

ISSUE 77, May / June 2024
RM10.00

ISSN 2130-382X
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KDN PP18693/12/2017 (034826)

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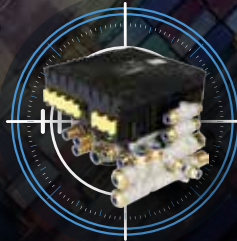
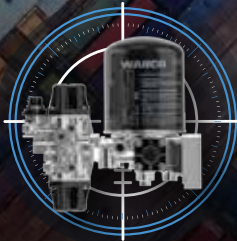


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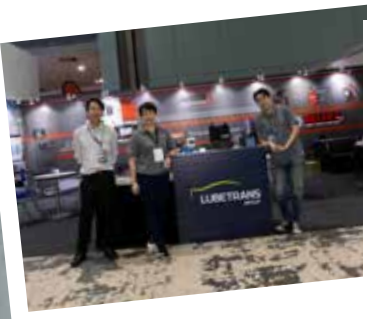


CAMC- HANMA
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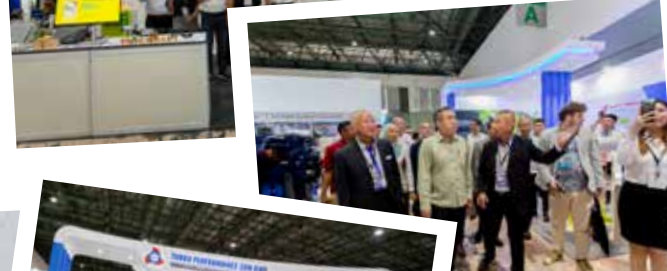
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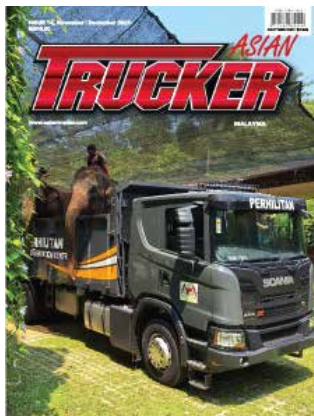
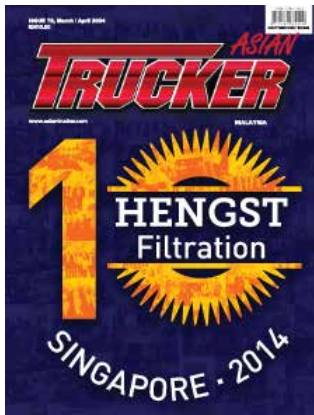


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www.asiantrucker.com

PUBLISHED BY

Asian Trucker Media Sdn. Bhd. No. 27-1, Block C, Zenith Corporate Park,
Jalan SS7/26 Kelana Jaya, 47301 Selangor, Malaysia www.asiantrucker.com

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Rumours and Murmurs – Answered

Everything was finally revealed at the Malaysia Commercial Vehicle Expo 2024! Leading up to the event we have fielded a lot of questions. Some very specific to the presence of individual exhibitors, others more general. The one question that is very difficult to deal with is the one that is asking about the approach of other exhibitors. Sure, I get it. In order to prepare for the show, to be different and to have the most impact, it would be great to know what other brands are doing. However.

Yes, as the organiser I will be working with each exhibitor to make sure that their presence is giving them the best possible outcome. For example, I may be asked if it is technically possible to place a vehicle in the foyer (I use this example as nobody did). Just before the show I know the exact details of every booth. Down to the material used to construct it. What you would not get me to reveal though is what your competitor is doing. With good reason. The creation of an exhibition booth and everything happening inside it is subject to the strategy chosen by the exhibitor. This, I cannot and will not disclose in any way

to someone as it would impact a lot of things. Most importantly, it is integrity that governs this as nobody would want their strategy disclosed. You wouldn't want me to tell your biggest competitor what you have in store so that they can react to that and gain an advantage.

By now, all the anticipation will have vanished. The unveiling has taken place and during MCVE, we have seen the latest vehicles being launched and new products being introduced. In our cover story for this issue we cover a lot of what has happened at the show. From a 50th anniversary being celebrated to awards being given out, the event has been a resounding success and many of the exhibitors have outdone themselves with creating stands that wow-ed the visitors. Naturally, with so much going on and the high level of energy during the week at the show, it is a pleasure to be writing about all of this. While I had not enough time to interview more of our exhibitors, I have been mesmerised by what has been done by each of the exhibitors. It should come to no surprise that the cover story is one of the longest articles we have published to date.

Meanwhile, a lot of other things have happened as well. Scania's trial run of 100 percent biodiesel to be used with their trucks has now yielded enough data for them to make qualified statements. Turn to our special report to find out more about how Biodiesel can help with your ESG ambitions. A new Actros version has been introduced and we have a closer look at the vehicle. India is also a key market for Mercedes and our Country Report, submitted by our content partners, provides a lot of insights. Back home, we see Sun Maju making a dash to positively contribute to the sustainability of the transport industry. Interviewing their management was a unique experience as not many transporters have a café on their premises where the bosses froth up a latte.

This issue, as you will notice, is about in-depth articles: there are fewer, but longer ones. Some people I spoke to commented that the economy is a bit slow at the moment. I will accept that statement as I do not know their business in detail. However, it appears to me that this has led many transporters to radically re-think their approaches. It seems that the slow business has given way for them to put the thinking cap on and to ponder how to go about the future. And this is reflected in the length of the interviews I have with them and thus, our articles are a little longer than what may be usual. I do hope that the material gathered is of use to you.

Drive safe,

Stefan Pertz
Editor, Asian Trucker



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Shell Fleet Solutions Ready to Help Malaysian Fleet Owners Navigate SKDS 2.0



Leveraging on its extensive understanding of the Malaysian market and challenges faced by transporters in the country, Shell Malaysia has been helping fleet and business owners prepare for the implementation of the Skim Kawalan Diesel Bersubsidi 2.0 (SKDS 2.0) since the announcement on 7 March 2024 by the Ministry of Domestic Trade and Cost of Living (KPDN).

Speaking to over 250 transport industry leaders at a Hari Raya celebratory event recently, Shell Fleet Solutions Malaysia General Manager, Joanna Lean, said that Shell is ready and has the expertise and an experienced account management team to help fleet owners of all sizes prepare for SKDS 2.0.

“At Shell, we believe that the human touch is reassuring, especially when one is navigating an unfamiliar path. Our experienced specialists are ready to provide guidance in the twostep SKDS process. Firstly, businesses should promptly apply for their diesel subsidy quota through the MySubsidi portal at <https://mysubsidi.kpdn.gov.my> to avoid any bottlenecks.

Secondly, apply for a Shell Card to be entitled for the subsidised diesel price,” she said. Businesses have a choice of two types of diesel subsidy cards from Shell that are SKDS 2.0-ready. The first option that is the postpaid Shell Card, backed by the Shell Fleet Hub, a one-stop online card management portal and 24/7 customer support. Fleet owners who desire a quick and simple application can opt for the Shell Cash Card for subsidised diesel that is catered primarily for small medium enterprises (SMEs).

According to her, there is also a special welcome package for new sign-ups during this period. With currently more than 1 000 strategically located Shell retail stations nationwide, it is an added advantage for fleet operators who seek convenience.

Encik Zainee bin Awang Damit, SME owner of Pengangkutan Z&M, prefers the Shell Cash Card for subsidised diesel because of the convenience, flexibility and friendly service from his favourite Shell station. The Shell Cash Card for subsidised diesel does not require any prepayment and allows customers to enjoy Bonuslink loyalty points which each refuel.

Port Klang-based Perceptive Logistics Sdn Bhd, who participated in the recent Government SKDS 2.0 pilot programme that started on 1 February 2024, described the experience as unfamiliar but appreciated the support by the respective parties.

“We are glad to have Shell supporting us throughout this pilot, given our complex fleet operations of more than 250 prime movers with branches throughout Peninsular Malaysia. There’s peace of mind working with the Shell team. Their experienced account manager and customer service team ensured that we were quickly onboarded with the Pilot project for MySubsidi Diesel, which is crucial to our business in an industry where margins are razor-thin,” said General Manager, Haulage Division, Annie Goh.

Shell aims to be the trusted fleet partner in Malaysia during the implementation of SKDS 2.0 and the imminent transition to e-invoicing. Regardless of whether your business is a SME or a large global enterprise, Shell provides a simpler, smarter and more sustainable solution that is supported by our people and expertise. **F**

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FUSO eCanters Debut in Turkey Capping 40 Years in the Market

Mitsubishi Fuso Truck and Bus Corporation announced FUSO's all-electric light-duty eCarter will be available for sales in the Turkish market in May 2024. The introduction of FUSO's series-produced all-electric truck caps 40 years of business in Turkey in collaboration with local partner, TEMSA.

Manufactured in FUSO's facilities in Tramagal, Portugal, and imported in Turkey as BU (built-up) trucks, the eCarter will be available for sale in 5 different models in the 6, 7.5, and 8.5-ton segments.

The last-mile delivery market in Turkey is witnessing growth and strategic investments, driven by its economic conditions, infrastructure, and central position in regional trade, and the eCarter provides an ideal solution for transport logistics in inner-city and urban routes with quiet, emission-free operations in areas that need them most.

"Together with TEMSA, we're excited to take commercial vehicles to the next step by bringing our series-produced, zero-emission light-duty eCanters to Turkey," said Andreas Deuschle, Head of International Sales and Customer Services for MFTBC.

"We look forward to continuing our long partnership by leading the way for the commercial vehicle industry."

FUSO Canter from the Kawasaki plant in Japan have been distributed in Turkey by TEMSA since 1984 via BU and later assembled as knock down (KD) kits from 1992 across a wide array of sectors that form the local economy, including public services, construction, food services, and retail.

Introducing the eCarter will not only play a significant role in the green transition of the light truck market but also contribute to the transformation of various sectors within Canter's customer base.

About the eCarter

The eCarter is the Japanese market's first series-produced, all-electric truck developed by MFTBC as a solution to urban environmental issues such as noise, exhaust gas, and CO2 emissions. As the eCarter is locally emission-free with its electric motor and produces less noise and vibration compared to conventional diesel-powered vehicles, it is particularly suited to inner-city routes as well as operations during late night and early morning hours. After the launch of the first model in 2017, MFTBC released an improved model with enhanced safety equipment in August 2020. Since its launch, the truck has been chosen by customers in Japan, Europe, the United States, Australia, and New Zealand. In March 2023, MFTBC opened orders for the fully remodeled eCarter with a significantly expanded number of variants to cater to diverse business needs. The new model is also scheduled to be rolled out in additional overseas markets. **F**



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Volvo to Launch Hydrogen-powered Trucks

Volvo Trucks is developing trucks with combustion engines that run on hydrogen. On-road tests with trucks using hydrogen in combustion engines will begin in 2026, and the commercial launch is planned towards the end of this decade. Trucks that run on green hydrogen provide a significant step for Volvo to achieve its net zero goal and support customers to reach their decarbonization targets.

Trucks that run on green hydrogen instead of fossil fuels provide one way to decarbonize transport. Hydrogen trucks will be especially suitable over longer distances and in regions where there is limited charging infrastructure, or time for, recharging of batteries.

Volvo will begin customer tests with trucks using hydrogen in combustion engines in 2026, and the trucks will be commercially available towards the end of this decade. Already, testing in labs and in vehicles is ongoing. The hydrogen-powered combustion engine trucks will complement Volvo's offering of other alternatives, such as battery electric trucks, fuel cell electric trucks and trucks that run on renewable fuels, like biogas and HVO (Hydrotreated Vegetable Oil).

"Trucks where the traditional internal combustion engine remains but runs on hydrogen will have the same performance and reliability as our diesel trucks, but with the added benefit of potentially net zero CO₂ emissions well-to-wheel. They will be a valuable complement to our battery electric trucks, which have been on the market for several years," says Jan Hjelmgren, Head of Product Management and Quality, Volvo Trucks.

Volvo trucks with combustion engines powered by green hydrogen have the potential to deliver net zero CO₂ well-to-wheel when using renewable HVO as ignition fuel and are categorized as "Zero Emission Vehicles" (ZEV) under the agreed new EU CO₂ emission standards.

"It's clear that several kinds of technology are needed to decarbonize heavy transport. As a global truck manufacturer, we need to support our customers by offering a variety of decarbonization solutions, and customers can choose their alternative based on transport assignment, available infrastructure and green energy prices," says Jan Hjelmgren.

Volvo trucks with hydrogen-powered combustion engines will feature High Pressure Direct Injection (HPDI), a technology where a small amount of ignition fuel is injected with high pressure to enable compression ignition before hydrogen is added. The advantages of this technology include higher energy efficiency with lower fuel consumption, and increased engine power.

Volvo Group has signed an agreement with Westport Fuel Systems to establish a joint venture utilizing HPDI technology. The joint venture is anticipated to become operational in the second quarter of 2024, following formal closing. **T**

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BPW ePower Redefines Refrigerated Trailers



In the ever-evolving landscape of refrigerated transport, where energy conservation and eco-friendly options are a necessity, BPW ePower emerges as a symbol of innovation and sustainability. Unlike other systems that constantly engage the generator, contributing to increased emissions and fuel consumption, BPW ePower stands out as a smart solution designed to operate intelligently, optimising energy usage and minimising environmental impact.

Pioneering Partnership

BPW and Thermo King, two leading companies at the forefront of transitioning technology in the industry, proudly announced their collaborative effort to shape the future of sustainable and efficient climate-neutral refrigerated transport. More than just an innovative stride, this partnership offers the perfect alliance.

Technological Marvel: BPW ePower

The BPW ePower is a cutting-edge generator axle designed to propel the transportation industry into a greener future. With its dual generators, ePower doubles power output and reliability. However, what truly sets ePower apart is its intelligent energy management system, ensuring that the cooling system always has access to sufficient battery reserves without unnecessary engagement, thereby minimising fuel consumption and CO2 emissions.

ePower, developed by engineers at BPW, is meticulously designed to adhere to automotive safety standards. The system recovers energy when the trailer is moving, enabling a carbon-neutral and quiet supply of power to refrigeration units for temperature-controlled transportation. Depending on the usage and equipment, this innovative solution not only presents the opportunity to save up to 4,000 litres of fuel annually per trailer but also has the potential to reduce CO2 emissions by up to 10 tonnes per year per trailer.

Smart Solution in Action

Unlike traditional systems that remain engaged throughout the journey, BPW ePower does not engage or carry current until the vehicle reaches 15 KmH. Operating similarly to a bike dynamo, ePower efficiently converts wheel rotation into energy and temporarily stores it in a backup battery before feeding it into the system as needed.

The battery pack has two options: a Standard (19 KW) or an Extended (38 KW) Autonomy Pack. These were created with the help of telematics experts to ensure that drivers and fleet managers can get the best fit for their fleet. This way the kinetic energy typically lost by a trailer during transit is recycled efficiently.

Real-Time Interaction

Equipped with intelligent smart power management, which controls the engagement and disengagement of the generators, ePower additionally reduces resistance on the tractor unit and offers real-time battery charge status to both the driver and fleet manager. The settings for the system can be changed on demand via the BPW idem telematics Cargofleet portal, as well as Thermo King's TracKing web portal and the TK Reefer app.

Four Mode Advantage

Equipped with four generator modes, BPW ePower offers unparalleled versatility tailored to various driving situations. Different operating modes make sure that energy is managed intelligently and, therefore, that the system in question is ideally supplied with electricity as needed – even during longer journeys or in congested traffic conditions. **F**



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Win-win between Chinese and German Enterprises through High-level Cooperation



From May 23 to 24, Tan Xuguang, Chairperson of the Weichai Power Co Ltd, led a team to Frankfurt to investigate KION Group and Linde Hydraulic of Weichai Group, to fully deploy and promote a win-win cooperation between Chinese and German enterprises through high-level cooperation.

On May 23, Tan Xuguang led a team to talk with the management of KION Group, specifically studying the operation of KION industrial forklift truck and Dematic business. They jointly discussed the global industry situation, and carried out a special communication and promotion meeting on the coordination issues of new energy and hydraulic system industries within the Group.

Weichai and KION Group have been through strategic restructuring for 12 years, creating a model of industrial integration and cultural integration between Chinese and German enterprises. The two sides should sum up the successful experience of opening up and cooperation, promote broader and deeper strategic synergy, and work closely together to push KION from the first in Europe to the first in the world. "Adhere to high value-added products, comprehensively improve the sustainable growth ability of the enterprise and the operation efficiency of the whole process, and surpass the best level in history," Tan said.

Accordingly, it is KIONs most important strategy to fully open the North American market. It is necessary to deploy all resources, allocate the best talents to the North American market, and resolutely win this hard battle.

On May 24, Tan Xuguang organized the Sino-German team in Frankfurt and held the Linde Hydraulic operation analysis and global business promotion meeting, highlighting the market orientation, goal orientation and problem orientation. The meeting systematically studied the current operation situation, competitiveness

benchmarking analysis, future development ideas and other work of Linde Hydraulic, accurately took the pulse and coordinated resources on the spot, providing "artillery" support for Linde Hydraulic to explore the global market.

Under the new ecology of global competition, Linde Hydraulic aims to speed up strategic adjustment, comprehensively benchmark world-class enterprises, and move toward high-quality development.

Tan stated that it is important to "Make products that the market really needs, make products that competitive products can not replace, and make products that can create value for customers and for the company. The technology that customers aren't willing to buy is worthless."

Linde Hydraulic should fully grasp the two big markets in China and the world, make good use of the synergistic advantages of China and Germanys dual bases and double industrial chains, comprehensively build a new pattern of "two cycles" that complement each other, and enhance the competitiveness in the global market.



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Isuzu Kota Bharu Finds a New Home



Customers in Kelantan seeking a new and capable Isuzu vehicle will now be able to enjoy a fresh retail experience following the opening of the new Isuzu TEC United Auto showroom in Kota Bharu today.

Located conveniently along Jalan Sultan Ibrahim within walking distance of Kota Bharu's city centre, the showroom sits within a new landmark in town, the company's highly visible five-storey polyhedron headquarters.

The new Isuzu showroom that offers a fresh retail experience was officially opened by CEO of Isuzu Malaysia Shunsuke Okazoe who thanked the management of TEC United Auto for their continued efforts in elevating the Isuzu experience for the people of Kelantan.

"TEC United Auto has remained a long-term partner supporting Isuzu's business here in Kelantan. It has been instrumental in creating a strong family of Isuzu

users in this region. I believe that this new outlet will further improve our strong brand image and offer a modern Isuzu retail experience that reflects the growing sophistication of our products," said Mr Okazoe.

The new TEC United Auto showroom features an air-conditioned interior where visitors can browse a range of pick-up trucks available including the hero car, the award-winning Isuzu D-Max X-Terrain. TEC United Auto also carries a full range of commercial vehicles including Malaysia's best-selling Elf, the capable Forward including the new FVR Smoother and the impressive Giga trucks. The showroom features cozy lighting and environmentally friendly digital information panels. There is even a Virtual Reality Corner where prospects are able to digitally experience the off-road and safety prowess of the Isuzu D-Max without even leaving the showroom.

Customers will soon be able to enjoy an enhanced after-sales experience at the existing location along Jalan Hospital once the facility completes its upgrading exercise by the fourth quarter of 2024. All Isuzu customers will still be able to continue receiving after-sales support for their Isuzu vehicles there as operations will continue to ensure customers enjoy uninterrupted use of their faithful Isuzu vehicles. **T**

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PETRONAS on the Importance of Using the Right Lubricants

Presenting a comprehensive offering at the expo, PETRONAS Lubricants International took the opportunity to re-enforce the message that the brand offers lubricants for all needs around a commercial vehicle. Uday Kumar, Group Industrial Managing Director, PETRONAS Lubricants International, provided useful insights during this exclusive interview at the event about the offerings from PETRONAS Industrial Solutions for the commercial vehicle sector.

AT: What is the key message you would like to convey at MCVE?

UK: PETRONAS Lubricants International offers products and services that extend beyond the consumer sector in automotive. For commercial vehicles, we provide a suite of products and services which includes PETRONAS Urania, PETRONAS Tutela, PETRONAS Iona and PETRONAS Industrial Solutions, all designed to meet the demands of business owners and fleet operators. One of our main missions is to provide our customers and partners with the latest products and services developed through our Fluid Technology Solutions™ to help them stay ahead of the changing needs of the industry.

AT: Lubricants are an important aspect of a successful fleet operation. How does PETRONAS Urania help with improving performance?

UK: PETRONAS Urania plays a pivotal role in ensuring that fleet vehicles operate at peak efficiency. By reducing friction and wear, PETRONAS Urania enhances engine performance, reduces maintenance costs, and increases the lifespan of vehicle components. Our lubricants are formulated with cutting-edge technology tailored to meet the rigorous demands of commercial engines, thus supporting fleet operators in achieving better operational outcomes.

PETRONAS Urania is engineered with core strength for both light commercial and heavy-duty trucks. With its StrongTech™ technology, PETRONAS Urania delivers the durability needed to withstand intense demands for truckers across Asia. Additionally, the lubricant is uniquely designed to increase an



engine's life under pressure, so it can continue to inspire confidence in fleet managers, and reduce the threats faced by those who earn a living behind the wheel.

AT: Has there been any change / update in the formulation of PETRONAS Urania?

UK: At PETRONAS Lubricants International, we are always looking for ways to push the boundaries of lubricant technology further with every formulation or iteration of our

products. We will definitely announce when we have a new formulation for PETRONAS Urania.

AT: We have not yet featured these, so a. **Please tell us about PETRONAS Tutela**

UK: PETRONAS Tutela is a specialised range of functional fluids and lubricants meticulously crafted for braking, cooling, transmission, and hydraulic systems. In the realm of automotive excellence, these systems, often overlooked and undervalued, are the unsung heroes vital for a vehicle's seamless and efficient operation.

- PETRONAS Tutela includes a variety of products such as transmission oils, hydraulic fluids, and other specialised lubricants designed to ensure optimal performance and protection for machinery and vehicles. These products are crafted to serve multiple sectors, including automotive and industrial applications, ensuring your machinery operates efficiently and lasts longer.

b. **Please tell us about PETRONAS Iona**

- PETRONAS Iona provides a range of versatile thermally intelligent fluids crafted for electric vehicles including those high-powered cars such as the Maserati Folgore. It optimises energy efficiency through enhanced friction reduction and heat dissipation, providing excellent wear and protection. PETRONAS Lubricants shares the success of PETRONAS Iona with those at the cutting edge in not just mobility, but other areas, finding utility in EV fast charging stations, servers, and hyper computers.
- In 2019, we developed PETRONAS Iona, our first-ever series of lubricant products specifically designed for electric vehicles. In 2021, we launched the second generation of PETRONAS Iona fluids solutions for New Energy Vehicles (NEVs).
- In 2023, we released the PETRONAS Iona Thermal management fluid series. The fluids can be applied to various working conditions, including low and high temperatures and the requirement of low conductivity. The excellent thermal conductivity of the fluids extends the battery system's lifespan and enhances safety.
- The series includes PETRONAS Iona Integra electric drive system fluids which enhance power

output and transmission efficiency by reducing internal friction and providing excellent heat dissipation reducing energy consumption and increasing vehicle range. The optimised formulation offers outstanding anti-wear and corrosion protection, improving electric drive efficiency by 10% without compromising durability.


- PETRONAS Iona Glide grease provides effective protection for bearings under high-speed, heavy-load, extremely cold and high-temperature conditions. In addition, its excellent noise reduction capabilities enhance the comfort driving experience of new energy vehicles.

AT: With the move to Battery Electric Vehicles, one does not need lubricants anymore. How do you view this market?

UK: Across the board, it is safe to say that lubricant manufacturers are developing specialised products for BEVs, such as dielectric fluids that function as coolants and insulators in electric systems, and lubricants designed specifically for high-performance or high-speed electric motors. At PETRONAS Lubricants International, we are on the forefront of lubricant technology to anticipate the needs of New Energy Vehicles (NEVs), which includes BEVs.

AT: What is your impression about MCVE?

UK: The expo served as a great platform for visibility. Showcasing our innovations and sharing insights on where the industry is headed was a highlight. Additionally, the other booths provided us insights into trends and future opportunities in the commercial vehicle industry. At the same time, it gave us the opportunity to network and engage with people from the same industry.

The exposure we gained was significant, helping to strengthen our brand presence among industry professionals and stakeholders. It set a positive momentum for our planned initiatives and will be something we keep in mind for future participation. 





Sunmaju Leads The Way In Reducing Environmental Impact With UD Trucks Euro V Quester

Sunmaju Sdn Bhd (Sunmaju), a commercial fuels reseller, is leading the way towards better sustainability by being the first company in the petroleum segment in Malaysia to include UD Trucks' latest Euro V commercial vehicles into its fleet. This momentous occasion was celebrated in a recent vehicle handover ceremony in which two units of the heavy-duty Euro V Quester truck which Sunmaju had purchased through Tan Chong Industrial Equipment Sdn Bhd's (TCIE) Batu Caves dealership, were delivered.

Sunmaju, a homegrown Malaysian company founded over 20 years ago, started its business on a humble beginning with only two diesel tankers. In 2005, the company bought its first UD truck to help run its operations. Today, it has 57 UD trucks in its fleet and is the authorized commercial fuels partner for major oil companies namely BHP, Petronas, Shell and Petron in Malaysia.

John Foo, Director of Sunmaju Sdn Bhd shared during the handover ceremony, "We are honored and proud to be the first company in the petroleum segment in Malaysia to adopt UD Trucks' Euro V Quester, as this signifies our commitment in striving to be an environmentally and socially responsible company." Foo told Asian Trucker during last year's visit to Japan that Sunmaju's management is very hands-on. Upon receiving the vehicles, members of the management would already test drive the vehicles as part of the process of integrating new vehicles into the fleet. Initial feedback is that the Quester offers a very smooth drive. Detailed analysis of fuel consumption will only be made when the vehicles have clocked in sufficient mileage to do so.

"Our business operation covers nationwide carrying not just diesel but also petrol and jet fuel. As such, quality and reliability of our trucks are extremely important as the vehicles will ensure that our entire operations run safely and smoothly. Foo pointed out that the purchase of EURO V vehicles was done with their long-term vision in mind. Although the trucks are more expensive, the use of the latest



engine technology should translate into a more efficient operation, which is also future-proof while contributing positively to the efforts of the industry to lessen the impact on the environment. Foo is confident that the ROI will be favourable. Within the framework of constant change and uncertainty (Diesel prices / Diesel subsidies / Electrification), it is crucial for Sunmaju to have stability in any areas of the business wherever possible.

He added that Sunmaju has been using UD trucks for almost 20 years and TCIE's round-the-clock aftersales technical support as well as the in-house UD Connected Services system which provides real time updates have



V Quester trucks. We are absolutely thrilled to say that we envision adding more units of Euro V Quester in the future to replace some of our Euro III ones,” he said. The introduction of EURO V trucks has also given Sunmaju ideas on how to expand their business as commercial vehicles sold in Malaysia from now on will also require Diesel Exhaust Fluid (commonly referred to as Adblue). Also transporting jettfuel, the company sees parallels in how the additional fluid will need to be handled and as it needs to be distributed through the same network, it might be an opportunity for a service expansion. If anything, Sunmaju would have to store Adblue in bulk for their own consumption and could learn from that too.

The heavy-duty Euro V Quester, along with the medium-duty Euro V Croner, were introduced last year ahead of the Euro IV emission regulations in Malaysia. The trucks are assembled locally at Tan Chong Motor Assemblies Sdn Bhd’s facility and boast a key feature which is the Selective Catalytic Reduction (SCR) technology which can significantly boost environmental protection and fuel economy.

Steve Hedouin, Managing Director Hub Malaysia, UD Trucks said, “We would like to thank and congratulate Sunmaju

been a game changer for smoother fleet operation. “Having been to Japan to see the manufacturing processes and to experience first hand about the philosophy of the truck maker has allowed us to have a better appreciation of the brand. This, and knowing the specifications better, has given us more confidence in going forward with this purchase,” he added. In view of

Sunmaju’s push for more sustainable transportation, this has cemented the perception of UD being a right partner.

“Our fleet is the backbone of our success, driving Sunmaju’s journey which has been built on innovation and partnership. With all the support, we are poised to grow further and contribute to better sustainability with the new Euro

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for steering the way forward with our Euro V Quester trucks. Today's handover is a demonstration of Sunmaju's pioneering spirit in transforming the industry and being a step ahead of other players in its effort to minimize environmental impact."

According to UD Trucks, Euro V trucks can reduce particulate matter (PM) emissions by 80 percent lesser and nitrogen oxides (NOx) by 60 percent lesser than current Euro III trucks. Moreover, Euro V engines also have a lower fuel consumption and CO² emissions than an equivalent Euro III truck. Although Sunmaju is a transporter of fuels, fuel efficiency is a key aspect of running their fleet. "We have to remember that our operation is 24/7 and that cumulative, we are also using a lot of Diesel. It is our aim to reduce the emissions as much as possible," said Foo. According to him, fuel efficiency, downtime and maintenance cost are also interrelated. Hence, this consideration is an important one for the day-to-day operation.

On this note, Foo explained that it is the after sales that is the most important aspect of the purchasing decision for trucks. An unreliable truck would result in frustration, not just for the management, but also for the driver. Some breakdowns are unavoidable, and it is the service provided by the truck maker that ensures that the downtime is as minimal as possible. This, as Foo opines, is where the ROI lies: knowing that TCIE will be able to fix them quickly is what also weighs heavy on the decision for future truck purchases. Foo emphasised that it is after sales that is the single most important aspect for the purchase of trucks. In this case, the newly acquired vehicles are covered under the "Ultimate Trust" package offered by TCIE for the service and maintenance of the vehicles. The math is simple as the investment in good services can be traced to high uptime and profitability.

"Amidst the urgent need to address today's environmental challenges, more companies are making the commitment towards sustainability and choosing to work with partners who share the same goals. Therefore, it is critical that UD Trucks continue to bring solutions to the industry that can improve business productivity whilst paving the way for our customers to raise their environmental, social and governance (ESG) rating," Hedouin said.

The Euro V Quester offers features that enhance productivity, including the I-Coaching system to help drivers improve fuel efficiency and safety, and UD Connected Services to help companies monitor their trucks. In addition, the Escot automatic gearbox helps reduce driver fatigue as it functions to simplify the driving of heavy-duty trucks by removing the stress of gear changing, thus enabling the drivers to concentrate fully on road safety. While Sunmaju is aware that at the moment, it is EURO IV that has been mandated. However, striving to be a market leader, Sunmaju has opted to go straight to the highest specs available when it

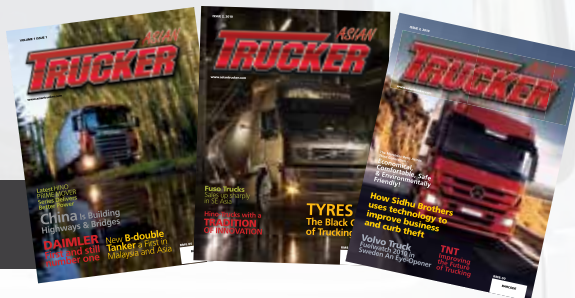


comes to emission regulations. "We want to be innovative and be the leader by setting examples." Meanwhile, Sunmaju is looking into other areas of the business to adopt ESG principles.

Loh Thim Choy, Senior General Manager of TCIE said during the ceremony, "On behalf of TCIE, we would like to thank Sunmaju for entrusting us with their logistical needs since 2005. It is a great honor to be able to support their daily operations and ensuring that their UD fleet runs smoothly. Just like Sunmaju's success that is built on innovation and partnership, TCIE and UD Trucks will continue to go the extra mile together to support their business by bringing innovative Japanese solutions that are relevant for productivity and reducing environmental impact."



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Each zone will be paired with a related fringe event, which aims to create an industry-wide dialogue in Malaysia and ASEAN. Mr Chia See Yong, General Manager of Launch Future (M) SDN BHD, spoke highly of this format at the previous edition: "Electric vehicles are undoubtedly one of the biggest trends creating new demands for automotive services and maintenance equipment. With this in mind, training mechanics on repairing and maintaining electric cars is fundamental, and I believe Automechanika Kuala Lumpur can support this development. The combination of the EV Zone and Collision Repair Training Workshop helped introduce the technologies underpinning market transformation." 

Automechanika Kuala Lumpur 2024

With economic growth, electric vehicle (EV) adoption and industrial transformation accelerating at an unprecedented rate, Messe Frankfurt extends its support to the Malaysian market by confirming a yearly edition of Automechanika Kuala Lumpur. The once-biennial event has been a gateway for trade between the country and the rest of the world for over 20 years. In this time, its format has shifted from a purely business-centric platform to one that incorporates activities and showcases for participants. The next show will take place from 1 to 3 August 2024 at the Kuala Lumpur Convention Centre.

Ms Fiona Chiew, General Manager of Messe Frankfurt (HK) Ltd, said: "The decision for Automechanika Kuala Lumpur to become an annual event was based on feedback from government bodies, industry associations, exhibitors and visitors. Malaysia's New Industrial Master Plan 2030 was a reoccurring theme in our extensive discussions, where the EV sector is set to play a critical role over the medium to long term. Therefore, with all corners of our network converging at the show, I believe we can navigate these changes together."

specialised zones at the upcoming show will highlight how players can leverage the existing automotive industry to create a robust EV ecosystem. Themes will centre around the transformation of auto parts & components, manufacturing, accessories and customising, and repair and maintenance. These include:

Mobility & Logistics Solutions Zone (new)

The zone will dive into the latest provisions for urban development, city planning and smart mobility. Solutions are being heavily driven by electrification and digitalisation in the pursuit of an efficient supply chain, higher customer satisfaction and sustainable future.

Commercial Vehicle & Fleet Zone

The area will cater to traditional commercial vehicles like buses and trucks, as well as introduce other types of fleets like motorcycles, cars and light vehicles. The additional coverage comes as a response to the growing demand for e-commerce, ridesharing and food delivery services, in addition to business transformation of B2B and B2C operations.



Events & Exhibitions

Automechanika Ho Chi Minh City

Date : 20 – 22 June 2024
 Venue : Saigon Exhibition and Convention Center (SECC)
 Contact : <https://automechanika-hcmc.hk.messefrankfurt.com/>

Automechanika Ho Chi Minh City is a two-way gateway connecting the Vietnamese automotive market to the world for industry players to explore the massive business opportunities and develop the entire automotive value chain.

With its rapid economic growth and strategic reinforcement of its automotive supporting industries, Vietnam is becoming an increasingly compelling destination among firms eyeing international expansion. Automechanika Ho Chi Minh City sheds light on this transformation, highlighting the country's potential as both an enticing market and a production hub..

IAA Transportation 2024

Date : 17 – 22 September 2024
 Venue : Deutsche Messe, Hannover, Germany
 Contact : <https://www.iaa-transportation.com/en>

IAA TRANSPORTATION is the leading international platform for buses, logistics, commercial vehicles, and the transportation sector. The IAA TRANSPORTATION is the place where the best minds in the transport and mobility industry come together to work on a sustainable and innovative future. We look forward to presenting ground-breaking ideas, innovations, and technologies that will drive the industry forward in 2024.).

Under the motto "People And Goods On The Move," IAA TRANSPORTATION aims to advance climate neutrality in logistics and transportation with the help of innovative transport systems. Commercial vehicle and bus manufacturers, body and trailer manufacturers, micro-mobility companies, cargo bike and small vehicle providers, as well as their suppliers and tech companies, service providers, and startups come together in Hannover.



The 29th Taipei International Logistics & IoT Exhibition

Date : 21 – 24 August 2024
 Venue : Taipei Nangang Exhibition Center, Taiwan
 Contact : <https://www.chanchao.com.tw/logistics/en/contact.asp>

Sectors participating: Vehicles: Logistics Transport Vehicles: Truck, Refrigerated Truck, Trailer, Tractor, etc.

Handling & Lifting Equipment: Forklift, AGV, Pallet Truck, Transportation Cart, Trolley, Roll Container, Crane, Truck Crane, Overhead Crane, Aerial Lift Vehicle, etc.

Packaging Systems & Equipment: Transportation related System & Equipment, Intelligent Transportation System (ITS), Satellite Navigation Management System, Warehouse Management System(WMS), Enterprise Resource Planning, etc.

IoT System & Equipment: Warehouse Building Material & Equipment Component :

Freight Forwarder & Logistics Service Provider: Port & Customs Service, Shipping Agency, Ship Company, Aviation Industry, Sea & Air Freight Forwarding Industry, etc.

LTA-UITP Singapore International Transport Congress & Exhibition (SITCE)

Date : 6 – 8 November 2024
 Venue : Suntec Singapore Exhibition and Convention Centre
 Contact : <https://www.sitce.org/website/7302/>

The LTA-UITP Singapore International Transport Congress & Exhibition (SITCE) is a global professional platform connecting urban mobility stakeholders who are passionate about advancing our transport networks and redefining urban journeys.

Themed "Smarter Journeys for Sustainable Cities", SITCE 2024 is the fifth edition and will explore key issues such as sustainability, accessibility, and smart technology in urban transport as well as how the transport workforce can be equipped to embrace these evolving demands.

If you are an industry leader, urban mobility planner, operator, service provider, or researcher, join us to network, forge partnerships and shape the future of urban mobility.





MCVE 2024: Sixth-Time Success

The Malaysian Commercial Vehicle Expo 2024 (MCVE 2024), the region's largest commercial vehicle exhibition and organised by Asian Trucker, was staged at the Mines International Exhibition and Convention Centre from May 9th to 11th, 2024.

First held in 2013, this premier industry event was officially opened by YB Loke Siew Fook, the Malaysian Minister of Transport. At the opening on the first day, Mr Stefan Pertz, Editor in Chief for Asian Trucker and Asian Buses, welcomed the Minister, exhibitors, and guests to the sixth occurrence of MCVE, saying that as organisers, the exhibition has always prided itself on being a platform to showcase the latest developments in the commercial vehicle realm, especially the growing transition to electric vehicles.

The Minister noted that the pandemic accelerated the adoption of digitisation across all sectors. He added, "The transport industry has adopted remarkably well. Together, we are now re-emerging with renewed vigour. Among the Ministry's focus has been

dealing with digitalisation and electrification." Some of the other initiatives the Minister referred to were the Commercial Vehicle Licensing System (iSPKP) to provide an end-to-end online licensing platform and the implementation of the Malaysian Single Window (MMSW) to improve port efficiency. He has also taken note of the industry concerns about the shortage of drivers and that the Ministry has introduced MyLesen to subsidise the training and licensing of lorry drivers.



The Minister also spoke of a strong transport sector to support the government's initiatives to attract foreign investment to Malaysia. He mentioned that the ability to do this was dependent upon how well the transportation sector works, and that, industry players attracted to MCVE 2024, were the ones who keep the economy moving and are essential to the growth of the nation.

Golden Contributions

As Gold Sponsor, MAN Truck and Bus Malaysia introduced the MAN TGV Van, a versatile daily transport solution. The soon-to-be launched van is already one of Europe's best-selling vans. Andrew O'Brooks, MAN Malaysia Managing Director was delighted that the company could present the full range of MAN low-emission commercial vehicles for the first time in the country.



PETRONAS Lubricants International, the exhibition's official Lubricant Partner, showcased the company's Fluid Technology Solutions in the commercial and industrial sectors. These products included PETRONAS Urania, PETRONAS Tutela, PETRONAS Iona, and PETRONAS Industrial Solutions brands. They also showcased PETRONAS SmartPay, the company's fleet management solution.

Networking Opportunity

Mr Frank Märgner, the Singapore-based Sales Director with Hengst Asia Pacific Pte Ltd, which sponsored the highly successful networking night during MCVE 2024, was happy to attend the exhibition to meet up with its existing and valued



clients. "As the smart alternative in filtration, Hengst needed to be here as it provided a platform for us to explain what we do to those who know us, as well as those who are new to our range of products that showcase the best in German technology. We also have an educational role to explain the difference between and how to identify, good and bad filters. Especially after COVID-19, we have seen an influx of cheap filters and copies, and the results of using such filters are often not clear to users. Saving a few dollars on cheap filters doesn't make sense for owners of expensive fleets," he commented. Märgner was very appreciative too that the Hengst stand featured a MAN truck, as it was most eye-catching and attracted clients in their direction. He also remarked that Hengst was keen to continue its support for MCVE and wanted to see the event expand. "While we had hoped that more fleet owners would have joined our networking night, we were delighted with the response as well as the general attendance at our stand," he concluded.

Meeting Expectations

Mr Jason S.Y. Han, Managing Director of Lubetrans Sdn Bhd, claims that MCVE 2024 was as expected and that it was good to connect with existing clients and to meet some new potential business. "While we were cautiously optimistic about the event, it met our expectations," he commented. He added, "Due to various reasons, the global economy is a little slow, so we expected the expo to match this as geopolitical problems are affecting things worldwide." The event was a success for Lubetrans, and while many of the expo connections were with existing clients, Han maintained that the company needed to be present to let its clients know that it is still offering its services to its valued customers. However, Han remains optimistic about the future and looks forward to a presence at the next commercial vehicle exhibition.



Meanwhile, Hammar Maskin Sdn Bhd showcased its Swedish-branded sideloaders for its fifth consecutive MCVE. Justin Liew, Head of Sales, said, "This year saw a good representation of targeted visitors, especially on the first two days. We made a lot of contacts, plus some ten new contacts, which we will follow up on. Overall, MCVE 2024 was very good and very successful for Hammar."

Frank Märgner from Hengst Asia Pacific summed up the sentiment of many exhibitors when he said that he wanted to see the show expand. "We need to be here to support our existing clients while coming into contact with others who present potential business to Hengst," he concluded.

Hengst Building Relationships

Hengst & MAN Truck & Bus Malaysia, teamed up presenting Hengst livery on a MAN TGS 28.440 6x2 Truck. This year's booth of the filtration experts created a lot of buzz. The deal from Hengst was that if anyone were to buy the truck on display at the Hengst booth, the transporter buying it would also get the production of a Hengst-themed curtain sider subsidised by Hengst..



Commenting on the event, Frank Maergner, Sales Director, Hengst Asia Pacific Pte Ltd, said that this addition to their booth has created a lot of interest. "We see the same pattern of visitors with the first two days really busy. There are a lot of workshop operators visiting and these are the people we would like to meet." Having spoken to many visitors, Maergner noted that there are still a lot of misconceptions around filters and the value that these parts, usually mounted out of sight on a commercial vehicle, add to a fleet. "A filter being "too expensive" is often a cliché that we manage to shatter here when we have a chance to really explain how a good filter, which may cost a little more, can improve the performance of a vehicle."

Although a huge market in terms of transportation, Maergner noted that the Malaysian automotive industry is a tight-knit, close family where anyone knows everyone. As such, consistently participating in MCVE for a number of times now, has given Hengst an edge. As he put it, it is working with the market not on it. Resulting from this was also the idea of having an award show for their customers. "We are proud to have these partners and they are equally proud to be part of the Hengst family." This year's Asian Trucker Networking Night was the right platform to celebrate the 10th anniversary of Hengst Asia Pacific in front of a larger audience, with these award-receiving partners Maergner said.

CelcomDigi – Telco to Telco-Tech

CelcomDigi, Malaysia's leading telecommunications company with 20.4 million customers recognises the opportunities in leveraging the company's scale, experience, and resources to drive digitalisation for enterprises across the nation.



Mr Ashokan Nair, CelcomDigi's Head of Enterprise Connectivity and Internet of Things (IoT), explained that the company attended the MCVE 2024 to engage with potential clients, suppliers, and industry professional, from the commercial vehicle segment. They specifically wanted to introduce the latest technology solutions offered by CelcomDigi Business, believing that these solutions would be pivotal in helping businesses enhance their operations through digitalisation.





Tenming Providing Fuwa Products in Malaysia

Tenming Marketing (M) Sdn Bhd is the sole Malaysian distributor of genuine aftermarket products supplied by Fuwa Engineering Group Co Ltd China, the largest trailer axle manufacturer in the world. Tenming's commitment to top quality, reasonable prices, and professional after-sales service ensures customers have unparalleled access to products that are renowned for their durability, innovation and performance.

MCVE 2024 provided a good platform for Tenming to bring awareness of its products to its existing customers, and a pleasing number of potential ones. According to Tenming's Managing Director, Mr Nick Ching, "The exhibition enabled us to showcase Fuwa's aftermarket products, and various other suspension spare parts, specifically rubber, metal and trailer components."

Ching said that Tenming attended MCVE 2024 to attract customers seeking premium products such as the China-made parts for Fuwa (its main products include under-chassis equipment and components for on- and off-road vehicles), as well as some other

"We introduced the next generation solution for fleet asset management, which combines data insights and AI to unlock deeper fleet asset optimisation, predictive analytics and automation," he explained. Ashokan continued, "Transporters, fleet owners and operators can now achieve higher levels of efficiencies with overall fleet utilisation and maintenance, reducing fuel consumption through optimised scheduling and routing, while ensuring the highest levels of safety for drivers and vehicles with real time visual monitoring and interactions."

Ashokan explained that the logistics and transportation industry is experiencing a transformation that demands transporters to digitalise their operations to ensure they are efficient in providing better services to their clients in a highly competitive climate. "A solution such as the one showcased at this event is the pinnacle of innovation in the industry, as it goes beyond the traditional fleet tracking solutions that are currently available in the market. There is a lot of potential for CelcomDigi to assist in the digitalisation of industries such as transportation, and, I think, many people were surprised to see us here," he enthused.

Ashokan added that attending the exhibition was insightful. "We discovered that the transportation industry is strongly focused on safety and efficiency features and design in the latest range of commercial vehicles on the market. While visitors were impressed with the technological advancements, transporters were looking for various means to enhance the safety standards and features of their existing fleet assets without incurring additional costs in replacing them in the short term. As such, we would like to attend future expos dedicated to commercial vehicles, as we have products that can assist the industry."



CelcomDigi supports clients who operate cross-border transportation services from Singapore to Thailand, Myanmar, Lao PDR and even up to China. As a leader in connectivity services in Malaysia, the company provides seamless 4G connectivity services across all these regional countries. Currently, its solutions are only tailored to land transport vehicles.

CelcomDigi is collaborating with Active Telematics and C-Track, leaders in the fleet management segment in Malaysia and globally, to distribute its range of products. Clients can connect with CelcomDigi's sales leaders or visit its website to learn more about these services.



products from Turkey. He commented, "All these products offer good quality and a very reasonable price, and we have many return customers who appreciate their unpatrolled quality and durability."

Ching continued: "Fuwa has the capacity to produce some 4 000 axles per day at its Chinese plant in Guangdong, mainly due to the company's innovative adoption of robotics engineering. This plant is supported by assembly lines in the USA, Australia and the Netherlands, and Fuwa's precision products are well-respected in the market, with branches all around the globe."

According to Ching, cost is important as well as quality, and those products that offer a long life. Fleets that are decked out with such equipment experience less downtime and fewer repairs, thus saving money in the long run. Ching remarked that Malaysian truckers expected premium products.

Tenming is still growing its business and maintains a positive perspective on regional economies, as it has noticed most are improving and getting stronger. It also works with distributors throughout Malaysia to ensure parts are readily available to those who need them.

Attending MCVE 2024 was important for Tenming as they could directly talk to existing customers and potential ones. Being a niche player, the exhibition was focused and targeted at those seeking its products. Ching concluded that "MCVE 2024 offered a wonderful platform to bring awareness of our products to our customers. We have some new products that we wanted to show our existing clients and the exhibition was the ideal vehicle to enable us to do this. We need to remind our customers of our existing products and showcase the new ones. It is important for us to engage with our customers and to support those who use our products."

Alternative Sources from Max Lastic

Max Lastic Sdn Bhd proudly stands as the sole distributor in Malaysia for a selection of Turkey's premier Original Equipment Manufacturer (OEM) companies namely, Pe-ga, Boldtech, Eren Balatacilik, Sem Lastik, EDC/Andac and EKV, specializing in equipment and components for

European trucks and trailers. Their portfolio encompasses leading brands such as Volvo, Scania, MAN, Mercedes Benz, DAF, Ford, BMC, and Temsa, showcasing the company's commitment to Quality, Durability, Safety and Performance. As a bridge between Turkey's top OEMs and the Malaysian market, they promise to ensure access to genuine, top-tier products, enhancing the operational efficiency and longevity of your fleet. Their expertise and strong partnerships allow Max Lastic to provide unmatched service and support, tailored to the unique needs of Malaysia's transportation and logistics sector. By bringing together the best of Turkish manufacturing with Malaysia's dynamic market, Max Lastic aims to empower businesses with reliable, high-performing solutions for trucks and trailers, driving forward success and sustainability in the industry.

Truck Models aren't Toys

MCVE is all about commercial vehicles and this booth had the most of them in it. Although these were models, there has been a three-day buzz around these extremely detailed collectibles. Together with his team, Ben Lee, Sales Director, Inconst Diecast Model Specialist (Inconst), took a truckload of models from Segamat, Johor to showcase this hobby at the event.

"In 2022, a friend visited the show and told me all about it. When I saw the ad on social media, I took action to book a booth." It is, according to him, the very first time that the brand is exposing itself to such a large audience. Typically, Inconst would promote their products via online media. As soon as one gets a bit closer, one realises that these are not toys, but collectibles. As Lee points out, such models are a B2B product, sought after by companies that are looking for meaningful and valuable gifts for industry players. According to Lee, the purpose of exhibiting at MCVE 2024 was to introduce these model trucks to a wider audience. In his own words, "This is about exposure, we need to let people know that this exists and that we can provide high-quality models that far surpass many in terms of details and craftsmanship."



Many of us may have grown up with model trains, a size that is called "H0". While Lee is familiar with that size, his product range mainly features 1:50 scale models. This, according to him, is a scale used for crane, construction equipment and truck models and thus, one can collect all three industry segments of commercial vehicles in one scale size. The biggest model that Inconst has come across is a crane with a total height of over three meters, which is a 3 600 ton crane. At MCVE, Lee was showing a wide range of different models. "These are not only collectibles, but also investment goods. All of these are limited edition and after a few years, the prices can multiply several times."

Having been a collector himself, five years ago, Lee decided to make his passion a profession and today, he is managing the Inconst brand full time. Should anyone be interested in a limited edition of their own truck, these start with a MOQ (minimum

order quantity) of 250 units. If the model is not so complicated, Lee may even be able to have a one-off produced for customers. Rounding off the product portfolio are acrylic boxes to protect these valuable items. "What we hope to achieve here is to get batches of trucks with local, Malaysian livery on our catalogue."

Transport Overseas Group: Whatever it is, they can Ship it

A first-time exhibitor to MCVE, German-based Transport Overseas Group, enjoyed the opportunity to meet its existing Malaysian partners and to have a B2B platform to meet potential shippers.

While the presence of a shipping company at a commercial vehicle exhibition may have surprised some, it made good sense to most, as the TO Group provides a vital link in the shipping of commercial vehicles and parts into and out of Malaysia.

TO Group was represented by Mr Richard Hall, its Dubai-based Director for the Middle East and Asia Pacific, and German-based Mr Dietmar Graeber, Director of Group Corporate Communications.



Hall remarked that the TO Group is a young, dynamic and fast-growing company operating globally as an international service provider for the logistics, shipping and port sectors. "As an independent shipbroker based in Bremen, Germany, with offices in Bilbao (Spain), Antwerp (Belgium), Szczecin (Poland), and Dubai (UAE), and a global network of agents including Malaysia, the TO Group is a specialist in the roll-on/roll-off, break bulk and project logistics sectors. This exhibition is our first step into Asia, and therefore, very important for us, especially as significant players like MAN and other well-known brands like Hengst and ZF in the automotive sector were participating," Hall noted.

The TO Group offers a wide range of logistic solutions for shipping cargo, ranging from cars to commercial vehicles, construction materials, various IMO classes, mining and agricultural machinery, and various break-built products and containers. As such, MCVE 2024 was very relevant to Malaysia and the commercial vehicle business.

Hall added that, now more than ever, geopolitics is having a big impact on logistics, and companies need to use the services of a professional shipper that is on top of ever-changing situations. He commented, "Typically, we want to ship to and from Asia, but there are opportunities to load from Malaysia and ship within the region. We operate a number of vessels and offer a global service for vehicles and ships, which is something that most of our competitors can't do."

Graeber remarked that Richard Hall, having previously worked with leading commercial vehicle suppliers like Mercedes-Benz and MAN in Asia, has good contacts in Malaysia and the region. "Overall, we are very positive about the

contacts we made at MCVE 2024 with existing customers and some potential new business. We had hoped that a few of the other big industry players would have participated, but the Malaysian market presents lots of opportunities for the TO Group. The fact that we offer door-to-door solutions for shippers and importers is something that sets us apart from the competition," he suggested.

MPSI Networks - Engineering Beyond Expectation

Established in 1991 as an engineering company focused on fabrication MPSI Networks offers a comprehensive range of solutions tailored to meet the needs of the Malaysian logistics and transport industry. It moved into commercial vehicle manufacturing in 1993, and it takes great pride in highlighting safety, ingenuity and innovation.

The company is now focused on design, marketing and IoT and collaborates with various international manufacturers to expand its markets in Malaysia and the rest of Asia. It manufactures trailers for various industries, including food and feed, petroleum and gas, oil palm, minerals, construction, machinery, aviation and shipping. The company's best-selling product is its side-tipping semi-trailer. Its clients include Shell, POS Malaysia, Alam Flora, Tesco, TNT, and Tenaga Nasional, among many others.

Managing Director, Dato' Sean noted that a trend in the Malaysian market is the increasing adoption of ergonomic design principles in trailer fabrication. "Transport companies are recognising the importance of ergonomics such as user-friendly loading and unloading mechanisms and driver-friendly cab designs that improve the comfort, efficiency and safety of drivers," he remarked. He added that a good trailer is characterised by its durability, reliability and versatility to meet the diverse needs of the transportation industry.

PMPSI is committed to offering value-added solutions to its clients and contributing to the growth and development of the transport and logistics industry in Malaysia.

Legislation and government policies play a big role in the industry, and MPSI would like to see more flexibility to enable transporters to operate more

efficiently. Chan remarked that the technology in products such as axles, tyres and manufacturing has improved and, therefore, the regulations need to be revised to enable more flexibility in vehicle dimensions and weight limits. "The regulations relating to the same prime mover using a variety of trailers are one such change that has already occurred in Singapore and should be considered in Malaysia. Furthermore, a comprehensive approach could involve updating infrastructure, implementing weight distribution technology, and promoting eco-friendly transport solutions," he added. According to Sean, this would not only boost efficiency but also address environmental concerns and road safety issues.

Being a first-time exhibitor, Mr Erik Chee Tiam Fook, Head of Sales, commented that it was important for MPSI to attend MCVE 2024 for various reasons, such as increasing customer engagement, growing brand visibility, enhancing reputation, and generating new customer leads. Chan remarked that they were very pleased with the attendance at the exhibition, as everyone was there. "It is a wonderful platform to build better relationships with customers, especially after COVID-19. Every exhibitor here is related to what we do, and it is a gathering of like-minded industry players," he noted.

AngkaTan Electrifies

True to the promise that MCVE 2024 would be a launchpad for new products and services, Angka-Tan Motor Sdn Bhd (in short ATM) took this opportunity to electrify delegates by introducing their e-Aumark. Commenting in an exclusive interview with Asian Trucker on the event was Tan Keng Meng, CEO of Warisan TC Holdings Bhd.

Making this launch even more exciting is the fact that only a few other markets have already launched this vehicle, with Malaysia being among the forerunners offering this truck. As the Tan Chong Group has always prided itself in being at the forefront of sustainable developments, this should not come as a surprise. "Looking at our own sustainability journey, ATM is part of this group. As such we have already committed to implementing ESG principles," Tan said. One aspect of the ESG principles is the carbon footprint, which ATM is also trying to reduce. According to him, a number of transport operators are already demanding for more sustainable transport solutions and offering the e-Aumark will help them in their own efforts to push ahead with ESG.



Having analysed driving patterns, ATM knows that the majority of daily routes cover less than 300 kilometres. Hence, with a range of up to 200 kilometres with one charge, the e-Aumark is best suited to address the needs of a vast share of the market. Therefore, the truck is best suited to be deployed in last mile and clean city operations. "As with any battery electric vehicle, the battery is the most important feature." The e-Aumark features a 81.14kWh iron-phosphate battery from renowned EV battery supplier CATL. In Malaysia, each truck will be supplied with its own battery charger. With the hardware provided, a charge from 20 percent to 80 percent will take about eight hours.





Meanwhile, the Vehicle Control Unit (VCU) has been tested for up to 300 000 kilometres. Before the vehicle is leaving the factory, it will have to pass 19 quality gates. In short, as Tan put it “Although it is new technology, this is a trustworthy vehicle.”

With up to 900 Nm torque, a permanent magnet synchronous electric motor that develops 115kW, the e-Aumark can accelerate can achieve 0-50 in eight seconds and reach a top speed of 95Km/h. Tan pointed out that the power output is a good 10 kW higher than that of other comparable vehicles in the market. With three years warranty on the cabin and a nation-wide service network, users can depend on the e-Aumark to be their reliable asset. As others have also stressed the importance of a wide and competent service network, Tan pointed out that this is a pride of the group. Even with the new technology making baby steps in Malaysia, Tan is underlining the fact that the service network is ready, technicians trained by a dedicated trainer who has been to China for extensive knowledge sharing, and the spare parts available.

“Although we do not yet see the same market penetration of EV trucks as can be seen in passenger cars, we have taken this step as we want to



make a difference,” Tan said. And on that note, parallel to this, ATM is also introducing the Aumark S EURO IV with an internal combustion engine (ICE). Here again, Tan emphasises that this is an incremental step towards becoming more environmentally friendly in the transport ecosystem. This market segment is heavily contested. It is not without pride that Tan reveals that the output for the Aumark S is currently 300 units per year with ambitions to ramp it up to 500 and eventually 1 000 units per annum. The move to introduce EURO IV at this time is a strategic one as the

market is currently coming to grips with the increased operating cost a vehicle brings with it when stepping up the emission standards.

This, as he explains, is also highly adapted to the Malaysian market, making it best suited for the local operator. In terms of value for the money, efficiency and usability, there has been a lot of thought put into the development of this latest version of the Aumark S, which Tan hopes will be recognised by buyers. Especially, the cabin comfort is something that ATM is highlighting. With the background of driver scarcity, as also highlighted in the opening remarks of MCVE, improvements such as AMT, driver training and improved comfort, are hopefully factors that could entice youngsters to take up this profession. In addition, Tan remarked that the Chinese trucks we have seen a decade ago are nothing like the latest generation and that Foton has been able to instil a sense of confidence in their products by delivering on the promise of a dependable and reliable vehicle.

Lubricants and Beyond from Shell

Returning to MCVE was Shell. This time, the company showcased how they are not just a provider of fuels but have a holistic offering for the



transport industry. One of their best-known products, Shell Rimula, took centre stage at their booth. Talking to Asian Trucker was Mr Basil Giri Davis, a certified Machinery Lubrication Engineer, also a Lubricants Technical Coach for Shell Lubricants Business Malaysia. “The lubricants we feature here is the synthetic technology Rimula R4 Plus, synthetic technology Rimula R5 LE and our fully synthetic Rimula R6 LM. Besides that, we a range of Shell Gadus greases here, as they are complimentary to the grease required lubrication for commercial vehicles.” A big portion of the stand was dedicated to the services Shell now offers for fleet owners and operators.

A highlight among the services is the Shell VideoCheck. Similar to an examination on humans, a probe will be inserted into the engine to check for damages. Using this service, the source of problems with high fuel consumption or black smoke can may be detected and thus, with pin-point accuracy remedied. “Deploying this service is a good alternative to disassembling an entire engine to find out what is going on as it is faster and easier to apply.”

Fleet management solution is taking up a significant portion of Shell’s offering these days. As Davis Basil explains, this is with the ambition to offer the best Total Cost of Ownership (TCO). The correct use of engine oils and changing them at the right time will have a significant impact on the bottom line and hence, Shell is interested in offering the best possible advice in such matters. What Davis Basil is observing is that fleet owners oftentimes manage to extend their oil drainage intervals with the help of Shell’s oil analysis service called the Shell LubeAnalyst. “What many people don’t factor in is the cost for parts that are not changed at the right time. In addition, downtime, when the truck is in the workshop, adds cost”. What Davis Basil and his team are seeing is that many operators still apply an old-fashioned approach, whereby the paradigm is that frequent oil changes at shorter intervals are the best way. However, frequent oil changes mean downtime, which is a cost. The bottom line, as he put it, is that fleet management is about managing cost, not controlling the driver.



Positioned as an energy provider, the link to TCO is a cornerstone of new paradigms: deploying proactive maintenance such as imparting Shell LubeAnalyst into fleet management is about the smart use of energy, rather than wasting a lot of lubricants. Logically, when reducing the use of energy it results in a reduced need for lubricants, thus one is emitting less CO2, which means that improving the bottom line is also reducing the impact on the environment. It is a fallacy that cheaper lubricants will result in lower cost. In the post-Covid time we are in now, transporters focus on cost savings, however, Davis cautioned that cheaper lubricants may be false friends as their use over time may result in higher cost: you are better off using a high-quality lubricant.

When picking a fleet management solution, Shell has some tips for those considering adding one. A crucial aspect of such system is that it should be supporting a circular economy, in particular for the lubricants. Shell also collect used lubricants which will be repurposed for other applications and this needs to be built into the fleet management solution to allow this to happen. Any fleet management solution, as Davis Basil put it, should be future-proof for a number of years, in view of the upcoming electrification of transport fleets. Meanwhile, a key feature should be the ability to monitor driver behaviour and to be able to coach the drivers. In Malaysia, most users do not fully utilise the functionality of fleet management solution, unlike in other countries where FMS fleet management solution is a key function in running a fleet. "MCVE has been quiet overwhelming as we found out that many fleet owners are not aware of the services that we offer."

A trend observed is that fleet operators are trying to reduce fuel cost, being a main position in the balance sheet. Davis pointed out that the use of Shell Rimula R5 LE may help to reduce fuel consumption by up to one percent as compared to SAE 15W-40 lubricant. Admittedly, that may not sound like a lot at first sight, however, over the course of 100 000 kilometres driven,

this accumulates and makes a difference. Most fleet owners are anxious about the upcoming electrification of transportation as there is a lot of uncertainty. "Right now, we can immediately help transporters with the cost reduction through the use of fleet management solution and our lubricants. Eventually, there will also be services that address the need of electric vehicles."

NBG Industries Champions Euro V Technology

NBG Industries displayed Euro V vehicles at MCVE 2024. Incorporated in July 2013, NBG now manufactures, assembles, and distributes commercial vehicles to the logistics and transport industries. In recognising the well-established Chinese FAW brand, NBG acquired the sole distributorship and official assembly license for FAW trucks in Malaysia.



NBG received its first Euro V model in 2022 and displayed it at MCVE 2022. It now offers a full range of Euro V vehicles, that include prime movers, rigid trucks and light trucks. Many of these vehicles are suited to heavy-duty work and are involved in the mining industry or agricultural sector, especially palm oil. The company encourages its clients to adopt Euro V diesel technology, as it is more environmentally friendly and in line with the global Environmental, Social and Corporate Governance (ESG) movement. Managing Partner, Mr Albert Wong, commented, "The market is in a transition stage, as some want the new technology while others are content with the status quo. Most have started to embrace the change with the initiatives taken by the government's initiative to upgrade the emission standard," commented Wong.

Wong continued, "Most of our clients require heavy-duty vehicles that have incorporated fuel-saving technology. However, these industries have different

requirements, and FAW vehicles can accommodate this with different transmission options for variable terrains and road conditions. We offer excellent value for money and high-specification products to our clients, as well as continuously heightening after-sales service.”

Fleet owners choose FAW vehicles because of the comprehensive service network throughout the peninsula and in East Malaysia. The company operates and appoints its service centres in Kuala Lumpur, Penang, Ipoh, Johor, Kuantan, Kelantan and various locations in East Malaysia. Wong concluded that after-sales service is the key to the success of any product, and that may mean mobilising the technical team around the country if maintenance and service problems cannot be resolved by existing on-the-ground service teams. “We also train maintenance teams in remote areas to help them resolve the most common problems should they appear,” claimed Wong.

Wong also commented that MCVE 2024 was a great venue to display the company’s technology, meet industry players, and even enable the public to get closer to commercial vehicles. He was pleased that they were able to secure some new business too.

China Faw Group Co Ltd (FAW) can trace its roots back to 1953, when its first assembly plant started to be constructed. FAW is one of China’s oldest and largest automotive manufacturers, with a registered capital of 35.4 billion yuan and total assets of 457.83 billion yuan. FAW HQ in Changchun is directly responsible for the operation and development of the Hongqi premium car brand.

ZF Focuses on Services

This year, ZF presented itself at MCVE with a strong focus on new services that are being offered through selected partners. Following the acquisition of WABCO, the company is now even better positioned to meet the needs of the commercial vehicle industry from one source. Present at MCVE were Aleksander Rabinovitch, Head of Business Line Commercial Vehicle at ZF Aftermarket, and Teoh Chee How, Head of ZF Asia Pacific Division Aftermarket to provide insights into their dealings in the region.



Rabinovitch, who flew in for the show, explained that the Asia Pacific region is significant for ZF. “Overall, the commercial vehicle makes up some 18 percent of the group’s annual revenue of 46.6 billion EURO. With more than 168 000 employees, we are represented at 331 locations in 40 countries and our strategy is to be a global company with strong local ties to the market” Southeast Asia is a growth market and being present at MCVE was important to showcase what ZF Aftermarket brands can offer local transporters to enhance their businesses. Focusing on the aftermarket, ZF was showcasing products and services that are being offered as OEM solutions.

Teoh, who is specifically tasked with handling the aftermarket in our region, explained that his division is responsible for offering all of ZF aftermarket products to the distributors, workshops and fleets. “This encompasses passenger



cars, commercial vehicles and industrial applications,” he added. Due to the broad and deep product range, ZF Aftermarket is organised firstly in different dimensions: regional into five regions and business lines (Passenger cars, CV, Industrial and Digital solutions). Stemming from this matrix organisation, ZF decided to showcase their total aftermarket solutions offering for commercial vehicles at MCVE, including their ZF-branded premium products.

Highlighting each brand, Teoh pointed out that the ZF brand, is generally known for gearboxes, axles and transmission while Lemförder is very well known for components around the chassis. Sachs, the third brand represented on the stand offers performance parts such as clutches and shocks. In addition, ZF took the opportunity to explain how the WABCO brand, which ZF acquired in 2020 fits within the portfolio.

With recently appointed partners in Malaysia, ZF emphasized the ZF [pro] Service concept at the event. As Rabinovich explained “Our partners are workshops, buying and using our parts and components. The idea of the ZF [pro] Service is to equip our selected partners with the right tools, right knowledge and understanding to provide services to their customers, using our products.” According to him, this is a vast task as ZF offers solutions for European and Asian Manufacture brands of commercial vehicles. With significant stocks held by these partners, they become one-stop shops, highly qualified on ZF’s products. “In particular we need to consider the fact that the technology for trucks and buses has drastically advanced and that our partners are no longer just parts stockists.”

A mega trend that ZF is riding on is the digitalisation of the transport industry. Harnessing the power of the internet, several solutions offered by ZF can be described as Aftermarket 3.0, with a wink to the idea of Web 3.0. Teoh said that “Many of our services are based on internet platforms and for peak performance of our components, we are using data derived from connected vehicles. What we are seeing globally is that the shift from parts trading only

to services plus parts.” In addition, what Teoh is observing is that the Asian region is dominated by Asian brands, however, this is changing. More and more Chinese brands are encroaching on the market shares of the traditional Japanese brands. “ZF is perfectly positioned to service both, as our comprehensive product range covers both.”

Malaysia in particular, as Rabinovich explains, is a superb market for ZF to be in as the market is a mix of new, old, European and Asian vehicles all being present. “As an OEM provider, we supply all of them with the right products.” Rabinovich is also confident that ZF, which has originally been a manufacturer of gears for gearboxes, will be future-ready for the electrification of commercial vehicles. Although these new generation vehicles may not require a lot of components commonly found in ICE-powered vehicles, electric vehicles still need to have axles and brakes, which are crucial components offered by ZF. Meanwhile, ZF already offers electrified axles. For certain electrified applications, there will still be a drivetrain of sorts, requiring gearboxes. **T**



Scania Concludes Pilot Test to Confirm Sustainability Credentials of B100 Biodiesel



In November 2023, Scania (Malaysia) Sdn Bhd (Scania) and Shell Malaysia Trading Sdn Bhd (Shell) launched the pilot test of the first pair of Scania road tankers, operated by Konsortium Port Dickson Sdn Bhd (KPD), running solely on B100 Biodiesel. The launch was held at Stesen Minyak Alisha, Shah Alam, Selangor. The ceremony was officiated by Mr. Shairan Huzani Husain, Managing Director of Shell Malaysia Trading and witnessed by Ms. Heba Eltarifi, Managing Director of Scania Southeast Asia, Mr. David Lantz, Driving The Shift Director of Scania Southeast Asia and Mr. Richard Tee Chu Wong, Managing Director of Konsortium Port Dickson Sdn Bhd. Supported by the Malaysian Palm Oil Board (MPOB) and the Ministry of Plantation Industries and Commodities (MPIC), Shell Malaysia is collaborating with Scania and Konsortium Port Dickson Sdn Bhd (KPD) to pilot test the road tankers in an effort to lower carbon emissions.

After several months of trialling, the results are in: the trial can be deemed a success as it proved that it is not only possible to run a truck fleet on B100 Biodiesel, but also drastically reduce CO2 emissions by doing so.

Providing the Framework

In order to carry out the trial, a theoretical and practical framework needed to be developed. Hakim Kamarul Azman, Road Transport Contract Holder, Shell Malaysia Trading was handling the trial from the energy provider's side. Within the Malaysian setting, companies producing Diesel would have to offer Biodiesel as a standard too, as per the law. "The thought was that we don't have to stop at the ten or 20 percent Biodiesel, we could just as well go all the way to 100 percent. This is where this trial started out," Azman explained. Malaysia being a major producer of palm oil, the choice was made for this source of energy. While Shell acknowledged that there are other alternative sources, palm oil was the energy of choice as it is widely available, unlike used cooking oil, which can be hard to come by in large quantities.

Being true brand ambassadors, transporters already moving Shell's products were the most suitable candidates to be involved in this trial. According to Azman, the use of 100 percent Biodiesel would be a niche offering at this point in time, however, there are applications that are very well suited to make use of this alternative. "There are currently a few projects underway where Biodiesel is being tried." The choice for KPD was made easy by the fact that the company is using a lot of Scania trucks, which have been known to be Biodiesel-ready since 2019.

Shell's stance on the trial was that this is to be about the reduction of carbon dioxide emissions. Shell, as a global company, also looks at emissions that are created indirectly through the use of their products: in this case, the transportation of fuels by a third-party provider. "Here, we wanted to see how much Carbon we are reducing by switching to B100." What needs to be pointed out is that this will only work when the palm oil is produced by providers that cultivate oil palm in a sustainable manner. Although the Carbon emissions would be reduced by up to 70 percent by using it in trucks, the overall Carbon emissions would go up if unsustainably produced palm oil is used. "Shell is extremely strict on this," he said.



Hakim Kamarul Azman, Road Transport Contract Holder, Shell Malaysia Trading (R) in discussion with Stefan Pertz

Confirming the anticipated outcomes, Azman stated that the trial was a success as the Carbon reduction was within the bracket to be expected and the increase in fuel consumption was within the predicted boundaries. “We are very happy with the reduction in emissions and there have been no major issues as a result of using this fuel. What would make a difference would be a change in the price for the B100.” Where Azman sees a potential for substantial benefits for the operator is for LCV and MCV, where the goods moved are not as heavy.

Operator’s Experience

Executing the trial, KPD now has months’ worth of solid data and insights derived from running trucks for a prolonged period of time on B100. Richard Tee Chu Wong, Managing Director of Konsortium Port Dickson Sdn Bhd shares his experience as he believes that switching the fuel would be a suitable way to reduce emissions.

In this case, the company happens to also be a transporter assigned by Shell to move petroleum goods. With a fleet of over 200 trucks, KPD is well positioned to run the B100 trial as they have extensive experience in storing and moving such goods as well. “One of the goods we are currently moving is actually Biodiesel, which we transport all over Peninsular Malaysia.” On the outset, trucks and tanker trailers will not require much adaptation to be able to use Biodiesel. The trucks KPD acquired from Scania are already geared to be able to handle this type of fuel. Meanwhile, the tankers KPD is using are stainless steel bodies, built according to the regulations mandating the transport of such goods.

Transporters may use own tanks on their yard to re-fuel their trucks. Tee points out that Biodiesel is just as flammable as regular Diesel. Apart from that, as is known, Biodiesel is more hygroscopic and would therefore need water separators to be installed. “While most transporters will ultimately pump their Diesel or Biodiesel at the station, it was interesting for us to be storing both types here to fully understand how each of these behaves and needs to be handled.” In particular, he pointed out that managing the water present in B100 is an issue that needs to be tackled. To deal with the water condensation, KPD decided to use smaller tanks and to re-fill them more frequently.



Richard Tee Chu Wong, Managing Director of Konsortium Port Dickson (L) evaluating data from the trial with his team

Although it is a trial, Tee said that they are honoured to be part of this trial as it is part of a greater effort to make the transportation industry more sustainable. Of KPD’s fleet, some 50 percent of vehicles are Scania-branded. Thanks to this, setting aside two units to run solely on B100 Biodiesel allows the participating parties to effectively monitor the trial, gathering reliable information. Tee reinforced that the trucks had been used vehicles and thus, if anyone would want to also use B100, could possibly retrofit the vehicles without having to invest in new trucks. KPD noticed that the water temperature in the cooling system increases and that it is recommended to adjust the mixture of the coolant accordingly.

Six months into the trial, a few results have been confirmed. For instance, transporters will have to expect the position for fuel cost to increase. B100 is currently slightly more expensive than Diesel and it is a known fact that Biodiesel does not have the same energy content as Diesel, hence an increase in consumption is to be expected. Driver training, specifically to train on fuel efficient driving, can be applied to counter this to some extent. Overall, the issue of fuel cost is one that requires careful consideration as now a new fuel subsidy programme is rolled out as well.

Summary of the trial

- Confirmed to be reducing Carbon emissions by up to 70 percent
- Suitable for heavy haulage with adjustment in driving behaviour
- No issues with the truck if the vehicle is equipped accordingly
- Suitable alternative, considering locally made product
- Positive impact on major parts of the supply chain

Globally, Shell is working towards achieving zero CO2 emissions by 2050. According to Tee, KPD is honoured to be working with such partners like Shell and Scania to be contributing to these ambitions. Through their contributions, the entire ecosystem will benefit from the insights that have been gained through this trial. “It is a collective effort to be responsible for the environment.” In the local context, Tee sees it as the company’s duty to do as much as possible to protect the environment in and around Melaka as that is where it is housed and operates.

In total, both trucks clocked about 100 000 kilometres on B100, providing a solid basis for evaluation. Currently, the trucks would have been re-filled at KPD’s site only as the fuel is not widely available. It is important to know that the fuels could be mixed though, however, for this specific trial, the premise was that the trucks have to run only on B100. Admittedly, as B100 will have a lower energy content, drivers reported a noticeable loss of power. One has to remember that the tanker trailer would be very heavy when fully loaded, hence, on one of the ways the truck would

have to work very hard while coming back much lighter. "Again, we have to point out that the main issue is the reduction of CO2, which we achieve by using B100, up to 70 percent," Tee added.

One of the drivers of the two trial trucks has been a truck captain for over ten years. Being from Melaka, he felt honoured to be part of the trial as the results of the activity would directly impact the community he lives in. He again pointed out that there are no issues with the actual handling of the B100 Biodiesel. Unlike electricity or Hydrogen, this alternative does not require any special training, tools or added procedures.

In summary, Tee said that Biodiesel is a fantastic option for those wanting to make a difference. With relative low investment needed to equip the trucks and operation for the use of Biodiesel, this is the most viable ways to make an immediate impact on the eco-balance sheet. For now, the limited availability, in tandem with the increased cost at the pump can be seen as hindrances for transporters to make a move to this fuel. One aspect that many may overlook is that use of Biodiesel will also support the local economy as Malaysia is a major palm oil producer. Overall, the trial has been a positive experience whereby KPD managed to learn a lot about Biodiesel and how to optimise the use of various fuels.

Manufacturer's Notes

One of the strengths of Scania is the ability to offer transport solutions that adopt varying sources of fuel. Mr. David Lantz, Driving The Shift Director of Scania Southeast Asia monitored the trial from the OEM's point of view. Analysing the activity, there was a sound rationale for this trial and following are the notes and comments on the trial.


"On the outset, Malaysia is one of the world's largest producers of B100, thus, this pilot project demonstrates the high quality of the fuel to reduce global CO2 emissions while maintaining and creating local jobs in Malaysia." Currently, Scania is also concerned about decarbonisation, as they label it "Driving the Shift". As Lantz explains, the use of B100 Biodiesel fits this approach very well: It's the fast option to decarbonize heavy commercial vehicle as it reduces CO2 emissions by up to 70 percent and can be used by vehicles that are already on the road. Thus, it also has the smallest possible technology risk as you can always switch back to regular Diesel.

It was important for Scania to be part of this trial as the OEM needed to make sure that the vehicles are ready and prepared to run on B100. Lantz said. He added that B100 is a very versatile fuel as it could also be waste to fuel if the source is used cooking oil. As Scania's trucks are well prepared to accept varying fuel qualities as standard, fitting the trial trucks with the required components for the use of B100 has been no problem whatsoever according to him. As a provider of trucks in all major global markets, Scania could have

expanded the trial to also include cross-border transportation as B100 is available in Singapore as well.

Those wanting to follow the example of the trial may do so easily as the ability to run Scania trucks on Biodiesel has been a standard offering for all new trucks and buses since 15 December 2019. Since then, all new vehicles sold are FAME (FAME is the abbreviation for Fatty Acid Methyl Esters, which is the technical term for the biodiesel that is produced in Malaysia) prepared, enabling them to run on all blends of diesel and biodiesel ranging from 0 percent Biodiesel to 100 percent Biodiesel including B0, B10, B20, and B100.

Looking at the ambition to reduce emissions, we have to evaluate how effective Biodiesel is to be a faster, more economical way to reduce CO2 emissions. In Malaysia today, it is the most economical way to reduce CO2 emissions beyond 10 percent which one can get from fuel savings. It won't get transporters all the way to carbon neutral like you can do if your run a battery electric vehicle on renewable electricity; but it can get you to 70 percent reduction for a cost premium of 5-15 percent based on the current palm oil price.

In the Malaysian context we have to look at the low fuel prices as a deterrent for transporters to move to Battery Electric Vehicles (BEV). Admittedly, this may also be the case with Biodiesel. "Yes, however the cost premium of running a vehicle on B100 is 5-15 percent compared to Diesel. The cost premium of running BEV compared to diesel is 30-50 percent. It would be easy to see how Biodiesel can become a very attractive alternative very quickly, should the cost for regular Diesel increase," Lantz said in closing. 



What is needed

Should one wish to switch to B100, these are in broad strokes the considerations

- A separate tank is required
- The truck(s) need to be able to handle this fuel, either as standard or through retrofitting
- A licence for storing B100 in the vicinity is needed
- Slightly adjusted safety procedures are to be adopted as B100 more acidic

The new Actros L



Even more efficiency on the road: The new Actros L from Mercedes-Benz Trucks with its futuristic ProCabin, even better aerodynamics and further optimized assistance systems. Bookings are open with production start in December 2024.

Since its launch in June 2021, the Actros L has defined the premium segment of heavy diesel-powered trucks from Mercedes-Benz Trucks. Now the company is taking its successful flagship to a new level: With futuristic vehicle design, optimized aerodynamics, numerous comfort features, efficient engines, high levels of driving dynamics, and the latest assistance systems, the new Actros L has everything it takes to impress fleet operators and professional drivers alike. The traditional diesel-powered truck thus continues the success story of this model series that began in 1996, reaffirming once again the commitment of Mercedes-Benz Trucks to best meet the needs of its customers and their drivers. The objective: Continuing to be one of the pacesetters in the industry for conventionally powered trucks. The new Actros L with ProCabin can be ordered from April 2024 and will go into production in December 2024.

New aerodynamic design brings about fuel savings of up to three percent

At first glance, the completely new exterior appearance of the Actros L already catches the eye. The entire shaping of the ProCabin, which was first unveiled during the world premiere of the battery-electric eActros 600 in October 2023, has been completely designed for particularly efficient aerodynamics: From the pre-spoiler on the roof in front of the actual roof spoiler, to the A-pillar deflector panels around the side windows and the large, flat front-end flap of the cab to the optimized bumper with minimal air inlet openings for cooling and its new underbody paneling. The airstream thus meets an aerodynamically favorable front extended by 80 millimeters and continues to be guided around the vehicle as optimally as possible. This is ensured by a streamlined entrance, improved wheel-arch trim and optimized side trim. There are virtually no gaps or spaces left in favor of an optimized airflow. Extended side deflectors have been designed like sails to ensure a good transition between the semitrailer truck and the attached semitrailer. The use of various seals to decouple the engine compartment from external airflow rounds off the aerodynamic concept. All in all, this results in fuel savings of up to three percent in the new Actros L.



High level of driver comfort

With the new Actros L and its futuristic cab design, Mercedes-Benz Trucks simultaneously acknowledges the fact that, in addition to efficiency and cost-effectiveness, aspects such as an attractive exterior and comfort in the driver's cab also play an important role in vehicle purchases. Externally, noticeable details in this regard include features such as the full cab paintwork, including the Mercedes-Benz logo and lettering in Dark Chrome as well as the aluminum step plates. All lighting in and around the vehicle also feature LED technology. This applies to the main headlamps and turn signal lights as well as the side and taillights. Matrix LED headlamps are also available as an option for maximum lighting performance.

In the interior, ProCabin, available in three variants - Stream, Big, or Giga Space - offers numerous comfort features such as optimized seat heating, new premium flat-woven seat covers, or bunks with full slatted frames and a new, thick premium mattress. The extended range of functions of the switch panels on the bunks as well as the ambient lighting and the additional gooseneck LED reading lamps are also new. In addition, there are other equipment features such as additional USB-C sockets in the side walls, a high-quality curtain in two-tone design, a second refrigerator, a 230-volt socket or the SoloStar Concept, which is now available in two new seat cover variants. Starting in April 2025, Multimedia Cockpit Interactive 2 will also be available with a revamped menu design, voice control, further improved connectivity and new applications such as Connected Traffic Warnings.

Third generation of the OM 471 diesel engine ensures further fuel savings

In addition to the aerodynamic optimization measures, Mercedes-Benz Trucks further increases the efficiency of the new Actros L in combination with the third generation of the 12.8-liter OM 471 diesel engine. The OM 471, available alongside proven OM 470 and OM 473 diesel engines, is consistently designed to reduce Total Cost of Ownership (TCO) without compromising on performance, driving dynamics, or comfort in terms of fuel-efficient driving, reduced CO2 emissions, lower operating costs, and higher returns.



With the third generation of the OM 471, Mercedes-Benz Trucks has introduced two new turbochargers precisely geared towards the diverse needs of customers. In the variant destined for long-haul transportation, the focus is on achieving the lowest possible fuel consumption. In combination with the revised exhaust gas aftertreatment system, this exhaust gas turbocharger enables a maximum fuel saving of up to four percent over the previous generation.

Best possible accident prevention to protect all road users

The safety features used in the new Actros L also reinforce the manufacturer's position as one of the pioneers in the industry. Often these systems significantly exceed the strict standards of the General Safety Regulation (GSR), which will be effective from July 2024 and mandate a wide range of driver assistance systems to further enhance road safety for all road users. The equipment of the vehicles with cameras and sensors is very important for the effectiveness of such systems. In order to make an even better contribution to preventing accidents, Daimler Truck has developed a new electronics platform that enables an even larger view to the front and side with so-called sensor fusion, i.e. merging radar and camera data. The electronics platform offers 20 times faster data processing, and the total of six installed sensors – four lateral short-range radars at the front and rear, both on the right and left, one long-range radar at the front in the centre and the multifunction camera in the windshield – can now cover an angle of 270 degrees around the vehicle. Thanks to the significantly enlarged viewing angle, the installed assistance systems can make even better use of their strengths.

Active Brake Assist 6 with multi-lane monitoring

An example of how efficient the 270-degree fusion technology is and what going beyond GSR stipulations means is the already sixth generation of Active Brake Assist (ABA). The latest emergency braking assistant from Daimler Truck can now perform automated maximum full-stop braking to a complete stop at speeds of up to 60 km/h ahead of crossing, oncoming traffic, or other road users in the same lane. GSR calls for the extended response to pedestrians and cyclists for new

trucks and buses/touring coaches only as of July 1, 2026. At speeds up to 80 km/h, the system can react ahead of stationary vehicles with maximum full-stop braking, as had previously been the case. A further added value of ABA 6 is multi-lane monitoring at distances of up to 250 meters for even better hazard detection.

Active Sideguard Assist 2 with extended functionality on the driver's side

The second-generation Active Sideguard Assist (ASGA) also demonstrates the extent to which equipping the vehicles with six sensors and the associated increased viewing angle increases road safety. ASGA 2 monitors traffic on both the driver's and front passenger sides and with its two-stage warning system it can alert drivers to potential dangers so that timely intervention can mitigate a critical traffic situation. The active warning zone extends up to 30 meters behind and seven meters in front of the vehicle, operating at speeds of up to 30 km/h. Additionally, the system can initiate automated braking to bring the vehicle to a complete stop within the red warning area up to its own turning speed of 20 km/h, should drivers fail to respond to an earlier audible and visual warning. This function also goes beyond the requirements of GSR, which only stipulates that Sideguard Assist must issue a warning if necessary. Furthermore, ASGA 2 features an intelligent lane change warning concept based on the vehicle's own position within the lane.

Front Guard Assist monitors traffic in front of the vehicle

The new Front Guard Assist can be a helpful feature to prevent accidents with pedestrians or cyclists who may be directly in front of the truck when it moves off. The assistance system monitors the traffic in front of the vehicle and supports the driver when the vehicle is at a standstill, when moving off and at intersections. If the system detects stationary or moving objects in front of the vehicle, it supports the driver in driving situations up to 15 km/h by sending warning messages as part of the two-stage warning system. The 270-degree fusion technology covers the blind spot in front of the vehicle from 0.8 meters to approximately four meters across the full width of the vehicle.

Harmonious overall package for relaxed assisted driving


In addition to the traffic safety-focused assistance systems, the well-coordinated interplay of features such as Active Drive Assist 3 (ADA) and the intelligent transmission and cruise control system Predictive Powertrain Control (PPC) is noteworthy in the new Actros L. The ADA has allowed for semi-automated driving (SAE Level 2) in a series production truck since 2018 and is now being launched in its third generation. Beginning in June 2021, the second generation of ADA has been

enhanced by the emergency stop function. ADA 3 now further improves support for drivers in both longitudinal and lateral guidance of the truck. Forward-looking PPC, on the other hand, contributes to relaxed driving by automatically taking into account topography, road layout and traffic signs for the most efficient driving style possible. Starting in April 2025, route information from the navigation system will also be integrated to enable better detection of upcoming route events. This allows drivers to avoid unnecessary braking, acceleration and gear changes.

Smart digital solutions for even more efficient use

Mercedes-Benz Trucks offers a comprehensive range of digital solutions and services surrounding the new Actros L to simplify processes and workflows for fleet operators. TruckLive offers a free entry into the digital service solutions of Mercedes-Benz Trucks. This includes various connectivity services that can be used on existing platforms such as MyTruckPoint. For example, Maintenance Management ensures improved vehicle availability, while Live Traffic assists in route planning by providing real-time traffic data through navigation. The new Connected Services, such as Over-the-Air Update or Service24h Connected, can already be used this year. Additional components are currently in the planning stage.

Premium Fleetboard telematics services are also associated with a high added value for a profitable fleet management system. One example includes the Fleetboard Deployment Analysis, which captures and processes technical data from the Actros L. The driving characteristics can be evaluated and optimized on the basis of this data. This contributes to optimizing consumption and reducing wear, as well as to higher vehicle utilization and a better CO2 footprint. Ultimately, this can sustainably increase the overall economic handling of the fleet.

Moreover, with intelligent networking, Mercedes-Benz Trucks Uptime increases the availability of the new Actros L. The system continuously diagnoses the status of the vehicle and provides specific recommendations for action. This approach allows for the early detection of repair needs to reduce breakdowns, and supports customers in promptly organizing the necessary work – all while considering their specific operational planning. The results: Improved predictability of workshop visits, increased vehicle availability, and a higher level of traffic safety. Mercedes-Benz Trucks also offers its customers various service contracts with monthly predictable costs to ensure maximum vehicle availability and minimal downtimes. Presenting Mercedes-Benz Trucks Complete as a premium package: The comprehensive service package covers all workshop work including wear parts. 





HAMMAR a Safe Bet for Thousand Sunny Logistics

Making bold moves, this Kota Kinabalu-based transporter banks on a Sideloader to address safety concerns, improve efficiency and reduce dependency on third-party providers.

Starting a new venture or trying new ways is not only exciting, it can also be a very dangerous proposition. When it comes to the addition of valuable assets, the gamble paid out for a young company based in Kota Kinabalu, Sabah. At the helm of his own business is Darius Hee of Thousand Sunny Logistics, who spoke to Asian Trucker about how a significant purchase has propelled his business forward.

Having observed the market and the needs of local customers, Hee decided in 2016 that it is his calling to venture out to offer transportation services on top of the logistics services offered. It took until the end of 2021 for Thousand Sunny Logistics to add their first own prime mover. Today, the fleet comprises of five trucks. Hee got to know about Sideloaders through invitations to hand-over events where other transporters received their respective HAMMAR Sideloaders. Attending these events, learning about this type of equipment, Hee and his colleagues realised that this is what they would need to stimulate further growth of their own business.

In February 2023, Hee got in touch with HAMMAR to place the order. "Our requirements were perfect for the use of a Sideloader. We move bulk cargo, which we bring to our warehouse to break the delivery apart. With the HAMMAR Sideloader, we have managed to drastically increase efficiency in our operation," Hee summed up the experience thus far. Previously, goods were delivered on trailers, whereby the unstuffing would have to be done while the container would still rest on the trailer. Hee explained that most of the goods they move are palletized and can easily be moved with a forklift. However, retrieving the goods from a container stacked onto a trailer always poses challenges. Now that the containers are placed on the ground, the goods are much easier retrieved.

Elaborating on this point, Hee said that not only the productivity had improved, but also the level of safety. Now that containers can easily be set down onto the ground, using the HAMMAR Sideloader, access to the goods inside the container is safer as there is no risk of falling down or goods falling from the container. In turn, this has given agents the confidence to send more work their way as well. Now that a forklift could enter the container to retrieve the goods, unloading time has halved, while at the same time safety has improved. Although Hee has heard that other brands might be able to handle heavier containers, they opted for HAMMAR as they do not require to lift containers exceeding 40 tonnes.

Having learned the ropes working as a salaried employee, Hee decided that it would be time to start his own business. "What I felt is that the logistics and transportation industries here in Sabah are adopting more traditional ways of working. I felt that this is not what suits me." Hence, he ventured out as a Sole Proprietor, eventually converting this operation into a private limited company (Sdn Bhd) in 2013. Since then, he had to also learn about driver management, route planning and scheduling of trucks and trailers. As a logistics service provider initially, it was easy to run the business without a lot of fixed assets. "I wanted to have the least amount of equipment; we outsourced as much as we could."

However, what transpired is that the third-party service providers, even those offering Sideloader services, were not reliable. Consequently, Hee diverted from his strategy and added crucial assets, such as the HAMMAR Sideloader. Transporting mainly FMCG (Fast Moving Consumer Goods), fast responses and dependability is crucial, whereas the volume of goods delivered to individual destinations can vary greatly. Having added their own warehouse, Thousand Sunny Logistics is now positioned as a 3PL service provider.

Their HAMMAR Sideloader has also addressed an issue that many transporters are faced with: having to bear the penalties for overweight containers. Hee recounts an incident whereby his company was fined for excess weight of a container. It is the transporter that is responsible for adherence to all rules and regulations and therefore, any overloading would end up costing them dearly. With HAMMAR's optional weighing equipment, Hee does no longer have to be afraid to get penalised. Upon retrieval of the container, it can immediately be weighted and action can be taken if the container does not comply with the law.

Hee also makes a point for purchasing a new unit: a new unit would be less likely to break down and if it does, there is an appointed service provider to assist with fixing any problems. Having analysed the business in detail, Hee and his colleagues concluded that a new unit will be suitable, not to make more money, but to increase efficiency. In East Malaysia, the extra charges that one command by deploying a Sideloader is marginal and the company benefits from the faster turn-arounds of the trailer. As word got out that Thousand Sunny has invested in a new Sideloader, others are looking for them too, allowing to maximise the use of the Sideloader.

Being a new tool, training was required. Hiring an experienced driver to handle the HAMMAR Sideloader, both management and driver went on a steep learning curve. Initially, the driver would also need to look at the controller when manipulating the lifting arms of the Sideloader. Today, he can operate the controller without taking his eyes off the cargo. Based on the positive response from the driver and the market, Hee is contemplating to add a second unit of HAMMAR Sideloader. "We have to move carefully. If the market is not supporting such investment, then it becomes a very expensive gamble, and we need to carefully evaluate where to place our bets for future growth." **T**





Angka-Tan Motors Launches the New JMC Vigus Pro White Series 4x2 Pickup



Angka-Tan Motor Sdn Bhd launched the new JMC Vigus Pro White Series 4x2 pickup at MCVE 2024. The complete range of JMC Vigus Pro including the 4x4 Premium and White Series, and the latest White Series 4x2 were showcased. The 2024 JMC Vigus Pro White Series 4x2 is the latest variant to join the JMC Vigus Pro product range in Malaysia. It is the most affordable model in the range alongside the JMC Vigus Pro White Series 4x4 and range-topping JMC Vigus Pro Premium Series 4x4. Of the three variants, the new Vigus Pro White Series 4x2 is the sole variant equipped with a 4x2 Drive System, offering better efficiency and lower running costs, making it an ideal urban workhorse for startups and SMEs.

Mr Tan Keng Meng, Chief Executive Officer of Angka-Tan Motor's parent company, Warisan TC Holdings Berhad, explained that the company sees potential in the rapidly growing pickup segment and the JMC Vigus Pro White Series 4x2 is

positioned to meet market demand. Tan added, “We already have the 4x4 version of this pickup on the market and decided to introduce the White Series 4x2 to complete the range of possibilities for our clients. It provides the ideal solution for those seeking a pickup without the necessity for 4x4 capabilities. As such, the White Series 4x2 is perfect for startup entrepreneurs, especially those in urban areas.”

Tan stated that the JMC pickups were well received in a market dominated by Japanese brands. Like all variants across the JMC Vigus Pro range, the White Series 4x2 is powered by the iconic 2.0-litre Puma four-cylinder turbodiesel engine. The Ford-developed unit is paired to an eight-speed ZF automatic transmission featuring an electronic gear selector and paddle shifters to facilitate smooth driving. The Vigus Pro White Series 4x2 offers modern amenities like an 8” touchscreen infotainment system and rain-sensing wipers while excelling as a high-utility workhorse. Tan added, “The JMC Vigus Pro White Series 4x2 can also accommodate payloads up to 950kg, and they offer excellent value for money. We aim to capture 5-10 percent of this market segment within the next five years by offering products that are as good as our competitors but at a more affordable



price. JMC aims to play a big role in the pickup segment and plans to introduce an EV model by 2026.”

Angka-Tan Motor offers a one-stop commercial vehicle solution through its authorised distribution of Foton Auman EST heavy-duty trucks and Aumark light-duty trucks since 2011, and now, Jiangling Motors Co Ltd (JMC) with its comprehensive range of commercial pickups. Aftersales is an important considering factor when purchasing a vehicle. Tan explained that feedback from customers about after-sales service was positive. The company has a vast network of 31 sales offices and 21 service centres located across Malaysia to ensure their customers are looked after.

The first JMC Vigus Pro White Series 4x2 is aimed to be delivered in August 2024. Tan concluded, “The product mix we have chosen to reveal at the Malaysia Commercial Vehicle Expo 2024 reflects our desire to empower businesses across the industrial spectrum, from start-ups and SMEs to full-fledged multinationals, amidst rapid globalisation and e-commerce development. All our new trucks share the same objective of providing sustainable and reliable transport solutions to cater to growing commercial and environmental demands.” **T**



A Hydrogen Truck on Tour

A truck driving on a Chongqing road is nothing unusual — unless it happens to be equipped with an exclusive powertrain. An endurance test underway in China is assessing 70 trucks equipped with Bosch fuel-cell systems to see how they fare out on the road. Hu Gang is among the test drivers.

“To start, you press two buttons, check the hydrogen and battery levels, and you’re good to go!” says a clearly delighted Hu Gang. “No engine noise, just the hum of the cooling fan. And the truck accelerates faster than any truck with a combustion engine.” This 46-year-old road-testing trucker is a logistics driver at Qingling, a Chinese company that partners with Bosch in fuel-cell technology for commercial vehicles.

Seventy trucks powered by Bosch fuel cells are traveling the roads around Chongqing and also making trips to Chengdu, a city a little over 300 kilometers away. The greater Chongqing region is roughly the size of Austria. Road-test drivers like Hu Gang can pinpoint weaknesses in this new type of powertrain as it runs continuously on highways and byways. The insights gleaned from road-testing trucks will go to benefit the production models to come.

I have complete faith in Bosch’s hydrogen powertrain. The reliability of the entire system is excellent.

There are good reasons for powering trucks, particularly long-haulers, with a fuel cell. It generates the electricity for the powertrain. A truck equipped with this particular Bosch fuel-cell system can travel more than 500 kilometers on a full tank holding 11.7 kilograms of hydrogen. It takes just five to ten minutes to



refill the hydrogen tank, including safety checks. This powertrain is an excellent choice for trucks because it doesn’t add much weight. And the required batteries are relatively small. They serve as intermediate storage units, temporarily buffering the electricity produced continuously by the fuel cell. The electric motors can draw on this stored electricity when they are not getting their energy directly from the fuel cell.

The power module is the core component of the Bosch fuel-cell powertrain. It triggers a chemical reaction of hydrogen and oxygen to make water and generate the required electrical energy. But there’s more to this system: it also includes a battery to store electricity, an electric motor to drive the rear wheels, and an electronic control unit that regulates energy flows to the powertrain.

The fuel-cell system holds great promise as a tool to help tackle environmental challenges; Bosch is the technology leader when it comes to deploying it in commercial vehicles. And Hu Gang is a road-testing trailblazer. He’s one of the drivers gathering day-to-day experience with the version of trucks that come very close to what production models will be. The lessons such drivers learn on the road will help ensure that future mass-manufactured fuel-cell trucks will operate flawlessly.

Now that the Bosch fuel-cell powertrain has proven its merits for everyday road haulage over countless kilometres, it can be mass-manufactured for more sustainable mobility. **F**

Regional Trucking Hivemind

The month of May has been extremely busy with events and travel. First, there was MCVE 2024, which took up a full week in the beginning of the month, then a few days at the Busworld Southeast Asia in Jakarta, a hop over to Bangkok for Agritechnica and finally, a few days in China with a truck and bus manufacturer. In each of these instances I have met a whole lot of new people from all walks of life. Also, what I thought is interesting is that immediately, the topics we discussed in all four countries were the same.

That the themes of the conversations were identical could maybe explained somewhat by the fact that everyone I met had something to do with the transport industry. In various roles though, but the unifying factor was the affiliation to the business of moving goods (and/ or people). I guess this would make it a safe topic, but also one where there is a lot of shared knowledge and opinions. Each of the people I have met had an immense knowledge of the industry. Through years of working in or with the industry, a lot of know-how and forward thinking has been developed. Just like the saying goes that one doesn't pay for a five-minute job, but for the years it took to do the job that fast, there is an immense treasure of knowledge we could tap into. One subject that came up repeatedly (and more frequently in recent times) is the push for electrification. Here, the wealth of experience immediately turned into practical and pragmatic suggestions that were obvious to some, but maybe needed saying. In particular, within the discussion about Battery Electric Vehicles, time and time again, it was the same blunt statement: this will only work if there is enough charging infrastructure. I think we all know that, but it has to be said out loud for everyone to hear and register. The idea of selling electric vehicles is great and we can see a lot of support for it. However, we don't see the same amount of ambition when it comes to the development of the much-needed support framework. No long studies needed; no research required. Just ask those in the business.

What was amazing is that the same consensus was reached in all four places without anyone knowing those in the other countries or having heard their views. How is it that we all come to the same conclusions, despite being in different markets with varying circumstances? It is kind of a *deja-vu* when a variation of a conversation leading to an identical conclusion happens. And now, the questions beckons, how do we harness the power of this regional hive mind? Accessing this shared and common knowledge would surely give an entire region an edge when it comes solving our transportation problems. Oftentimes, one would find the simplest and most elegant solution when asking those that are immediately concerned. While a research project can unearth issues and find answers, isn't it the person directly affected perhaps better suited



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to give a pragmatic answer? Governments could surely benefit from tapping into this potential. While we are trying to solve issues in seminars, conferences and case studies, maybe there is a one-sentence answer available.

Across the region, millions of people are involved in the transportation business. They generate what I would want to call Big Data of Transportation. There must be a way to harness the power of all that experience, all the thoughts and knowledges, so that we do not have to reinvent wheels and find answers to our daily transport problems. To some extent, truck OEMs already harvest data through Fleet Management Systems, but I would want to see this being taken further. Across brands and beyond analysis of driver behaviour. Imagine what could be achieved if every trucker, transporter, workshop owner and technician, the many people dealing directly and indirectly with this industry contributed to a transport hivemind. A super-charged association that enables us to pass on knowledge and synthesis clever solutions.

Maybe AI is the answer. However, having tried one, the one thing I know is that an AI needs to be fed with information. I ask questions. I want to know if the answer to our issues in Malaysia may lie in an idea by a transporter from Jakarta. If nothing else, among the industry players, no matter what size, there is a tremendous amount of knowledge. We should not let that go to waste, but put to use in a way that benefits the entire industry. My guess is that right now, someone in the region is thinking about how to utilise the knowledge of fellow transporters in a different country to solve a local problem. **F**



Parts Focus: Air dryer Cartridges

MANN+HUMMEL, global filtration specialist and global market leader in air dryer cartridges, bundles all its expertise and years of experience in the premium brand MANN-FILTER. Various types of air dryer cartridges in original equipment quality are available. MANN+HUMMEL is virtually the only manufacturer of double-layer technology worldwide.

MANN+HUMMEL is one of the world's largest manufacturer of air dryer cartridges with 100 million units. The figures speak for themselves: The filtration expert produces up to seven million units per year alone in the world's largest filter plant in Marklkofen, Bavaria. From there, the air dryer cartridges are delivered across the globe. The family-owned company's brand portfolio includes the global premium filtration brand MANN-FILTER with its comprehensive range of air dryer cartridges in original equipment quality.

In trucks, buses, and tractors, various vehicle systems are operated with compressed air, including the brake system. Operational safety is paramount. This applies in particular to the compressed-air system, which must be dry, free from oil, and clean. The reason for this is that moisture in the compressed-air lines can lead to corrosion, icing and abrasion, causing high repair costs and also reducing the brakes' output. Air dryer cartridges from MANN-FILTER reliably dehumidify and clean the compressed air in compressed-air systems.

Various Air Dryer Cartridges Available

MANN-FILTER currently offers three different types of high-quality air dryer cartridges that differ in their functionality as well as appearance: A white version as a standard solution for optimal drying performance, a silver box with a coalescing filter for improved system protection against harmful oil droplets, and a gold premium version with additional, staged drying and optimized oil separation for maximum protection in the toughest operating conditions.

For more than 30 years, the Ludwigsburg-based filter manufacturer has been producing air dryer cartridges in series production for well-known system suppliers worldwide and thus for almost all truck manufacturers.

Premium for the highest demands in the toughest operating conditions

Specialized vehicles, such as city buses in stop-and-go traffic, refuse collection vehicles, and tractor-trailers in ports, are exposed to extreme operating conditions. The intensive use of the brake system, air suspension, door controls, etc. leads to a high demand for compressed air. The compressor runs more frequently and is therefore subject to more abrasion to meet this demand. This, in turn, increases the amount of oil droplets penetrating the system, which represents a hazard that must not be underestimated and may lead to malfunctions of the system components. All systems require dry, clean, and oil-free compressed air to operate properly. MANN+HUMMEL has developed the MANN-FILTER premium cartridge for these tough operational conditions. It combines an air dryer and oil separator in a single unit and thus ensures the highest drying performance with efficient oil separation.

Bead-shaped Desiccant

In all three versions, MANN-FILTER relies on an open-pore desiccant with high drying performance that is also used as original equipment. With its large active surface, it adsorbs large

quantities of water while remaining mechanically stable. Thanks to its great adsorption capacity under pressure, the desiccant can optimally adsorb and bind the air humidity that has penetrated the system. One gram of desiccant has an active surface area of up to 700 square meters. An average truck uses about one kilogram of desiccant, which corresponds to an area of around 100 soccer pitches.

Virtually the only manufacturer of double-layer technology worldwide

MANN+HUMMEL is virtually the only manufacturer in the world that uses so-called double-layer technology for its air dryer cartridges. This technology is based on the positive properties of two different desiccant layers with different moisture absorption capacities. It consists of a layer of water-stable silica gel and a molecular screen layer. This combination improves the drying performance by making optimal use of the respective absorption capacities and provides additional protection against sudden water penetration caused by condensation. The excellent adsorption properties of the individual layers are specially adapted to the varying humidity levels along the direction of flow.

High levels of component strength and corrosion protection

MANN+HUMMEL uses high-quality steel from renowned manufacturers for its screw-on and spin-on cartridges. This results in a robust component with high pulsation and burst pressure resistance as well as comprehensive corrosion protection. Air dryer cartridges are exposed to high pressures and frequent changes in pressure, with all the associated mechanical loads. All components are therefore manufactured

exclusively from materials that have successfully passed MANN+HUMMEL's demanding tests and approval processes. MANN-FILTER products are subjected to the same stringent approval tests as original equipment parts.

Coalescing Filter Separates the Smallest Oil Droplets

The silver and gold air dryer cartridges both have a coalescing filter that effectively retains fine oil droplets – in addition to the standard drying and particle filtration functions. The smallest oil droplets are merged to form large droplets and effectively filtered from the compressed-air system. This extends the service life of the compressed-air and brake system components, reduces service costs and shortens downtimes.

Innovative Strength


MANN+HUMMEL has been granted several patents by the German Patent and Trademark Office as well as offices in other countries for the premium cartridge technology. This solution is one of the filtration expert's more than one hundred patent applications each year, with a patent pool of over 4 600 patents. Under the MANN-FILTER brand, customers on the independent aftermarket benefit from this innovation in the usual original equipment quality.

Regular Replacement is Pivotal

Like any other filter, the air dryer cartridge must be replaced regularly in line with the replacement intervals specified by the vehicle manufacturer. Upgrading a standard cartridge to a cartridge with a coalescing filter is easy and improves the protection of systems operated with compressed air – especially the brake system – using basic means. **T**

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ASIAN TRUCKER



Daimler Will Launch 14 CVs In 2024 in India

By: Bhushan Mhapralkar, Motoring Trends

On the back of strong product demand, Daimler India Commercial Vehicles (DICV) posted a 13 percent growth in cumulative sales in 2023.



All set to introduce 14 new commercial vehicles in 2024, the Indian subsidiary of Daimler Trucks achieved record sales and revenue performance in 2023. Good demand for its trucks and buses ensured that the Chennai-based commercial vehicle manufacturer recorded sales growth to the tune of 39 percent over the previous calendar year. Witnessing the doubling of bus sales volumes in 2023 with a growth of 107 percent, the plan of the company to launch 14 new commercial vehicles is hinged on the fact that the Indian trucking space is changing – the way the cargo is transported over roads in the country is changing. As transporters look at lowering the TCO in every possible way, the trucking scenario in India is seeing an influx of technology and new paradigms in response to the high fuel costs and the emergence of a better road infrastructure.

Seeing its cumulative sales (including domestic and exports) in the period between January 2023 and December 2023 grow by 13 percent, DICV experienced a growth of more than 21 percent in the parts business during the same period. Underlining the efforts of the company to transform the Indian commercial vehicle industry (by offering 100 percent steel cabin trucks, by offering air-conditioned cabins, by achieving localisation of up to 92 percent and by exporting vehicles and parts in significant numbers), DICV Managing Director and CEO Satyakam Arya expressed

that the factors that weighed on the industry in 2023 were the macro environment across the globe as well as the developments in India such as the G20 summit, strong GDP growth and a strong commercial vehicle industry growth. Stating that Daimler is leading sustainable transportation the world over by developing electric and hydrogen vehicles, Arya averred that DICV's performance in 2023 was better than the industry performance. Informing that the company is emphasising on revolutionising road safety with vision zero, he explained that the better-than-the industry performance was made possible by the strong demand from construction, mining and tractor head segments besides buses.

Revealing that the company aims to achieve 100 percent carbon neutrality in the entire value chain by 2047, Arya said, "Carbon neutrality of 84 percent in manufacturing was achieved in 2023." With a target to extend it to 90 percent in 2024, DICV will have four percent of its trucks having zero emissions by 2030. It would be 100 percent by 2039. Pointing at a multitude of factors such as half the world's population would be engaged in electing its leaders, including India, the geopolitical events that continue to unfold and re-alignment of supply chains, Arya expressed that AI and digitalisation will have a profound effect on various aspects of life as well as business. In the Indian context, he averred, "There is transformation taking place in the Indian trucking industry at multiple levels." The expansion of sales and service network helped DICV penetrate new regions of the country. Other than contributing to the record sales growth the company achieved in 2023, the move led to the number of BharatBenz sales and service points increasing to 350. With a higher market reach, DICV is confident of a strong growth in 2024 as well. It is closely observing the transformation taking place in the trucking industry as large fleets (with deeper pockets) are eating into the share of smaller fleets, which have traditionally been family-owned and operated.



Trends Besides the change in ownership pattern of the transport business in India, there are other factors such as regulations, developments in alternative fuels and e-mobility, higher horse power and gross vehicle weight vehicles, new business arrangements at service level and the scrappage policy that are transforming the commercial vehicle landscape. In view of these factors, the company is focusing on strategic priorities of product leadership, customer support and future readiness in 2024. It is also giving priority to safety and reliability. "DICV clocked 22 percent sales growth in heavy-duty rigid trucks, while the overall industry sales for the respective segment saw a decline of one percent," said Sreeram Venkateswaran, President and Chief Business Officer – Domestic Sales and Service, DICV. "DICV clocked a 54 percent increase in heavy-duty construction trucks sales as compared to the overall industry sales growth of 11 percent for the respective segment," he added. Clocking a sales growth of 79 percent in the heavy-duty tractor head segment against the industry sales growth of 52 percent, the commercial vehicle major also benefitted from the 'Rakshana' initiative that promises completion of regular service in 48 hours. "There is much emphasis on tech-driven solutions and on uptime-driven solution bundles," Venkateswaran remarked. "A need to go back to the drawing board to revamp everything that the existing heavy-duty trucks offered was in line with the philosophy to set new benchmarks in the industry and to address the requirements of a large customer base in the construction and mining space," he explained.

New Products

DICV is set to launch 14 new haulage and construction commercial vehicles this year. The heavy-duty haulage



vehicles will consist of the 2826R (6x2), 3526R (8x2), 3832R (8x2), 4232R (10x2) and 4832R (10x2) trucks. Each model will be powered by an all-new (6D26) 6.7-litre, common-rail BSVI Stage 2 Daimler engine, which ensures better acceleration, peak torque, durability and drivability, according to Pradeep Kumar Thimmaiyan, President – Product Engineering and Chief Technology Officer, DICV. Employing a 'cigar type' AfterTreatment System (ATS), the all-new engine will also extend the service interval to a duration of roughly once a year, he added. With an acute attention to uptime, DICV is adding technological advances into its vehicles. The new AMT for example. To introduce 2828C and 3532C under the construction/mining tipper range, the company will soon offer a 12-speed AMT on its heavy-duty trucks besides the existing ninespeed manual transmission.

Operated by a stalk on the steering column, which eliminates the need for the driver to operate the clutch and gear lever, the 12-speed AMT ironically employs the same non-synchromesh gear arrangement that was once the mainstay of trucks in India. The Tata-Mercedes L1210 trucks built just after Indian Independence in 1947 by a joint venture between Telco and Daimler (Germany) used to come with non-synchromesh manual transmission that necessitated double declutching for every shift and the tentative matching of road speed with engine rpm to ensure a gear change without a gear grind. The 12-speed AMT, said Kumar, will make it significantly easier for the driver to drive, to concentrate better on the road and to clock more kilometres per day (and essentially achieve better uptime). The automated manual transmission will be offered on 4032TT, 5532TT, 3532CM and 2832CM truck models and comes with a track record of having done duty on over 500,000 trucks globally.

Jerk-free in its operation, the AMT is engineered to execute shifts (upshifts as well as downshifts) at a much faster pace (in a few milliseconds) than a driver of a truck would manually achieve. It is therefore set to offer better reliability and reduce the need

for overhauling of various parts because of excessive wear and tear. Evaluating whether it should enter the LNG market because it looks more promising than other gaseous fuels in the alternative fuel domain, DICV has rolled out upgrades besides the new engine and AMT to ensure that its customers earn more. The upgrades include power and eco mode, eco roll, clutch abuse protection, engine protection, hillstart assist, cruise control, longer drain interval, bigger load body sizes, custom wheelbases, higher ground clearance, bigger V-rod bushes and 'unitised' bearings.

Daimler India will Launch Fuso eCanter in India
Daimler India Commercial Vehicles (DICV) will launch the Fuso eCanter



Driving the AMT-equipped Truck and Riding the Hydrogen Bus

It was in June 2023 that Daimler India Commercial Vehicles and Reliance Industries showcased a contemporary looking hydrogen fuel-cell bus at the 4th Energy Transitions Working Group meeting under India's G20 Presidency at Goa. Reliance Industries is said to be working on green hydrogen fuel to power hydrogen vehicles in India in the near future.

Offering a glimpse of what the future would offer, a ride in the Daimler India's hydrogen fuel-cell bus proto proved to be interesting. While the ride was short, as acquiring hydrogen fuel to power the bus is a challenge in the absence of an infrastructure as of current, it did not seem any different from an electric bus. Suffice to say, the ride was as silent and refined as an electric bus. The excitement of understanding how hydrogen is turned into electricity in a fuel-cell system ensured a glimpse of the precious hardware stacked in the belly of the bus, behind the outer panels.

Still under testing and validation, the drive of the BharatBenz tractor head fitted with the new AMT on DICV's track at Chennai revealed that the technology is poised to further transform trucking in India in terms of the amount of cargo moved over long distances and in a non-stop manner with two drivers onboard, clocking no less than 700-800 kilometres a day.

Besides boosting long-distance trucking for logistics players in the e-commerce, express delivery, parcel and perishable goods sectors, the AMT tech will also boost productivity and TCO of trucks operating the mines and at construction sites.

With no clutch to be pressed and depressed for every gear shift, all that the driver has to do is shift out of neutral by pressing the button at the end of the shifter stalk. This acts as a clutch. Thereafter, the driver can leave the gear shifting procedure to the computer onboard unless he feels to over-ride it by flicking the stalk up or down.

Flicking the stalk up results in an upshift, whereas flicking the stalk down results in a downshift. There are 12 ratios to be handled.

A short drive of about 5 to 10 km was enough to sense that AMT makes it easier to drive the truck and concentrate better on the road.

electric light and intermediate segment truck in India in the next 6 to 12 months.

A part of the 14 new vehicles that DICV will launch in the current calendar year, the eCanter marks the company's foray into electric trucks even as it closely evaluates an entry into LNG heavy-duty truck segments.

The eCanter launch announcement by DICV is also in line with its parent company's commitment to the Paris Climate Protection Agreement. Highlighting the pioneering efforts of Daimler Truck in the field of modern transportation, the launch of the eCanter highlights the growing demand for CO2-neutral transportation and a clear understanding of safety.

The eCanter world premiered in Japan and Europe in the second half of 2022. It is available in four configurations (4.25-tonne, six-tonne, 7.5-tonne and 8.5-tonne) and two battery packs – S and M. The S battery pack is of 39/41 kWh capacity and supports a range of 70 kilometers. The M battery pack is of 78/82 kWh and supports a range of 140 km.

Available in a single cab form for applications such as city distribution (last-mile delivery), the eCanter is available in three wheelbase options – 2 500 mm, 2 800 mm and 3 400 mm. Of the three wheelbase configurations and two battery pack configurations that the eCanter comes in, it is not yet clear which or all configurations will be offered in India.

The other matter of interest will be the level of localisation because DICV has always pointed at it as a matter of top priority. Already producing bigger tonnage Fuso truck in India for export to various markets in the world, DICV is expected to supply it to the institutional buyers in the e-commerce and express parcel segments at least at the beginning.

It is they who would be in a state to foot the high initial acquisition cost of the eCanter or will be able to lease it if DICV chooses to take that path.

Satyakam Arya, Managing Director and CEO, Daimler India Commercial Vehicles, mentioned, "All our efforts are being put into achieving robust readiness for our future products that will feature CO2-neutral propulsion technologies in the long term. The launch of the all-electric eCanter in India, within the next 6 to 12 months, is the first step in our long-term strategy to decarbonise our entire product portfolio. However, the reality is that diesel ICE and CO2-neutral propulsion technologies will continue to co-exist in the Indian market for the foreseeable future. A long-term plan like ours hinges on many complex external factors, some of which are the availability of a charging and refueling infrastructure, the availability of green energy, cost parity and wide-scale customer acceptance. Therefore, our initial focus with the eCanter is to achieve product and service excellence, along with customer acceptance. Over the next two decades, we will have a firm footing with decarbonised transportation solutions and will be making progress towards becoming a leader in sustainable transportation in India." **F**





Road Safety is Everyone's Concern

Commercial vehicle manufacturers, fleet owners and drivers don't need to be reminded that road safety is everyone's concern. However, the topic arose during MCVE 2024 in a joint presentation by MAN Truck and Bus and Dr Rich Hanowski, Director, Division of Freight, Transit and Heavy Vehicle Safety, Virginia Tech Transportation Institute (VTTI), USA.

Mr Ghino Galontinus confirmed that safety was a priority for MAN, mentioning features such as MAN EasyControl, Emergency Braking Assistance, and Advance Driver Assistance Systems.

Hanowski is a senior research scientist who has been involved in transportation human factors research since 1991, when he was a graduate student working at the National Center for Advanced Transportation Technology at the University of Idaho. His experience includes transportation human factors with both heavy and light vehicles, laboratory and field testing, simulation, advanced system development and testing, naturalistic driving, design guideline development, and human performance evaluation. VTTI conducts research to save lives, time, and money and protect the environment.


VTTI has investigated the root causes of key crash factors and the solutions, including fleet safety best practices, driver support technology, and Automated Driver Systems (ADS).

Human factors are the leading cause of vehicle crashes, with excessive speed, driver inattention, distraction, and fatigue as common causes. While not a major issue, vehicle factors also contribute, but stringent regulations in most parts of the world ensure that the vehicle only plays a small role.

VTTI has studied various US-based fleets and noted changes in some companies that previously had a poor safety record. Changes mostly came about with the presence of a strong safety culture. Some companies have turned their safety record around through strict driver hiring criteria, driver training, and adopting vehicle safety technologies such as Automatic Emergency Braking, Lane Departure Warning,

Blind Spot Warning and Roll Stability Control, and On-Board Monitoring Safety (OBMS). OBMS, with one camera facing forward and one to the driver, has the potential to identify risky drivers and lower incidents, with one US operator reducing safety events by up to 50 percent. Hanowski maintains that road safety initiatives need to take a multi-faceted approach and that there is no silver-bullet or simple solution.

ADS is a hot topic with fleet owners and many other road users. Fleet operators have many questions and are finding it difficult to prepare plans for ADS adoption. For example, questions are being asked about who is responsible for the equipment; the operator or those who install the equipment. Other questions arise about who inspects the system, while insurance nuances also need to be resolved. Hanowski's research also indicates that many roads in the US may not be ready for ADS.

Hanowski is familiar with Asian road conditions as he has worked in Indonesia and Malaysia with the Malaysian Institute of Road Safety Research (MIROS). He will also return in early 2025 on a Fulbright Scholarship. 



MAN: First Autonomous Truck on the Highway

MAN Truck & Bus is the first commercial vehicle manufacturer to receive a Level 4 motorway test permit; Autobahn GmbH grants approval for test drives of the autonomous MAN test truck on the A9 motorway.



MAN has become the first commercial vehicle manufacturer to send an autonomous truck onto the German motorway. On board of the test truck, which drove around ten kilometres on the A9 between the Allershausen and Fürholzen junctions, were Federal Transport Minister Dr Volker Wissing and MAN CEO Alexander Vlaskamp.

MAN has been intensively driving forward the development of autonomous trucks for use in logistics hubs and for hub-to-hub traffic on motorways for some time and recently became the first commercial vehicle manufacturer to receive a Level 4 test permit based on the law on autonomous driving on German motorways.

Freight volumes and, in particular, transport between logistics hubs – such as the warehouses of large online department stores – are growing steadily. The use of autonomous trucks in this so-called hub-to-hub transport is particularly suitable for this. The trucks are always on the road, extremely efficient in terms of consumption and safe to drive. There are no driving time breaks, so the vehicles can be perfectly integrated into tightly synchronised logistics processes. In the long term, the efficient use of autonomous trucks can reduce overall operating costs by ten to 15 per cent. The new technology can also alleviate the driver shortage. There is already a shortage of up to 100,000 truck drivers in Germany alone.

“Today we are taking another big step towards autonomous commercial vehicles, the second major future field alongside the switch to CO2-free drives. This year, we are initially running tests with prototypes on the motorway. Further hub-to-hub projects will follow from 2025, but then in typical customer applications. We are thus taking the next development step towards series production of autonomous trucks towards the end of the decade. The law on autonomous driving gives our industry the necessary planning security. To realise autonomous driving, however, we also need to work closely with infrastructure operators such as Autobahn GmbH. Only together can we put autonomous driving on the road,” says Alexander Vlaskamp, Chairman of the Executive Board of MAN Truck & Bus SE.

“Autobahn GmbH des Bundes plays a central role in autonomous driving on German motorways,” explains Dirk Brandenburger, Technical Managing Director of Autobahn GmbH des Bundes. “We not only approve autonomous driving on certain motorway sections, but also actively promote networking and communication between motorway infrastructure and vehicles with so-called cooperative intelligent transport systems. This is of crucial importance for the authorisation and therefore the safety of autonomous vehicles on the road.”

For the test drive of the first autonomous truck, Autobahn GmbH examined MAN's concept as part of the application for a test licence before the Federal Motor Transport Authority officially granted MAN approval at the beginning of April. In future, Autobahn GmbH will also be responsible for approving operating areas on motorways for the series approval of autonomous vehicles. The vehicle operator specifies the routes on which its vehicles with autonomous driving functions are to drive, and Autobahn GmbH then checks whether these routes are suitable for the operation of these vehicles with autonomous driving functions.

MAN with Many Years of Development Expertise in Autonomous Driving

MAN has been driving autonomous driving forward for many years with various research and development projects. From 2017 to 2019, MAN developed and tested electronically coupled trucks in a joint research and development project with DB Schenker. These particularly safe and fuel-efficient platoons were used

for more than six months in regular general cargo transport on the A9 motorway between Neufahrn and Nuremberg. From 2019 to 2023, the ANITA project with partners Deutsche Bahn, Fresenius University of Applied Sciences and Götting KG focused on the complete digital integration of an autonomous truck into the logistics process of container handling from road to rail. And since 2022, MAN has been working together with Autobahn GmbH and other partners from industry, science and technical testing in the ATLAS-L4 project to develop an autonomous truck for use in motorway transport between logistics hubs. The project is thus specifically implementing the law on autonomous driving passed in Germany in 2021, which already allows driverless driving on clearly defined routes and with technical supervision. Practical test drives of the prototype with a safety driver on the motorway are planned at the end of the project. To date, MAN has filed 133 patent applications in the field of autonomous driving, 33 of which have already been granted. By participating in the @CITY, BeIntelli and MINGA projects, MAN is also involved in the development of automated driving for city buses. **f**




Hexagon Purus and Hino Trucks Introduce Tern



Hexagon Purus in partnership with Hino Trucks, proudly announces the launch of Tern, a dedicated zero-emission truck brand along with their inaugural vehicle model, the RC8, a ground-breaking battery electric Class 8 tractor tailored for the U.S. market. This innovative semi-tractor leverages Hexagon Purus' years of development of zero-emission drivetrains for heavy-duty trucks and represents a driver-preferred option for fleets that are electrifying practical routes.

A product of the new long-term agreement between Hexagon Purus and Hino Trucks, valued at up to approximately \$2 billion, Tern is designed to deliver a seamless transition to electrification for the U.S. commercial vehicle sector. Manufactured in Hexagon Purus' new facility in Dallas, Texas, the Tern RC8 is scheduled for serial production in late 2024.

Built on Hino's proven XL Series 4x2 chassis and equipped with Hexagon Purus' cutting-edge zero-emission technology, Tern exemplifies innovation with its proprietary battery systems, auxiliary modules, and power modules. The vehicle leverages a U.S. assembled Hino chassis, an e-Axle from Dana for optimum efficiency, and battery cells supplied and manufactured by Panasonic Energy initially in Japan, before transitioning to De Soto, Kansas from 2026 onwards, ensuring reliability, American sourcing, and top-tier performance.

Tern trucks will be available exclusively through the Tern dealer network and will leverage Hino's network ensuring total support and service. This launch aligns with the Advanced Clean Fleets regulation in California and gives fleets an excellent option to decarbonize their supply chain, especially in target applications like metro-regional routes, food & beverage logistics and similar routes where the tight turning radius and popular 4x2 chassis offer practical benefits. 

Strong in India




Indian bridge construction specialist, S. P. Singla Constructions Pvt. Ltd., has procured SCHEUERLE SPMT PowerHoss 330 modules for manoeuvring 175 t prefabricated concrete elements on the construction site for the realisation of the new Mahatma Gandhi Bridge. From its Bawal facility, TII India is providing support through a wide range of services whereby the expertise of the TII industry experts for on and off-road heavy transport tasks is also assisting the construction company's vehicle operators during building operations.

The Mahatma Gandhi Bridge connects the metropolis of Patna on the southern bank of the Ganges River with the city of Hajipur on the northern side, and is one of the most important vehicle routes in the north-eastern Indian state of Bihar. However, the

more than 40-year-old structure could no longer accommodate the high volume of traffic. As a result, the Indian Ministry of Transport commissioned S. P. Singla Constructions Pvt. Ltd. (SPSCPL) to build a four-lane, almost 5.6 kilometre long prestressed concrete bridge parallel to the existing structure.

The construction company not only uses modern technologies when building bridges but also relies on innovative transport solutions when it comes to transportation requirements. In order to transport the individual concrete segments for the new Mahatma Gandhi Bridge, each weighing around 175 tonnes, on the construction site, SPSCPL is using the SPMT PowerHoss 330 from the TII Group subsidiary, TII SCHEUERLE, the industry expert for on and off-road heavy-load transport solutions. Each of the self-propelled modular transporters has six axle lines which provides a load-bearing capacity of 330 tonnes.

For safely transporting the prefabricated components to the so-called girder launcher, two module transporters are coupled side-by-side. A special bridge crane then positions the prefabricated parts in the designated area of the bridge. 



DAF Introduces PACCAR Connect

With its wide range of information and industry-leading ease of use, the new PACCAR Connect aims to set the benchmark for online fleet management platforms. PACCAR Connect is easily accessible and allows very simple integration with existing third-party software.

PACCAR Connect consists of a number of components: hardware and software in the truck, a detachable tablet (optional) in the cab and an online portal that can be accessed on almost any fixed or mobile device. PACCAR Connect can provide real-time information anytime, anywhere on the performance of individual vehicles

and the entire fleet, logistical processes and the performance of drivers, thereby helping operators to optimise their returns.

One of the major benefits of PACCAR Connect is that existing logistics applications from so called 'third parties' can use data from the online portal. This makes it easier to monitor logistical processes and the performance of a fleet from a computer, laptop or even a tablet.

The PACCAR Connect Tablet also helps make the work of the driver easier and more efficient, as it can connect the mobile services of PACCAR Connect

to the DAF navigation system. This means that new routes drawn up by the operator's home base can be sent directly to the DAF Truck Navigation system.

Each new DAF XB, XD, XF, XG and XG+ is linked as standard for ten years to PACCAR Connect, even if the vehicle changes owners. During this period, all updates of the portal are carried out free of charge using the most up-to-date software. Users of DAF Connect will be offered a software update, at no extra cost, to the new and more extensive PACCAR Connect. **F**

Quon Celebrates 20 Years of Innovation



Twenty years ago, Quon was introduced to the world to help address growing challenges such as environmental issues and driver shortages. Back then, truck manufacturers were facing pressure to meet upcoming emission regulations in Japan that were said to be the strictest in the world, and UD Trucks was determined to meet those standards.

In 2004, UD Trucks became the first company in the world to commercialize the urea SCR system in a heavy-duty truck, and Quon was born. The development of the SCR system and the launch of a nationwide supply network for AdBlue®, which is essential for nitrogen oxide purification, has become an industry standard and is widely used in trucks today. From the beginning, Quon was designed with the environment and driver in mind. The next iteration of the truck, the new Quon, was launched in 2017 after innovative improvements were made to the engine, transmission, and connectivity.

This legacy of innovation has continued to the present. With ground-breaking technologies such as UD Active Steering, Quon continues to deliver innovative features that provide a safer and more comfortable driving experience. The new Quon GW, launched in 2023, with its GH13 engine, delivers unparalleled power and torque to confidently haul the heaviest of loads. **F**

Sascha Lenz trusts the DT Spare Parts brand



Among his fellow racers Sascha Lenz was honoured as the best driver in the Goodyear FIA European Truck Racing Championship. If you look at his consistently good results in recent years, it quickly becomes clear that Sascha Lenz from SL TruckSport 30 must be much more than just a lucky streak. The experienced racing professional builds his race trucks himself and constantly achieves top 3 finishes with his driving skills. When building his race truck, he relies on automotive parts from the DT Spare Parts brand, which sponsors the SL TruckSport 30 team with technical support from the Parts Specialists at Diesel Technic. The successful co-operation will continue this year.

This season, the European racing series, also known in specialist circles as the “Formula 1 for trucks”, consists of a total of eight race weekends on legendary Grand Prix circuits in Europe: the opening race takes place from 25 - 26 May in Misano/Italy. The other races will follow at Slovakiaring/Slovakia (8 - 9 June), in Zolder/Belgium (22 - 23 June) and at the Nürburgring in Germany. The International Truck Grand Prix will take place here from 13 - 14 July. **FT**

Multi-Code Electronics Commences Construction for MCE Auto Hub



Upon completion, the hub will serve as MCE’s primary production facility, bolstering its capacity to meet the growing demand for sophisticated electronic components and systems in both internal combustion engine (ICE) vehicles and electric vehicles (EVs). This strategic investment underscores MCE’s commitment to addressing the evolving needs of next-generation automobiles, particularly in advanced automotive electronics such as cockpit infotainment systems, digital displays, and various components for both ICE vehicles and EVs.

This shift necessitates a need for a more stringent and technologically advanced manufacturing environment, in line with global digitisation trends and the growing EV market. Moreover, MCE’s commitment to innovation and growth underscored by its projected total investment of RM150 to RM200 million over the next 10 years in the new manufacturing facility. **FT**

Multi-Code Electronics Industries (M) Bhd., a leading original equipment manufacturer (OEM) specialising in automotive electronics and mechatronics parts, celebrated the construction commencement ceremony for the MCE Auto Hub. The hub will be the company’s new manufacturing facility in Serendah. Spanning an eight-acre (359 370 square feet) site, the first phase of the MCE Auto Hub represents an initial investment of RM50 million.



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