiance), he is aiming to bring the insights to other members of NSLOA.

Talking about the purpose of the trip, Ivan K H Lin, Managing Director of Kian Chue Hwa, told Asian Trucker that the activity is a very targeted one. Having picked a small number of selected end-users, he emphasised that this is done with purpose. "Those who have now experienced this, will hopefully carry the message back to Malaysia. Only when we convince the leading brands, others will follow." He opined that smaller players will always look up to the top brands, emulating their ways. Hence, the tour was not about bringing the most participants, but those that will become torch bearers.

Having gained insights into how aftermarket parts suppliers and distributors can support large-scale transport operations, the group was shuttled to another local company. At All-Group, telematics plays an important role as the 360 trucks in operation move

dangerous goods. According to the management team of All-Group, their aim is to improve the level of information utilisation. Thanks to the optimization of logistics solutions, they are enabled to improve vehicle dispatching and management capabilities, effectively integrating customer resources, transportation network, and information platform. The net result is to achieve logistics resource balance. Moving dangerous goods, telematics and on-board camera systems play a crucial role. It is not surprising that the company's motto is "All the time safe".

All-Group aims to establish a logistics and transportation network in major areas across the country. To do so, they depend on suppliers that support their ambition. As detailed during the visit, there is no compromising on the quality of parts as any faulty or malfunctioning can result in dangerous situations and even the loss of life. As a different extreme to ZTO Express, All-Group might be smaller, however, their operational excellence is equally important. To grow, All-Group is working closely with suppliers of spare and repair parts to ensure high uptime and safety.

The last stop during the tour was the ZF Jiaying Transmission plant. Taking the delegation through the factory, explaining in detail how the joint venture between Foton and ZF aims to provide the best possible gearbox solutions, members of the visit were able to see firsthand the leaps and bounds Chinese manufacturing has made Forward. As Lin put it "One has to see this. And once you have experienced what is happening here, you will no longer think of Made in China as a label of low-quality." In his words, the transmission plant is a testament to the capabilities of China. Now, with a number of end users having been to the plant, he hopes that there is a better understanding of what KCH and Allegiance are promoting when talking about quality products that will enhance the performance of fleets.

Noticeably impressed by what the group was able to experience, another member of the group said, summing up the two days "I did expect to learn something, but



it has been really overwhelming how far advanced transporters here are. What stood out is the fact that transporters here really embrace technology, GPS, to manage their fleets. Another difference he pointed out is the attitude of drivers towards such new ways, whereby Chinese truckers are happy to adopt new technology. "I highly recommend others to come to China and see for themselves, to learn and adopt," he said, heading to the next presentation on gearbox service through predictive maintenance. 📌



Fuelled for Efficiency: Picking the Right Diesel

Formulated to deliver superior fuel economy and an efficient drive: PETRONAS Dynamic Diesel Euro 5 with Pro-Drive is more than just fuel for your fleet




Diesel engines, as used in commercial vehicles nowadays, are nothing like the original invention. In the 1890s, Rudolf Diesel invented an efficient, compression ignition, internal combustion engine that bears his name. Early diesel engines were large and operated at low speeds due to the limitations of their compressed air-assisted fuel injection systems. Today, high-performing Diesel engines require matching fuels. Available at over 1 000 stations in Malaysia, PETRONAS Dynamic Diesel Euro 5 with Pro-Drive is a high-performance fuel solution that provides you with the confidence to overcome any challenges.

Whether on or off the road, PETRONAS Dynamic Diesel Euro 5 with Pro-Drive delivers superior fuel economy and an efficient drive - making your life simpler and better. This Diesel goes beyond just being a fuel as it offers a number of benefits. Firstly, it is an efficient fuel. Offering more responsive engine pick up and cruising allowing heavier loads up to 20 percent fuel economy improvement. This is based on industry standard and PETRONAS proprietary test method indicates 13 percent to 20 percent fuel economy benefit experienced by drivers. Test was conducted involving real 25 percent city driving and 75 percent highway driving whereby each vehicle has a designated average driver. Naturally, actual effects and benefits may vary according to vehicle type, vehicle condition and driving style, however, this is a testament to the performance of the fuel.

Secondly, going beyond being an energy carrier, PETRONAS Dynamic Diesel Euro 5 with Pro-Drive is also packed with powerful additives that protect the engine. Thanks to a hi-tech formulation, it cleans and protects critical diesel engine parts to prolong engine life with up to 99 percent power recovery. This was proven in tests based on industry standards measuring the additive cleaning efficiency on injector holes and internal diesel injector deposit. Considering the cost of downtime and extensive repairs needed when injectors are damaged or underperforming, this aspect of the fuel that a transporter will choose is of utmost importance.

A third advantage of the PETRONAS Dynamic Diesel Euro 5 with Pro-Drive is an easier engine start, less vibration and up to five percent greater acceleration power and up to three percent power gain for a smoother driving experience. Drivers will be

happy to hear about this as vibrations, over extended periods of time can negatively impact their health, especially their joints. PETRONAS recommends transporters to carry out their own tests to verify the results as the ones discussed here are based on common industry test measuring the power output of the test vehicle(s) and acceleration performance. Actual effects and benefits may vary according to vehicle type, vehicle condition and driving style.

Biodiesel is an option transporters may consider for specific missions. To consider using this type of Diesel, it is important to compare a regular non-additized diesel vs. additized diesel i.e., Dynamic Diesel with the same amount of bio component. Biodiesel which is produced by a biodiesel manufacturing plant is blended with conventional diesel at the fuel terminals based on a specific blending ratio which is seven percent, ten percent or twenty percent depending on the government mandate. Biodiesel is mainly used in diesel engine for retail and commercial sectors, however, it may also be used in road transportation. 

End of Life: When the End of the Road has been Reached

The day will eventually come when the truck has done its last trip. Too old to find spare parts, too costly to repair, outdated or outlawed, at some point the trusted vehicle will need to be taken off the roster and committed to the proverbial junkyard.

When should that happen though? Various models could be applied. There are some industries that are subject to stringent stipulations as to how old a truck can be. Maybe, at that time the vehicle isn't even out of warranty. The end of the Maintenance and Service contract could mark the end of the service in a fleet. I have met with companies that have departments tasked to calculate when the day arrives on which the upkeep of a truck is more costly than replacing it with a new one. In these cases, the vehicle may still be sold, entering a new life in a new fleet. It might be the end of the duty, but not the end of the life of a truck.

The discussions around end of life policies is tricky and complex. A great many considerations have to be made. The complexity is evident in the fact that Malaysia's government, as one example, has said in 2022 that such policy will be implemented. In 2023, however, the statement was that no such policy shall be implemented. Come 2024, the latest reports indicate that the government is re-considering the need for an end of life policy.

In view of the electrification of transportation, this discussion should be intensified again in my opinion. Trucks with combustion engines contain myriads of materials that could either be valuable and therefore should be recycled or hazardous materials which need to be disposed off accordingly. Either way, we can't just dump the old trucks in the sea or a landfill. Adding to the complexity of this are the batteries now found in electric trucks and the complexity around them being repairable, recyclable and reusable.

There is no question that we need to, eventually, decommission vehicles and have them handled properly at the end of their life. Considering the hazardous nature of some of the materials used in trucks, it should be obvious that the recycling needs to be done in a professional and controlled manner. I would echo one of my interviewees, who once stated that, if we want to have transportation, we also have to live with the fact that there is an impact on the environment. Reducing said impact as much as possible is the goal.

Just separating materials would not be good enough. The correct, proper process for recycling or disposal should be applied and we should owe it to our children



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to ensure that either process is done in the best, legal manner. How to handle the extracted materials should be advised by authorities or experts. It becomes apparent that the process of deregistration of trucks is not an easy task.

One issue that is typically discussed is the maximum lifespan of a vehicle before its life would be ended. I can surely see a point transporters make when they say that some vehicles are still profitable way longer than what a government stipulates. As long as a vehicle generates money, why not keeping it in the fleet. I guess this is the moment where the environmental considerations would have to come in. The truck may still be making money, but also belching out a lot of pollutants while going through spare parts at record pace. The latter also having an impact on the environment.

With economic growth, we can also expect an increase in trucks on the road. Consequently, the issue of having to deal with trucks at the end of their lifecycle is only going to become one that grows in parallel. I venture to say that indeed, we should have an end of life policy for commercial vehicles in place. If anything, this will also help with planning of production capacities in industries that would utilise recycled materials. 🚛

Coast to Coast: A Journey Across the USA in a Premium Sleeper Bus

On a road trip across the USA, one learns that there is a lot to the saying "Don't Judge a Book by Its Cover"



By: Lars Rinne

Following a successful client engagement tour in Vancouver, Canada, a Napaway coach—a luxurious Prevost H3-45 equipped with the innovative Butterfly convertible bus seats (Butterfly-Motorcoach)—was set to return to Maryland, USA, in the autumn of 2024. As the Co-founder & Commercial Director of the provider of the seating system, I seized the opportunity to accompany the driver on part of this journey. I was going to travel from Vancouver to St. Louis. As both an entrepreneur and a keen observer of life, this trip transcended mere transportation. It became an enlightening experience, deepening my understanding of the land, its people, and the art of mindful travel.

Setting Out: From Rainy Vancouver to Scenic Seattle

Our journey commenced on a rainy Monday morning in Vancouver. Equipped with my mobile office, 1.5kg of yellow M&Ms, and a six-pack of French spring water, I boarded the sleek coach. Nestled in one of the 18 convertible Butterfly-Motorcoach



suites—with sound-absorbing suede panels and real wood veneer—each suite seamlessly transforms 36 reclining business-class seats into 18 private flatbed pods with a 10cm thick mattress. From my seat behind the driver, I enjoyed panoramic views through the expansive windscreen—a perfect vantage point for savouring the scenic route and testing our design firsthand.

Our first leg took us southward across the border to Seattle and onward to Spokane. At the border, a curious officer questioned my decision to travel

across the USA by bus during this season. Perhaps doubting my honesty, he boarded the vehicle, only to be visibly impressed by the setup. "I've never seen anything like this before," he admitted.

In Spokane, we showcased the Butterfly seats to a local baseball team, explaining their versatility and unique ability to increase vehicle utilisation without altering the hardware between trips. These moments underscored the ingenuity of our design: the capacity to transform business-class seats into private pods catering to diverse passengers—from corporate executives and entertainers to athletes and holiday travellers. Witnessing our creation in action reminded me of the dedication and innovation behind it.

Conversations on the Road: Redefining the Role of Drivers

The bus driver, who just called himself J, soon became both a guide and a companion. His vast experience revealed the multifaceted role modern coach drivers fulfil. It dawned on me that these professionals are far more than chauffeurs; they are trained pilots, attentive flight attendants, skilled mechanics, and adept operations managers all rolled into one.

J recounted stories of navigating treacherous routes, handling mechanical challenges, and ensuring passenger comfort. One particularly vivid tale involved an unexpected mountain detour caused by snowstorms, showcasing the resourcefulness and resilience of these "road angels." They are essential in connecting communities and enabling safe journeys across vast distances.



Through the Rockies: Autumn Splendour in Montana and Beyond

As we left Washington and entered Montana, the landscape transformed into an autumnal masterpiece. The Rocky Mountains, adorned in hues of crimson and gold, stood majestically against misty valleys and snow-capped peaks. Traversing these terrains, following in the footsteps of Lewis and Clark's historic expedition (1804–1806), evoked a profound sense of history. A brief stop at Mount Rushmore left me awestruck by the colossal visages of four U.S. presidents carved into the granite cliffs.

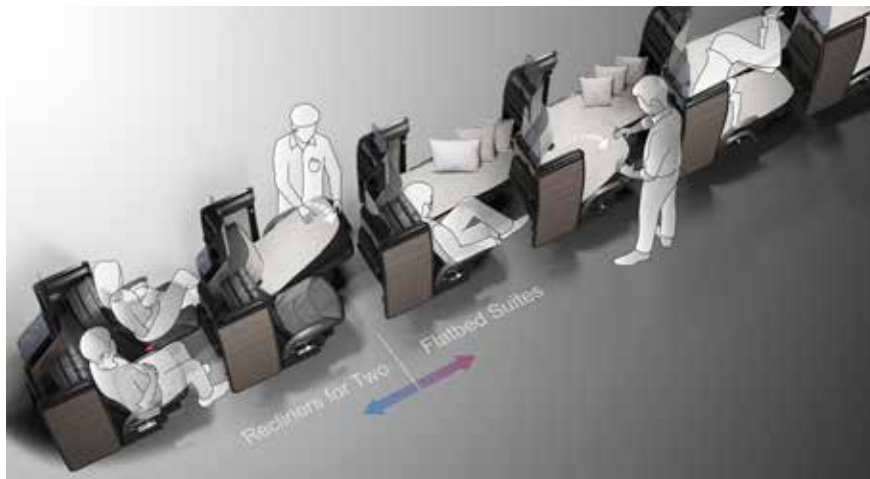
The immensity of the United States struck me here, reshaping my understanding of scale and perseverance. Covering over 1 000 kilometres daily, this week-long journey illustrated the sheer endurance required to traverse such vast and varied landscapes—a stark contrast to Europe's compact and interconnected geography.

Reflections at Each Stop: Culture, Coffee, and Challenges

At family-owned diners along the route, we sampled hearty, unpretentious meals that fuelled our days. These establishments, distinct from the omnipresent chains, offered a slice of authentic local culture. Over cups of excellent coffee—no Starbucks required—I reflected on the journey, jotting down insights and relishing the ever-changing scenery.

However, not every moment was idyllic. During a stop to repair a low beam, J's toolbox was stolen right before our eyes. The incident, though unsettling,





the Butterfly seat has been a challenging yet deeply rewarding endeavour. What began as a venture by a core team of three has evolved into a collaborative effort involving a network of suppliers across continents, crafting a product that redefines long-distance travel.

The Butterfly suite represents more than comfort; it embodies a philosophy of mindful travel. By offering passengers the flexibility to sit, lounge, or dream, it encourages a slower, more reflective pace—something revolutionary in today's fast-moving world. We are also striving to introduce this experience to train journeys

served as a stark reminder of the challenges faced by those living life on the road. Yet, the warmth and curiosity of the people we encountered far outweighed this setback, adding richness to our travels.

The Great Plains to St. Louis: A Land of Contrasts

From Montana's rugged peaks, we descended into the vast Great Plains of Dakota—a seemingly infinite expanse that invited introspection. Relaxing in the Butterfly suite, I was struck by how its design harmonised simplicity and durability with comfort. This ethos mirrored the straightforward yet profound character of the land itself.

The robustness of our design is deliberate. Engineered for longevity and ease of maintenance, the Butterfly seat offers luxury without compromising practicality—ideal for a country where journeys often span thousands of kilometres, demanding reliability above all else.

Lessons from the Road: Perspectives on America's Transportation

One of my most striking revelations was the distinct nature of America's transportation ecosystem compared to Europe's. Vast distances and dispersed populations necessitate a unique approach. While Europe thrives on densely interconnected transport networks, the U.S. relies heavily on robust highways and heavy-duty vehicles. The prevalence of diesel trucks, large passenger vehicles, and limited infrastructure in remote areas underscores these challenges.

This journey reaffirmed how transport systems reflect regional geography and culture. Europe's networks thrive on interconnectivity and efficiency, while the U.S. prioritises durability and independence. These qualities, deeply rooted in American resilience and ingenuity, sustain both its infrastructure and its way of life.

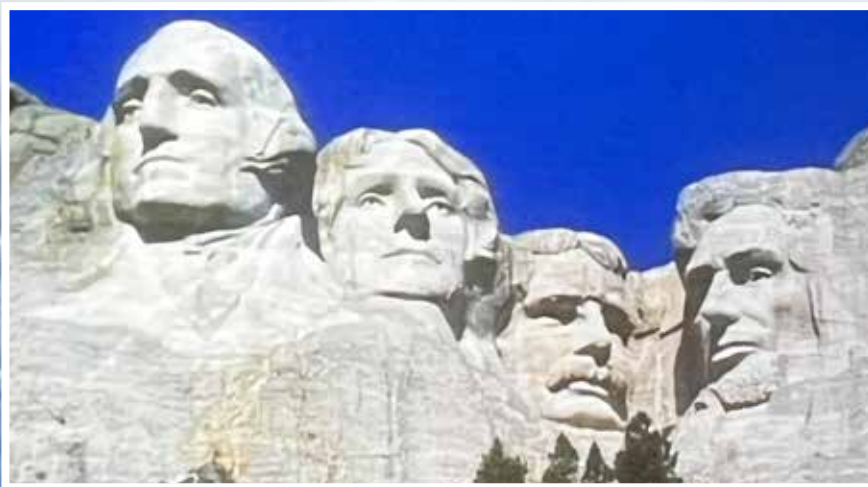
A Personal Journey: The Butterfly Seat and Beyond

As we neared St. Louis, I reflected on the personal journey that led me here. Designing, building, and commercialising

An Arrival: A Journey Worth Taking

As my leg of the journey concluded in St. Louis, I felt profoundly enriched. Traveling across the United States in a premium sleeper bus offered a unique perspective on the land, its people, and the nature of travel itself. From the grandeur of the Rockies to the serene plains, from stolen tools to friendly strangers, every moment contributed to an unforgettable experience.

Would I recommend this mode of travel? Absolutely. For those seeking a blend of comfort, adventure, and introspection, a premium sleeper bus journey offers unparalleled exploration of America—or any country. For me, it reinforced the value of thoughtful design—not just in crafting seats but in shaping experiences that connect us to the world around us. 🚗



Sensors for Driver Assistance Systems Expands ZF Aftermarket's Commercial Vehicle Range

Advanced Driver Assistance Systems (ADAS) are becoming established within the commercial vehicle market. Trucks have had to be equipped with automatic emergency braking assistants and lane departure warning systems since 2015. From 2024, further driver assistance systems will become mandatory throughout the EU. These include, for example, the speed assistant, a turning assistant or the accident data recorder. For independent commercial vehicle workshops, the challenges of the maintenance and repair of trucks and buses are growing. In this instance because driver assistance systems need to be checked and recalibrated after a repair. To do this, workshops also need access to the right spare parts, in particular to the sensors that supply the data for the driver assistance systems.

This is why ZF Aftermarket is offering sensors for commercial vehicle applications on the independent aftermarket for the first time under its WABCO brand. These are the front camera for the OnLaneALERT lane departure warning system and the radar sensor for the OnGuardACTIVE automatic emergency braking system. ZF Aftermarket would like to point out that sensors must be programmed with the vehicle manufacturer's original diagnostic software after installation.

The ADAS sensors are the latest highlight in ZF Aftermarket's extensive portfolio of commercial vehicle parts available under its premium brands ZF, Lemförder, Sachs, TRW and WABCO. The parts program covers practically all maintenance work - from steering to axles, suspension and



shock absorbers to brakes. In addition, there are drive components such as clutches and transmissions as well as air supply and conditioning. Lubricants tailored to ZF transmissions as well as tools and specialized equipment complete the range. ■

One year of TRATON Charging Solutions and a Strategic Partnership with Hubject

One year since its inception, TRATON Charging Solutions has made significant strides in its mission to provide comprehensive and seamless charging solutions for commercial vehicles across Europe. As the dedicated eMobility Service Provider (eMSP) within the TRATON GROUP, which includes renowned brands Scania, MAN, International, and Volkswagen Truck & Bus, TRATON Charging Solutions has focused on enabling a smooth and efficient charging experience tailored to the unique needs of commercial vehicle operators.

TRATON Charging Solutions powers key charging services such as Scania Charging Access and MAN Charge&Go, simplifying access to reliable charging infrastructure and ensuring a streamlined user experience. Currently, the TRATON Charging Solutions network boasts around 150 charging locations suitable for commercial vehicles, with more than 400 charging points across Europe. This extensive network highlights

TRATON Charging Solutions' commitment to building a robust and accessible infrastructure that meets the growing demand for electric commercial vehicles.

In addition to celebrating its one-year milestone, TRATON Charging Solutions is proud to announce a new partnership with Hubject, a global leader in eRoaming technology and one of the most significant players in the EV charging ecosystem. This strategic collaboration strengthens TRATON Charging Solutions' position in providing Europe's largest commercial vehicle charging network and opens doors for potential global partnerships. This partnership means that customers of Scania Charging Access and MAN Charge&Go will gain seamless access to an extensive network of charging points within Hubject's leading eRoaming platform. It simplifies charging processes by providing integrated access, one invoice, and consistent pricing, further enhancing user convenience and confidence. ■

Brake Products Available Under the HELLA Brand from October



After the international automotive supplier FORVIA HELLA completely took over the HELLA PAGID joint venture at the end of 2023, the sale of brake products will start under the HELLA brand name on 1 October 2024. The leading original equipment expertise, for example in the field of brake pedal sensors (brake-by-wire) and the extensive IAM range of ABS sensors and brake boosters, will now be dovetailed with the range of brake-related wear parts and hydraulics. This makes FORVIA HELLA a full-range brake supplier and the company now offers every article related to brakes. Nothing will change for workshops and wholesalers in their day-to-day business: the previous article numbers will remain the same, so workshops and wholesalers will not have to change. ■

Yutong Vehicles Shine at Spain's FIAA 2024

Yutong recently presented an impressive lineup of models, including E7S, T12E, ICE12, and new urban bus U10, at the FIAA 2024 International Fair of Bus and Coach in Madrid, highlighting its expertise in electric and new energy bus sectors. Yutong also announced that its next-generation intercity coach IC12E will be available soon.

At the Fair, Yutong showcased advanced models and presented its key achievements in battery and new energy technologies. These innovations reflect Yutong's commitment to eco-friendly transportation and highlight the company's efforts in environmental protection and carbon emission reduction. Through interactive exhibits, Yutong offered attendees an insightful look into its role in advancing sustainable transport solutions.

Yutong is thrilled to share its sustainable transportation achievements and contributions in the European market. As a leading global bus manufacturer, Yutong has always been committed to meeting the needs of global markets, supporting the transition to electric and new energy solutions, and striving to contribute more to global environmental protection.

In the future, Yutong will continue to drive product innovation and technological breakthroughs with enthusiasm while committing to electric transformation. Yutong will make every effort to promote sustainable development and contribute to the green transportation cause globally, paving the way for a smarter and eco-friendlier future in transport. 🚗

Solaris Delivers the World's First Electric Bus with a Battery Passport

The world's first series-produced bus with a battery passport is the Solaris Urbino 18 electric model, which has just joined the BVG fleet in Berlin. The battery passport is a digital document providing detailed information on the battery's origin and composition, fostering more responsible and sustainable raw material management. Solaris delivered the battery passport vehicle three years ahead of EU regulations, which will require a battery passport in all electric vehicles starting in 2027.

Solaris has delivered to Berlin the Urbino 18 electric bus, the world's first series-produced to feature a battery passport. The model is equipped with Solaris High Energy batteries with a capacity of about 700 kWh. It is the first of 50 articulated electric buses ordered by BVG Berlin at the end of 2023, with the entire order set to be completed by 2025. All vehicles in this order will come with battery passports.

According to the new Regulation (EU) 2023/1542 of the European Parliament and of the Council of 12 July 2023 concerning batteries and waste batteries, a digital battery passport will be required from February 18, 2027, for each battery, including those in electric vehicles.

A battery passport is a digital document that provides detailed information about a battery – its composition, origin of materials, environmental impact and data necessary for proper recycling. Required data includes information on the chemical composition, critical raw material content, carbon footprint, and share of renewable materials. Information on the battery in the Urbino 18 electric buses operated by BVG Berlin is available by scanning the QR code taped to the component. 🚗

Truck and Bus Radial Tire Market Size Worth US\$ 30.03 Billion by 2033

According to Fact.MR, a market research and competitive intelligence provider, the global truck and bus radial tire market stands at US\$ 16.77 billion in 2023 and is predicted to rise at a CAGR of 6% between 2023 and 2033.

Truck and bus radial (TBR) tires are built with advanced technologies and materials to withstand heavy loads and provide reliable performance in various road conditions. The market for truck and bus radial tires is growing healthily owing to the increasing demand for commercial vehicles and improvements in tire technologies.

Rapidly growing demand for truck transportation and public transportation services is boosting the growth of the truck and bus radial tire market. The development of road networks in several countries is stimulating a higher production of trucks, buses, and other forms of public transportation, consequently boosting the demand for radial tires.

Manufacturers are developing innovative tire solutions that offer improved fuel efficiency, longer tread life, enhanced traction, and better load-carrying capacity. The adoption of these advanced tire technologies is predicted to fuel demand for improved truck and bus radial

tires during the forecast period. Key market players are also focusing on the production of eco-friendly tires, which are manufactured from recycled materials.

North America and Europe hold leading positions in the global market. Emerging economies, particularly in Asia Pacific and Latin America, are witnessing significant economic growth and urbanization. This growth is accompanied by high investments in infrastructures, including transportation systems. The expanding commercial vehicle fleet in these regions is also driving the demand for truck and bus radial tires. 🚗

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