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# ASIAN BUSES

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Kelana Jaya, 47301 Selangor, Malaysia  
Email: [info@asiantrucker.com](mailto:info@asiantrucker.com) Web: [www.mcve.com.my](http://www.mcve.com.my)

MINES International Exhibition & Convention Centre (MIECC) Sri Kembangan, Selangor, Malaysia

MCVE 2026

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**Hengst Asia Pacific Pte. Ltd**

25 Bukit Batok Crescent

#10-10 Elitist Singapore 658066

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 [HengstAPAC](https://www.facebook.com/HengstAPAC)

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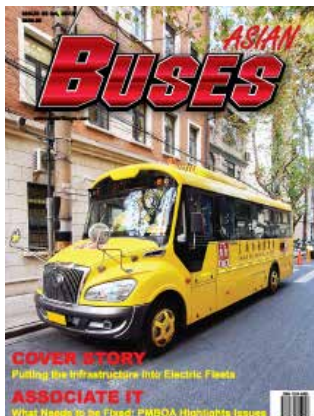
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# The Drivers

# ASIAN BUSES

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ALL THINGS BUS



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## EDITORIAL

**EDITOR** Stefan Pertz  
**GRAPHIC DESIGNER** Tony  
**PHOTOGRAPHER** Stefan Pertz  
Jacqueline Tan  
Tony

## CONTRIBUTOR

Oscar Collins

## ADVERTISING

Nicole Fong  
[Nicole@asiantrucker.com](mailto:Nicole@asiantrucker.com)

## SINGAPORE

Floyd Cowan  
[Floyd@asiantrucker.com](mailto:Floyd@asiantrucker.com)

## THAILAND

Songyot Kamontavikun  
[Songyot@asiantrucker.com](mailto:Songyot@asiantrucker.com)

## ASIAN TRUCKER DRIVERS CLUB

Sponsorship / Membership  
[info@asiantruckerclub.com.my](mailto:info@asiantruckerclub.com.my)

## CIRCULATION, CONTRIBUTIONS and SUBSCRIPTION

[info@asiantrucker.com](mailto:info@asiantrucker.com) WEBSITE and E-NEWSLETTER  
[www.asiantrucker.com](http://www.asiantrucker.com)

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202 Jalan KIP 6 Taman Perindustrian KIP 52200 Kuala Lumpur Malaysia.

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# The Many Aspects of Bus Operations

Returning from a trip, being it a stage bus or a long-distance coach, a bus would need to go home, to its depot. Such a depot is not just a car park, but a facility that serves multiple purposes. It is here where the drivers meet, preparing for their shift, the workshop teams fix up any problems with the buses and training will be administered.

This issue of Asian Buses turns out to be heavily focused on what is happening around the bus, rather than the vehicle itself. Recently, I read that a newly opened bus terminal would offer as many as 3 000 job opportunities. It is such news that let us realise just how many people are involved in the transport industry; it takes a lot of staff to keep the buses moving.

In a bid to make workshop operations more efficient, costing less, operators can depend on sophisticated tools. Fluid management is one such aspect of a workshop and we take a look at this in one of our articles in this issue. To supplement this, we have prepared a report from the recently held Auto Maintenance & Repair Expo 2025.

In particular, tyres deserve a lot of attention as they are responsible for one of the biggest cost positions in any transport operation. Kit Loong has created a framework for their retreading business to apply ESG principles. What is noteworthy is that the ideas, the concepts, may be used in tyre manufacturing, however, they could be

transferred to other businesses as well. What I see is a blueprint on how ESG can be used to further enhance the profitability of many companies in the transportation ecosystem.

One such idea is brought forward by Allegiance, who are now offering to repair, rather than to just replace Electronic Control Units. Vital to the bus, there are up to 20 such units on board of a modern vehicle. The number of these ECUs is higher than in a truck by the way. This came to a surprise to me, as was the cost that a replacement unit would be. In our interview with Allegiance we learn how their latest acquisition of specialist equipment can be helpful to reduce harmful e-waste.

Reducing harmful emissions, Volvo is promoting their EURO V chassis. Not only in Malaysia, but also in Thailand. With the move to the higher emission norms, we should hopefully see an improvement of profitability coming in tandem with the reduction of harmful greenhouse gases. Especially cities are typically plagued by smog and anything we can do to improve the living conditions is of course a welcome measure.

Both Leisure Frontier and Ekspres Perdana are taking interesting approaches in how they are specifying their buses. While comfort is at the heart of the operation for both, they have their own way of making sure that they provide the best possible service. Leisure Frontier is pushing the boundaries by wanting to have the most luxurious experience; meanwhile, every bus Ekspres Perdana orders will be in a unique colour, and they are all build on Scania chassis.

A friend visited me, having taken the bus from Singapore to Kuala Lumpur for the first time. He did not know that he could have opted for a service that offers all sorts of amenities on board. I think we need to promote this a bit more. Especially in view of the upcoming Visit Malaysia Year 2026, bus operators could take advantage of all the advertising that the Tourism Ministry will pump out.

Drive safe, enjoy the ride,

Sefan Pertz  
Editor, Asian Buses

V O L V O

Some see a brake disc

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Brake discs and brake pads are designed as parts of a system, parts that continuously interact and that are optimised to perform together. Some components even have a patented design. It's easy to see that copies, made through rudimentary reverse engineering, cannot be trusted to perform as well as the original.

### **Put to the toughest of tests**

Brake systems undergo extensive tests such as brake dynamometer tests, fatigue tests, vibration tests, dirt and mud tests and hot and cold environment tests. To prove their suitability, intensive testing is carried out on complete vehicles in field tests. It's not unusual for it to take 3 to 5 years for a new system to be developed, thoroughly tested and approved.

### **Quality can't be copied**

A brake disc from a third-party manufacturer may look the same. But tests have shown porosity that generates corrosion, thickness deviations and free ferrite. Invisible to the naked eye but a real danger after a while. For example, a deviation in disc thickness can make the disc wobble, and eventually cause a disc rupture and serious damage. Parts lifetime with genuine brake components working together as intended is typically 50% higher compared with third-party components and in many cases even more.



[volvobuses.com](http://volvobuses.com)



## Khaimal Borneo Travel & Tours First to Receive Scania New Bus Generation EURO V

Khaimal Borneo Travel and Tours Sdn Bhd (Khaimal Borneo) has received the first Scania New Bus Generation (NBG) and the first Euro V Semi Hi-Deck Tour Coach in Sarawak, marking a significant step towards a sustainable transport system in the state. The handover ceremony was officiated by Dr Elena Gregoria Chai Chin Fern, Principal Assistant Secretary of the Arts, Culture and Heritage section in the Ministry of Tourism, Creative Industry & Performing Arts Sarawak. It was witnessed by Encik Mohamad Fikri Zainol Majid, Managing Director of Khaimal Borneo Travel and Tours Sdn Bhd, and Puan Rini Sabir Mässgård, Dealer Director of East Region, Scania Southeast Asia.

The ceremony that took place at Scania Malaysia in Kuching also witnessed the signing of a Memorandum of Understanding (MOU) between Scania and Khaimal Borneo for an additional two units of NBG Euro 5. Also gracing the ceremony was Puan Mary Wan Mering, Director of Sarawak Tourism Board, Puan Amelia Roziman, Chief Executive Officer of Business Event Sarawak, and Puan Audry Wan Ullok, President of Sarawak Tourism Federation (STF).

“Energy is one of the largest contributors of Sarawak’s greenhouse gas (GHG) emissions, creating opportunities for emission reductions. Thus, green mobility is crucial. Therefore, I would like to congratulate both Khaimal Borneo and Scania for taking the initiative to achieve a more sustainable transportation system within the tourism industry,” stated Dr Elena.

“Our purchase of the Scania New Bus Generation Euro V tour coach aligns with our commitment to Sarawak’s Sustainability Vision 2030. The New Bus Generation of Scania can save up to 9 percent in fuel and emissions, without compromising on performance and drivability. The most significant savings coming from enhanced engine efficiency and improved cruise control with active prediction,” stated Encik Mohamad Fikri.

The NBG is built to offer enhanced safety for both drivers and passengers through reinforced chassis construction along with the latest addition of Lane Departure Warning (LDW) to its standard safety systems that already includes Electronic Brake System (EBS) with Anti-Lock Braking System (ABS) and Traction Control.


Developed with driver and passenger environment in mind, the driver area of the NBG offers the best possible work environment in terms of ergonomics, reachability, and excellent visibility while a comfortable passenger experience is achieved through a forgiving suspension and an efficient gearbox with smooth transmission. Additionally, the efficient climate system and low noise environment of the NBG further improves passenger comfort.

“Beyond the powertrain, driving style is another major factor that affects fuel consumption. Scania Digital Services including Driver Training and Coaching



typically reduce fuel consumption and emissions further. Combined with the excellent drivability of Scania coaches, Advanced Driver Assistance Systems, and top-quality maintenance services, you can achieve even greater savings. We hope that the industry will adopt this more to achieve sustainability goals too,” stated Rini Sabir Mässgård.

Khaimal Borneo can also move forward and stay focused on what truly matters – growing their business and achieving higher profitability with the unmatched financial solutions from Scania’s Financial Services that they have subscribed to.

Khaimal Borneo Travel & Tours Sdn. Bhd. was founded in 2018 and is based in Kuching, Sarawak. They offer transportation and rental services to experience the best of Sarawak. Additionally, this organisation offers travel agency services like local travel and tour arrangements in Kuching. 



Asia EV New Eco Solution

# CUSTOMIZING SMART MANUFACTURING FOR

A SUSTAINABLE LIVING FUTURE



15-17 April



Sun Bus Tech  
Johor Bahru, Malaysia





## Buy Real Stuff with Real Money: The Fight Against Counterfeit Truck Parts

To maximise profit is every business' aim. Wear and tear parts and repair cost are big positions in the profit and loss statements, and it is only natural that this area is one where transport owners would look to find cheaper alternatives. Malaysia's trucking aftermarket industry is under pressure from counterfeit parts and unauthorized imports. While these low-cost alternatives might seem appealing, they come with serious risks—compromised safety, unreliable performance, and increased long-term costs. Poh Hong Law, General Manager, Diamond Technique shared his insights with Asian Trucker.

On the outset, for commercial vehicles, power and weight come with responsibility. A single failure due to a fake part can lead to catastrophic accidents, business losses, and even legal consequences. "That's why Dtec stands firm: Buy real stuff with real money," Poh said.


His promise is that at Dtec, part we supplied is 100 percent original, authorized, and quality guaranteed. There are hidden dangers of fake parts and he outlined these:

- Fake parts don't just fail faster—they put lives and businesses at risk.
- Brake Failure – Inferior materials lead to poor stopping power, increasing accident risks
- Engine Damage – Low-quality filters and lubricants cause premature wear and expensive repairs.
- Electrical Failures – Faulty sensors and wiring raise the risk of vehicle breakdowns.
- Insurance and Warranty Voids – Many policies refuse coverage for failures caused by unauthorized parts.

Highlighting that a truck is only as strong as its weakest part, Poh and his team urge transporters to avoid fake and counterfeit products. Cutting costs is a risk no fleet operator should take. However, the warning also comes with a promise that Dtec Plus will be protecting your investment. To help businesses stay protected, Dtec Plus offers price protection through stable pricing to prevent market undercutting by unauthorized importers. Guaranteed genuine parts, 100 percent authentic components are sourced directly from authorized manufacturers. Today, the physical products only make up part of the offering. Hence, technical support, OE-

level assistance, for correct installation and troubleshooting is part and parcel of Dtec Plus's comprehensive offering. Lastly, market stability is the hallmark of trust as a trusted supply chain ensures long-term business security.

"This is why Dtec is a Name You Can Trust." Dtec has been in the industry since 1996, with dtec-parts serving the market since 2006. As an authorized distributor of top European brands, including ZF, WABCO, Bosch Sachs, Mahle, Schaeffler, FAG, SKF, Hella Motorservice, KS, and BF, we offer over 25,000 SKUs—all meeting strict quality standards. Dtec Plus ensures that workshops and fleet operators get what they pay for—real, high-quality parts with long-term reliability.

As the reputation of the entire industry is at stake, Poh appealed to Malaysia's trucking industry to take a stand against counterfeit parts. In his view, every fleet operator and workshop has a role to play in ensuring road safety. He implores that transport owners are not to take shortcuts, but to choose authenticity, reliability, and long-term savings. His battle cry echoed when he underlined his ambition to fight fraud "Buy real stuff with real money. Because at Dtec, 'Our Parts, Our Hearts'." 

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## Asia EVM New Eco Solution: Pioneering a Green and Intelligent Future



As the world shifts towards sustainable and intelligent mobility solutions, EV Mobility (EVM) stands at the forefront of this transformation. Considering the challenges and opportunities that surround this new technology, Sun Bus Tech is hosting an event to share knowledge and to showcase cutting edge vehicle technology. Organisers invite to this premier event, coined Asia EVM New Eco Solution, from April 15–17, 2025, at Sun Bus Tech, Johor Bahru, Malaysia.

### Event Highlights: Where Innovation Meets Sustainability

At Asia EVM New Eco Solution, the spotlight will be on the showcase of cutting-edge new energy vehicle series and automated urban operation equipment, demonstrating how EVM is driving the transition to a green, intelligent, and sustainable future.

***“Join us to witness the future of mobility—where sustainability meets intelligence. Together, let’s drive change”***

These new energy mobility solutions cover a wide range of applications. They range from urban passenger transport and last-mile logistics to specialized commercial vehicles; all designed to reduce emissions while maintaining high performance. What sets EVM apart is their rapid-response customization capability, offering one-stop solutions tailored to client specifications, whether for battery configurations, vehicle dimensions, or smart connectivity features.

A dedicated product demonstration session will allow attendees to experience these innovations firsthand, including:

- Zero-emission electric vehicles optimized for Southeast Asia’s climate and infrastructure.
- Modular designs that enable flexible adaptations for diverse industries.
- Smart fleet management systems integrating AI and IoT for efficient urban operations.

“Join us to explore how EVM’s agile manufacturing and customer-centric approach are redefining sustainable mobility,” a spokesperson for the event said.



### Why Customization Matters

In a market where one size does not fit all, EVM's end-to-end solutions ensure clients receive vehicles that precisely match their operational needs. Whether for tropical weather resilience, specialized cargo transport, or smart city integration, EVM promises to have an appropriate solution.

### Market Analysis: The Rise of Green Mobility

The global demand for sustainable transport is surging, driven by stringent emissions regulations and corporate ESG goals. Southeast Asia, with its rapid urbanization and focus on reducing carbon footprints, presents a US\$500 billion opportunity by 2030 according to McKinsey. EVM's solutions address critical gaps:

**Urbanization:** Electric vans and trucks mitigate congestion and pollution in cities like Kuala Lumpur, Bangkok and Jakarta.

**Tourism & Logistics:** Our smart capsules and refrigerated vans cater to booming eco-tourism and cold-chain sectors. The former being of particular interest in view of the upcoming Visit Malaysia Year 2026.

**Infrastructure Readiness:** Partnerships with local governments ensure seamless integration of EV charging and smart grids.

### A Message from Our Chairman

"At EVM, we believe innovation must serve both people and the planet. Our mission is to make sustainable mobility accessible without compromising performance or affordability. The Asia EVM New Eco Solution event reflects this vision—a platform to collaborate, inspire, and accelerate the green transition."



### Why Attend?

Experiencing this new technology is important for the understanding of how it can boost efficiency and profitability for fleets. During the event, exclusive demos allow delegates to test-drive electric vehicles on display and interact with smart systems.

At the same time, networking opportunities allow to connect with industry leaders, policymakers, and potential partners. The event aims to provide insights: Learn about funding opportunities and regional policy trends in workshops.


### Agenda:

April 15: Opening & Product Presentation

April 16: In-depth Product Introduction

April 17: Partnership & Networking

### Future Horizons: EVM's Roadmap

Beyond this event, EVM aims to launch hydrogen-powered commercial vehicles for long-haul transport. It also plans on expanding AI-driven automation in urban mobility across 10 ASEAN countries. Meanwhile, the overarching ambition is to achieve carbon-neutral manufacturing through solar-powered facilities. 



# Ekspres Perdana Expands Fleet with New Scania Bus Generation Coaches

*The latest addition of Scania New Bus Generation Euro V Double-deck express coaches are equipped with ADAS for highest level of safety.*



**E**kspres Perdana, a brand under Tiara Pesona Sdn Bhd, expands its fleet with 60 units of the first Scania New Bus Generation K410CB6X2NI and K450CB6X2NI Euro 5 double-deck express coaches equipped with Advanced Driver Assistance System (ADAS) for the best safety. The launch ceremony was witnessed by Guest-of-Honor YB Datuk Haji Hasbi bin Haji Habibollah, Deputy Minister of Transport, Malaysia (MOT) and His Excellency Mr Niklas Wiberg, Ambassador of Sweden to Malaysia. Also gracing this ceremony was Datuk Jazmanie bin Shafawi, Deputy Director General, Planning and Operations, Road Transport Department (JPJ) and Associate Professor Ts. Dr. Siti Zaharah binti Ishak, Director-General, Malaysian Institute of Road Safety Research (MIROS).

Lane Departure Warning (LDW), one of the ADAS features, is now a standard safety feature for all Scania New Bus Generation, adding to the list of safety features such as Electronic Braking System (EBS) with Anti-Lock Braking System (ABS) and Traction Control which were offered as standard since 2019.

“The Malaysian Road Safety Plan (MRSP) 2022-2030 has set a vision to make Malaysia a country with zero road fatality as a proof of the Government’s continuous commitment to elevate road safety and protect the welfare of all road users in Malaysia. We also need to engender the culture of road safety towards the nation’s prosperity. The key success in achieving all the targets as outlined in this plan is highly dependent on the support, commitment, and cooperation of all stakeholders. Therefore, I would like to applaud both Scania and Ekspres Perdana for the continued strong partnership towards a safer and more sustainable transport system,” stated YB Datuk Haji Hasbi. “We chose to expand our fleet of express buses with Scania’s New Bus Generation Euro 5 because it provides the best safety features in the industry as standard.

The LDW as part of ADAS will help to reduce the risk of accidents on the road. These 60 units of coaches will provide the best safety and comfort for our passengers and drivers on the road. They will also contribute to better fuel efficiency and sustainability for our business,” stated Tuan Haji Laili.

“Road safety is high on the agenda for Scania and in many markets including Malaysia. We consider Electronic Braking System (EBS) and Electronic Stability Programme (ESP) to be the next step in enhancing the standard of safety as they have been proven to be effective in reducing traffic accidents. We hope that the country, the industry and our customers will partner with us in bringing more of the

best safety technologies to Malaysia,” says Joyce Antar. These new buses come with Repair and Maintenance contracts. With it, Ekspres Perdana will gain access to a suite of Scania Digital Services.

Fleet Management System Control Package provides valuable insights and information about their fleet. They can be accessed via My Scania portal and Fleet app including essential features such as real-time positioning, vehicle performance monitoring, environmental reporting to track CO2 emissions, service planning, defect reporting, and driver evaluation. These tools enable Ekspres Perdana to identify opportunities for vehicle usage improvements through Driver Training and Coaching. Together with Scania Ecolution partnership, Ekspres Perdana will seamlessly achieve both sustainability and profitability, all at their fingertips. Ekspres Perdana can also move forward and stay focus on what truly matters – growing their business and achieving higher profitability with the unmatched financial solutions from our Scania Financial Services.

Ekspres Perdana, a major express bus company in Malaysia that was established back in 2009, offers bus services to destinations across Peninsular Malaysia. They currently own over 100 Scania buses in their fleet and has been operating Scania buses since 2010. 🇲🇾



# 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](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



# Tyrexp0 Asia 2025 Gives Extra Milage

*Tyres are among the most important aspects of road transportation. Tyrexp0 Asia served as a platform to showcase the latest innovations and trends.*



**T**yreXpo Asia is the premier exhibition driving the tyres, automotive repair & maintenance, and tyre accessories industry forward. As Asia takes the lead in the global tyre market, with emerging economies like those in Southeast Asia fuelling demand and supply, this event serves as the ultimate platform to explore the latest trends and innovations. Between 12 to 14 March 2025, some 6 000 industry professionals converged on 250 exhibitors showcasing their brands in Singapore. The event played host to this vital gathering, ensuring unparalleled networking opportunities and access to top international and regional buyers.

The atmosphere at Tyre Expo 2025 in Singapore was charged with energy as industry leaders from around the globe gathered to explore the latest innovations in tyre distribution. Representative of the industry, Neumáticos Andrés, a name synonymous with excellence in the global tyre market, shared about their experience

at the show. Represented by Guillermo Blanco Martin, International Manager, the company once again demonstrated why it remains at the forefront of the industry. It was their third time to attend the show. In particular, trends identified by Martin were repeatedly mentioned by other exhibitors.

## Company Focus

Founded in 1980, Neumáticos Andrés has spent over 45 years mastering the art of tyre distribution. With its headquarters in Salamanca, Spain, the company has grown into the leading tyre distributor in Spain and Portugal, and one of the top ten in Europe. Today, it is a thriving family business, now being led by the second generation, ensuring a legacy of dedication, expertise, and innovation.

Operating independently, Neumáticos Andrés boasts an impressive infrastructure, handling a total capacity of one million tyres while selling approximately 4.5 million units annually. Its vast reach extends to over 56 countries, with a primary focus on Europe. The company's commitment to quality and reliability is reflected in its extensive portfolio, which spans more than 70 brands. These include include premium manufacturers such as Michelin, Continental, and Bridgestone, as well as tier 2 and tier 3 brands, along with select imports from China, Thailand, and beyond.

“Exhibiting at Tyre Expo 2025 was a strategic move, aligning perfectly with the company’s growth ambitions. Investing in international trade fairs is a key component of Neumáticos Andrés expansion strategy.” Martin told Asian Trucker. Such events provide invaluable opportunities to establish new client relationships while strengthening existing partnerships, according to him. The chance to engage in face-to-face discussions with clients and industry partners is an advantage that no digital interaction can replace. Having participated in three editions of Tyre Expo, and exhibiting for the second time with a dedicated booth, Neumáticos Andrés expressed immense satisfaction with both the performance of its team and the event’s seamless organization.

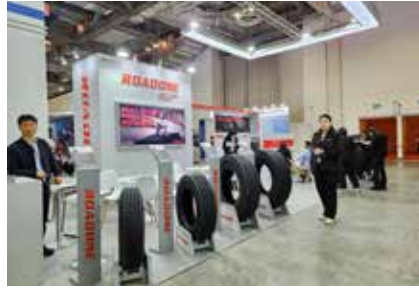
The company’s clientele for commercial vehicle tyres typically consists of importers who require access to a broad portfolio of brands and sizes. Martin elaborated, saying that “These clients seek a reliable partner capable of offering competitive pricing alongside superior service. Beyond pricing, factors such as quality assurance, regulatory compliance, logistics, and flexible payment options play a crucial role in the decision-making process.” This, as many at the show would echo, is a current trend in the industry. Neumáticos Andrés, with over 250 employees and a dedicated international department of more than 20 professionals, ensures that every client receives top-tier support. The company prides itself on being more than just a supplier—it is a trusted partner that adds value at every step of the supply chain.

As the global tyre industry evolves, Neumáticos Andrés closely monitors emerging trends to stay ahead of the curve. One of the most pressing challenges today is the impact of logistics on the supply chain. Ensuring consistent availability of stock while maintaining efficiency has become a critical aspect of business strategy. The company’s direct relationships with manufacturers provide a crucial advantage, allowing it to anticipate market shifts and adapt accordingly. While premium brands follow distinct strategies, there is significant room for growth in the medium and budget segments. Across all tiers, manufacturers continue to push the boundaries of performance and safety, with cutting-edge technology driving innovation.

### Tyre Mega-trend

Among the most talked-about topics at the expo was the rise of electric vehicles (EVs) and the implications for the tyre industry. While all major manufacturers are exploring strategies to cater to this growing market, the long-term leader in this segment is yet to be determined. The industry is at the cusp of a transformation, and many tyre manufacturers are keenly observing developments to ensure it remains at the forefront of this evolution.

EV tires are different from regular tires because EVs have heavier batteries, require tires with strong constructions and robust rubber compounds for the extra weight and instant torque, and need to minimize rolling resistance to maximize range.



Hailing from Penang, Malaysia, Advance Tyre Automart (PG) Sdn Bhd was also participating as an exhibitor. One of the highlights on their stand was a nano-chemical technology that acts as a tyre sealant in case of punctures. “This technical advancement provides enhanced durability and protection,” said Elian Chong, Sales and Business Development Manager. Using a simple fulcrum and lever, visitors could poke a nail into an inflated tyre to demonstrate how their sealant works. This self-sealing technology is promoted by Advance Tyre Automat as a game-changer for safety and convenience. While currently available for passenger cars, the potential for adaptation to commercial vehicles remains open for further exploration.

With the rise of EVs, the industry is evolving rapidly. The increasing weight of these vehicles has driven demand for specialised tyres incorporating sponge technology, ensuring optimal performance and safety.

The exhibition itself was exceeding expectations according to the organiser. Notably, the perception of tyres has seen a transformation from a mere necessity to a money-making asset. The strong presence of both Chinese and European brands highlighted the strategic balance between affordability and high-end quality. 🚗





# AMR 2025 Celebrates Road Transport

*The 73<sup>rd</sup> edition of the Auto Maintenance & Repair Exhibition featured innovative technology for road transportation as focal point.*

People: With increasing vehicle ownership, there is a growing emphasis on safe driving. The zone will feature advanced driving simulators, which enhance training effectiveness while reducing costs for driving schools. In particular, the latest driving simulator of Sanlian Traffic aims to enhance students' ability to handle complex traffic scenarios and strengthen their safe driving awareness through personalised training programs and a highly simulated environment. Meanwhile, the Safety Driving and Intelligent Transportation Trends Forum will also present new educational materials and industry standards to elevate driving safety.



**H**eld at the International Exhibition & Convention Centre (CIECC) in Beijing, the Auto Maintenance & Repair Exhibition (AMR 2025) from 31 March to 2 April 2025, the show saw increased demand from exhibitors. During the event, 1 186 exhibitors showcased their products and solutions; over the course of the event, 39 fringe events rounded out the programme.

The newly launched Road Transportation Equipment Zone at (AMR 2025) was to be a highlight of the exhibition, focusing on the major themes of people, vehicles, and goods. This zone showcased key technologies and equipment in road transportation safety in the era of intelligent driving.

**Vehicles:** As the importance of electric vehicles (EVs) rises, so does the focus on their safety and maintenance. This area will highlight cutting-edge EV diagnostics and monitoring technologies, including battery testing solutions from leading industry authorities, ensuring vehicle safety and reliability. China Automotive Engineering Research Institute exhibited its new energy vehicle inspection solution, which includes power battery inspection technology and vehicle condition monitoring solutions. This helps vehicle owners and maintenance terminals to keep track of the vehicle's condition in real-time.

**Goods:** The zone will address the pressing issues of logistics safety and efficiency by showcasing innovative cargo securing equipment. Zhejiang Shuangyou, a leading manufacturer, presented new solutions that minimise cargo movement and prevent damage during transit, enhancing overall safety for drivers and road users. The exhibitor also launched a digital education and training platform to assist in the safety training in the logistics transportation industry.

Probably the most popular booth was that of Jiangsu HAOBANG Technology Co, Ltd, which featured their latest seating solutions. On display were their flagship models, seats with a lot of functionality built in. Besides the adjustable seat, footrest and massage functions, a mini fridge is an option that can be added. The fridge is cleverly integrated into a two-seat configuration the press of a button opens the fridge, moving the compartment forward for easy access to the goods contained.

Proudly demonstrating the seats, Jack Mei, Sales Manager, explained that their seats are very popular as they can be customised to an extremely high standard. "We are professional seat manufacturers and we use this exhibition to network with our clients from this region. Thanks to this event, we have been able to meet a lot of new clients." Ma identified the desire of customers to be able to define the specifications to their needs as a main driver of the business at the moment. According to him, HAOBANG can manufacture to a small budget as well, if needed. Meanwhile, a material of choice, Microfibre emerges as the most used material in seating applications.

Offering a several benefits, such as the ability to clean it easier, make it the most popular choice for users.

A highlight from the fringe programme was a competition where the best mechanics from across the country showed off their panel working skills. Using Ga-Cloud tools, the contestants had to restore sheet metals that had been prepared to simulate bend and dented panels from motor vehicles. The competition could be heard from far, with contestants being highly concentrated while hammering out the dents in their panels. As part of the competition, a paint booth was set up for painters to show off their skills of re-painting panels.

Another booth that invited for a longer visit was the array of driving simulators from Eastern Pioneer Virtual Reality Technology Application Co Ltd. Utilising virtual reality, the simulators are used to train drivers of cars, buses and trucks. Various versions were on hand, with some aimed at training those that have not yet passed their driving licence. Other set-ups were to train drivers on specific situations, such as hazardous conditions. Sheng Zeng, Vice Manager, told Asian Buses that the units could also be configured for use in other countries and are selling for about 180 000 RMB, depending on the specifications.

Those looking to extending their oil-drain intervals were well advised to visit the booth of Hebei Shengqi Lubricating Oil Technology Co Ltd. Among their various offerings, specialist lubricants,



they highlighted oils that could be used for up to 80 000 and 100 000 kilometres in commercial vehicle engines.

Delegates visiting the event praised the organisers for their decision to move the show to the new halls of the exhibition centre. Many commented on the good range of exhibitors showing high quality products, making the show a treasure trove for those sourcing new suppliers for tools, parts and technology related to automotive maintenance and repairs. The next AMR has been announced to be held in spring 2026. Organisers hope to further increase the number of participants. 📌



# Waste to Worth: Driving the 3Rs Strategy for a Sustainable Future



*Transforming the paradigms of ESG into profit generating approaches, Kit Loong Tyres uses tyres to demonstrate how to use them as advantages.*

As a guiding principle in business, ESG stands for environmental, social, and governance. It is a framework that assesses a company's performance and business practices on sustainability and ethical issues. ESG is also used to measure a company's risks and opportunities in these areas. With a shift in perception from waste being harmful to it being of value, companies may find themselves in a position where they can open new value streams.

One of the products that is ripe to be re-defined are tyres. Perhaps Kit Loong Tyres is already ahead with their newly defined Vision derived from the ESG principles. It now Redefining the Retreading Industry; however, tyres are just an example as their groundbreaking work can also be transferred and applied to other products and services within the transport industry. It is a framework that they are sharing here.

## Re-Inventing the Wheel

Since inception, Kit Loong has been involved in tyre distribution, especially during their tenure as Michelin distributor. They have been promoting radial tyre with reduced usage including multiple times of retreading the casing life for commercial tyre throughout their entire history. This has allowed them to garner a treasure trove of knowledge on how tyres are used and transporters handle them. Today, Kit Loong Tyres primary business are retread tyres. Tyres are vital to the industry, however, they are also a cause of negative impacts on the environment. Therefore, they make for





a perfect starting point to apply ESG principles with the aim to unlock new revenue streams. Within a short period of time, by 2030, Kayel Tyre Retread (a Kit Loong Tyres brand) aims to achieve Industry 4.0 excellence through the transformation of their operations into a fully Industry 4.0-enabled manufacturing facility. Setting new benchmarks for digital transformation in tyre retreading, the brand is set to offer unmatched customization: Lead the industry in providing tailored retread solutions that meet diverse specifications across premium, mid-tier, and budget segments.

By setting the standard for innovation, the team around Kenneth Teh, Managing Director, Kit Loong Tyres, aims to be recognized as the most innovative player in the market, delivering unparalleled quality through process differentiation. In Malaysia, Kit Loong are one of the pioneer in radialising the tyre industry in both passenger car & commercial tyres. He emphasises that their approach to innovation is aligned with their mission of Empowering Sustainable Growth.

By creating a smart production, a push is achieved to drive efficiency and productivity through seamless integration of advanced IT systems and automated processes. An empowered workforce needs to be equipped with the tools and training needed to excel, fostering a culture of innovation and engagement. Combining these, sustainable profitability is to be achieved: Kit Loong Tyres is



The tyre industry in Malaysia faces a monumental environmental challenge. Each year, Malaysia discards approximately 26 million tyres, and the figure is expected to increase with rising vehicle ownership. All of these tyres reach the end of their life cycle, contributing to the growing issue of waste tyres that, if not managed properly, will lead to dire environmental consequences. While recycling and pyrolysis offer solutions, many operators in the market are either unlicensed or fail to meet international standards, undermining the goals of sustainability and ESG compliance. Furthermore, existing plants often lack the necessary documentation and certifications, rendering their operations ineffective in driving true environmental impact. Landfills are becoming overburdened with tyres, which not only take up significant space but also pose severe risks such as fires that release toxic gases and soil contamination from the leaching of hazardous materials. If left unchecked, Malaysia could soon be facing a critical waste management crisis, with millions of end-of-life tyres (ELTs) exacerbating greenhouse gas emissions and environmental degradation whereby it is estimated that end-of-life tyres (ELTs) contribute to the release of 300 million tonnes of CO2 worldwide due to improper disposal and incineration. This brings us to the fundamental question: how can we resolve this?

Introducing a Closed-Loop Circular Tyre Economy, Kit Loong Commercial Tyre Group, with over 93 years of deep expertise in the tyre industry, have devised a solution that not only tackles the waste tyre problem but also transforms it into a business opportunity with significant environmental and economic benefits. This new business model is built on the core principles of the 3R concept: Reduce, Reuse, Recycle, where we aim to complete a circular tyre economy. Our proposal is centred around setting up a comprehensive recycling facility that will process Malaysia's waste tyres into valuable products such as steel wires, fibres, rubber powder/crumbs, and potentially feed rubber crumbs into a pyrolysis process to convert them into fuel oil, carbon black, and syngas. By incorporating these two alternatives (direct recycling into powder, steel, and fibre or feeding rubber crumbs into pyrolysis), Kit Loong will remain flexible to adapt to market conditions and capitalize on the most viable options. Transforming waste tyres into these resources will be addressing the tyre waste problem head-on, creating sustainable products while reducing the nation's carbon footprint.

As for retreading, which is a cornerstone of their 3R Concept, Kit Loong have obtained all the standard accreditation needed locally as well as the industry's highest standard: the E mark for Europe. This enabled them to process retread tyre under world class brands as OEM for the past ten years and allowed for these retread tyres to be used in developed countries.

gearing up to maximize profitability by eliminating waste, reducing the Cost of Poor Quality (COPQ), and ensuring lean operations.

Investing in Innovation and sustainability, stakeholders gain more than financial returns - they become part of a transformative journey to revolutionize the (tyre) industry. With a proven track record, cutting-edge technology, and an unwavering commitment to sustainability, Kit Loong Tyres invite investors to join them in creating a greener, more profitable future.

### **Reduce: Engineering Precision Redefines Efficiency**

At Kit Loong Commercial Tyre Group, "Reduce" is more than a principle - it's a promise. A promise to create value, innovate with purpose, and lead the tyre industry into a future where efficiency and sustainability coexist seamlessly. By extending the lifespan of tyres and ensuring optimal utilization, they empower customers to minimize waste while maximizing cost savings, demonstrating that environmental stewardship and profitability are two sides of the same coin.

This approach is the cornerstone of the business, transforming the traditional tyre lifecycle into a streamlined process that reduces environmental impact while delivering measurable financial benefits.

### **A Team That Turns Knowledge into Value**

The required expertise begins with people. A meticulously assembled team of sales professionals and field

engineers serves as the backbone of Kit Loong's operations. Together, they embody decades of experience, technical acumen, and a shared passion for making sustainability achievable.

Hyper-Segmentation means a best fit for any mission to reduce unnecessary tyre wear. A strategic sales segmentation for industry precision is how sales is conducted. The mindset change from an obvious to a concept underlines the "reduce" principle. Kit Loong does not sell tyres; they provide solutions. With five main divisions and 20 distinct channels, their sales teams are deeply embedded in industries like agriculture, container cargo, oil & gas, infrastructure & development, and public services. This hyper-segmentation allows them to offer products and services that perfectly align with the unique demands of each sector.

Pioneering technical insights allow their engineers to operate at the intersection of physics, polymer chemistry, and applied mathematics. For example, leveraging Boyle's Law to calculate optimal pressure & temperature for maximized efficiency, and use advanced knowledge of compound polymers to predict tyre durability and performance will enable the creation of best-fit products. This technical precision directly translates into reduced tyre consumption, lower costs per kilometre, and a smaller carbon footprint for transporters.

*By teaching clients how to maximize tyre lifespans, Kit Loong creates a ripple effect of reduced waste and enhanced profitability across their operations.*

By empowering clients with the proprietary Sigma Formula, a system of 34 critical performance elements, enables Kit Loong to transfer unparalleled knowledge to end users. By sharing insights into tyre dynamics, wear patterns, and cost-efficiency strategies, they empower fleets and businesses to make smarter decisions that align with both their budgets and sustainability goals.

**Transforming Customer Relationships into Partnerships**

Here, the above mantra is slightly adjusted to "we don't just sell tyres - we build partnerships". Kit Loong's customer engagement philosophy is built on the understanding that sustainability is a shared responsibility. This is achieved by

deploying end-user and fleet-focused strategies. The commitment is to direct engagement with end-users and fleets to allow for the delivery of not just products, but transformative solutions. By teaching clients how to maximize tyre lifespans, Kit Loong creates a ripple effect of reduced waste and enhanced profitability across their operations.

The 24/7 Nationwide Breakdown Services recognizing that downtime can be disastrous for businesses. The Kit Loong 24/7 Breakdown Services provides customers with round-the-clock support. With rapid response times and expert assistance, this offering eliminate the need for premature tyre disposal and ensures seamless operations for partners.





### A Trading Ecosystem Designed to Reduce Waste

Sustainability runs through the veins of this trading sector, which operates as an interconnected ecosystem of specialized entities. The Kit Loong Fleet Solution is focused on providing tailored tyre management solutions for long-term efficiency. Meanwhile, the Kit Loong 24/7 Breakdown Services ensures nationwide coverage for emergency tyre support. Lastly, Kit Loong Tyre Management is serving project-based or contract-specific requirements with precision. Together, these entities form a cohesive network that delivers sustainable solutions across Malaysia, reducing waste while driving operational excellence.

### The Power of Integration: Logistics and IT

The operational infrastructure of a company operating in this industry is now a showcase of innovation, combining state-of-the-art logistics and cutting-edge digital tools to ensure sustainability at every stage of the tyre lifecycle. Called KL 3R Tyre Supply Chain, the logistics arm is designed for maximum efficiency, reducing transportation emissions by optimizing routes and maintaining full-load efficiencies in reverse logistics. This not only minimizes environmental impact but also significantly lowers costs for our clients.

Supporting this is the KL Connect IT Development, managing processes from collection to delivery, our IT platform provides realtime, end-to-end traceability. This unparalleled transparency allows customers to monitor their tyres' journey, from the moment they leave the depot to their return as retreaded products, providing verifiable data for stakeholders.

Certified premium products are a commitment to excellence with the belief in quality over quantity being reflected in the focus on such products. These tyres are engineered for durability, providing exceptional performance and reducing the need for frequent replacements. By delivering the best value to customers, it is ensured that sustainability is not just an ideal but a practical reality.

Investors are increasingly emphasising ESG. It is their perspective to turn sustainability into Profitability. Hence, a "Reduce" strategy is a core of a business model that aligns environmental stewardship with financial success. The reductions are achieved through operational efficiency for competitive advantage. by reducing tyre waste and optimizing performance, customers are enabled to lower operational costs—creating a significant competitive advantage for both them and the tyre supplier.

*Thus, Sustainability as part of ESG emerges as a revenue driver.*

This is a scalable and replicable Model, whereby the precision of the segmented approach and the robustness of infrastructure make this model scalable across geographies and industries, providing an opportunity for investors to support a proven, growth-ready initiative.

Thus, Sustainability as part of ESG emerges as a revenue driver. As ESG compliance becomes non-negotiable for global businesses, the new approach positions Kit Loong as a leader in enabling environmentally friendly practices. For investors, this translates to a brand that is future-proof, resilient, and aligned with global sustainability goals.

### Vision for the Future: Setting a New Standard in Sustainability

The "Reduce" initiative is more than just a practice; it's the embodiment of Kit Loong Commercial Tyre Group's mission to lead the tyre industry into a more sustainable era. By combining world-class expertise, advanced infrastructure, and a relentless commitment to excellence, we are not just reducing waste - setting a new standard for what's possible in sustainable business. Salespersons play an integral role in this mission by providing exceptional guidance on suitable tyre usage based on applications, thereby contributing to the "Reduce" aspect. They also facilitate the "Reuse" initiative by bringing back as many COCs as possible from customers for retreading, giving tyres a new life. Additionally, they contribute to "Recycle" by collecting tyres unsuitable for retreading from customers, ensuring they are processed through proper recycling channels. For investors, this is an opportunity to be part



of a transformative journey, where environmental responsibility drives profitability, and innovation ensures long-term growth.

**Reuse: A Legacy of Excellence, Reinvented for a Sustainable Future**

Kit Loong Commercial Tyre Group has been a bedrock of the tyre industry for decades, pioneering advancements in retread solutions that span the entire spectrum - from high performance premium tyres to cost-efficient options designed to suit every market need.

Their reputation is anchored in exclusive partnerships with global giants such as Goodyear and Continental, who entrust us with their OEM off-take retreading projects. Beyond the manufacturing floor, these innovators in tyre retreading have established themselves as leaders in end-to-end lifecycle solutions, integrating repair services with responsible recycling practices, thus closing the loop in tyre sustainability.

This is the essence of the commitment to the 3Rs of Reduce, Reuse, Recycle - a promise synonymous with excellence and eco-consciousness.

**Retreading: The Art and Science of Reuse Our Transformation Journey**

Tyre retreading has been the foundation of Kit Loong's operations since its inception. However, in the past decade, they undertook a revolutionary transformation, redefining how retreading is done. Significant investments have been made into state-of-the-art technology and cutting-edge equipment. The Malaysian facility now competes on par with the world's top three new tyre manufacturers in terms of efficiency, precision, and energy conservation.

Modernized Processes have replaced Legacy methods. Using advanced, automated systems that optimize every stage of the retreading lifecycle, ensure consistency, speed, and quality at levels previously unseen in the industry. Smart Manufacturing with IoT and AI enables intelligent customization. A proprietary retreading system is designed to accommodate a wide range of specifications, ensuring every product meets exacting client requirements.

Advanced IoT integration is key to ESG success. Every production station is guided by real-time software monitoring and powered by IoT-enabled devices, ensuring seamless communication and precision across the factory floor. Aiding this are decision-making algorithms embedded in critical stations autonomously optimizing processes, reducing reliance on human intervention while enhancing consistency, quality, and scalability. Here, inconsistency are sources of waste, and hence to be reduced, if not eliminated.

**Beyond First Life: Extending Usability Across Multiple Lifecycles**

The Kayel Tyre Retread goes far beyond the conventional. Kayel Tyre Retread specializes in processing tyres across all usable lifecycles, ensuring that every viable tyre is given a second or even third life. This philosophy not only aligns with sustainability goals but also enables customers to maximize their return on investment. Cornerstones for this approach are firstly a rigorous maintenance standards, emphasizing the importance of proper tyre care throughout its lifespan, enabling optimal conditions for retreading. Secondly,

lifecycle management from inspection to repair and retreading, ensures that tyres remain in use for as long as possible, significantly reducing waste.

**Considering Recycling First**

The pinnacle of tyre lifecycle Innovation is actually the Grand Finale in sustainability: Where Waste Becomes Wealth. Recycling initiative embodies the ultimate vision of sustainability - a transformation of waste tyres into valuable resources, completing the full circle of environmental responsibility. This final step in the 3R strategy is not just a process; it is a revolution in how the tyre industry approaches waste. By embracing advanced recycling and pyrolysis technology, we can aim to redefine tyre recycling in Malaysia and set a global benchmark for sustainable innovation. It is important to put the idea of recycling first; it has to be considered when developing the tyre.

Reimagining tyre waste with recycling through game-changing innovation is at the heart of Kit Loong's recycling initiative. The cutting-edge rubber crumb and pyrolysis process- a sophisticated and environmentally friendly method that extracts value from waste tyres by converting them into four high-demand, high-value by-products with various industrial applications:

- 1 Tyre Oil: A green energy solution that reduces dependency on conventional fossil fuels, driving Malaysia's transition to sustainable energy.
- 2 Steel Wire: Fully recovered and ready to re-enter the industrial supply chain, supporting the circular economy.
- 3 Carbon Black: A versatile resource with applications ranging from rubber production to high-performance industrial products, with untapped potential for refinement into premium-grade materials.
- 4 Rubber Crumbs: Used in manufacturing products like rubber flooring, playgrounds, insulation, and paving materials. By producing rubber crumbs, we are tapping into an additional revenue stream and contributing further to Malaysia's green economy.

Summed up, this transformation represents a new era for tyre recycling; one that turns an environmental challenge into a lucrative opportunity.

### Synergizing Recycling with Retreading: A Model of Dynamic Adaptability

Recycling and Retreading processes are designed to complement each other, creating a dynamic and resilient business model capable of adapting to market trends. However, one also has to address market realities as challenges to this new paradigm. For instance, low retreadability periods through the influx of short-life, low-quality tyres from certain markets increases the volume of waste tyres unsuitable for retreading. Recycling these into rubber crumbs or even pyrolysis ensures that even these tyres contribute to sustainability rather than landfill waste.

Technology-Driven Shifts mean that advancements in tyre manufacturing increase retreadability rates, while rubber crumb and pyrolysis operations can scale down and still provide a safety net for excess waste. This balance guarantees operational continuity and profitability regardless of market conditions, while also ensuring that our sustainability goals are met in any scenario.

### Beyond Recycling: Unlocking the Power of Value-Added Products

It does not stop there as the approach to recycling goes far beyond the basic recovery of materials. One can envision a future where rubber crumbs and pyrolysis outputs are refined and transformed into high value products, leveraging partnerships with leading global and local players. Some ideas include:

- **Tyre Oil Refinement:** Collaborating with refineries to upgrade crude tyre oil into biofuels or other advanced energy solutions, tapping into the green energy market.
- **Premium Carbon Black:** Enhancing purity levels to create a product that meets the rigorous standards of industries such as automotive, aerospace, and specialty manufacturing. This strategic focus on value addition maximizes profitability while positioning us as pioneers in the tyre recycling value chain.

### Driving Carbon Neutrality through Recycling

The described recycling initiative is as much about environmental stewardship as it is about innovation. By integrating recycling into operations, one will be addressing two of the most pressing global challenges - waste management and carbon reduction.

#### Key impacts include:

- **Eliminating Landfill Waste:** Diverting significant volumes of waste tyres from landfills and reducing the ecological footprint of tyre disposal.
- **Lowering Greenhouse Gas Emissions:** By replacing incineration and landfill dumping with state-of-the-art recycling technologies, we achieve a cleaner, more energy efficient alternative.
- **Optimizing Natural Resources:** By recovering valuable materials like carbon black and steel, we reduce the need for virgin resource extraction, further protecting the planet. This reinforces our role as a leader in sustainable innovation, contributing to Malaysia's carbon neutrality goals and enhancing our global ESG credentials.

***Sustainability as profitability is to demonstrate that sustainability is not just a moral imperative but also a financially rewarding strategy.***

As a visionary platform for Malaysia's Green Economy, the first company in Malaysia to operationalize a fully integrated 3R framework, Kit Loong are more than just innovators; they are trailblazers. These recycling initiatives position them as a fundament of Malaysia's green economy, delivering impact far beyond the tyre industry. Tangible benefits for the wider society include generating employment opportunities across technical, operational, and value-added sectors, fostering socioeconomic growth. Additionally, through the 3R framework community empowerment local stakeholders collaborate to promote recycling awareness and education, driving a cultural shift towards sustainability.

From a product development standpoint, design of new products needs to be considered as an end-to-end integration. This way, developing a vertically integrated recycling ecosystem, encompassing everything from waste tyre collection to



value-added product refinement is possible. Sustainability as profitability is to demonstrate that sustainability is not just a moral imperative but also a financially rewarding strategy.

### Completing the 3R Legacy

Recycling is the linchpin that brings this 3R framework full circle, cementing the commitment to a sustainable and profitable future. Together with Reduce and Reuse, it forms a holistic, adaptive, and visionary model for tyre lifecycle management. For investors, this represents an opportunity to support a groundbreaking initiative with immense potential to transform Malaysia's tyre industry, aligned with global ESG standards, and setting the stage for international leadership. For years, Kit Loong has championed the 3R model, strategically reshaping the commercial tyre landscape. While exploring recycling partnerships, they identified a critical gap—a lack of industry standards. "Now, the timing is right to take decisive action. We are stepping into the recycling sector not just to participate, but to lead, setting new benchmarks and completing the commercial tyre ecosystem, with ambitions reaching far beyond," Teh concluded. ■



## Long and Colourful: Standing out From the Crowd



It was a sight to behold when Express Perdana received a batch of 20 shiny, new buses in January. Arriving with a group of drivers to ferry these colourful double-deck coaches home, Mr Haji Laili bin Haji Ismail was clearly proud and elated. The company is one of three companies within the Perdana Group. Express Perdana is one of the operators in the express bus industry, covering all of Malaysia. Their headquarters is located in Kota Baru, the capital of Kelantan. The routes connect Kota Baru with Kuala Lumpur, Johor Baru, Alor Star and Ipoh.

The total number of buses operated by the Perdana Group is around 100. "Some of these new ones are replacements, some are additional units as we see an uptake in demand," Laili said. Although there is an increase in demand noticeable,

he observed that business has yet to fully recover from the pandemic. "After the pandemic, we cannot say it is the same as before. The market is not back to pre-pandemic levels yet," he stated. According to him, the market now, is about 85 percent of pre-pandemic levels. Perdana Group however would want to be ready for when the situation changes, hence the new buses will be readied now.

### A Convenient Travel Option

Commenting on the growing competition from other means of transportation, he explained that there will still be a place for their services for times to come. Despite the rise of air travel and private car ownership, express buses remain relevant due to affordability, convenience, and accessibility. Many people still rely on buses for intercity travel, especially in areas with limited flight options. Buses offer direct routes to destinations not served by trains or flights. Additionally, they provide a cost-effective alternative for budget-conscious travellers. However, with more people owning cars and flights

becoming cheaper, bus ridership may decline in some places. Yet, express buses continue to serve an essential role in public transport.

Where the operator stands out is in their use of a single brand of chassis; Scania is the OEM of choice and Laili is a staunch supporter of the Swedish brand. "Why did I choose Scania? Why Because Scania, for me, we have an existing market using Scania. So, we have succeeded with Scania. As a service provider, we were able to grow with Scania. So, I think we will continue with Scania because they have an extensive service network, which makes it easy for us to maintain our fleet."

Because uptime is important for this kind of operation, Ekspres Perdana relies on a partner that has workshops in strategically placed locations. As demand varies between festive seasons and non-festive seasons, it is vital for the operator to be able to react to the ebbing and tiding demand by having their vehicles mission-ready at all times. When evaluating the chassis, his team will be looking for quality, rather than a discount. "We are looking for quality. Product quality and quality in the service network. The latest batch of buses received by Ekspres Perdana is special as they are among the first of the 13.5-meter-long buses, which have now been approved by the Ministry of Malaysia as a standard option for the country.



### Long Buses, More Comfort

Recently, the Malaysian government tested 20 units of the 13.5-meter buses to ensure that they can be safely operated on the roads in the country. Following successful trials, the government has allowed all operators to use them. Ekspres Perdana bought these as a standard option, which Gemilang Coachwork is now offering. However, instead of adding more seats, Ekspres Perdana opted to maintain 45 seats, as there would be on a 12.4-meter bus. It is VIP seating in 1+2 configuration with 13 seats on the lower deck and 32 on the upper deck. This way, passengers will feel more comfortable with the extra space. The extra-long bus provides extra space. "Not like airplanes, which keep getting smaller. So that's a good reason to take the bus—it's more spacious and comfortable."

As the driving characteristics of such a long bus are different from what drivers are used to, Scania's service extended to the provision of training to all Ekspres Perdana drivers. In addition, since these are using Euro V engine technology, drivers were to undergo training on how to use the advanced technology too. Ekspres Perdana opted for EURO V in anticipation that in Malaysia it will be mandatory for all commercial vehicles starting in 2025.

### Standing Out from the Crowd

Standing on parade, the buses gleaming in the morning sun also stand out as they are all painted in individual colours. This is deliberately done and part of the company's philosophy to make each and every bus unique in appearance. Since the beginning, Ekspres Perdana have made it a habit to colour their buses individually. This way, they are unique in more ways than just their registration number. "So, it makes them more attractive. And many people are drawn to these different colours. So, people don't get bored seeing them," Laili explained.



Apparently, it is a celebration among the staff as it always looks new and exciting when launching a new bus. People see it and say, "Wow, a new bus." He opined that if they kept them all in the same colour, people would not know if it was a new bus or an old one. The idea that people recognise that the vehicle is new has also been found to be linked to improved trust in the operator. And this is why Ekspres Perdana makes new buses in different colours. His own favourite colour for the buses is orange, which happens to be one of the corporate colours as well as the colour of the seat upholstery. 🚐

# Volvo Buses Introduces Euro V Product Range in Malaysia

*A Step Toward Sustainable Mobility*



pollutants known for their detrimental effects on both human health and the environment. Under this regulation, Malaysia is preparing for the mandatory implementation of Euro V -compliant fuels and vehicles by 2025, further reinforcing the country's commitment to meeting international environmental standards.

For the transportation sector, this regulatory shift means that all new diesel-powered commercial vehicles, including buses, must adhere to the Euro V emission limits. By introducing Euro V compliant buses, Volvo is helping Malaysian operators meet these requirements, supporting the transition to cleaner and more sustainable public transportation.

In alignment with Malaysia's ongoing commitment to reducing vehicle emissions and improving air quality, Volvo Buses has introduced its Euro V compliant buses to the Malaysian market. This strategic move supports the country's environmental policies, which are designed to meet the stringent emission standards established by the European Union, standards that Malaysia is progressively adopting for public and commercial vehicles.

## **Euro V Regulation in Malaysia: Setting the Standard for Cleaner Emissions**

The Euro V standard is an integral part of Malaysia's long-term strategy to reduce vehicular pollution and improve urban air quality. Specifically, Euro V sets rigorous limits on nitrogen oxides (NOx), particulate matter (PM), and hydrocarbons,

## **Technological Advancements Driving Sustainability**

Volvo Group has had the Euro V products operating in many markets globally for over 17 years. In general, the Euro V engines have a lower fuel consumption than the equivalent Euro III units, which means that although total costs are roughly the same because of the need for AdBlue diesel exhaust fluid on the vehicle, the CO2



emissions are reduced with the lowering of fuel consumption. There is also the significant reduction in poisonous gases from the exhaust, which also reduces the environmental impact. The Euro V products continue Volvo's focus on safety with a number of features, such as the well-recognized and welcomed Electronic Stability Control (ESP) and Electronic braking Systems, (EBS), which all come as standard on the chassis. These innovations allow Volvo's Euro V buses to meet the increasingly stringent emissions limits without compromising on performance or reliability, providing operators with an efficient and environmentally responsible solution.

### Key Benefits of Euro V Buses for Malaysia

The introduction of Euro V buses by Volvo presents several advantages for the Malaysian transportation sector:

### Supporting Malaysia's Sustainable Transport Vision

1. **Reduced Environmental Impact:** By significantly lowering NOx and particulate emissions, Volvo's Euro V buses contribute to improved urban air quality and public health, directly supporting Malaysia's efforts to combat pollution.
2. **Enhanced Fuel Efficiency:** The advanced engine technology employed in Volvo's Euro V buses ensures better fuel efficiency, which helps reduce both fuel consumption and operating costs for bus operators.
3. **Regulatory Compliance and Future-Proofing:** With Malaysia set to fully implement Euro V standards by 2025, Volvo's Euro V buses provide a future-proof solution for operators, ensuring compliance with evolving regulations and avoiding the costs of retrofitting older vehicles.

As Malaysia's urban population continues to grow, the demand for efficient and environmentally friendly public transport solutions becomes increasingly critical. Volvo's introduction of Euro V buses marks an important milestone in the country's efforts to modernize its public transportation fleet and reduce its environmental footprint.

Through strategic partnerships with local transport authorities and operators, Volvo aims to support the seamless integration of these advanced buses into Malaysia's public transport network. This collaboration will be key to ensuring that operators can effectively transition to Euro V-compliant vehicles while maximizing operational efficiency.

### A Commitment to the Future of Mobility

Volvo Buses' introduction of Euro V compliant buses in Malaysia is a clear demonstration of the company's ongoing commitment to sustainability and innovation. By embracing cutting-edge emission control technologies, Volvo



is not only helping operators meet current regulatory standards but also paving the way for a greener, more sustainable future for the Malaysian public transport sector.

As Malaysia moves toward the full adoption of Euro V regulations, Volvo Buses is positioned as a leading provider of eco-friendly transport solutions, helping the country meet its ambitious environmental goals while ensuring cleaner air and a more sustainable transport system for future generations. In addition, Volvo Bus will be launching its innovative Driver Support System on the Euro V B11R model for the express bus sector. This advanced system is designed to enhance driver safety and performance, providing real-time assistance to ensure safer and more efficient operations. By integrating this technology into the Euro V B11R, Volvo aims to further elevate the passenger experience while supporting operators in improving safety standards and reducing operational costs. 





# Coach Luxury Redefined

*With 19 years in the luxury coach business Terence Ng, when adding to his company's fleet, drew on that experience to redefine luxury.*

"I choose continental brand when adding to my fleet because their product are reliable, comfortable and safe. They also meet the latest emission standards," Terence stated. The Group plans to deploy the new coach on the Singapore-Kuala Lumpur route, under its subsidiary Luxury Coach Service, targeting the premium coach transportation market.



One safety feature that Mr Terence likes is that the entire bus is equipped with 10 CCTV cameras, strategically placed to ensure passenger security.

**W**hen Terence Ng decided to expand his fleet of luxury buses there was one thing on his mind – the Managing Director of Leisure Frontier Group wanted to redefine what people imagined to be a luxurious coach. Leisure Frontier Group had 106 buses before expansion began, and the current goal is to grow that to 120.

Scania Singapore together with Truckquip Sdb Bhd handed over its first New Bus Generation in double-decker coach configuration to the Group on October 11, 2024. Mr Terence accepted the key to the chassis from Mr Oscar Wyckman, Country Manager of Scania Singapore and TQ DD12 bus body commemorative gift from Ir. Sampson Yap, General Manager of Truckquip Sdn Bhd.

The Leisure Frontier Group offers cross-border transportation, local tours, shuttle bus services, departure and arrival pick-ups, event transportation and rental and chartering services. Its fleet now comprises more than 20 Scania coaches, including coaches under Luxury Coach Service, which the Group acquired in May 2023.



These cameras monitor the interior and exterior of the coach, providing real-time surveillance that contributes to a safer travel environment, which is his top priority. Digital mirrors, which help bolster safety, provide a wider field of view and significantly reduce blind spots, enabling drivers to navigate with greater confidence.

While Mr Terence worked with Truckquip Sdn Bhd, body builders to sculpt the interior. "When I started this process," relates Terence, "I began by looking at it from a passenger's perspective. "What do we need to have on board to provide the best experience for our customers?"

The new buses boast a luxury interior. The coach's sidewalls feature a stunning metal pearl steel color with a pearlescent finish, while the frosted black ceiling contrasts beautifully with it, creating a sophisticated sumptuous feeling. Large, tinted windows enhance the overall ambience, creating a sense of openness, eliminating any feeling of confinement. This is an interior that is not common in the market. "If you look at the sidewalls, they are of a lighter tone. That contributes to the feeling of spaciousness," says Terence.

Terence's next concern was the comfort of the seats. "I wanted to have the most comfortable seats possible. Seats are all about the material. I looked at a lot of material. The quality, the colour, how it helped create the luxurious feel that I was striving for. I wanted to bring the interior to the next level."

VIP seats, ergonomically designed, with the special PVC leather chosen by Terence, gives a soft touch and real leather feel, to provide maximum comfort. It also come with foldable food trays, ensuring passengers can enjoy meals in comfort and style. This addition transforms the travel experience, making it ideal for both business and leisure travelers who appreciate luxury on the road.

A compact, fully functional pantry - integrated into the bus body design, allowing for food preparation and storage. This thoughtfully designed space facilitates the service of snacks and beverages, making long journeys more enjoyable. Whether it's a hot coffee or a light meal, passengers can expect attentive service at their fingertips. Terence notes: "Whether you are travelling across town or into

Malaysia, everyone wants to have a hot or cold drink and something to snack on. At the push of a button the in-cabin staff will bring you coffee, tea or a light meal such as a sandwich."

A focus on technology was essential. "As everyone has a smart phone, we needed to have wifi. We provide tablets for our passengers on which they can watch Netflix and YouTube." Premium service. "Wi-Fi service ensures passengers stay connected throughout their journey, enhancing the overall travel experience."

"The bus interior needed to be a spacious place. For many of our passengers it is a workspace. They may be travelling, but they need to focus on what they are doing and not feel cramped and uncomfortable."

In the tropics air conditioning is of utmost importance. While some operators like to crank the aircon up as much as possible, Terence spent a lot of time making sure that it was just right.

A retractable luggage tray improves accessibility, organization, and safety. It allows for easier loading and unloading by sliding out, eliminating the need to reach deep into the compartment. This design maximizes storage space, prevents damage to both luggage and the compartment, and reduces the risk of injury from bending or reaching. Additionally, it saves time by making it quicker to access items, especially during busy routes, contributing to more efficient operations.

"All the decisions," Terence states, "are based on my years of experience. I know what I want in a coach, I've listened to feedback from passengers, and I spent a lot of time to make sure everything was created to meet their needs."

Ir. Sampson Yap, of Truckquip Sdn Bhd, who was Terence's point of contact, agrees with his client. "Terence spent a lot of time going through every detail. He looked at countless swatches of material. He considered every colour of the palette. He checked and rechecked minute details."

Yap states that Ng was obsessive in making sure that everything was done right. "He would return time and again to a point until he was absolutely confident, he'd gotten it right. He spent an enormous amount of time looking at materials, colours and other designs to generate ideas.

The Leisure Frontier Group is looking into acquiring more Scania K410 coaches from the New Bus Generation for its fleet renewal plan over the next two to three years. 🚐



Truckquip Successfully Hands Over the First DD12 Bus in Singapore to Luxury Redefined. Elevating Travel with Innovation & Excellence



# Is it your ECU that is Faulty? Allegiance can tell

*Being one of only seven independent workshops operating a Jaltest ECU diagnostic system is giving Allegiance Malaysia an edge.*

As a business, they might be best known as a spare parts supplier to the commercial vehicle industry. However, Allegiance Malaysia Sdn Bhd's, business focuses is on providing a one stop center for spare parts, repairs and maintenance of heavy commercial vehicles for fleet owners. To achieve this, they are constantly upgrading their equipment. Recently, they added a test bench for Electronic Control Units (ECU) from Spanish multinational manufacturer of components and electronics Cojali S.L., who are also the developers of one of Europe's top advanced diagnostics solutions in Jaltest Diagnostics and connectivity solutions for commercial vehicles. This makes them one of only seven third party service providers in the world to be able to offer testing and repair services for ECUs used in commercial vehicles, industrial off-highway vehicles and even material handling equipment. Handling the diagnostics and in particular this specific kit is Jason Soyza, Assistant GM-TE Division at Allegiance. He told Asian Trucker why investing in the Jaltest equipment from Cojali is a revolutionary step that will benefit the commercial vehicle industry even beyond the borders of Malaysia.

In modern trucks, many functions have evolved from being mechanical to electronically managed. ECUs play an important part in the vehicle as they monitor and control a truck's systems and functions. There are several ECUs built into modern trucks, each managing specific functions of the vehicle. The three main functions of the ECUs are to ensure that the vehicle complies with emission regulations, operate efficiently and in a safe manner. As Diesel engines advanced, more and more functions have been added to reduce Nox and other harmful emissions. To comply with current regulations and laws, an engine must therefore be very precisely managed. For instance, timing and amount of fuel injection has to be tightly controlled to achieve maximum performance. Fuel efficiency is the second point where ECUs are vital. Electronics combined with software will manage the amounts and timing of the injection of fuels with a precision that mechanically would not be achievable. Without these circuits, the engine would not be able to

perform at its optimum efficiency and performance whilst achieving emission output according to regulations.

Finally, ECUs are managing safety features of trucks, such as ABS, EBS and Advanced Driver Assistance Systems (ADAS). Electronics are faster to react than a driver, being able to react in nanoseconds. Therefore, ECUs play a crucial role in vehicle safety. Whenever a component has an issue, the onboard software would create a warning for the driver. A warning may pop up on the dashboard of the truck. Depending on the nature of the issue, a truck's system may slow the vehicle down to a safe speed or even disable the vehicle if it is unsafe to be driven at all. This is where the Jaltest equipment will come in: a system failure may originate from a malfunctioning sensor or component on the vehicle; however, it could also be the ECU that has a problem and is not interpreting or providing the right signals. Should an ECU be faulty, replacing any component would not resolve the issue as it would keep on popping up. In the case of such a failure message, any workshop would typically only be able to change the component that is indicated to have a problem.

For modern trucks the process would be in the first instance to connect a Diagnostic tool to the vehicle and check error codes and live stream data to find out if there is a mechanical problem, then for sensor issues and lastly, the wiring would be checked. This entire process in modern vehicle diagnostic is very dependent on the ECU at the center of the system working properly. If the ECU is faulty a lot of time, effort and money is wasted due to erroneous information fed back by the faulty ECU to the connected Diagnostic tool.

"We are now able to isolate the ECU from the truck and test it for any failure by connecting it to a simulated environment where all the input signals are controlled and perfect and where we know the outputs are supposed to be as specified by the manufacturer. If there is a deviation from that which is expected, then we know that the ECU is faulty and that the components on the vehicle should be in order," Soyza explained "Sometimes, there is a situational error, which could be generated when tyres slip for instance. Such an error message could persist as a message until it is fixed." After such an error has been fixed, the original ECU needs to be "reset" to ensure that the error does not crop up again.

Replacing an ECU would be a costly affair, typically one looks at four to five-figures price range depending on the make and model of the vehicle. Changing one on the assumption that it could be damaged would not only result in downtime but also set back the owner for a large sum of money. With the ECU test bench Allegiance can now pinpoint ECU errors from typical vehicle component malfunctions quickly and efficiently. If an ECU is found to be faulty, they can now offer the customer the additional option of repairing the ecu in addition to replacing it with a new or second-hand unit.

Another aspect of having the test bench is that through this process of checking and repairing the ECUs, electronic waste is reduced. Instead of discarding ECUs once it is confirmed that it is faulty, it can be repaired, tested on the simulation bench for correctness and re-used. Only those that have been proven to be beyond repair will be committed to waste.

According to him, Allegiance has taken this bold step of investing in this testing equipment as trucks are becoming

more and more electronically managed while the emphasis is on the reduction of electronics waste and waste in general. "We are foreseeing that this kind of service will be something that will see a drastic uptake in demand in the near future."

There are only seven independent workshops globally, including Allegiance being the only one in Asia, that are currently operating the Jaltest testing equipment. "Truck OEMs do not repair ECUs. They have exchange programs and would replace the units, not fix them. Hence, trucks OEMs do not operate equipment such as this." The equipment is hard to come by as the supplier is not simply selling the units. Cojali has invested a significant amount of money in the development of this tool: in order to work, test protocols need to be defined, and the testing equipment has to be compatible with a range of brands and models. The unit standing in Allegiance is able to also diagnose ECUs used in agriculture equipment, material handling equipment such as forklifts and off-highway and construction machinery. To become qualified, Allegiance had to undergo a six-week training course at Cojali HQ in Spain. With this, Allegiance is now certified to carry out the testing, as per Cojali's protocols. "This is similar to our other certifications by ZF, Wabco or Hengst for instance." Being top of the range, the Jaltest unit is also a very costly unit.

Generally, the job scope of staff in the workshop has been transitioning for some time now. Nowadays, technicians will need to have computer skills and knowledge of electronics, programming, mechanics and hydraulics. In order to use the Jaltest equipment, one would need to be a trained electrical and electronics engineer, if possible. "Myself, I am trained in electronics. For example, you need to be able to read circuit layouts and have an understanding of electronics," Soyza stressed that the test bench is a breakthrough as it allows Allegiance to repair, rather than just replace parts, which will see a prolonged lifespan for the vehicle. Having ECUs on standby, a truck may be able to be returned to active duty with a loan unit while the ECU is being tested. Transporters will also be delighted to hear that the truck affected by an ECU problem may not need to be taken to the workshop. Using the diagnosis and simulation protocol afforded by the test bench, they can readily establish if it is a problem with the ECU without the vehicle being present at their workshop. When the braking system is affected, driving the truck may even be dangerous. In such a case, the ECU can be extracted from the vehicle and sent to Allegiance for analysis. This means that Allegiance could also test ECUs that are sent in from abroad. What needs to be pointed out is that the test would void warranties. "It is a balance. While the warranty may be void, the savings could be significant." Again, he stressed that the ability to test and repair a faulty ECU will reduce the impact on the environment and provide the customer with significant reduction in downtime and costs, while reporting that the first customers have already have success stories to tell after the Jaltest unit was commissioned in December last year. ■





# Your Mobile Home Adventure

*Converting dependable vehicles from workhorses to cozy motorhomes, RV Motorhome and Caravan is looking to make an impact in the market.*

**C**ampaign is gaining popularity. The idea of combining flexibility with having access to amenities appeals to many youngsters and seasoned travellers. The business of converting vehicles to recreational vehicles is entering an exciting phase of growth in Malaysia. Fuelled by a rising interest among Malaysians eager to explore their own backyard in comfort and style, we see more of these SPVs on the roads now.

Those seeking unique travel experiences, may rent a campervan before committing to buying one as they represent a significant investment. At the same time, RV rental business presents a lucrative opportunity for investors and partners looking to tap into a developing industry. Asian Buses spoke to Sam Tee, Co-Founder, VR Motorhome & Caravan Sdn Bhd about his ambitions to be a leader in this market.

"VR Motorhome, a pioneer in Malaysia's campervan industry, has carved a niche by designing and renting legally compliant, high-quality motorhomes that cater to both seasoned travellers and first-time adventurers," he told Asian Buses. Unlike conventional travel options that require hotel stays and rigid itineraries, campervans offer flexibility, convenience, and an immersive way to explore Malaysia's diverse landscapes. From serene beaches to highland retreats, the concept of self-drive holidays is becoming an attractive alternative to traditional vacations. Meanwhile,



glamping and camping grounds are sprouting everywhere across the country, offering a vast array of options to pick as destinations.

The company's journey into the campervan rental business stems from a deep passion for road travel. Tee also has an understanding of the challenges that long-haul drivers face. Recognizing the gap in the market, VR Motorhome transitioned from machinery imports to developing fully customized motorhomes. "We have designed our vehicles specifically for Malaysia's unique terrain and climate," he said. With extensive research and development, the company has created campervans that are comfortable, functional, and legally approved for road use. This last aspect is crucial: ensuring that every vehicle meets government regulations and safety standards, providing peace of mind to both renters and potential business partners.

A key differentiator of VR Motorhome's fleet is the innovative approach to power management. Unlike imported



models that rely heavily on external generators, the company's vehicles are equipped with advanced solar-powered systems, reducing reliance on fuel and enhancing sustainability. Tee explained that the initial investment in solar panels will quickly be recouped, if not by way of offering a higher degree of independence. This technology allows customers to enjoy uninterrupted travel for weeks without needing to recharge or refuel. In his view, this is a significant advantage over traditional motorhome setups. Furthermore, the company's commitment to quality control ensures that each vehicle is designed to withstand Malaysia's road conditions, preventing common issues like structural wear.

The target market for campervan rentals is broad, spanning retirees looking for extended road trips, professionals who seek mobile workspaces, and families keen on an adventurous getaway. The rental model allows travellers to experience the lifestyle without the upfront cost of purchasing a motorhome, making it an accessible option for a wider audience. The growing popularity of remote work and digital nomadism also presents a unique opportunity, as more individuals opt for mobile living spaces that offer both convenience and functionality. For his latest creation, Tee opted for a well-known platform that also offers the benefits of ready spare parts availability and a wide service network. "These things matter, especially when you need a high level of uptime in order to generate income."

While Malaysia's campervan industry is still in its infancy compared to established markets in Europe and Australia, the government has begun recognizing its potential. Plans are

underway to develop dedicated camping sites, further legitimizing and supporting the industry's growth. In the meantime, VR Motorhome has worked diligently to ensure that its vehicles comply with existing road regulations, allowing customers to drive legally with a standard car license.


To scale its operations, VR Motorhome is actively seeking business partners who share its vision of making campervan travel mainstream in Malaysia. Expansion plans include establishing rental hubs across key locations such as Penang, Kuala Lumpur, Johor, and eventually East Malaysia.

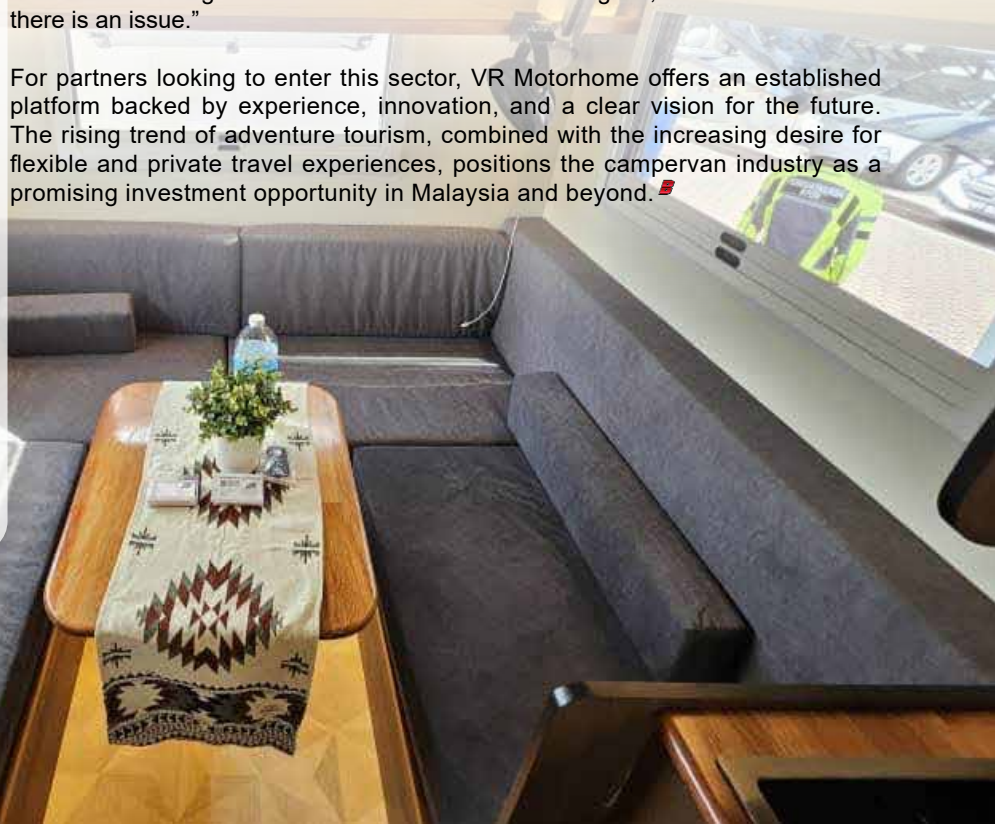
By creating a network of rental points, customers can pick up and drop off vehicles conveniently, mirroring successful models seen in countries with mature motorhome industries. Additionally, there are ambitions to expand beyond Malaysia, targeting markets in Thailand, the Philippines, and Australia. According to Lee, a conversion of such vehicle can take several months to complete. This is primarily the case due to the design of the units, using high quality materials and a clever design aimed to provide prolonged usage of the vehicle. Often, he said, he finds motorhomes that are cheaper than his, however, they do not offer the same in terms of durability.

For potential investors and partners, the business presents multiple revenue streams. Beyond rentals, there is an increasing demand for motorhome sales, customization services, and after-sales maintenance. VR Motorhome's ability to manufacture locally also positions it well to meet demand at competitive price points, offering a significant cost advantage over imported units.

Tee added that "Customer education is another key component of the business's long-term strategy. As the concept of campervan travel is still new to many Malaysians, VR Motorhome actively provides guidance on trip planning, campsite selection, and best practices for safe and enjoyable journeys." This commitment to customer support enhances brand loyalty and encourages repeat rentals. He himself can often be seen driving one of his creations on the way to a weekend destination.

The success of the campervan rental business hinges on offering a seamless and worry-free experience. From robust insurance coverage to well-maintained fleets and reliable customer service, VR Motorhome has set the standard for excellence in Malaysia's emerging RV industry. Its ability to adapt to market needs while ensuring compliance with legal and safety standards makes it a strong contender for sustainable growth. The one tip Tee has for those renting motorhomes is to ensure that the provider has sufficient insurance coverage, and that the paperwork is in order. "Renting a motorhome should be about having fun, not with hassle when there is an issue."

For partners looking to enter this sector, VR Motorhome offers an established platform backed by experience, innovation, and a clear vision for the future. The rising trend of adventure tourism, combined with the increasing desire for flexible and private travel experiences, positions the campervan industry as a promising investment opportunity in Malaysia and beyond. 





By: Oscar Collins

# Eight Best Practices for Mastering Fluid Management in Modern Workshops

For maintenance managers overseeing modern workshops, understanding and implementing proper fluid maintenance protocols is crucial. These essential procedures extend vehicle life span and significantly reduce operational costs.

Whether handling a small fleet or large-scale operation, these tips will help optimize your fluid management procedures to maintain peak vehicle performance.

## 1. Learn What Each Fluid Does

Heavy-duty trucks rely on several fluids to operate effectively. Each serves a unique function and purpose:

- Engine oil: Lubricates engine components, reducing friction and preventing overheating.
- Coolant (antifreeze): Regulates engine temperature and discourages corrosion within the cooling system.
- Brake fluid: Transmits force from the brake pedal to the braking mechanism, guaranteeing reliable stopping power.
- Transmission fluid: Lubricates and cools the transmission system, ensuring smooth gear shifts and reducing wear.
- Power steering: Enables easy steering by lubricating and pressurizing the power steering system.
- Differential oil: Protects the gears in the differential from friction and heat, ensuring smooth operation.
- Fuel system additives: Improve fuel efficiency and engine performance while reducing carbon deposits.
- Windshield washer fluid: Cleans the windshield and improves visibility during adverse conditions.



Understanding what these fluids do makes it easier to know why checking them is vital.

## 2. Use High-Quality Fluids

Cheap fluids might save money initially, but they can cause more damage over time. For instance, using high-quality synthetic oils in heavy-duty trucks can provide longer service intervals, stretching your oil change interval to 15 000 Kilometers.

Always follow the truck manual to pick fluids that work best for your vehicles. Also, ensure the new fluids won't react badly with what's already in the system.

## 3. Invest in Technology

Modern tools can help you track fluid levels and quality. Some workshops use systems that monitor fluids in real time, so they can fix problems before they cause breakdowns.





## Latching on: Visit Malaysia is a Huge Advertising Campaign. Why not Ride it to Promote Bus Travel?

The promotion for “Visit Malaysia Year 2026” has started. The country is aiming to raise the number of tourists arriving to 35 million. This is phantastic news for everyone in the tourism and (people) transportation sectors. While the Ministry of Tourism promotes the general idea, will those offering bus services capitalise on the incredible amount of promotion that could land them millions of rides?

Arriving at KLIA for instance would open up a lot of opportunities for coach operators. Why not offer a more frequent bus route to Melaka, Port Dickson, straight to Kuantan or Penang. Someone from a faraway country, like Germany, may want to explore places other than Kuala Lumpur by Airport Express. Let’s mention Melaka here only because it is shown in the first video to promote the Visit Malaysia 2026 campaign and close to KLIA; Same goes for other airports. I am sure Senai to Mersing could be a suitable route. Personally, I have not seen many ads for any buses operating from KLIA in recent years.

Obviously, getting around in Malaysia by bus is easy. However, again, I have hardly ever seen anyone promoting the idea of touring East Malaysia by bus. Having flown from Bintulu to Kuching recently, I was considering the bus too. If I were to be on a vacation, I would make Kuching the base, then use the bus to stop in Bintulu, Sibul, Miri, Kota Kinabalu, Sandakan and Tawau. There are many interesting sights to be seen along that route. For instance, the cultural village north of Kuching, home of the Rainforest Festival. In my books, said cultural village is a true tourism gem! One could stop at Niah Caves, a new UNESCO site, take Sandakan as jump-off point for diving.

The idea of the Hop-on, Hop-off buses has always intrigued me. This is a great way to explore a city. In Hong Kong, I would always sit on the top floor of the tram, as I get to see the place from a different perspective. Why not package this into a hotel stay, promoting bus tours.

Our city buses are also a great way to move about. Many places are well connected by bus. Again, there is no reason why tourists should not opt for the bus instead of hailing by e one of Malaysia’s most loved King of the Road. When travelling in a group, this could be a cost-effective way to not only transfer from point to point, but also get to see more of the place. Oftentimes, bus drivers also double up as tour guides. We all know that Malaysians are an extremely hospital people and when asked, the bus captain would certainly be more than happy to share his knowledge about the sights along the route.



stefan@asiantrucker.com

Naturally, trains are also very good means of transportation. For instance, the route on the Eastern & Oriental Express through Malaysia looks epic! Let’s promote the idea of taking buses for the last mile (Actually, why “mile” and not Last 1.6 Kilometres?). Getting to the train station by bus might be faster, more convenient and cheaper than a taxi. All good reasons to hop onto the bus.

There is a lot of chatter on social media in other countries about the upcoming Visit Malaysia Year 2026. Vietnamese publications have highlighted this campaign, drumming up interest in coming to visit our shores. In addition, Malaysians themselves are hyping up the campaign too. Merchandise seems to be flying off the shelves. Whenever my friends go to a local travel fair, they talk about getting a good deal on overseas travel. How about Cuti Cuti Malaysia on a bus? There is a lot to be discovered on our own shores, as we ourselves found out during the #SuperNiceTour2022. Even after 14 years in Malaysia, I have seen new places, different things and experienced touring the country in a different way than driving around in my car or flying from one end to the other.

With all the promotion already done for the country, it could be a great time to leverage on the campaign for the bus industry and demonstrate how cool and fun bus travel can be. However, it is now up to the bus operators of all types to catch on and get people onto their seats. 🚐

These tools save time and reduce errors. Sensors can send alerts when fluids need attention. GPS and telematics systems can also track fluid usage patterns, helping managers plan better.

### 4. Check Your Fluids Regularly

To keep trucks running their best, you must routinely check the fluids. Regular checks can catch problems like dirt or low levels before they lead to bigger issues.

Brake fluid is especially important for safety. Experts recommend checking it often to ensure the levels stay within the proper range. Low brake fluid can lead to brake failure. Use simple tools like dipsticks or automated systems in your workshop to make these checks quick and accurate.

Sticking to a schedule for checking and changing fluids keeps everything running smoothly. Make a checklist to ensure all fluids are checked and replaced when needed. Some companies use software to send reminders for fluid replacement schedules, ensuring no deadlines are missed.

### 5. Keep Good Records

Write down everything you do with your truck fluids, like when they were checked or changed. These records can help you spot patterns, plan maintenance and prove that you follow industrial rules.

Keeping these records using software can make the process faster and more organized. Develop a digital tracking system that monitors fluid consumption patterns, change intervals and analysis results. This data helps identify trends like increased coolant usage during summer months. You can also use it to optimize maintenance schedules across your fleet.

### 6. Dispose of Used Fluids Safely

Old fluids need to be thrown away carefully. This is important for protecting the environment, your company and your reputation. Establish clear steps for collecting and safely disposing of waste fluids in the workshop.

Work with recycling companies that uphold eco-friendly initiatives and handle disposal correctly, such as Shell Eastern Petroleum, which acquired EcoOils — a waste oil recycling firm in Southeast Asia. This approach complies with regulations while also supporting sustainable operations.



### 7. Train Your Team

Your team plays a significant role in fluid management. Training helps prevent mistakes, keeps trucks in top condition and helps your workshop personnel stay current with evolving fluid management technologies.


Teach them to spot signs that a fluid needs to be changed or topped up. They should also know how to handle fluids safely. Invest in regular training sessions on proper sampling techniques, contamination control and fluid analysis interpretation. Organizing regular workshops or bringing in industry experts can boost your team's knowledge and skills.

### 8. Adjust for Local Conditions

Trucks face different challenges depending on where they're used. Adjusting your fluid management to fit local conditions helps your trucks stay reliable and last longer.

For example, hot weather in tropical Thailand can cause coolant to evaporate faster, so it might need to be checked more often. In colder Russia, antifreeze becomes nonnegotiable, as does de-icing windshield wiper fluid to melt and prevent ice from adhering to the glass. Trucking companies in Central Asian southern desert regions may need to implement stricter schedules for inspecting air filters and coolant systems.

### Get Started Today

Start using these tips now to keep your fleet running strong and ready for the road ahead. With proper care, your fleet can meet challenges head-on and deliver excellent performance every time. 

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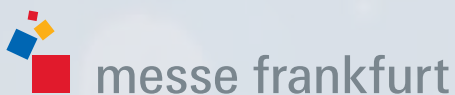
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# Gombak Bus Terminal Opens

*New transportation hub to be interconnected, offering convenience to travellers*



**T**erminal Bersepadu Gombak (TBG, also called Terminal Bersepadu Gombak in Malay) is a 24-hours Integrated Transportation Hub for passengers travelling from the Northern, Southern as well as Eastern States of Peninsular Malaysia. TBG is primed to be the major Transport Hub for the North-East sector of Greater Kuala Lumpur, GITT will offer seamless integration with the Gombak LRT Station will also be the focal transit point for the East Coast Real Link (ECRL) as well as Rapid KL, taxi hub and buses.

A one week trial preceded the official opening, having opened its doors to the public on March 15, as per the Transport Ministry. Following this, TBG was officially opened on 22nd of March 2025. During a briefing, the Transport Minister, YB Anthony Loke, said that there were still pending minor fixes, and operations will commence first with its bus terminal limited to drop-off operations.

“We still need to make some improvement so a few things including user comfort features specially the facilities for persons with disabilities. Once these are ready, we target to commence operations of the terminal on March 15,” Loke said. Meanwhile, the Gombak Integrated Terminal has begun receiving passengers arriving from the East Coast, despite official operations at its location on the Middle Ring Road 2 near the Gombak Toll Plaza

As a hub, TBG serves as to connect to other facilities. For enhanced efficiency and comfort, moving walkway or travelators from the East Coast Rail Link’s (ERCL) Gombak station to the ITT-Gombak are being discussed. For now, only a few buses can be seen dropping off passengers before they are continuing their journey to Terminal Bersepadu Selatan (TBS).

Terminal Bersepadu Gombak Sdn Bhd (Tegas) founder and chief executive officer Datuk Seri Mohd Nadzlim Mohd Noor, said that only 18 buses would stop at the terminal on Saturday March 15, during the trial period. The first arrival was a bus from Kelantan.

Travellers will appreciate the spacious and well-lit facilities. In the ticketing hall, automated ticket vending machines stand ready to dispense the required tickets. For passengers’ safety, access to the platforms will only be granted to those having valid tickets, which need to be scanned before accessing the waiting lounges.

Considering the location of TBG, operators are expecting demand to surge within the near future as the hub makes travelling easier for those living in the northern parts of the Klang Valley. Thanks to the TBG, there is no need to navigate through the city core first to reach TBS before then heading towards eastern or northern states. **■**



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## Yutong Rolls Out “Golden Ticket” Initiative in Pakistan

Recently Yutong has partnered with the Pakistan Down Syndrome Association (PDSA) to launch the Golden Ticket Initiative in Bahria Town, Karachi, providing free specialized transportation and zoo excursions for children with Down syndrome. This program underscores Yutong’s commitment to inclusive mobility and sustainable community development in Pakistan.

Since entering the Pakistani market in 2008, Yutong has delivered over 2,800 buses, becoming the top-selling Chinese bus brand in the country. Yutong’s success is rooted in Pakistan’s

trust. The Golden Ticket Initiative embodies its philosophy of “Better Bus, Better Life”, demonstrating how innovative transportation solutions can drive social progress.



During the excursion, Yutong’s flagship ZK6138HP (C13Pro), equipped with ergonomic seats, advanced AC and enhanced safety features, transported over 50 children, their parents and PDSA specialists to the zoo. Each bus was transformed into a mobile playground with colourful balloons and cheerful artwork. PDSA specialists also conducted interactive activities, combining educational engagement with entertainment through music and dance performances.

“This journey was not just about the destination; it was about the experience. These buses weren’t just a mode of transport; they were a gateway to happiness, carrying dreams, laughter, and the unbreakable bond of love.” said Mr. Zhang Peng, Managing director of Yutong Pakistan. 🇵🇰

## Karsan Aims for 400 Million Euro Turnover and 700 Electric Vehicle Sales Globally in 2025

Karsan, which has become a global brand in public transportation, completed 2024 with a turnover of 296 million euros, sales of 540 electric vehicles and a 28 percent increase in profitability. Stating that they have realized 82 percent of the electric public transportation exports from Türkiye to Europe in the last 5 years, Karsan CEO Okan Baş said, “In 2024, we have achieved the 8th place in the market ranking in Europe and 4.5 percent in the market share. There are countries in Europe where we are in the top 5. Even in Italy, Romania, Portugal, Switzerland in 3rd place; We are in the top 4 in France and Austria. Karsan e-ATAK with a 29 percent share and e-JEST with a 37

percent market share have achieved a very important success by maintaining the leadership in their segments in Europe for the 5th year in a row.”

Emphasizing that Karsan’s 2025 goal is to become the main player in the electric public transportation market, Karsan CEO Okan Baş said, “In 2025, we will further our strength in electric mobility. Our goal is; 30% growth, sales of 700 electric vehicles and reaching a global electric vehicle park of 2,200 units. With this growth, we expect to increase our total turnover to 350-400 million euros and our electric vehicle turnover to 200-250 million euros. 2025 will be a year in which we will diversify our product

range in both electric, autonomous and hydrogen, expand our market potentials and present innovations that will make a difference in the sector. Although we have a full product range, we never stop. 2025 will be a year in which we invest in new products and advanced technologies for Karsan.” 🇵🇰



## Ex-professional cyclist Rick Zabel on an entertaining job hunt in the MAN TGE

Former German professional cyclist Rick Zabel took delivery of a MAN TGE at the end of March, which he will be using in 2025 for his social media project ‘Rick needs a job’. MAN Truck & Bus is the exclusive van partner of the social media format. In ‘Rick needs a job’, the cyclist tries out a different job every week for a whole year with the aim of finding a suitable job for himself after his professional sporting career. The first episodes were released on YouTube at the beginning of the year.

Rick Zabel is now looking for a job with a MAN TGE. The MAN TopUsed van was converted by camping conversion specialist MAVIS to meet Rick Zabel’s needs. It is now a multi-functional vehicle for self-determined outdoor living. The highlights of the conversion are the flexible, modular MAVIS modules, which turn the camper into a versatile space for working, travelling and adventure. Thanks to its customisability, the extension offers maximum flexibility - from storage space for sports equipment such as Rick’s racing bike to a podcast studio and relaxation areas, including a hammock on the roof.



Rick Zabel will be seen with his MAN TGE at the Triathlon Challenge in Roth at the beginning of July and at the Hamburg Cyclclassic cycling race in mid-August. 🇵🇰

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