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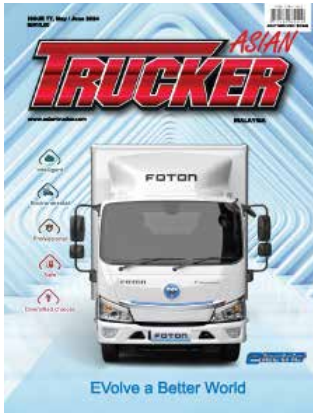
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Multidirectional Malaysia

Seldom in my time covering the commercial vehicle industry have I seen so many different changes going on at the same time. Change is inevitable, however, these days, I experience several topics being hotly debated. One such topic is, of course, the abolition of the Diesel subsidy. This being a very important topic, we have sought the input from Biforst, a leading transport service provider, to find out how their operation is affected. In this context, we have more input on the use of B100 Biodiesel, which was trialled by Scania in collaboration with Shaziman.

While the impact of these changes to the Diesel subsidies are immediately felt, the electrification of transportation is yet to reach the mainstream stage. However, there is a lot going on with the shift towards this new propulsion technology and Mercedes seems to have fielded a good product to vie for the favour of the industry. Meanwhile, many brands are working on the introduction of their trucks and charging infrastructure. The consensus seems to be that the industry is ready, but governments need to do more to push the development.

When I last visited Beijing in the early 2000s, it was a place where pollution was rampant. On my recent visit I have been able to see a changed city. The many bicycles have been replaced by personal mobility devices (I would call them e-scooters) and most cars, trucks and buses run on electricity; much of the vehicles run on hydrogen. An eyeopener, the VIP trip to China, organised by Angka-Tan Motor, has also been hailed as an event that highlighted the changes that are going on in China. Trucks from China may no longer be seen as a cheap-only alternative to the other brands available in our market. Turn to our cover story to learn more about Foton and their offerings, philosophy and approach to capturing more market share.

Many stopped to take in the sheer might of the Rara Avis Trailer on display at the recently held MCVE 2024. This trailer, made by our very own Seri Zenith, is a showpiece of engineering and it deserved a more in-depth feature. I found the intention and approach remarkable as the trailer was to highlight the extreme of what the company could offer, rather than showcasing standard trailers where there is surely a bigger market, however, no aha! effect. As you will notice in the feature of the trailer, there are many high-tech components build into this trailer. This, to me, is a mindset change that directs the attention away from looking at a price tag only, allowing for a discussion about the benefits of opting for specialist equipment.

Although available in the market for a number of years, JAC is also re-emerging stronger and with renewed vigour. Having taken over the distribution of the vehicles, this Chinese brand is making some drastic changes to the way the brand is represented with the hope of gaining better market shares. Our interview with the management on the ground here is a glimpse into what the brand has in store for their clients and where they are seeing the journey to go to. I like such stories in particular as I can revisit the content in a few years for a follow up and see if the plans have been executed successfully or if there have been changes and deviations.

A number of pages in this issue are devoted to road safety. I applaud any such initiative as change has to happen if we would want to reduce the number of fatalities on the road. While I do not have a definitive answer on how to get that job done, I can proudly say that we are also doing our part in providing driver training to make the roads safer for all. That ambition will not change so soon, I shall make that promise.

Drive safe,

A handwritten signature in blue ink, appearing to read 'Stefan Pertz'.

Stefan Pertz
Editor, Asian Trucker



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Terus Jaya Continues to Educate Market on how to Spot the Fake

Equipping transporters with the knowledge to spot and identify fake and counterfeit products, Terus Jaya adds value to their business relationships.



Trucks are the single most important assets for any transporter. Eventually, there is no way around the need to have them fixed as inevitably, accidents happen, parts wear out and the stress put on components can result in part failures. The automotive aftermarket offers high quality solutions, available through reputable parts distributors. However, there are some who prey on those that might be looking for a deal, aiming to supply sub-standard, fake or counterfeit products.

Hosting the 2024 instalment of the “Spot the Fake” seminar was Chiam Su Wooi, Terus Jaya Auto (M) Sdn Bhd. He told Asian Trucker that he sees it as his responsibility to provide his customers with value-add services, such as the event held on the 23rd of July in Lumut. “We use a yacht as the venue to hold this event as we would also like to offer a conducive ambience for our guests to network and exchange thoughts following the presentations of our visiting brand representatives.” He added that for this session, representatives of different brands from those participating in the 2023 session in Club Med have been invited to share their knowledge in order to cover the entire spectrum of spare parts.


Making his way all the way from Italy was Daniele Chiumiento, Area Sales Manager, Euroricambi Spa. He shared about the approach for the production of their products and how the approach to their quality will ensure that users have the best possible solution on their hand. With over 1 300 quality inspections carried out per month, the company takes extreme pride in their quality. Euroricambi’s quality assurance starts when new products are specified for production, all of which takes place in-house.

Through material analysis, the raw materials ordered are exactly matching what the original manufacturer developed, thus the parts obtained by the Italian manufacture are of the highest standard. “As you can imagine, a cheap, knock-off product can never be of the same high level of quality.” Chiumiento cautioned against buying

cheap products as they may look the part on the outside, but lack the qualities one has to adhere to for the materials. “Measurements are easier to replicate,” he added.

Presenting next was Melvin Soh, Senior Sales Manager of MS Motorservice Trading (Asia) Pte Ltd. He is no stranger to the attending participants of the seminar as he has also been sharing information during the session in Club Med, Cherating in 2024. He spoke about the dangers of using fake products in and around the engine. “We have found water pumps that looks very much like the genuine article. When we put them to the test, next to the original, we found that their performance is far from that of the genuine article. In this case, the fake water pump only managed to produce 25 percent of the flow that the engine requires to be kept cool.” Using such fake items can cause severe damage to an engine, leading to costly breakdowns.

Last, but not least, was Alvin Tan, Manager Aftersales Service, Diesel Technic Asia Pacific Pte Ltd. He elaborated on the means and methods on how the brand protects the products from being passed-off as genuine articles. “The QR code we use may look like a simple way of protecting the part, however, therein lies the smart way of protecting you, the user,” he said. Every DT product carries a QR code, which will tell the user if it is a genuine part. DT encourages buyers to register their purchased parts, by way of a website. Through this, the packaging is also rendered useless for a second part as the QR code can only be used one time to tie a part to one particular customer account.

All three presenters, when asked, provided the same insight on what the best way would be to avoid being scammed by those faking parts: to buy from their respective, authorised parts distributor, such as Terus Jaya. “Ask for the certificate we issue our partners, certifying that they are legitimately appointed,” Elvin said. 

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the business and grown from a single product to becoming one of Malaysia's top automotive brands. For this exceptional journey together, I say a big thank you," said Mr Okazoe.

The Indah Utara Isuzu 3S Centre levels-up the retail experience by offering the latest array of hardware and software under one roof. It features a novel split-level interior that separates the sales and after-sales sections. The spacious showroom showcases the latest Isuzu models and includes a separate discussion room where prospects are able to conduct their business in private. The showroom also houses the latest Isuzu innovation where prospects can experience the Isuzu D-Max in VR or AR before they even step into the actual vehicle.

The showroom features the latest environmentally-friendly digital information panels for quick and easy referencing to the various Isuzu models available, be it for lorries or pick-up trucks. To further reduce its carbon footprint, the Indah Utara Isuzu 3S Centre has reduced its dependency power from the electricity grid by using solar power for its daily operations. The large span of the service centre roof is the ideal platform for solar

Indah Utara Opens Revamped Flagship Outlet

Isuzu customers in Alor Setar will now be able to enjoy a fresh retail experience following the opening of the new Indah Utara Isuzu 3S Centre in July 2024.

Located along the busy Jalan Gangsa on the fringes of the city, the new Indah Utara Isuzu 3S Centre features the latest Isuzu Corporate Identity (CI) while showcasing the all the latest offerings from Isuzu.

The new outlet was officially opened by CEO of Isuzu Malaysia Shunsuke Okazoe who commended the management of Indah Utara for their exemplary contribution towards building

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JAC EV Light Truck and Sendok Group



As a first user of the vehicle, Scan Global Logistics (SGL) in collaboration with its strategic partner, has unveiled this electric truck to be providing full-truckload and less-than-truckload service between Malaysia and Singapore. The event took place in the Lava Mansion, Penang, on 10th July 2024 in the presence of Penang Chief Minister and over 100 distinguished guests, Scan Global is proud to be offering this new solution as it demonstrates SGL's commitment to sustainability and is a major step towards decarbonization for the industry.

According to SGL, the company is extremely dedicated to investing energy, time, and resources into decarbonized the supply chains of the future. In a world where the transport sector is the largest single contributor to global carbon emissions, SGL recognizes and understands our shared responsibility in contributing to actively solving this critical issue.

Whilst committing to cutting their own emissions by 50 percent by the year 2030, and achieving net zero by 2050, SGL is also a proud member of the 'Exponential Roadmap Initiative' and subscribes to the 'Science Based Targets' Initiative. 

With the recent appointment made by JAC, Sendok Group steps up as strategic partner in electrification to provide a seamless EV transition for customers in Malaysia. The partnership between Sendok Group and JAC's covers specifically the electric light truck business in the Malaysian market.

In particular, JAC aims to tap on Sendok Group's extensive service network in the country. The group already has gained significant experience with the new powertrain technology. The two EV brands Sendok Group distributes at the moment are JAC EV and CAM EV, the latter being their house brand.

As the first electric light truck in this class, it was previewed in Malaysia in Feb 2024 and had its first official appearance during MCVE 2024. According to a spokesperson from Sendok Group, the JAC i75 and i90 with GVW7.5T and GVW 9T respectively are already available for order, they are powered by 106.95kwh battery. To compliment the product line-up, the JAC i40 with GVW 3.7T and 63.75kwh battery will be ready to be put onto Malaysia's late in the third quarter of 2024. The JAC EV light truck is powered by batteries provided by Contemporary Amperex Technology Co., Limited, with warranty covering five Years or 200 000km, whichever comes first.

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Joyce Antar is the New Managing Director of Scania Southeast Asia

Scania Southeast Asia is pleased to announce the appointment of Joyce Antar as the new Managing Director. She assumes her new role effective 1st of July 2024. She replaces Heba Eltarifi who is the previous Managing Director of Scania Southeast Asia.

Born in Lebanon and raised in Sweden, Joyce first joined Scania in 2007. Since then, she has garnered vast experiences in logistics, procurement, industrial & commercial operations, digitalisation, and retail management.

She has worked closely with global teams from Latin America, Middle East, Europe, and Asia. As the Director of Digitalisation & Shared Services for Asia & Oceania Commercial Operations, she has spearheaded the digitalisation transformation for Scania's commercial operations and services in Asia and Oceania regions. In Scania Malaysia, as the Regional Manager of Region Central, she has maintained high-performing retail and workshop teams to continue delivering Scania's premium products and services to customers.

She holds a Master of Science degree in International Business from Jönköping University and a Master of Science degree in Finance from Università Bocconi.

In her new role, Joyce will oversee all operations in the Southeast Asia region, including strategic planning, business development, and customer relations. She will continue to drive Scania's growth in this dynamic market and furthering the company's commitment to sustainability and innovation.

Along with her vibrant and joyful personality, Joyce also brings enthusiasm, strategic vision, and commitment in driving real change in Malaysia, Singapore, and in the region. "I am very excited and honoured to take on the new role, and team up with our knowledgeable and dedicated colleagues in Scania Southeast Asia.

Through our service-driven mindset, built upon our Scania core values and leadership principles, our customers can trust we will continue to have them in focus in everything we do. Our outstanding offer in the heavy truck and bus industry, secures profitability, sustainability, and growth for our customers. We continue to lead the way by driving the shift towards a sustainable transport system." **T**

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With the “eActros 600 European Testing Tour 2024”, Mercedes-Benz Trucks intends to gain extensive experience on a wide range of routes in different topographies and climate zones with an eye on energy consumption. The manufacturer intends to then share these findings with interested customers. The high battery capacity of over 600 kilowatt hours and a new, particularly efficient electric drive axle developed in-house enable the eActros 600 to achieve a range of 500 kilometers without intermediate charging. The intention for the tour is to charge the batteries exclusively at public charging stations.

About the eActros 600

Around 60 percent of long-distance journeys of Mercedes-Benz Trucks customers in Europe are shorter than 500 kilometers, which means charging infrastructure at the depot and at the loading and unloading points is sufficient in such cases. For all other uses, continual expansion of public charging infrastructure is vital in order to make the electric truck viable for long-distance haulage across Europe. In addition to CCS charging with up to 400 kW, the eActros 600 will later also enable megawatt charging (MCS). In April this year, developers from Mercedes-Benz Trucks successfully charged for the first time a prototype of the eActros 600 at a charging station with an output of one megawatt at the in-house development and testing center in Wörth am Rhein. Customers can order a pre-installation for MCS. As soon as MCS technology becomes available and is standardized across manufacturers, it is planned to be retrofittable for these early models of the eActros 600. The batteries can be charged from 20 to 80 percent in about 30 minutes at a suitable charging station with an output of around one megawatt.

Visually, the long-haul e-truck is characterized by a fundamentally new, puristic design with clear lines and an aerodynamic shape. When it comes to profitability for fleet operators, the electric truck is intended to set new standards, over the long-term replacing the majority of diesel trucks in the important long-haul transport segment. The core of Mercedes-Benz Trucks’ concept for battery-electric long-distance transport is to offer customers a holistic solution consisting of vehicle technology, consulting, charging infrastructure and services. **F**

All-electric through Europe: eActros 600 Test Trucks Reach Southernmost Checkpoint of Tarifa

The two electric trucks in the “eActros 600 European Testing Tour 2024” have reached the next major checkpoint. After their 32-day test drive through 18 countries so far, the two near-series-production eActros 600 prototypes reached Tarifa, the southernmost point in mainland Europe, at the weekend. The vehicles were charged exclusively at public charging points over the 10 697 kilometers traveled to Tarifa. One charging stop was made per day, always at the end of the respective daily stage.

Dr. Christof Weber, Head of Global Testing at Mercedes-Benz Trucks: “The tour so far has shown us that battery-powered long-haul transport is already possible in Europe today. The two eActros 600 prototypes have proven to be extremely reliable companions – in demanding landscapes as well as in wind, rainy weather or outside temperatures above 30 degrees. The range of 500 kilometers on one battery charge and the 40-ton gross combination mass specified by us

have been proven to be realistic. Up to this point on the tour, we have only charged at public charging points. On the northern stage, we were almost always able to approach the charging station overlay with the complete semitrailer. However, as we continued on our route to the south, it became clear that we would have to unhitch the towing machine to access some of the charging station overlays.”

The two battery-electric eActros 600 vehicles officially began their test tour through Europe in Frankfurt am Main on June 11. After their journey north through Germany, Denmark and Sweden, the two trucks reached the first major stage highlight in time for midsummer: the North Cape in Norway, Europe’s northernmost point accessible by road. From the end of June, the convoy, with a gross combination mass of 40 tons for each truck, traveled south through Finland, Estonia, Latvia, Lithuania, Poland, the Czech Republic, Austria, Slovakia, Hungary, Croatia, Slovenia, Italy, France and Spain.




The team also managed to check in on the Malaysian Civil Defence Force's MAN TGM 18.280 4x4 that was used primarily for rescue missions. In the evening, they hosted a dinner for members of the 40-year-old Sarawak Lorries Transport Association. The cordial gathering provided valuable insights into the needs of transporters there who are currently operating mainly Japanese and Chinese trucks.

The next day saw the team fly to Bintulu where it had the opportunity to reconnect with ex-customers. They also had the opportunity to meet with the current president of the Federation of Sarawak Lorry Association.

On the third day, the MAN Malaysia Team went on a three-hour drive on the new Pan Borneo Highway from Bintulu to Sibu. A stop at the coastal town of Mukah enabled the team to check in on several decade-old MAN TGA 33.400 6x4 and MAN TGS 33.440 6x4 that were still being used to transport coal from an underground mine to a power station in the same district.

In Sibu, just before flying back to Kuala Lumpur, the team paid a courtesy call to a customer whose team had visited the MAN Pavilion at the 2024 MCVE.

"We are encouraged by the feedback from the Sarawak market. Those that had operated MAN Trucks before had a lot of positive experiences with the power and durability of our products. Some also expressed interest in the class-leading features of our new Euro V-powered MAN Trucks," said MAN Malaysia Managing Director Andrew O'Brooks. 

MAN Malaysia Sets Sights on Sarawak Market



In the not-so-distant past, Sarawak was a vibrant market for MAN Trucks. From 2005 till 2013, nearly 190 MAN Trucks were sold by the appointed dealer.

Recently, MAN Malaysia visited the Sarawak market with a trip to Kuching, Bintulu and Sibu.

In Kuching, the MAN Malaysia team paid a courtesy call to a customer whose fleet of MAN CLA medium/heavy duty trucks has been largely decommissioned after serving with distinction for more than a decade. One of the drivers who was assigned a MAN CLA shared his amazement at the impressive pulling power of the truck on hilly roads despite its tiny 6.8-litre engine.





Hino's Focus on Service Delivery for Total Support

Asian Trucker met with Mr Hiroshi Takahashi, Managing Director, Hino Motors Sales (Malaysia) Sdn Bhd to get an update on his plans and what Hino customers can look forward to in 2024. Having joined Hino 2004, he has been mainly involved in service planning and aftermarket activities, those experiences which will be highly beneficial for the roadmap he laid out. In February 2023 he arrived in Malaysia, taking over as Managing Director in October 2023. With seven years of new vehicle sales planning added for good measure, Takahashi will be implementing what Hino brands as Total Support in his first overseas appointment, as transpired from what he shared.

Having been in the country for some time now, Takahashi has made some observations about the peculiarities of the Malaysian market. He said that the fabled traffic jams also plague other big cities, and this situation is something he is familiar with. Roads are shared by many different types of vehicles, bikes, cars, trucks and sometimes construction machinery, adding the stress put on commercial vehicles as they navigate their way on their daily routes. Many cities in Japan face the same problem. On a product design level, such conditions have been acknowledged and Hino will build its vehicles accordingly. "There is a lot complexity and diversity in Malaysia, just like the noodles I have taken a liking to: lots of flavours here in Malaysia," he quipped.

However, one issue that he has noticed is that the service and maintenance culture is a bit different from that found in countries like Japan. "What I see here is that more and more transporters start to embrace the maintenance culture that we

advocate," he told Asian Trucker. The idea is that scheduled maintenance is reducing downtime in the long run, thus giving the owners a better return on their investment. "What worries us to some extent is that owners may opt for cheaper aftermarket alternatives instead of using our genuine parts." According to him, there is a chance that such parts and components are not only cheaper, but also lower in quality and thus impacting the performance of the vehicle.

Recently, HINO has also embarked on a campaign to elevate all dealers to be 3S dealers. This is in line with the global effort of the brand to provide a uniform and consistent brand experience for the owner. As he puts it "A dealer should not just be concerned with a customer until the point where he drives away with a new vehicle, but also with the continuous support of their customers."

Previously, there are some dealers that have a long-standing history as truck dealers only selling, but not servicing the vehicles. When becoming a Hino dealer, these dealers need to be equipped with the knowledge and tools to provide a sustainable service that covers the entire life cycle of Hino vehicles. Ultimately, a customer should be able to walk into any Hino dealership worldwide and should experience the same service delivery. He and his team are working on equipping the Malaysian dealership network with both, the hardware and software to provide outstanding service.

Therefore, it should not surprise anyone that the improvement of the service network is the mission that Takahashi has set for himself. "There are several aspects to this. For one, there is the upgrade of the existing 1S and 2S dealers to bring them all to the 3S level. Any sales representative in these outlets will eventually not just be able to sell a vehicle, but also provide in-depth consultation about the service and maintenance of the Hino vehicles. Then there are areas in Malaysia, where there are simply not enough outlets to cover the market in a sufficient manner." Having worked in a Hino-owned dealership in Japan, he understands well about the inner workings of such operation.

For his tenure, he has set himself the goals of ramping up training of staff as well, to go along with the enhancement of the service network. Referring to the point made earlier, he emphasized that service delivery is not just about the right parts, but also about the right way of performing the service. "There is no point spending on more costly parts if the mechanic handling them does not know the proper way of installing them." Those working at the service points labelled "HASO" (Hino Approved Service Outlet) will also be upskilled.

While other brands may put their clients into the limelight, Takahashi emphasises that HINO values employees just as it does customers. In connection with these initiatives, Takahashi also recognizes that staff retention is an important aspect of the approach to business he is taking. To encourage loyalty to the brand, staying with the company, leadership is required to realise that the working conditions play a crucial role. "If we want to stop our mechanics to jump to other employers, we have to do better in providing a clean, healthy and safe workplace." The backbone of this effort is the 5S principle. As a simple example, Takahashi is using the image of the workshop floor. In his view, there is no reason why there should be oil puddles, rubbish strewn around and the overall conditions of the place not being as nice as those of the staff working in an office. "Why can't the toilets and showers we provide for our workshop staff be neat, clean and comfortable as well?" he asks. Takahashi humbly pointed out that it is the HQ that needs to be the reference, and this is where he will start to make the changes to improve the conditions.

It is HINO's 47th anniversary in Malaysia. While there may not be any special significance of this anniversary, Takahashi opined that it will be a very telling year for the brand. "Normally, a 50th anniversary will be a momentous and major milestone to celebrate. However, I expect the year 2024 to be one where we are dealing with a lot of issues as a collective market. We are seeing the implementation of new emission standards, the abolishing of Diesel subsidies will have an impact and new players with electric vehicles are pushing into the market." To underline the brand's strength to survive challenges, he pointed out that Hino did not lay off any staff during the pandemic, nor where the annual increments paused. For employees, it was as if there had been no pandemic. This, he promised, will also be the case now, even though the Malaysian truck industry has been extremely slow for the first half of the year. "Loyalty goes both ways. One should not be surprised that we have three staff working here that have been with the company for over 40 years."

Further manifesting Hino's approach to provide services beyond selling vehicles, Takahashi also pointed out that the Hino Total Support Customer Centre (HTSCC) has been a big success among their clients. To date, over 20 000 customers and drivers have been trained and the number of courses on offer is constantly increasing. Again, he states that the right way of using the vehicle will not only reduce fuel consumption, but also ensure that these assets provide the biggest possible returns.

Takahashi, having evaluated the Malaysian market carefully, expects 2024 to be a tough year. Currently, customers are unsure of which way to go when it comes to the engine technology that best addresses their needs. "The implementation of the EURO IV and EURO V emission norms in Malaysia has caused a some uncertainty. For instance, clients are unsure about the use of Diesel Exhaust Fluid (DEF), Adblue that is." Hino's approach is to reduce the need for DEF as much as possible as Japanese truck makers typically take a different route when it comes to achieving the requirements under the emission norms.

With over 300 vehicle sold, the Hino 200 Series, featuring EURO IV engine technology, has fast become a favourite among certain users. In particular bakeries have warmed up the small-sized Hino. As Takahashi explained, the 200 Series offers a number of benefits to the user: the cab is significantly quieter, offering better comfort for those spending extended hours on the road. The suspension is further supporting this while the low chassis makes it an easy to load and unload vehicle, thus reducing physical stress for the operators. Takahashi promised that the other models in the product line-up will see their upgrades to meet the current demands of the Malaysian market very soon. **T**





Beyond Trucks: In and Around Trucks at MCVE 2024



Beyond the actual vehicles, the recently held Malaysia Commercial Vehicle Exhibition also showcased vital products and services in and around trucks. While the Guest of Honour was privy to a short ride in one of the Shacman trucks supplied by YonMing Group under Shaanxi Trucks Sdn Bhd, there was more to their display on their stand. One of the trucks was adorned with PETRONAS Stickers, signifying a deeper relationship between the two brands.

Speaking about this was Kau Chez Ching, Area Manager, Shaanxi Trucks Sdn Bhd. With a history since 1979, YonMing Group has long since established itself as a full service provider covering all needs of the industry. At this year's MCVE, two Shacman trucks on display caught the attention of many visitors as these vehicles have recently been upgraded to meet the stringent requirements of the EURO V emission norms. Kau pointed out that the Weichai engine is capable of running up to 25 000 Kilometer between service intervals, thanks to the high-quality lubricants supplied by PETRONAS. "We have been using PETRONAS products for the past

20 years and we never encountered any problems with their lubricants," he added.

Vital Parts for the Industry

In the early 2000s, Truckmart Trading Sdn Bhd's management decided to expand their range of products to cater to the growing Malaysian trucking market needs. The decision was made to start supplying quality parts to transporters using European truck brands.

"In appreciation of our continuous effort and growing experience, we were appointed as dealer for several OE truck spare part suppliers, like Mann-Filter, Knorr-Bremse, FTE, Kongsberg and Atmos at the same time," Jazz Kong, Managing Director, Truckmart Trading Sdn Bhd, told Asian Trucker at MCVE 2024.

As a testament to their capabilities, Knorr-Bremse appointed Truckmart to handle the 'Knorr-Bremse Truck Service' project in 2021. Truckservices is Knorr-Bremse's pledge to supply vehicle owners, workshops and distributors with high quality products and service solutions for their commercial vehicles regardless of the age of the vehicle.

Over the years, Truckmart has expanded and grown from strength to strength. 'Truckmart – Always Ready for You' which started in Johor Bahru has now to two other sales offices to serve customers better. In 2016 Truckmart partnered with Hong Feng to set up an office in Port Klang and in 2018, the Truckmart Kuala Lumpur branch was set up. "We are proud to say that we stand by our slogan 'Always Ready for You'," he said.

On display at MCVE 2024 at the Truckmart booth was a selected range of brands they represent:

- Titan X - Our latest heavy-duty truck solution
- Mann Filter - Renowned for its superior filtration capabilities
- Atmos – Truckmart's house brand
- Knorr Bremse - Industry-leading braking systems and
- ETG - High-performance and reliable truck components.

These products represent the core range of Truckmart's offerings, reflecting their commitment to quality, innovation, and reliability. Each product has been chosen for its relevance and impact on the transportation industry.

"Our primary goal in participating in MCVE 2024 was to increase brand awareness and demonstrate the superior quality of our products. We aimed to connect with more industry professionals and potential customers. We are pleased to say that these expectations were largely met, with significant interest and positive feedback from attendees," Kong added.

A trend Kong is noticing is a growing emphasis on sustainability and efficiency in the transport sector. There's also an increasing demand for advanced technology and automation to improve safety and performance. In his words, each of the products Truckmart showcased aligns with these market trends. For instance, Titan-X and Atmos are designed with efficiency and sustainability in mind, while Knorr-Bremse focuses on advanced safety features. Mann Filter and ETG contribute to the overall reliability and performance of transport vehicles.

If given an opportunity, Kong would enhance their interactive displays and provide wider range of products to showcase for visitors at the next MCVE, stating that "We would also consider deeper engagement through product introduction with seminars on the latest industry trends and innovations."

Ultimately, Truckmart is aiming to provide transporters with solutions to do to improve their performance. As Kong stated during the MCVE 2024, "Transporters can significantly improve their performance by adopting a proactive maintenance approach, using high-quality components, and staying updated with the latest technological advancements. Utilizing products, like those from Truckmart, ensure reliability and efficiency, leading to better overall performance and cost savings.

Component Ecosystem

Presenting a complete ecosystem, YonMing showcased various subsidiaries, according to product group, to MCVE's visitors. Providing crucial technical components for trailers, Quality Trailer Parts Sdn Bhd is actively involved in sales, maintenance, and distribution of well-known brands such as HENDRICKSON, WABCO, SEETRON, and CHECKPOINT. Additionally, they are also specializing in BEZARES & JOLODA, which is an equipment brand that adds-on efficiency and productivity to transport businesses. According to their spokesperson, Quality Trailer Parts' main goal is to bring safety and cost-effectiveness to all transport companies in Malaysia.

Meanwhile, Euro-Technic is a trademark of quality products presented by YonMing Group with the quality



and complete range of European and Chinese commercial vehicle parts and accessories for different requirements. YonMing Group supports these full-service solutions on Euro-technic products with a 24-month guarantee on the product.

Looking after engine components, Turbo Performance is a company that builds with innovation, technologies, reliability, and integrity to provide solutions for automotive needs. The company carries several major brands to support turbocharging systems, unit injectors, common rail injectors, EBS valves, air compressors, starters, alternator solutions. Turbo Performance not just only provides new component solutions, but also has over 20 years of expertise in reconditioning and remanufacturing for a cost-effective alternative selection.

Cleaner Transportation

During MCVE 2024, Blue Diesel Sdn Bhd encouraged transporters to embrace the future of clean diesel with their emission control chemicals, such as AdBlue solutions. As a leading manufacturer & distributor in Malaysia, they specialize in providing top-quality Diesel Exhaust Fluids (DEF, commonly

referred to as AdBlue) to reduce harmful emissions from Diesel engines. Blue Diesel's products comply with stringent international standards, enhancing engine performance while safeguarding the environment.

The product showcased at MCVE 2024 was AdBlue by AceRev, a high-purity urea solution used in Selective Catalytic Reduction (SCR) systems to reduce emissions of nitrogen oxides (NOx) from the exhaust of diesel vehicles. AdBlue is composed of 32.5 percent Urea and 67.5 percent deionized water. It is commonly used in EURO IV, EURO V and EURO VI commercial vehicles, such as trucks and buses, but also in some passenger cars that run on Diesel.

AdBlue is injected into the exhaust stream of Diesel vehicle engines. It works together with the SCR system to convert NOx into harmless nitrogen and water vapor through a chemical reaction. By reducing NOx emissions, AdBlue helps Diesel engines to comply with stringent environmental regulations, contributing to cleaner air.

According to Loh Choon Hong, Chief Executive Officer, Blue Diesel Sdn Bhd, since the introduction of Euro IV, V, and VI, the majority of transporters are aware of the AdBlue requirement. However, most of them are not aware of the purpose and functions of AdBlue in aiding to meet the emission standards. Most of the transporters in Malaysia still think it's much of a gimmick to add on to their cost rather than something important to sustain our environment," he said. AdBlue is important for the operator, because of:

- **Emission Reduction:** AdBlue significantly reduces harmful NOx emissions. NOx is a major contributor to air pollution and can cause respiratory diseases
- Environmental Impact:** By converting NOx into harmless compounds, AdBlue helps improve air quality and minimizes the impact of diesel engines on our environment and health.
- Fuel Efficiency:** Cleaner exhaust means better engine performance and fuel efficiency. Transporters will achieve noticeable better mileage.



Loh said that ground transporters using Diesel-powered trucks, marine vessel operators, and bus operators are potential customers to use our AdBlue by AceRev. Offroad equipment like construction equipment, excavators, mining trucks, diesel electricity generators can also use the products offered by Blue Diesel.

Stressing the quality of AdBlue by AceRev from BlueDiesel Sdn, Loh said that it is being manufactured and quality controlled in Singapore by Interion Pte Ltd. Interion Pte Ltd has been in the AdBlue business since 2008 and the AdBlue is produced in accordance with ISO22241, meeting AUS 32 specifications. Each batch is tested for compliance to the stipulated parameters. "It is important to ensure that the quality of AdBlue meets the standard as it will affect the performance of exhaust system and engine combustion. Most of the products in the market may not have certification now in Malaysia. As we are dealing with the engine, it is very risky using solutions for your truck without a trustworthy source behind it. It's difficult for user to interpret the quality by visual as they are closed to transparent solution, Loh added. Therefore, it is crucial to choose the AdBlue from a reliable source with a track record.

The market for AdBlue has been growing steadily due to increasing environmental regulations and the rising demand for cleaner emissions from Diesel engines such as regulatory impact, for example stricter emission standard and environmental awareness.

Loh expects that the market will continue to grow for commercial sector and passenger vehicles. "We will see many brands of AdBlue appear in the next couple of years. Only those focus on quality will prevail," he opined. His promise is that the company will continue to work hard to let the market know the AceRev brand and dedication to quality.

In light of the fact that the need for AdBlue has only recently arisen, Loh said that at future events, his team will conduct more live demos for the audience. To best demonstrate the product, it should be a mix of technical sessions, panel discussions and presentation of the latest technological advancements, regulatory updates and market trends.

Drawing from the experience, he said that transporters can markedly enhance their operational performance by embracing green logistics. This approach encompasses enhancing efficiency, minimizing wastage, and prioritizing the use of Euro V and Euro VI trucks to reduce emissions. AdBlue usage can further optimize fuel efficiency, ensure compliance with emission standards, manage costs effectively, drive sustainability initiatives, enhance operational efficiency, and raise awareness through education. By adopting these practices, transporters can elevate their operational efficiency, save costs, adhere to regulations more effectively, and play a part in fostering a greener and more sustainable environment.



The Connected Truck

Today, trucks are connected and IoT plays a crucial role in operating a truck fleet. CelcomDigi Business has grown beyond telecommunications by providing solutions across IOT, Cloud, and Cybersecurity. Telematics is one of the brand's leading IOT solutions that they offer to existing and new Enterprise customers. In Malaysia, Active Telematics is Celcom Digi Business' telematics solution partner of choice.

Although in general, across any industry that operates a fleet of vehicles (cars, busses, prime movers, trucks) and mobile machinery (construction, agriculture, mining), including satellite-based tracking for sea vessels, telematics solutions add value. In particular, for commercial vehicles, "CelcomDigi's telematics solutions are a singular platform where the precision of Telematics converges with the foresight of Artificial Intelligence to harness the full power of Data Intelligence. This platform stands as a beacon of modern fleet asset management, offering a live pulse on operations through its real-time monitoring capabilities and comprehensive analytics," Ashokan Nair, Head of Enterprise Connectivity & IoT of CelcomDigi, told Asian Trucker.

Those looking to subscribe to such a service should look for a solution that has the ability to provide information that can be translated into actionable insights for your specific business, operations or industry. It should be a solution that leverages the latest technology such as machine learning (ML) and artificial intelligence (AI) to analyse telematics data, identify efficiency points and simplify their decision making. Evaluating the participation as their first time in MCVF, the experience and exposure gained from the show has been good. Given the opportunity again, CelcomDigi would partner with one of their customers and have them share their telematics journey with CelcomDigi, allowing delegates to gain first-hand insights on the many benefits of telematics, thus accelerating adoption of IOT solutions among Malaysian businesses.

"There are still many transporters that have yet to adopt telematics into their business. Understanding the value of this solutions, we recommend companies to adopt even the most basic capabilities of telematics to unlock valuable information that can help improve their operations, enhance their efficiency and reduce fuel costs," Nair concluded. **F**

Events & Exhibitions

Automechanika Frankfurt

Date : 10 – 14 September 2024

Venue : Saigon Exhibition and Convention Center (SECC)

Contact : <https://automechanika.messefrankfurt.com/frankfurt/en.html>

With participants from 175 countries, the world's leading trade fair is the most international meeting place for industry, workshops and the trade. Like no other trade fair, Automechanika covers the entire value chain of the automotive aftermarket. This makes it the platform for innovation and networking with the whole world.

IAA Transportation 2024

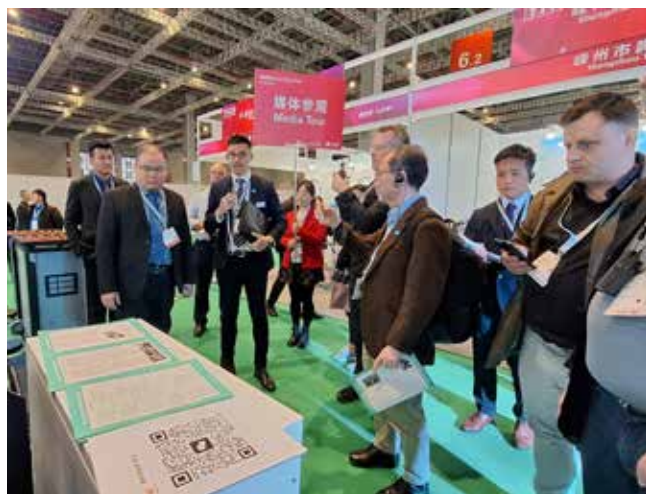
Date : 17 – 22 September 2024

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.

EV India

Date : 18 – 20 September 2024

Venue : India Expo Centre, Gr. Noida , U.P., NCR, India

Contact : <https://evindiaexpo.in/>

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Volvo Transfers Sarawak Dealerships to Dai Lieng

Volvo Trucks Malaysia Sdn. Bhd., (Volvo) recently announced a successful asset sale to Dai Lieng Machinery Sdn. Bhd in Sarawak. This strategic move, in line with Volvo Trucks Malaysia’s commitment to enhancing customers’ experiences and reinforcing its dedication to delivering exceptional value to stakeholders was officially presented during the Volvo Customer Days held in Bintulu and Kuching on 12 / 13 July 2024. Asian Trucker took the opportunity to gain further insights into this strategic move.

Volvo Trucks Malaysia Managing Director, Anthony O’Connell emphasised that this move is by no means a retreat from the East Malaysian market, but a clearly calculated step to boost the service delivery of the brand in the Sarawakian market. “When we are talking about assets, we are talking about buildings, tools and equipment. The biggest item would be the inventory, and this is where a lot of this transfer of business happened,” he said. In order to ensure seamless continuity of the business in Sarawak, these items had to be transferred to Dai Lieng. Customers should not be impacted by the transition of the business and in managing the transfer in the described manner, this was assured.

Dai Lieng is looking forward to this transition, and Volvo Trucks Malaysia’s customers in East Malaysia can be assured that we are committed to maintaining the highest standards of service that are associated with the Volvo brand

Under the agreement, Dai Lieng Machinery Sdn Bhd will acquire key assets from Volvo for its Kuching and Bintulu dealerships. This transaction empowers both Volvo Trucks Malaysia and Dai Lieng Machinery Sdn Bhd to work in partnership to grow its operations and deliver reliable solutions for the heavy-duty automotive industry. Besides the tangible investment goods, the biggest focus of the transition is the human capital. Of the Volvo staff, 90 percent were retained by the new owners of the dealerships. “This was a crucial aspect of the transaction that as many people as possible would be retained and it shows that the two organisations are perfectly aligned,” O’Connell said. With long-serving employees, knowledge will be retained in what could be described as an emotional journey.

“We are excited about this asset sale, which is a testament to our focus on strategic goals and innovation,” said Volvo Trucks Malaysia Managing Director, Anthony O’Connell. “By partnering with Dai Lieng Machinery Sdn Bhd we believe we are positioning Volvo Trucks Malaysia for even greater success in both East and West Malaysia in the future.” Such move is not unusual as this is a similar approach as taken in other countries: in Australia for example, Volvo only owns 35 percent of the service network.

“Dai Lieng is looking forward to this transition, and Volvo Trucks Malaysia’s customers in East Malaysia can be assured that we are committed to maintaining the highest standards of service that are associated with the Volvo brand,” said Dai Lieng Machinery





Sdn Bhd, Managing Director, Michael Tiong. One advantage the expanded network now offers is that Dai Lieng is able to service those customers from Sabah running in Sarawak as well. “We know many companies from Sabah operating here as well and since we have their data, we will be able to serve them better,” Tiong stressed. These relationships are highly important as the relationship between business partners is even more important than in other parts of the world, a peculiarity of East Malaysia.

The good news for certain customers is that Dai Lieng will also be handling the bus business for Volvo in the state, as they have done in Sabah. Both said that the bus market is not as big as the truck market in East Malaysia, however, is expected to grow. “Besides, we have truck operators as customers that also run buses. They will be pleased to know that they can depend on us as a one-stop shop for all their needs when it comes to trucks and buses,” Tiong explained. Currently, there are two Volvo buses operating sold by Dai Lieng with a batch of 14 to be handed over to the client soon.

The decision to transfer the business to Dai Lieng was motivated by the fact that there has been a strong business relationship already. “The reputation of the Dai Lieng brand was one of the deciding factors. The commitment we have experienced during the pandemic was another crucial criteria,” O’Connell added. Historically, O’Connell has previously executed similar exercises and he knew where to look: company values and being aligned with the philosophy of the principal’s brand. “We cannot stress enough that this is not a good bye, but a wave at the market to

signal that we are here, stronger and better than before.”

With this asset sale, Dai Lieng Machinery becomes the sole Volvo Trucks Malaysia dealer in East Malaysia with branches strategically located in Miri (headquarters), Kuching, Bintulu, Kota Kinabalu, Sandakan and Tawau. Operations begun as Dai Lieng Machinery effective 2 May 2024. “With the key personnel still with us and the extensive experience we have from the past 20 years working with Volvo, we are highly confident that we can exceed customer expectations when it comes to servicing them.” One of the differences in the way businesses are run in East Malaysia is that transport companies are usually smaller and need more customisation. Besides that, although the Pan-Borneo Highway will enable goods and people to move easier, about 30 percent of ways transporters take are still off-road or off-highway with rougher surfaces.

Here, O’Connell added that the relationship has to be understood as a partnership in which the two parties

We cannot stress enough that this is not a good bye, but a wave at the market to signal that we are here, stronger and better than before.

stand shoulder to shoulder when it comes to executing the strategy, which allows all parties to work closer together. With a local partner, the decisions for the local market can be made much faster and more in tune with the needs of the clients in East Malaysia. “It is crucial to acknowledge that the business is

run ever so differently here in East Malaysia,” he said. Being a retail subject matter expert, the understanding of the local business can be expected to be beneficial for Volvo’s users. A strong partner is also one that challenges the principal to improve the business and Volvo is elated to have found such partner in Dai Lieng.

Looking ahead, the electrification of transportation system will be a challenge that Dai Lieng and Volvo will be taking together in East Malaysia. O’Connell noted that East Malaysia is seemingly better prepared for the new technology as there is a better availability of renewable energies available in Sabah and Sarawak. “We can see a lot of potential for BEV Trucks in places like Bintulu where there is a port where electric trucks would be suitable to move containers.” An abundance of green energy would support such switch from ICE engine-powered trucks. Tiong stated that he and his team will be working alongside Volvo to ensure that those opting for the new drive-train technology will be fully supported. Again, it would be a shoulder-to-shoulder collaboration to ensure that customers are not only able to buy the trucks, but to have suitable infrastructure at their disposal.

“It is very important for us to show that Volvo is not leaving East Malaysia, but that there is a strong relationship at work to assist them with all their requirements. This is why we are hosting these two events in collaboration with Volvo,” Tiong said. In addition, the teams are taking the opportunity to update the market on the latest offering from the Swedish marquee.

F





Angka-Tan Motor visits Foton China: Future and Fuels

A select group of Angka-Tan Motor's clients were given the exclusive chance to visit Foton in China. The state of truck development came to many as a surprise.

Angka-Tan Motor crafted a VIP tour of Foton Daimler Automotive in Beijing and Weifang for selected VIP customers and dealers. A group of Malaysian VIP visitors made their way to China's first heavy truck experience base, the Foton Super Truck Experience Center. With a massive facilities covering total area of 15 000 square meters, the Super Truck Experience Center provides meetings at all levels with spacious place. The outdoor driving circuit covers an area of up to 12 000 square meters, with four kinds of simulated road conditions, product dynamic experience. A group of elite domestic driving coaches provides professional driver training.

High Quality Production

As so often, seeing is believing. In the case of Chinese trucks, the vehicles have certainly come a long way in the past two decades. In order to fully comprehend the statement and assurances that Auman makes about the quality and durability of their trucks, there is no better way than experiencing firsthand what it takes to produce them.

The VIP visitors were taken through the entire production process in order to learn how Auman instills their quality approach to the manufacture of the vehicles. The

Beijing Foton Daimler Automotive is a joint venture company, established on February 18, 2012. The JV has been set up with a total investment of RMB 9,950.6 million and a registered capital of RMB 5.6 billion, and a 50:50 shareholding ratio between Foton and Daimler. Close to 7 000 employees are registered with the company, and its business scope includes the development, design, assembly and manufacture of medium & heavy-duty trucks and engines with "Foton Auman" as its trademark.

Auman's factory, which was built in January 2010 and entered the trial production stage in December 2010, covering an area of 639,000 square meters, with an investment of 2.6 billion RMB and a maximum annual capacity of 160,000 vehicles. The plant has four major operating units: bodywork, painting, assembly and testing. The production system includes: AVI automatic identification system, ANDON system, production control PMC system and other advanced automation control system and production control system. Intelligent information management technology is utilized to establish "Intelligent Digital Factory".

first station visitors got to experience was the welding workshop. Constructed in September 2010, it officially commenced operations in December 2010. The workshop is 192 meters long and 96 meters wide, covering a total area of 18 432 square meters. In order to improve the working environment, the workshop is painted and arc welding; smoke extractors and dust removal devices have been added. It is here where the production of a total of 19 models in the series starts out with left- and right-

hand drive, basic flat, medium-length flat and high floor variants. Engineers can manage the workshop operation and running status in real time from a control centre, monitoring all the machine lines and robots in real time. At the same time, the engineers understand and collect the data and running status of the site in real time. The plant produces a wide range of models including the new Auman Galaxy, Auman EST, EST-A and H5 heavy trucks, as well as battery-swapping heavy-duty trucks.

Foundation in Welding

Here, the new GTL welding line comprises of 39 sets of the fourth generation of KUKA robots, imported from Germany, with the advantage that the probability of zero loss caused by power failure has been reduced from 70 percent to ten percent. The stability of operation has been strengthened, and the operation interface has been made more flexible. The 20-station robot in the main welding line adopts an integrated robot for handling and welding, and the corresponding multi-motion robot is also utilized in the process of assembling the top cover. The automation level of the new GTL main line has reached 80 percent, which is at the world leading level. The use of robots in welding can make the welded joints more uniform and precise, and the reliability and consistency of the whole vehicle is greatly improved. In order to monitor the accuracy of the bodywork in real time, the inspection of the key holes of the bodywork assembly is completed by the automatic measurement of two online inspection robots. "The quality of the welding process forms the foundation of the quality of Foton trucks," Mr Alvin Tan, Managing Director of Combine Motors said.

Above is the accumulation chain. In order to adapt to the production changes, there is a storage space for 215 truck bodies designed in the workshop's upper space of the assembly and welding department. This roof line adopts a five-link conveyor belt to complete the transportation of the roof assembly between stations, and this method greatly enhances the transportation stability. In the 60 stations of the roof line, automatic pre-deformation tooling is added to eliminate the potential safety hazards of personnel operation.

The main assembly workshop has a total area of 64 800 square meters, consisting of three parts: chassis, assembly and debugging. It is the longest production line in China at present, and it is also the assembly line with the highest level of standardization and flexibility in the industry. It adopts the production mode of double lines and double shifts, and its capacity is designed to work for 250 days in a year, with a daily output of 520 units and a production beat of two minutes and a half per unit. The workshop is designed for mass production, mainly adopting the principle of the continuous forced-flow production line. In addition, it is equipped with electrical line testing equipment, and the overall process assembly level reaches and exceeds the level of domestic benchmark enterprises.

"As you can see, Foton Daimler, as the most professional commercial vehicle joint venture in China, utilizes its international advantage to integrate global technology resources and selects EU certified E-Mark parts, such



as Cummins (USA), ZF (Germany), Sachs (Germany), Continental (Germany), WABCO (Germany) and other international first-tier parts and components suppliers, in order to ensure Auman trucks' excellent quality," emphasized Tan.

Standardized Operation

The factory implements standardized operation. Workers can clearly define the assembly sequence and requirements of the station according to the work instructions, and when a quality problem occurs, they can find the root cause of the problem immediately according to the quality information tracking record, so as to solve the problem in time. The whole factory implements order-based production, each vehicle on the production line has an "identity" and customers can see the entire assembly process of the vehicle they have ordered.

Final Checks

The most important quality gate is the last process any truck produced here will undergo: the engine debugging.



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Engine debugging is completed after the vehicle comes off the assembly line. The inspection workshop has five fully automated automatic inspection lines, all using German MAHA professional inspection equipment. It is worth emphasizing that each Auman heavy-duty truck from the research and development, supply, production and sales is under strict quality control, the whole process is supervised by German experts to ensure that each Auman heavy truck is of the highest quality when on the road. In order to ensure that the production process meets German standards, German experts on site provide analysis and technical support to workers. These experts administer continuous training to improve the production process to meet customers' high demands.

Hydrogen Research Facility

As the world is addressing the need for cleaner transportation, Hydrogen has emerged as one suitable solution to substitute fossil fuels. The Chinese government has made a conscience decision to decarbonise transportation and the effect of that push is immediately visible when arriving in Beijing: clear blue skies and the feeling of summer welcome the group at the Daxing International Hydrogen Energy Demonstration Zone. What has been known as a city domed by a brownish layer of smoke has been transformed into a metropolis featuring public and personal transport powered by electricity.

Sold through dealers in Malaysia, the Foton brand has long been a common sight on Malaysian roads. Being able to provide professional consulting to customers requires Alvin Tan, Managing Director, Combine Motor, Selayang to be in close contact with the brand. The trip to Beijing not only meant he could spend time with Angka-Tan Motor staff to learn about the latest offerings, but to get a regular update on the brand's plans. "I have taken over this business from my father, who started it. I have been heading it since 2004 and been a Foton dealer from then on." It is passion for trucks that has been in his blood since young.

Although having been around the brand for many years, the visit to the factory has given Alvin an extra boost in confidence. "Especially seeing the production has eradicated a lot of doubts. One has to remember that Chinese trucks had a very different perception in the market when they started exporting." In his view, a personal visit to the principal is what more end users should be afforded to in order for them to fully understand the products. In particular, seeing the production facilities, boasting the latest robots producing the trucks has been an eyeopener.

"My main take-away from this trip is to have seen the impressive R&D that is happening here. The upcoming electric vehicles are of particular interest."



At the 75th session of the UN General Assembly, China's President Xi Jinping made a commitment to the world that China will adopt stronger policies and measures to achieve the "dual carbon goals". To achieve these, Hydrogen energy is the most promising green and efficient energy carrier and industrial raw material that provides strong support for sustainable human development. Coverting renewable, green, energy into Hydrogen is the most effective means of decarbonisation and carbon capture in the fields of transportation industry and construction in the future. Following China's example, other countries have also progressively



released strategic plans and roadmaps for Hydrogen energy development. With the adaptation of Hydrogen as energy carrier, Fuelcell development can be pushed further. Within China, more than 50 cities have successfully introduced hydrogen energy industrial development policies.

Taking the Galaxy for a Drive

As a flagship model, the Auman Galaxy demonstrates the full capabilities of the brand. Although not available in Malaysia (yet), it was used to showcase what Auman envisions as the future of transportation and which technology the brand is capable of incorporating.

At the Beijing Super Truck Experience Center, a Auman Galaxy was readied for the group to be driven on a short test track, simulating various harsh driving conditions. Taking turns, the group was to experience how the Galaxy combines high safety, high comfort, high fuel efficiency and high intelligence. The distinctive hood lighting provides better nighttime recognition and visual aesthetics while having an industry minimum drag coefficient. When the vehicle speed is 85 km/h, 40 percent of the vehicle fuel consumption is used to overcome the air resistance, the wind resistance of the general truck is 0.6 to 0.8, Auman Galaxy adopts aerodynamic design, strict wind tunnel test, the body wind resistance coefficient reaches the lowest in the industry, and the shape is 3-5 percent more fuel efficient than other vehicles.

The driver is supported in his tasks by, the lane driving deviation monitoring system, when there is a lane deviation, front collision warning system and 360 panoramic surround view system. These systems, installed in the front hood as well as the rearview mirror equipped with six cameras offering 360 degrees views without a dead angle, no splicing gap, afford driving safely without blind spots.

The test drive vehicle was powered by the exclusive Foton Cummins A 15-liter engine with 660 horsepower. The body of the Auman Galaxy is made of 1mm all-steel plate cab, combined with the frame structure; the whole cab is pressed and moulded in one time, giving the driver a safe space. To offer the best possible payload, the truck is kept lightweight with a high-strength frame, with 8 plus L double-layer frame. The frame itself is screwed with high-strength steel, using the most advanced and highest tonnage three-dimensional CNC punching production line, stamping, moulding, strong anti-sidestepping ability, strong driving stability, reliable quality, and stronger load-bearing capacity. Fit for the global market, the truck is tested for EU regulations, meets EC93 European crash regulations and certified by TÜV Rheinland for safety.

The Auman Galaxy is fitted a dual-grade water-circulating heated large-capacity fuel tank to this vehicle. The main tank has a capacity of 800 litres, the secondary tank 300 litres. The maximum can be expanded to 1 300 litres. This layout and design are reducing the number of refuelling stops, thus improving the operating time.

Conceptualised for long distance drives the truck features flat tire emergency safety devices. It has been found that in 70 percent of heavy goods vehicles being involved in accidents on highways the root cause are tyre failures. Auman Galaxy



can still continue to drive more than three kilometers when a tyre suddenly bursts, with the vehicle's steering and braking characteristics as normal. In addition, the trucks are fitted with the pressure monitoring systems to provide real-time automatic monitoring of the tyre's performance.

Being part of a joint venture with Daimler, Auman has access to state-of-the-art technology. The entire vehicle incorporates the latest developments from Daimler to optimise powertrain, chassis assembly optimization power, economy, and fuel consumption. Rounding out the offer is the joint powertrain integration whereby Daimler and Cummins offer matching transmission customization to improve the drivetrain.

The workstation of the driver offers a flat floor cab with 1.85m headroom. The super luxury new generation Auman exclusive Grammer 115 seats, seat belt height adjustment, shoulder adjustment, ventilation heating, massage and other functions, comprehensively enhance the driving comfort. The airsuspended seat ensures a comfortable ride. When parked, the passenger seat can be folded to make more space for movement inside the cab. The 12.3-inch full LCD instrumentation adopts a double-disc design for easy reading of key information.





Safety features include ACC adaptive cruise control system, which can be set from 0 - 150 kilometers per hour. When there is another vehicle in front of the vehicle, the system will automatically adjust the speed of the Galaxy and control the distance from the front vehicle. This is paired with AEB Automatic Emergency Braking System, an autonomous and automatic road vehicle safety system that relies on sensors to monitor the relative speeds and distances between the vehicle in front of you and the target vehicle, calculates impending situations, and automatically avoids collisions or mitigates their effects during emergency braking in dangerous situations.

The fatigue driving monitoring system, through the cab assembled sensors, can detect the driver entering into the state of fatigued driving. When danger becomes imminent, the driver will be alerted through the system and encouraged to take a rest to ensure a safe continuation of the journey. Adding to the safety features is the emergency one-key call system; Using just one key, a call to an all-artificial customer service can be sent out to summon emergency help, schedule a maintenance appointment, address inquiries among other functions will offer drivers a maximum degree of efficiency and convenience.

Engineering Showpiece

On display at the Foton Daimler Super Truck Experience Center is the Foton Cummins 13-liter engine (the test drive vehicle is using a 15-liter engine). As a showpiece, it is to demonstrate the engineering capabilities and where Foton is headed in terms of engine technology. Foton, together with Cummins have developed this engine in accordance with China's road conditions and the driver's

First Driving Impressions

Climbing into the cab, the driver will find a highly functional, tidy instrument cluster. Everything is within reach and marked for easy use. In particular, the gear selector is designed with intuition in mind. Designers have taken to making the interior of the truck to be highly convenient while being safe. One such example is the motorized, hidden sunshade: this easy to operate visor will allow the driver to operate it without diverting much attention from the street to handling it. The cab is adorned with a sticker, telling us that the ZF gearbox is an AMT (Automated Manual Transmission), a clear sign of the pride that all the suppliers and developers have put into the vehicle.



While the Auman Galaxy could be quieter from the outside, the interior is satisfyingly soundproof. With the power on hand, the vehicle pulls away quickly on the test track. It seems that the track was specifically designed to demonstrate the suspension and even on this short round one can feel that the vehicle's suspension is very capable of absorbing a good deal of bumps. Thanks to the architecture of the drivetrain, the cab is free from obstructions sticking into it. At the end of the day, the 1010 mm ultra-wide double berth provides a comfortable home away from home. By lengthening the body of the lower berth, it can reach a maximum width of 1010 mm.

The design, clearly inspired by the latest offerings from the German JV partner, is evoking a futuristic appearance (even without the Transformer decals). Cladding on the sides, covering the fuel tanks and enhancing the flow around the vehicle add to the cool looks. With plenty of power, and stamina thanks to extra-large fuel capacity, one can easily see this vehicle being put to use in strenuous missions.





driving habits. It is redesigned to feature low-revolution, high-torque, with a weight reduction of 150 to 200 kg compared to engines of the same class. The cylinder head and bottom case are using high polymer composite material, which is both light weight and high strength. At first glance, this engine has a simple appearance. However, a total of 207 parts is highly integrated to achieve higher reliability or in turn a lower failure rate.

This engine's cast walls are thinner, the cylinder liner outside is directly connected to the cooling channels, so the heat dissipation is optimised. IN doing so, the optimum working temperature of the engine of 95 to 97 degrees is achieved. Within the context of Diesel engine efficiency, it is important to know that the higher the temperature, the better the diesel atomization, and thus the engine will be more fuel-efficient. Additionally, the higher the pressure, the better the atomization, the fuller the combustion, and again the more fuel-efficient. The engine on display is

also featuring cylinder compression brake (commonly known as engine brake), instead of the traditional exhaust brake. Its principle is very simple, yet effective: imagine a syringe, blocking the nozzle, no matter whether it is pushing or pulling there is a great deal of resistance. In this engine, braking activates the intake valve to be closed during the intake cycle and the exhaust valve closed during the exhaust cycle. This forms an in-cylinder compression braking with more than four hundred horsepower braking power.

Foton Full Range

Being participants of the VIP Trip to China afforded participants to access a wider range of vehicles to be tested. Of particular interest were the electric vehicles, especially the e Wonder. According to Foton, the Wonder mini pickup truck will cater to lifestyle travel while still adhering to the commercial needs of businesses. It will be available in both single and dual-cab body styles and can come with either an internal combustion engine or a fully electric powertrain. It also has a quirky exterior design that Foton says was inspired by fashion aesthetics.

"It is good to see that Foton has the entire range of commercial vehicles covered, which demonstrates that Foton



understands the needs of the industry,” one participant commented after having tried most of the vehicles available for a drive around the production facilities.

In today's world, the hardware, i.e. trucks, cannot be separated from software to ensure optimum uptime and efficiency. To this extend, Foton is also offering a suite of solutions to enhance the user experience. Forming the backbone of such offering are telematics applications. Having driven the vehicles, the Malaysian guests were also privy to a demonstration of the IoT solutions that are on hand for Chinese customers.

Through the idea of connected vehicles, Foton is gathering data; managing uptime through the use of sophisticated software is made easy. Thanks to the algorithms, fleet owners and operators will be able to get alert for their vehicles when services and maintenance is due. Offering predictive maintenance, the system will guide the driver to the nearest workshop based on the driving patterns as derived from the need for replacement of parts. While Malaysian customers have yet to be able to make use of this offering, Angka-Tan Motor ensured that the systems rolled out will eventually be matching the standards of the principal in China. “In line with the theme of this trip, we wanted to showcase what the brand is able to offer and what the future of transportation will look like,” said Michael Chew, Head of Business, Angka-Tan Motor.

Knowledge Transfer: China to Malaysia

Hailing from Prai, R. Shanmuganaidu Ramana, Maintenance & Facilities Assistant Manager, City Zone Express (CZE), naturally had an interest in learning more about the Foton brand. As the decision for or against any truck will impact the performance of the business, he values the information he could gather during the tour. “Although we already use Foton trucks, this has been a wonderful experience,” he told Asian Trucker. According to him, the possibility to experience what Foton is capable of, has strengthened his belief in the brand. “At City Zone Express, we are pushing heavily for the implementation of our ESG goals. Our trucks need to be the most environmentally friendly that we could possibly deploy.” According to him, CZE has Foton trucks in operation in China, Vietnam, Thailand and Malaysia. Shanmuganaidu stated that the electric vehicles are now of particular interest, now that he had a first-hand experience with them. “This has been my first time visiting Foton and I am impressed with the production quality. Now, after seeing how the trucks are being made, I have a better understanding.” Upon his return to Malaysia, he will be busying himself for the introduction of electric trucks into the CZE fleet. In his words, the visit to Beijing has helped him tremendously to grasp the challenges and opportunities that the new drivetrain technology will bring with it.

Although having spent significant time in the Foton assembly, Shanmuganaidu stated that he would like to come back to learn more about the brand and the products. “It is a little bit like our food: we are familiar with the dishes, but somehow, they taste different. When you prepare for it, you think that there could be issues, but ultimately, this is about experiencing the differences. Certainly, I have a better understanding of Foton's products and philosophy now and I can translate this to our operations in Malaysia.”



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Slow and Steady: Passion Drives this Trucker

We spoke to a veteran trucker who has been driving all sorts of vehicles in his career, from a one-ton truck to a prime mover. This is his story.

AT: Please tell us a little about yourself.

MS: I am Mohammed Muhammad Hisham Bin Samsudin. I am from Johor, currently living in Skudai. I am married with a son, who is also already married with a son. This year I am 57 years old and I have been driving trucks since the year 2000. I started to drive trucks that year when I joined Hoorr Fatt.

AT: In those 24 years with the company, you have driven different trucks?

MS: Yes, I have started out on a one-ton lorry. From there I moved through the fleet, driving eight-ton, ten-ton trucks and finally, my current truck is a prime mover with a trailer. At the moment, I am on a special assignment whereby I am serving only one client, moving resins.

My background is in logistics. I took the opportunity to change my career, while still being in the same industry. When the company added a haulage division in 2006, I eventually moved up to be a driver on a heavy-duty truck. I prefer to drive the big trucks; they feel like the king of the road. I can also move dangerous goods and I can drive tipper trucks, of which we have some in our fleet of almost 200 trucks here.



AT: Why would you want to be a truck driver?

MS: My father has been a driver too. He was a personal driver, and I was lucky enough to be able to ride along on occasion. This is how I experienced the job as a driver, going all around the country. Here, I am typically driving all across Johor. For now, I am only serving that one client and the route is fixed. What I like most is the experience of freedom as I am handling everything myself. The jobs we handle do not require us to drive in pairs and I enjoy being by myself. The only thing I dislike is the traffic jams that happen. For now, I do not have to deal with this, but when I handle other jobs, there is always waiting time, traffic jams, and accidents that slow us down.

AT: Where do you eat when you drive around?

MS: When I am outstationed, I prefer to stop at the R&R, especially Pagoh and Ayer Keroh.

AT: Would you recommend this profession to young people to take up as a career?

MS: Yes, absolutely! I will encourage them to do so as this is almost like being an entrepreneur. There is a lot of responsibility that comes with the job: you have to make sure to be on time, ensure safety and you are also client-facing. What makes this attractive is that one can adjust the working hours depending on one's current situation. If one needs more money, one can do more trips. Should one wish to spend more time with the family, a driver can scale down on the number of trips one commits to.

AT: What is your most memorable moment in your career as a trucker?

MS: It was the first time I was driving a Scania truck. Before that, I was driving smaller trucks from other brands, and this was really a step up in terms of the job I was doing.


AT: What are your daily routines?

MS: We do daily safety checks for the truck. Before we get moving, we ensure that the truck is safe and we also make sure that all the fluids, like oil, coolant etc., are sufficient. Only when all this has been checked will we be moving out. When loading, it is important to ensure that the load is secured properly. Typically, I move heavy goods and it would be dangerous for other road users if I were to drop cargo.

AT: How do you spend your free time?

MS: I like to spend time with my family. Driving is my passion and like to plan to drive my family to other places to experience. During short holidays, I would pick destinations in Johor while longer holidays are good for trips to other states and I really enjoy going places, cuti cuti Malaysia!

AT: Would you work as a driver past the official retirement age?

MS: Yes, I would like to. From 60 to 65, I can still work as a driver, although I have reached retirement age. As long as I am physically fit and able to perform, I would still like to continue driving. 





Truckers get Trained in Accident Prevention

In response to the alarming increase in accidents within the commercial vehicle industry, particularly involving heavy trucks, there has been a growing concern. Driver negligence is often cited as the primary cause of these accidents, further exacerbating the situation. Numerous concerned parties have called for immediate intervention by regulatory authorities, advocating for drastic measures against heavy vehicle operators and drivers.


In response to these calls, regulatory bodies such as Agensi Pengangkutan Awam Darat (APAD) / Jabatan Pengangkutan Jalan (JPJ) have taken steps to prioritize safety in the daily operations of heavy vehicle operators and drivers. One such measure is strict adherence to the APAD ICOP (Industry Code Of Practice), which mandates compliance with specified safety requirements. Failing which, they are subject to permit suspension or revocation.

It is important to recognize that road safety is a collective responsibility shared by all road users, particularly within the commercial vehicle industry. Ensuring the safety of our roads requires a concerted effort from all stakeholders. Partnering with Tamaru Sdn Bhd, the Asian Trucker Drivers Club organised a training session for members to address this specific issue. “Our one-day training program, Accident Prevention For Heavy Vehicles, is dedicated to promoting safety and reducing accidents in the heavy vehicle industry. It is designed to address the specific challenges faced by heavy

vehicle drivers, our program covers a comprehensive range of topics essential for safe driving practices,” said M Mohamed Ismail, Manging Director of Tamaru, a training provider specialised in commercial vehicles.

The participants, members of the Asian Trucker Drivers Club underwent this one-day training course on 13th of July. The full day training was comprised of several modules:

- Enhance understanding of safe driving ethics and accident prevention - Participants will gain insight into the principles of safe driving, ethical considerations, and strategies for preventing accidents.
- Develop defensive driving skills - By defining defensive driving and exploring the characteristics of defensive drivers, participants will learn how to anticipate and mitigate potential risks on the road.
- Foster behavioural management for drivers - Through behavioural management techniques, drivers will understand the impact of attitude on driving behaviour and learn to manage attitude changes effectively.
- Importance of Journey planning - Participants will recognize the significance of journey planning, conduct thorough vehicle inspections, and implement pre-driving check procedures to ensure safe trips.
- Identify and manage important elements in driving - Drivers will learn about factors affecting driving performance, including driver behaviour, vehicle condition, environmental conditions, and driving distractions.
- Enhance observation and vision skills - Participants will develop enhanced vision and observation skills, understand reaction zones, maintain safe following distances, and identify blind spots to avoid accidents.
- Understand vehicle control systems and hazard management - Drivers will familiarize themselves with vehicle control systems, understand centre of gravity principles, and learn rollover prevention measures. Additionally, they will be introduced to the 4M concept for effective hazard management.

“This is a very good training. The trainer gave good information about the exercises. We got complete information about the subject,” one of the participating drivers commented. 





Hino Malaysia's First-ever Safety Seminar

Experts from Various Fields Gather to Enhance Road Safety Awareness at the Hino Safety Seminar Held at Hino Total Support Customer Centre in Sendayan.

A significant road safety seminar was successfully held at the Hino Total Support Customer Centre (HTSCC) in Sendayan, drawing participation from 102 attendees including drivers and Hino Customers with its theme, "Safety Begins with Smart Driving". The Safety Seminar is the first ever held by Hino Malaysia.

The seminar featured distinguished speakers from notable organizations including Sungai Buloh Hospital, PLUS Malaysia Berhad, PUSPAKOM, Seremban 2 Branch Fire and Rescue Station, Ministry of Health (KKM), and the Malaysian Institute of Road Safety Research (MIROS). These experts shared their insights and experiences on various aspects of road safety, highlighting the critical need for improved safety measures and stricter enforcement.

The seminar included a review of recent road safety statistics concerning commercial vehicles in Malaysia for the year 2023. The statistics revealed a concerning rise in accidents, with over 6 000 reported incidents involving commercial vehicles, marking an increase from 5 400 incidents in 2022. The number of fatalities and injuries also saw a disturbing uptick, with 2023 recording 800 deaths compared to 700 in 2022.

Key highlights of the seminar included discussions on the importance of periodic maintenance and inspections, especially for commercial vehicles. During his session, PUSPAKOM speaker Mr Mahmood Razak Bahman emphasized, "Whether for short or long trips, regular maintenance is

crucial for ensuring vehicle safety, preventing breakdowns, and reducing the risk of accidents. For example, tire inspections and alignments, as well as brake maintenance, are vital because we often see tire blowouts from lorries and buses, leading to crashes with other vehicles. This can cause sudden traffic congestion or, worse, accidents involving injuries or even deaths." He also noted that commercial vehicle accidents pose a greater risk than those involving passenger vehicles and motorcycles, highlighting the urgent need to keep improving safety practices on our roads.

The seminar also featured insights from the Ministry of Health (MOH) speaker, Dr S. Murumugam Subramaniam, on the importance of health monitoring. He stressed the essential requirement for drivers to check their health regularly and provided safety measure tips for handling critical scenarios such as microsleep or health issues while driving. Dr. Subramaniam highlighted incidents where drivers experienced microsleep, leading to severe accidents due to momentary lapses in attention. To prevent such incidents, he recommended drivers get adequate rest, take regular breaks during long trips, and stay hydrated. Additionally, he emphasized the importance of managing chronic health conditions, such as hypertension or diabetes, by adhering to prescribed treatments and regularly consulting with healthcare providers to ensure they are fit to drive.

Furthermore, during the seminar, the speaker from the Seremban 2 Branch Fire and Rescue Station, Ahmad Khomeini bin Kamarudzaman stated



the importance of safety measures. He stated, "I would like to remind everyone here that every commercial vehicle must be equipped with at least one fire extinguisher. We must be prepared for every potential hazard in the future. For example, a driver may face a situation where the engine catches fire due to overheating or a fuel leak. Having a fire extinguisher on hand can prevent the fire from spreading, potentially saving lives and reducing property damage." The speaker highlighted these points to underscore the critical need for preparation in emergencies.

In addition to the expert presentations, the seminar also featured an open discussion segment where participants were allowed to ask questions and engage directly with the speakers on related topics. This interactive session allowed for a deeper understanding of the challenges and solutions in road safety.

The seminar concluded with a renewed sense of purpose among attendees, who were left equipped with practical strategies to implement in their respective fields, contributing to the collective effort to reduce road accidents and save lives. **F**





Scania Reconfirms Sustainability Credentials of B100 Biodiesel

Scania (Malaysia) Sdn Bhd has reconfirmed the results of an eight-month pilot project carried out in conjunction with global energy giant Petronas and bulk petroleum transporter Shaziman Transport (STSB) to measure the greenhouse gas (GHG) emissions generated when using B100 biodiesel compared with standard B10 commercial diesel. The results of the project showed a huge 75 percent reduction in emissions when using B100 biodiesel, offering significant advantages to fleets in terms of sustainability.

The project is part of Scania’s drive to promote the benefits to fleets of using B100 biodiesel as a means of promoting the shift to sustainable transport systems as part of their Science Based Targets initiative (SBTi). The company has been a leading proponent of the argument that biodiesel presents an immediate solution for reducing carbon emissions, and in 2019 Scania became the first commercial vehicle manufacturer to supply all its truck and buses FAME-prepared as standard, with all diesel vehicles sold in Malaysia being capable of running on any blend of biodiesel from B10 to B100.

“Malaysia is one of the world’s largest producers of B100,” commented Scania’s Driving the Shift Director David Lantz. “The pilot project demonstrates the high quality of the fuel and its capacity to reduce global CO2 emissions whilst maintaining and creating local jobs in Malaysia. Using B100 is the fastest option to decarbonise heavy commercial vehicles as its use reduces CO2 emissions by up to 70 percent and can be used by vehicles that are already on the road. It also carries the smallest possible technology risk as you can always switch back to regular diesel.”

STSB, Scania’s partner in the pilot project, is the biggest bulk petroleum transporter in Malaysia and South-East Asia. With a fleet of 340 vehicles, the company operates through 5 sites located across Peninsular Malaysia distributing petroleum products from North Perak to South Johor.

Between August 2023 to March 2024 the company carried out the project testing the use of B100 biodiesel on four of its Scania P460 6x2 prime movers, each towing a 40 000-litre capacity tanker. The main purpose of the test was to measure GHG emissions generated when using B100 compared to B10 commercial diesel, but



the test also looked at fuel efficiency, fuel performance and quality aspects such as acceleration, as well as the impact on vehicle maintenance and driver experience.

The results of the tests showed a 4 percent decrease in fuel efficiency when using B100 biodiesel compared to B10 commercial diesel. However, this was offset by a significant 75 percent reduction in CO2 emissions.

Gunasekaran A/L Muthu, Maintenance Head, Shaziman Transport Sdn Bhd commented: “The pilot test showed



comes with a cost, but for those who are serious about reducing their GHG emissions, using B100 biodiesel is definitely worth it," he added.

Considering the additional benefits of switching to B100 biodiesel David Lantz commented:

"We expect diesel prices, on average, to increase by 50 per cent, and the subsidies are starting to phase out starting this year. When you take that into consideration as well as current palm oil prices, we estimate the cost premium of running a vehicle on B100 is as low as 5 percent to 10 percent compared to B10 diesel," he concluded. **F**

that biodiesel offers a low carbon solution which can significantly improve the sustainability of our operation by reducing our carbon emissions. This is a key benefit for operators and for future generations. Yes, it increases our cost, but we need to take care of the environment, and we hope the government will compensate us for our contribution to the future of sustainable transport and for our support of the palm oil industry in Malaysia."

At the same time, the tests showed no difference in vehicle performance when using B100 compared to B10.


Hardeep Singh Kirpal Singh, Head of Commercial Business, Petronas Dagangan Berhad explained: "During the test, B100 fuel performance showed itself to be comparable with B10, with no hiccups or jerking, and with smooth acceleration. There is also no significant difference in terms of maintenance intervals, with Scania recommending intervals of 25 000km if run on B100.

"Overall, our main objective with these tests has been met, as we have been able to reduce our Scope 1 GHG emissions. Every green initiative, including sustainable or renewable fuel



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ASIAN TRUCKER



Meet the New JAC

Chinese brand JAC has seen a recent ramp up in activity.

The JAC brand has been established in Malaysia for some time now. However, there have been significant changes as the principal has decided to step in and take over the brand management directly. A renewed JAC is presenting itself. In this exclusive interview, we learn about the history of the brand, the current ambitions to make the brand more accessible and what the future plans are for the business. Speaking to Asian Trucker was Mr Henry Xia is the General Manager and Director, JAC Auto (Malaysia) Sdn Bhd (JAC).

Known as JAC, the abbreviation stands for Anhui Jianghuai Automobile Group Corp Ltd. The name is derived from the area where JAC was established the Yangtze and Huaihe river basin, China. Currently, over 1200 sales outlets outside China offer the JAC-branded vehicles.

A New Beginning

Ramping up activities for the brand here in Malaysia is a timely endeavour according to Xia as the company is also celebrating its 60th Anniversary this year. As a listed company, JAC is a comprehensive provider of automotive products, covering both, passenger cars and commercial vehicles. On the commercial vehicle side, JAC offers light, medium and heavy-duty trucks. In addition, these can be further segmented according to the powertrain being either based in Internal Combustion Engines (ICE) or electric (BEV). Globally, JAC is ranked 31st among China's global brands and 6th among China's automotive brands. According to 2024 Kantar BrandZ Top 50 Chinese Global Brand Builders: Released by Google and Kantar. A number of additional awards won are testament to the quality of their products. "We have over one million vehicles in the oversea markets," Xia told Asian Trucker. The brand is available in over 130 countries.

"We need to listen to the customers here and make sure that their voice is not only been heard but actioned upon."

According to Xia, one of the strengths of JAC is their R&D capability. Boasting one national research centre in their home market China, employing over 5 000 engineers, investing between five to eight percent of revenue into research and development activities. In addition, JAC has established overseas research centres and collaborations with universities in place. A crash library adds to the knowledge bank. Tracing its roots to the development and manufacturing of bus chassis, JAC is confident in saying that these roots have laid the foundation for reliable and dependable vehicles being sold by the company. "Where we are really strong is the light and medium commercial vehicle segment."

Globally Active

Across the world, JAC maintains 27 production facilities with 19 of them being CKD facilities. "Through these, we are focusing on quality. Thanks to our partnership with Volkswagen, our quality control mechanisms are based on German protocols and systems," he said. Southeast Asia takes a special

place for JAC as there are already two subsidiary companies established: one in Vietnam and the second one in Malaysia. For the bigging stage, Xia was posted to Malaysia to ensure that the knowledge transfer runs smoothly and that JAC's corporate culture is instilled. In the view of JAC, it is important to have people from the HQ deployed in order to gather market intelligence that will be channelled back to the principal in order to tailor the products to the market. "We need to listen to the customers here and make sure that their voice is not only been heard but actioned upon."

We believe that we need to do better in terms of promotions and support for the local market and we think that this is best achieved by having a subsidiary here.

Within the strategic context of JAC's planning, maintaining a strong market presence in Malaysia was paramount." As a market, Malaysia is very attractive for the Chinese brand, however, to fully harvest the potential, JAC needed to be closer to the customer with an own entity that can fully support customers and dealers alike. "JAC's experience in the Malaysian market has made it clear that we need to establish more direct and effective communication channels with customers and partners. Through the establishment of subsidiaries, we will better understand market and customer needs, providing tailored products and services to support their business growth. We will also emphasize mutual growth with our partners, seeking policies and business models that align with the market needs, and enhancing the capabilities of our sales and service

partners to better serve the market and customers." In parallel with the enhanced service now offered by JAC through their own entity, the sixth generation of trucks has been introduced. This sixth-generation JAC light trucks feature a completely new product platform developed in line with the latest EU standards. This platform brings extensive upgrades in terms of safety, efficiency, comfort, and smart technology, and it offers better adaptability for various lorry body modifications. "The products we are bringing to the Malaysian market are based on this new platform and have been adaptively developed based on initial customer and market feedback. We have significantly enhanced safety, power, manoeuvrability, chassis load capacity, and comfort to better suit the Malaysian market. All the new JAC light trucks we are introducing in Malaysia will comply with Euro 4 or Euro 5 emission standards".





Expanding the dealer network is another item on the strategic agenda and JAC is now actively recruiting. JAC believes that a dealer should be at least on 2S level in order to ensure that customers will be served in a satisfactory manner. "We seek long-term collaborations. We aim to find not just agent, but long-term partners whose business growth we can support. We look forward to capturing market opportunities and growing together."

"We will launch our EURO IV trucks shortly as well as EV trucks. The product line will cover the 4-wheel and 6-wheel light truck market, with GVW ranging from 4100KG to 14000KG, providing more and better choices for end customers." For now, the emphasis is on the light and medium duty vehicles as this is the strength of the brand. One of the next launches will be a two-ton electric vehicle with a box build, specifically designed for urban delivery. Initial calculations indicate that such vehicle could see its investment being recovered within two years, especially now that Diesel will be more costly for certain operations. **F**

Forging Ahead

"The quality control of the local assembly process determines the final product quality we deliver to our customers. JAC places great importance on assembly quality control. On one hand, we collaborate with local assembly plants that have rich experience. On the other hand, JAC will dispatch experts to deeply engage in the entire quality control chain, including personnel training, pre-assembly quality control, assembly process monitoring, and post-assembly PDI." Xia explained that the long-term planning foresees a strong local presence with a local team working hand-in-hand with experts from the HQ to ensure that the offering is consistent and of the same high quality as it is in the home market.

"Upon entering the Malaysian market, our first priority was to ensure that our existing customers are assured that the business will continue and even improve." JAC Malaysia has currently established a parts warehouse at its headquarters, with the first batch of parts worth 1.5 million MYR already in place. Simultaneously, JAC is signing up new service dealers. Currently, there are 20 of them and they will be supported by Xia and his team. A training plan for existing partners is being rolled out at the moment to ensure that dealers are equipped to sell the latest truck models.





Rara Avis Trailer: Made in Malaysia for Cost Efficiency

This one-of-a-kind custom-build trailer by Seri Zenith offer lots for moving project cargo. Its uniqueness stems from being merged with Tridec suspension system; an addition transforming it into a low-loader trailer with minimum friction to the axles, thus helping transporters save money on fuel and tyres due to reduced friction compared to regular trailers on road.

It is long. It is wide. It is a custom-build trailer that has a lot to offer for those moving project cargo. It was that long, and wide, that it had to be put to the last position for the move-in at MCVE 2024 as organisers were afraid that it could block the loading bay. However, even the drive-in of the trailer proved to be a triumphant demonstration of the capabilities of what Seri Zenith Engineering Sdn Bhd can produce. As it is a rather unusual trailer, Asian Trucker met with Pei Jia Koh, Managing Director, Seri Zenith Engineering Sdn Bhd to find out more about this heavy hitter of a trailer.

“Yes, it was a bold move to bring this to the show and many of our friends, customers and suppliers commented

on this. Why would we be so daring? When it comes to low-loaders and trailers, we are well known as a reputable manufacturer and we wanted to do something different to showcase our capabilities,” Koh said. Typically, what Koh would observe is that the accessories used on a trailer would change. Born from this ambition to create something special, Koh banded together with Allegiance Malaysia Sdn Bhd to create a show-stopping trailer.

Through the Allegiance’s network, Koh sourced components that would be used for this one-of-a-kind trailer. Although fabrication would be 80 percent local, the heart of this trailer is the Tridec suspension system. “We build the trailer with the capabilities of the Tridec system in mind, making it a Seri Zenith Engineering product first and



foremost.” The choice for Tridec was supported by the technical support given by the supplier. According to Koh, when it comes to such specialised trailers, each one is unique and will therefore have specific requirements that need to be met. “We did not want anything standard and that is where Tridec comes in.” He added that the suspension would be key component, customised towards the specification of the trailer.

Clearly not a mass-market product, Koh estimates that the market for this trailer is five to six units per year for Malaysia, however, the trailer is aimed at the Southeast Asian market which will have more potential than just the home market. When designing the trailer, the tare weight of it was a key consideration and using high tensile, low-weight steel, Seri Zenith Engineering managed to keep the weight to be within the standard range for similar multi-axle trailers. As all transporters are concerned about fuel consumption, the weight plays a crucial role. Here, the advantages of the Tridec system start to shine through as the axles are designed with minimum friction in mind. Even after two months of trial runs, the tyres still sport the little hairs on them that we all like to pluck off when we get new tyres. This is because the steering axles reduce friction when turning.

For many years, TRIDEC systems have been used in a vast range of applications in diverse weather conditions and terrain types. They are reliable and impress thanks to their simple and quick maintenance. There are currently over 50,000 TRIDEC systems on the world’s roads. TRIDEC has been part of JOST since 2008 and currently employs around 160 people at its sites in Son in the Netherlands (development, installation and sales) and in Murte-de-Cantanhede in Portugal (production).

Capable of moving 80 tonnes and moving at up to 80 Km/h (empty), the Tridec system is seen as the best in the market as it makes the trailer highly efficient. With such a long and heavy vehicle, one would expect at the driver would have to be specially trained. In this case, the driver would have to handle the truck-trailer combo as if it was a passenger car. “Our drivers had to change their mindset as a self-steering trailer will have a different turning point. This makes it very easy to drive.” With the Bluetooth remote control, the steering axles actuation can be overridden to better manoeuvre the trailer when needed. Through hydraulics, the platform can be raised by up to 1.5 feet so that height differences over the length of the trailer can be managed on slopes. To connect the trailer to the truck, the fifth wheel provided by Tridec is the heart of the system. Not only does it link the truck to the trailer as a mechanical coupling, but it is also the electronics command centre. The kingpin, here called a



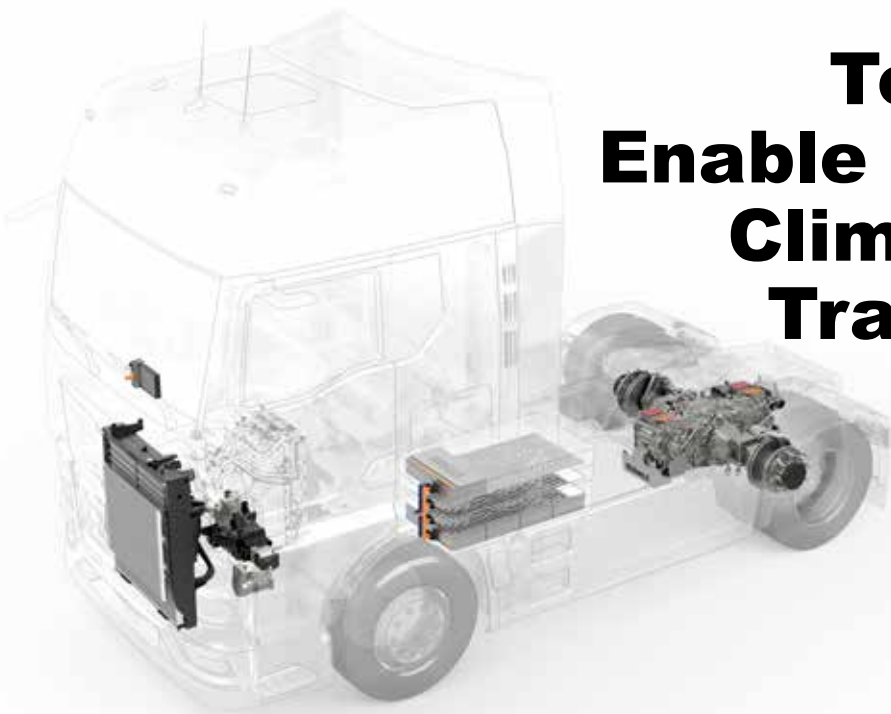
hydraulic fifth wheel coupler, is the electronic link between truck and trailer. To pull the trailer, Koh recommends that the truck be a 6x4.

Wide or long loads are no problem for Seri Zenith Engineering's creation: the trailer can be adjusted from three meters to 4.5 meters width and expanded from 22 meters to 28 meters. Those moving specialised cargo will be able to use this trailer for a variety of cargo. "Considering that a standard low-loader is already 17 meters, we needed to significantly extend the length of it to make it a useful and attractive asset for our clients. Seri Zenith Engineering packed additional technology into their creation: equipped with Wabco ABS and Hella LED lighting, it is also as safe as possible when running on the road. The final argument for Tridec will be the maintenance free construction of the system. Tridec's suspension system is fully sealed and capsulated, thus maintenance free. With a life-time warranty on the suspension system,

this trailer is poised to be a money maker as only lubricants for gearboxes will need to be changed. Downtime is estimated to be radically reduced as there is no maintenance for the suspension system needed. "It gets better: the system only requires a two-man team for the assembly and operation of it. The driver and one assistant will be able to manage and operate this trailer," Koh told Asian Trucker. This will be extremely beneficial for those operators that do not support a full engineering team. "We believe that the trailer should support the business, not the business support the assets." **F**



MAHLE Technologies Enable Tomorrow's Climate-friendly Transportation Sector



Technological diversity is key to fast decarbonization of the global transportation and commercial vehicle sector. “MAHLE is broadly positioned with components and high systems expertise for battery electric drives, hydrogen engines, fuel cells and the use of renewable fuels in order to actively shape tomorrow’s climate-friendly transportation sector. The automotive supplier is extensively represented with components in all electrified trucks that are currently being launched. In addition, the group is involved in all current major hydrogen engine projects and development projects for fuel cell vehicles. In September, the automotive supplier will present its systemic approach to a fuel cell truck: with fuel cell peripherals, thermal management, and a fully functional electric axle with two integrated SCT electric motors.

According to forecasts, purely electric trucks with batteries and fuel cell trucks will account for around 30 percent of global production by 2035. This means that the internal combustion engine will remain an essential drive system around the world for the foreseeable future. Battery-electric drive systems will mainly be used in the medium-duty truck segment and in the heavy-duty truck segment on short-haul routes. Fuel cells and combustion engines, powered by either hydrogen or other renewable fuels, capitalize on their advantages on the long haul. MAHLE therefore stands for technological diversity and, with its three strategic fields of electrification, thermal management, and highly efficient sustainable combustion engines, develops the best solutions for every use case worldwide. In this way, the company enables the reduction of the carbon footprint of road freight transport.

The MAHLE SCT electric motor (Superior Continuous Torque) is the endurance champion among electric motors. Its high continuous power and efficiency make it the ideal electric drive for heavy-duty traffic in all-electric trucks and in fuel cell applications. At the IAA Transportation, MAHLE will show a heavy-duty e-axle for the first time, in which two SCT electric motors with a total output of 520 kW as well as the complete liquid management are compactly integrated, demonstrating its systems expertise and the suitability for series production of its innovations. Together with a fully functional fuel cell, the e-axle, battery cooling and fuel cell peripherals from MAHLE form a technology exhibit.

The conversion of hydrogen into electricity in the fuel cell places high technical demands on the vehicle—particularly with regards to thermal management. MAHLE plays a leading role in this field of technology. Also part of the

technological exhibit is the evaporative cooling device, presented as a world first at the IAA. This technology ensures the optimal temperature for fuel cells and offers up to 50 kW more cooling capacity in a given installation space. This enables a reduction of the required fan performance and reduces hydrogen consumption by up to 1.5 percent.

At the moment, hydrogen is the renewable fuel with the greatest potential to decarbonize the transportation sector. Several hydrogen engines are currently being tested at MAHLE. This year, DEUTZ, another engine manufacturer using MAHLE components, will enter series production. This flagship project will first focus upon stationary engines before expanding to mobile, off-highway applications. “

Arnd Franz cited synthetic fuels – or biofuels, until synthetic fuels are more widely available – as energy sources which should not be underestimated. These fuels could make an additional contribution to the reduction of carbon emissions in the transportation sector. Some regions, such as South America or India, are already focusing fully on biofuels. MAHLE also utilizes them wherever possible. For example, in Germany, the company uses the environmentally friendly HVO 100 fuel in its shuttle traffic between the central warehouse in Freiberg am Neckar and its two plants in Vaihingen an der Enz and Mühlacker, saving up to 90 percent carbon in the process. In addition, the Group has converted the approximately 70 diesel vehicles in its fleet in Stuttgart to HVO 100 – reducing annual carbon emissions by up to 250 tons. **F**

The License to Have

In Malaysia, we need a lot of licenses to be able to operate a business and then some more if it is a transport company. Many are critical of the lengthy process that is needed to get all the dotted lines signed in order to finally put a truck on the road and into action. Drivers are also required to undergo specialised training beyond the driver's license. However, there could be one crucial step missing when it comes to allowing a business to operate commercial vehicles of any size: first aid training.

The curriculum one undergoes in a German driving school is not very different from what is happening here. Theoretical and practical lessons are to be taken prior to the big day when an instructor would test a candidate to assess the fitness to operate a motor vehicle. In Germany, one can only do so, once all mandatory lessons have been completed, which comprises a certified first aid course. Yes, I am trained on CPR and could possibly save your life should I need to administer basic medical assistance. No slip from the trainer: no driving license.

In particular, truck drivers should be trained in first aid as they are the ones that are always out and about and most likely it would be a trucker that arrives at the scene of an accident first. Should an accident occur on the highway, it will take some time for an ambulance to reach the site as there would be some distance to cover. Meanwhile, the next truck will only be moments away. First aid can be tricky if one is not trained. To begin with, a first aider has to overcome the anxiety of doing something wrong and with that more harm than good. Although a full day first aid course will not make us Dr Christina Yang or Dr Doug Ross, one will be equipped with enough confidence to make a difference. As an aside, I often read that vehicles catch fire and burn out. Shouldn't we all know how to use and operate a fire extinguisher? Trucks oftentimes carry one and if a trucker couldn't operate the fire extinguisher, we could take on that task.

There are a lot of useful things one learns in a first aid course. For instance, procedures on how to secure a site and making sure one is not hurt oneself in the process. The one thing that sticks with me is the mantra that "Doing anything is better than doing nothing." The idea is that someone in need will be aware of the fact that someone is helping, thus giving a psychological



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boost to the person receiving first aid. One also learns to move others and oneself out of harm's way. That is why one should stand behind the barrier and exit a stalled vehicle on the side which is away from the traffic (Oh, that one requires training and discipline!)

Interesting enough, one can transfer a lot of ideas from a first aid course to how to run a company. For instance, the "Doing anything is better than doing nothing" mantra is very helpful when a business finds itself in challenging times. It is a forward-moving activity, basically looking after oneself before assisting others.

Would I suggest we add the first aid courses as mandatory to the long list of things we subject our truckers to when they want to work for a transport company? I guess I would, with the note that we should also look at some other steps in the process of getting trucks rolling to be abolished for the sake of making the industry more dynamic. Certainly, some of the licences, tests and forms to be filled made sense when they were created, but may have since become obsolete. However, we can never know too little about how to help others, especially in dangerous situations like an accident on the road. **F**



Impact of Diesel Subsidy Abolishment

With Malaysia's government abolishing the subsidies for Diesel, a number of issues arising have been identified. The roll-out of the Fleetcard to allow transporters to acquire discounted Diesel has been slow while cases of unjustified price hikes have also been reported as being the result of this measure. While smaller operators may not feel the effect of the abolishment of the Diesel subsidies, larger companies may have to deal with additional hidden cost increases that impact them. Talking to Asian Trucker was R.A. Rao, Chief Operating Officer of BIFORST Logistics Sdn Bhd to discuss the issues that they have already identified as impacting their operation.

Adapting to New Prices

"Looking back, this is not the first time fuel prices have increased. I remember the price of Diesel being 70 cents per litre when I started my career in 2000." Citing the fluctuating prices of crude oil vis-à-vis the need to balance the government's accounts, he, as many others, welcome the move to adjust the subsidies. Citing the recent break-down of the Venezuelan economy, it should be a welcome move to ensure the sustainability of the economy by not excessively spending tax dollars. Over time, the industry will adapt to the new pricing scheme, it should just have been better managed, as Rao opined.

Considering the fact that each organisation is different, Rao acknowledges that some operators will not feel the impact. It is larger operations that will feel a significant impact. Bifost operates over 200 trucks, many using more than 20 000 litres of Diesel per month, with an allowance of only 6 000 litres per truck.

Indirect Impact

When talking about the use of Diesel, one has to factor in any indirect cost to the business as Rao explains. For instance, tow trucks and tyre men would not be entitled to Diesel subsidies under the new regulation. Hence, the increase in fuel cost will be reflected in the cost to the transporters using their services. "It could be RM 50 more per call. We understand that the cost has gone up and that this will have to be reflected in their fees. We may just need to question if the calculation is done right. There are no clear guidelines."

Rao also sees the same happening with spare parts now. Vendors used to send out orders right away. Now they argue that the cost of shipping small orders is prohibitive and they now wait until they have full truck loads before they send out the orders. This means that transporters may end up having to wait for parts and additional downtime will be incurred. Alternatively, higher delivery charges may have to be paid if the



parts are to be shipped urgently. “Take windscreens for example: windscreens are insured with a fixed sum. If I need one urgently, I may have to chip in as the cost, including the delivery, now exceeds the sum insured.”

Companies using buses to move their workers may also be impacted. As stated in a recent article, in theory, many bus operators would not be eligible to subsidised Diesel. However, there has never been a system in place whereby the eligibility would be checked when pumping fuel. One would simply pay the stated cost per litre. Now, with the new scheme in place, bus operators will have to re-calculate as they previously would have used the actual price paid, not the unsubsidised fuel cost to bid for jobs.

One such issue that could be managed better is the linkage between the various systems, such as JPJ and MYSIKAP.

For instance, when the road tax and PUSPAKOM are being renewed, finishing on 25th of the month for example, and it is being renewed on the 26th, the truck will only be eligible for subsidies the following 1st of the month. This means, that there could be a few days of operation where the truck is operating without the subsidised fuel.

Added Administration


With the new subsidy regiment in place, Rao and his team notice that the administrative effort has increased many-fold. As their fleetcard has yet to arrive, receipts need to be kept in order to claim back later. “There is no mechanism at the pump to determine which price to apply when pumping Diesel,” Rao said, acknowledging that the staff at the stations would have no authority to refuse or authorise different prices to be used. Previously, one would buy Diesel according to an amount of money, saying how many Ringgits worth of fuel one wanted. With the fleetcard, one would have to refill based on litres, as the amount dispensed would be deducted from the contingent allowed per truck.

Many transporters would invoice fuel as a separate position in their contracts with clients. With the allowance for subsidised Diesel, a new administrative issue arises: Purchase orders, invoices and actual cost do not tally. When a client is billed for the trips carried out for them, the fuel cost may be reflected with the new cost. However, as a transporter would be entitled to subsidised fuel using the Fleetcard, the actual cost would be lower. Accounts would have to invoice as per purchase order though, without being able to reflect the reduction in cost. Eventually, a transporter would have to issue a credit note after the transactions have concluded. “And what happens when the auditors check and ask why we issue Credit Notes on proper purchase orders? If there will be another change before the end of the year, when we finalise our accounts?” Losing a receipt may result in the loss of several hundred Ringgit, meaning that a simple careless act could eat up all the profit for a trip.

After a few weeks of the new scheme being in place, Rao estimates that it will take about two or three additional staff per base to manage the additional administrative work.

Offsetting Effects

Idling has been identified as a huge contributor to the fuel consumption for trucks. Reduced idling could be seen as a way to counter the increase in fuel cost. However, many operations and set-ups do not permit that the trucks will be switched off when fulfilling jobs. Traffic jams and the lack of places where drivers can rest result in the trucks being run almost constantly. “If there were enough places for our drivers to rest, then they wouldn’t need to sleep in the truck with the aircon on.” Rao said. Parking coolers could be an option for transporters to use to reduce fuel consumption, however, the net effect will still be an increase in fuel cost according to him.

Instead of cutting fuel subsidies, there could be alternatives, as Rao reflects. In his view, reducing taxes on commercial vehicles would help transporters already to deal with rising costs. “When we look at other countries, we note that their fuels are also expensive, but their trucks are cheaper.” Wanting to position the country as logistics hub, the government can also consider other ways to spur the industry, for instance by making vehicle ownership and purchases easier as the current system of licencing is seen as stifling by many in the industry. 





By: ARJAN VELTHOVEN | Photos: TTM.NL

First Encounter with Windrose EV

While many Western manufacturers are struggling to get (enough) electric trucks ready for production or delivered, Windrose suddenly popped up this spring. Windrose you say? Yes, an entirely new Chinese brand with big ambitions, also for the Western European market. TTM.nl met Windrose and the people behind it.

Suddenly, the Windrose EV was there. It was already driving in France for Decathlon and in Belgium Windrose Technology, as the company is officially called, managed to snare Gilbert de Clerq as a pilot customer. The port of Antwerp was looked at and Windrose became main sponsor of the basketball team Antwerp Giants. Meanwhile, the frank and approachable CEO Wen Han did frequent spotlights and media appearances.

Pioneers

In short, Windrose wants to showcase itself. And when TTM.nl gets the chance to meet with both the manufacturer and the vehicle in Pijnacker, we don't say no. The venue: the business premises of H.N. Post & Zn. Earlier in the week, Windrose already met the e-pioneers of Breytner in Rotterdam. Marie-José and Jeroen Baartmans of Breytner are there again now, with Dé and Marco Post of H.N. Post. Together, the cousins have six e-trucks and are building a charging plaza that should accommodate 30 to 50 electric trucks in the future.

Possible Tesla Clone

While inside, Windrose meets the transport companies, outside the Windrose EV truck comes to a halt in front of the premises. And it's obvious: the Windrose does look very much like the Tesla Semi. "We know that and that's not a bad thing. We also see the Tesla Semi as our main competitor," says Eric Gauthier, responsible for Windrose's rollout in Europe. "European truck manufacturers? They can't do with their e-trucks what we can." With that, Gauthier seems to be rather arrogant, so let's take a look at the truck standing outside. First of all, it is a long and tall vehicle. The truck itself is 3.90m high and 8.10m long. After the already long cab, is a chassis with a total of three axles. On the rear axles there are two electric motors each, which are good for a peak power output of 1 400 hp. That is undeniably more than any European e-truck. The battery pack consists of three stacks of two battery modules each, good for six modules in total and 729 kWh at a voltage of 800 V. The battery pack, supplied by an external supplier, is sufficient for 670 km range at a total



weight of 49 tonnes. These are impressive figures. But Tesla also screens impressive figures, but it still hasn't released the weight of its tractor. "We are better than Tesla," says Windrose's Howard Huang again. He takes the Windrose EV and us to the weighbridge at Renewi, a few streets down the block. A weight of 11 tonnes, which is comparable to European e-trucks, albeit 4x2 configurations. On top of that, Windrose is also very proud of the drag coefficient of its e-truck, which at 0.275 is considerably lower than that of the Semi (0.36).

Inside the Cabin

The cabin of the Windrose EV is large. We grab the tape measure and measure 280 cm in length, 220 cm in width and 245 cm in height. The bed, with a thin mattress, is 88 cm wide. A second seat is now optionally fitted. Against the rear wall, we see three large cupboards. Under the sloping windscreen, there is a reasonably wide dashboard, with plenty of storage space and minimal number of buttons. However, we do see a lot of screens. An instrument display right behind the steering wheel and two large screens on either side of the steering wheel. The Windrose EV only has cameras so there are screens in the cabin for that too. A small camera is aimed at the driver. Not every driver is keen on that, and it is questionable whether you are allowed to watch a driver with a camera. That driver, again as with the Tesla, sits in a central seating position in the cabin. That is a possibility, we know from the Volta Zero, but it is not always practical. At toll booths or truck parking lots, for instance. Then you have to get out of your seat and go to the left window to grab a ticket. A door has Windrose EV on the right and look, it's just like the one on the Tesla Semi.

Off We Go

After all the explanations about the Windrose EV, we get to join a ride. But to make it look a bit real, a loaded stone trailer from H.N. Post is hung behind the Windrose. We

pass Renewi again and weigh a total of 29.7 kg. It is a short trailer and that is just as well, because with a six-axle tractor, not all corners are easy to take. However, the demo driver can find his way well in and around Pijnacker. We also take the motorway for a while. Like any other electric truck, the Windrose is quiet. However, this Chinese one is also very powerful, even as a 30-ton combination. Briefly, we get to drive it ourselves. We are used to the central seating position very quickly. The screens are easy to read and so are the camera screens. Behind the steering wheel, we find flippers that allow good regeneration at lower speeds. It's a pleasant first encounter with this Windrose.

Seriously?

Two questions linger. First: what are you supposed to do in the Netherlands with a 6x4 long American style truck? The answer to this is given by Windrose itself. "In the fourth quarter of this year, we also intend to launch a European 4x2 specification. That will be an estimated 7.4 metres long. Because it has one less axle, it will also have less power, but still 520 hp. Weight will then decrease to around 9.5 tonnes. What remains is that the Windrose EV has both left and right charging ports and is ready for megawatt charging," explains Guang. The second question then: how seriously should we take Windrose? For now, the company seems to be looking for transport companies to partner with and additional investors. "That's right," says Eric Gauthier. "We are looking for partners. We need investment to set up a distribution and after-sales network. Financially, we have a solid foundation. We want to debut on the New York Stock Exchange later this year." Windrose is sincere and ambitious. How that ambition will play out is anyone's guess. However, the fact is that Windrose has an electric truck with superior specifications running in the Netherlands. And that is more than Tesla can say. **T**





A Safe Transportation Ecosystem

Johor Sand & Granite Lorry Operator’s Association hosted a seminar to create awareness for the aspects of creating a safer working environment beyond the truck and its operation on the road.



logistics industry. According to Mr Frankie Chia, President of Johor Sand & Granite Lorry Operators’ Association, it is important that the idea of a safe transport company extends beyond vehicles on the road and the drivers. “We have to implement a safe working culture throughout such organisations, looking at all staff and public road users, not just those that are driving the trucks,” he told Asian Trucker.

Providing the background for the topic of the seminar, a detailed brief about the work of PERKESO was provided. PERKESO was established on January 1, 1971 on July 1, 1985 became a statutory body. In a nutshell, the Function and Role of SOCSO’s Social Security Protection Concept, which is based on the concept of shared responsibility through accumulated resources, risk sharing and income replacement. Therefore, PERKESO is highly concerned about the high road accident rate.

With a sold-out venue, the Johor Sand & Granite Lorry Operator’s Association on 20 June 2024 hosted a seminar titled themed “Empowering The Transport and Logistics Industry Through Legal Awareness, Safety and Human Resource Development” in the AmanSari Residence Resort, Johor Baru. The Association hosted the Seminar in collaboration with Jabatan Tenaga Kerja (JTK), Jabatan Keselamatan dan Kesihatan Pekerjaan (JKKP) and PERKESO to provide valuable and updated insights in ensuring compliance and workplace safety for the transportation and logistics industry.

The focus was on the impact and implementation of the recent amendment of Occupational Safety and Health (Amendment) Act A1648 2022 and the Employment Act 1955 (Amendment) 2022 especially to the transportation and

Based on the statistics by PERKESO it was found that commuting from residence to workplace or vice versa

(no diversions or personal stops) are journeys that put workers at higher risk: most accidents that occur happen within the five-to-ten-kilometre radius from the workplace. PERKESO also found that there are simple ways of reducing the number of accidents. In particular, offering flexitime has significantly contributed to the reduction of accidents as workers do not have to rush to the office in order to clock in on the dot. This aspect of road safety was used as a clear example of how safety thinking extends beyond the need to be concerned about the drivers.

“Vision Zero” is a transformative approach to prevention that combines three dimensions: Safety, Health, and Well-being at all work levels. Its main objective is to eliminate all accidents causing death and serious injury. “Risk assessment is an essential method for accurately and systematically identifying hazards and risks for preventive actions. Accidents, injuries, and near-misses should be assessed,” he said.

According to him, the systematic and orderly implementation of OSH ensures smoother operations as disruptions, production stoppages, and quality issues are reduced, promoting continuous improvement. Within the context of the Malaysian Standards on Road Traffic Safety Management System, he pointed out that there are many aspects of road safety. The importance of ensuring machines, facilities, equipment, and work environments to comply with current OSH standards and avoid or minimize adverse health effects can be seen as a holistic approach to safety in the transportation industry.

Making a point for investing into safety measures, he said that a safe and healthy workplace is not only a legal and moral responsibility – it also provides economic returns. Research on the return on investment in prevention found that every ringgit invested in occupational safety and health generates a potential benefit of more than two ringgits in terms of positive economic impact.

A safe working environment starts from the protection of staff from harm in the workplace. To round off the event, a significant amount of time was allocated to discuss how harm

Self-Regulation Concept in OSH Legislation

Historically, the OSH Legislation is based on the Factory and Machinery act 1967. The act was to govern safety, health, and welfare of persons in the factory, registration and inspection of machinery, matters related to factories and machinery. It was prescriptive in nature and extends beyond driving in the context of transportation companies.

In 1994, the act was updated to become the Occupational health and safety act. It was meant to be a tool for risk control related to or arising from work activities: Ensuring the safety, health, and welfare of persons at work. Further, it was to protect persons other than workers from workplace safety and health risks as well as promoting a work environment conducive to the physiological and psychological well-being of workers.

Gazetting of the Occupational Safety & Health (Amendment) Act 2022 and the Factory and Machinery Act (Repeal) Act 2022 [16/3/2022] saw the following key provisions in OSH:

- Application to all workplaces except domestic services, military services, and work on ships. - Specific duties for risk assessment and control measures.
- Principal’s responsibilities towards contractors and subcontractors.
- Workers’ rights to withdraw from imminent dangers.
- Provision of occupational health services.
- Appointment of OSH Coordinators (OSH-C) in workplaces with more than five employees.
- Mandatory safety and health training for designated workers.
- Inclusion of machinery integrity management.

Risk Assessment Requirements:


- Employers must conduct risk assessments and implement control measures.
- Definition of “risk assessment” clarified.

Principal’s Duties:

- Principals must ensure the safety and health of contractors, subcontractors, and their workers.
- Responsibilities apply if work is directed by the principal.

Worker Rights:

- Workers have the right to withdraw from work if they reasonably believe there is an imminent danger.
- Protection against unfair consequences for withdrawing from danger.

at work takes many shapes and how it can be prevented. Participating organisations Jabatan Tenaga Kerja (JTK), Jabatan Keselamatan dan Kesihatan Pekerjaan (JKKP) and PERKESO contributed to the discussion by elaborating on matters pertaining to mental health and psychological harm done to personnel. In particular, sexual harassment was cited as one of the factors that can contribute to an unsafe environment where staff may not experience physical harm, but suffer from the effects of such unwanted activities. 





Essentials of Tyre Safety

Advocating tyre safety, Kit Loong Commercial Tyre makes compelling arguments why tyre management to ensure safety is also a money-maker.



The performance of a tyre is certainly important for the operator. However, as a truck oftentimes carries heavy loads, the safety of the vehicle is of utmost importance. While all components play a role, Kenneth Teh, Managing Director, Kit Loong Commercial Tyre, would attribute about 50 percent of what makes a truck a safe vehicle to the tyres. In our exclusive interview he is talking about the many facets of tyre safety.

To fully understand the subject of tyre safety, one would have to discuss how a tyre works. In essence, it is a tube filled with a gas. Modern tyres are tubeless; however, the construction of the tyre makes the tyre itself the tube that holds the gas. Further, it is not the rubber that carries the vehicle but the pressure within the tube. The tyre has the contact with the road, but ultimately, it is the gas, at a sufficient pressure, that carries the weight of the vehicle.

Historically, Bias tyres were used on trucks. Because of the design of such tyres, they had to be very strong, using a lot of rubber. "Back in the days, trucks would not travel as far and not as fast," Teh said. According to him, this is the starting point for any discussion about tyre safety. He explained that most safety related issues

around tyres stem from the notion that heat is the biggest enemy of tyres. With trucks going longer distances at higher speeds, the tyres are heating up more, and the rubber compounds will need to have heat dissipating properties. "What we can also observe is that decades ago, it was easier to attract qualified staff for workshops. With the availability of labour, it was easier to schedule and carry out more frequent tyre management activities." Tyres overheating is the most likely cause of tyre failures in the form of tyres bursting.

The introduction of radial tyres has addressed the issue of heat build-up in tyres. Unlike Bias tyres, radial tyres comprise a layer of steel wiring that provides stability and heat dissipation. Thanks to that, radial tyres can be constructed with thinner sidewalls, which in turn helps reducing the heat build-up. In a radial tyre, the sidewalls are more flexible, thus they make the ride comfortable as they deform when driving over uneven grounds. Adding to that are modern rubber compounds, specifically developed to meet the needs of climatic conditions in the various regions around the world. "Today, only very few operators continue to use Bias tyres."

Specifically designed for urban use, tyres are designed for specific purposes. Further classifying trucks, for delivery trucks the main criteria relating to the tyre is the extreme start & stop. Tyres

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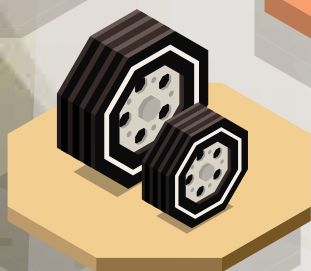
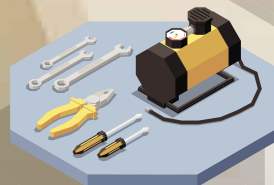
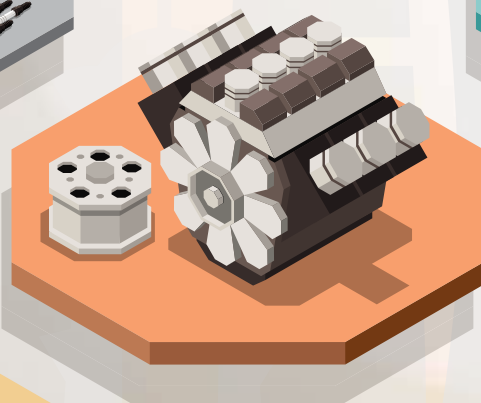
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hitting the curb is the concern for radial tyres in this environment, hence proper urban use truck tyre have an extra layer of rubber to protect the casing and for running against the curve. This is to protect the carcass from damages. The carcass needs to be protected as it is required for the retreading process. This type of tyre cannot be used for high speed, long distance as the heat build-up is tremendous. Hence it has a low-speed limit, and the heat will wear the tread fast or when overheating, it has an increased threat of bursting.

In contrast, on-highway trucks usually go long distance and at constant speed. When designing such tyres, it should be specific for each country. The road design for highways varies and one should use the best road within each country as a benchmark by comparing itself within the country. Hence the casings for tyres used in this application are built with low heat build-up and fast heat dispersing objective, to minimise the rate of tread wear.

Faced with a lot of options to pick from, operators may want to ascertain that the tyres they are using are indeed safe to use. In Malaysia, certification is required for tyres and only those that have passed rigorous testing and the certification process are to be used. "What buyers should remember is that this means that a certified tyre is safe to use. If the tyres last is a different matter as that depends on how well the tyres are being managed." Again, Teh points out that the most important activity in tyre management is to maintain the correct tyre pressure to ensure the safety of the tyre.

A common topic in connection with tyre safety is the question if winter tyres could be used in our climates. In theory, one could as the fundamental principle of the tyre still applies: the pressure takes the load. However, as the compound is specifically designed to match the climatic conditions, a winter tyre will wear out rapidly here.

Although they would be safe, the use of such tyres is not economically sound. A myth that Teh would like to address is that retread tyres are unsafe. He invites anyone to their production to show how tyre retreading is being done, which will demonstrate that a retread is just as good as a new tyre. Again, he stressed that it is the wrong handling that will make any tyre unsafe, new or retreaded.


In the unfortunate event of a tyre being punctured by an object, e.g. nail, screw, it is important to handle such incident correctly. Firstly, a vehicle experiencing such incident should be brought to a halt immediately (in a safe manner) and not be driven any further. Sometimes, a puncture results in a slow deflation of



the tyre. It is the skills and experience of the driver that would help to identify such issue when it happens. Following this, the vehicle should be towed to a qualified workshop and repaired using specially developed repair kits. As Teh explains, a puncture may lead to humidity penetrating a tyre, causing the inside of the tyre to corrode and thus become unsafe. "It is important that the driver stops the vehicle following a puncture. Continuing to drive with a deflated tyre will severely damage it."

In the context of tyre safety, wheel alignment and balancing are subjects that needs to be touched upon. Misaligned wheels can become a safety hazard in emergency breaking situations as the vehicle will not steer in the intended direction. Unbalanced wheels will put unnecessary stress on connected parts which, over time, may get damaged and thus increase the risk of accidents. However, uneven tread depths between tyres on one axle are not so much of a safety issue. What will happen is that the tyre with more tread depths will wear out faster.

In simple terms, maintaining the correct tyre pressure is the best way to ensure tyre safety. Visual inspections are a good first step, however, any issue identified needs to be actioned upon immediately, otherwise it is no point to have said check. Depending on the construction and brand of the tyre, the pressure should be checked regularly; some tyres should be checked weekly, others on a monthly basis. However, it should always be the cornerstone of tyre management. To that extend, tyre pressure monitoring systems could be deployed. These are, as Teh pointed out, very useful tools to manage tyres, however, they are expensive to purchase and maintain.

"Who should ultimately be responsible for the safety of the tyres? In my opinion it is the company," he said. In a top-down manner, the proper and correct tyre management procedures need to be instilled from the workshop staff to the driver. Even when appointing third party, outside workshops, it is still down to the responsibility of the company's management to ensure that the SOPs to ensure tyre safety will be followed, if not exceeded. Ultimately, as Teh points out, tyre safety is congruent with the ambition of any company's goal to make money. A well maintained tyre is not just safe, it is also one that performs longer, thus reducing cost. "Even if you do not label it safety, looking after your tyres to make sure you can run them as long as possible is the ultimate way to ensure that they are safe too." 





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With Diesel, Electricity and Hydrogen: MAN presents Entire Range of Drives for the First Time



tasks. Its preparation for the upcoming megawatt charging standard MCS with up to 1 000 kW enables recharging within the driver's driving break. This enables a daily range of up to 800 kilometres, which is also sufficient for typical long-haul applications. This is one of the reasons why customers are already very interested: 2 000 order requests and orders have already been received, including a major order from France with 100 vehicles.

"Even though the transition to CO₂-free freight transport is characterised by several drive technologies, our focus is clearly on electromobility as the main drive technology. The hydrogen combustion engine can be a useful addition for special applications, as can the fuel cell drive, which is currently still under development. In addition, the diesel drive will continue to play an important role throughout the entire transformation until it is completely replaced. That's why we've made it significantly more efficient, economical and lower in CO₂ with our new D30 engine. It is based on the common engine platform of the TRATON GROUP and is the tangible result of intensive

In the run-up to the IAA Transportation 2024, MAN Truck & Bus gave a preview of its trade fair appearance in September. The focus of the test drives in front of the Austrian Alps was on decarbonising road freight transport.

For the first time, around 200 journalists had the opportunity to test trucks with electric, hydrogen and state-of-the-art diesel drives in direct comparison. The new MAN eTruck, which now offers over a million configuration variants with its modular battery concept, numerous wheelbases, cabs, PTOs and industry equipment, proved to be fit for the needs of all relevant industries, body solutions and transport

cooperation between our development departments. In future, we will be producing combustion engine and electric trucks on the same production line in order to be able to react flexibly to the shift in demand towards electric trucks. However, for the drive revolution to succeed, the expansion of the charging infrastructure must be an absolute priority for politicians, infrastructure operators and manufacturers,” says Alexander Vlaskamp, CEO of MAN Truck & Bus.

By 2030, every second MAN truck registered in Europe should be battery electric. Recently, the charging infrastructure joint venture Milence, in which MAN is part of the TRATON GROUP alongside Daimler Truck and Volvo Trucks, opened one of the first large truck charging parks in the Port of Antwerp. A total of 1 700 charging points are to be created on the initiative of the manufacturers in the coming years. A total of 50 000 will be required by 2030 for the steadily increasing number of electric trucks. MAN is also working on the electrification of its own service network.

MAN is the first manufacturer to introduce trucks with hydrogen combustion engines

In parallel with the ramp-up of electromobility, MAN is working on hydrogen technology as a complementary zero-emission solution for special applications such as heavy-duty transport or for applications where charging infrastructure is difficult to implement. During the test drives in Austria, MAN showed the prototype of a hydrogen-combustion truck, which will be delivered as an MAN hTGX in small series of initially 200 vehicles from 2025 to customers in Germany, the Netherlands, Norway, Iceland and selected non-European countries for the first time. Just like its electric counterpart, it meets the strict criteria of a zero-emission vehicle.

Highly efficient conventional drive in transition

For the demand for conventional combustion-engine trucks that continues to exist in the technology transition to zero-emission drives, MAN is bringing a highly efficient engine for the MAN TGX and TGS series semitrailer tractors with the new Power Lion driveline. Based on the combined technology expertise of the TRATON GROUP, the engine developed specifically for MAN vehicles achieves a considerable further fuel reduction and thus a CO2 reduction of up to 3.7 percent with the new MAN TipMatic 14 gearbox, a new brake generation and aerodynamic measures. In countries with a CO2 toll, it will also be able to offer further savings in kilometre costs by being classified into very favourable toll classes.



State-of-the-art safety and assistance systems

In addition to decarbonisation technologies, the test drives in the Alps focused on new assistance systems. While MAN has been producing pedestrian and cyclist detection, the third generation of the advanced emergency braking system (EBA) and the turning aid for the protection of the most vulnerable road users in series production for its truck series since the beginning of 2024, the new version of the MAN TGE van, which was only unveiled at the Transpotec trade fair in May, entered the test drives in Austria with a host of new safety and assistance functions. This includes the Cruise Assist Plus system with the Emergency Assistant function. The emergency assistance system continuously monitors the driver's activity. If this is not the case, the system can bring the vehicle to a standstill and then secure it (activate hazard warning lights, initiate eCall, unlock doors).¹



Sales of Light-duty Electric eCanter Begin in Indonesia; First Unit Delivered to Customer



Mitsubishi Fuso Truck and Bus Corporation has started sales of its light-duty eCanter electric truck in Indonesia and has handed over the first unit to customer PT Yusen Logistics Indonesia, at the GAIKINDO Indonesia International Auto Show (GIIAS), running from July 18 to 28.

The zero-emission eCanter was first unveiled in Indonesia at last year's GIIAS and MFTBC's distribution partner PT Krama Yudha Tiga Berlian Motors (Headquarters: Jakarta, President Director: Daisuke Okamoto, hereafter "KTB") has since carried out extensive local trials with close to a dozen large firms in preparation for the market launch.

Indonesia, the largest economy in Southeast Asia, has committed to achieving net zero emissions by 2060 and accelerating electrification in the automotive industry. The country has seen a steady increase in electric motorcycles and passenger cars. However, MFTBC is the first company to deliver a series produced electric truck.

The eCanter for the Indonesian market features an M-sized battery with a capacity of 83kWh, and a gross vehicle weight (GVW) of six tons. The truck also has a wheelbase length of 3.4 meters and high torque, making it suitable for transporting maximum-volume loads. MFTBC will provide special training for Indonesian customers' drivers and mechanics, in addition to comprehensive aftersales support. **F**

This is how Trailers are now using Artificial Intelligence to Reduce Operating Costs

For years, the BPW Group has been driving forward digital networking of drivers, freight and vehicles.

At BPW, trailer running gear has long been created as a digital twin; digital DNA opens up efficiency gains along the entire life cycle – from design and assembly to driving operations, maintenance and repair. But that was just the beginning. With the new iC Plus running gear generation, which comes with telematics hardware as standard, BPW is now creating the basis for the introduction of artificial intelligence into the trailer: intelligent algorithms detect data patterns in the running gear that e.g. indicate the need for maintenance of critical components. Above all, this includes the brakes: iC Plus informs the driver, fleet manager and dispatcher when the brakes need to be checked in the workshop. Causes can include a defective air hose, a sluggish brake calliper or a weakening spring on the cylinder – typical maintenance and repair tasks are recognised by artificial intelligence before expensive breakdowns or even accidents can occur. The highlight: BPW does not need separate sensors to analyse the braking performance, but instead accesses the data collected in the EBS. In addition to the brake lining wear sensors, the AI interprets the need for maintenance and repair in

a differentiated manner in context. Temporary reaction patterns – triggered by a severe pothole, for example – are filtered out.

Brake performance measurement has already proven its worth in the UK, where close-meshed brake checks for trailers are required by law. For years, here, AI has been saving fleet operators expensive downtimes on the brake test stand. With the iC Plus running gear generation, BPW is also adapting its innovation for the rest of Europe.

Brake lining wear measurement is also tried and tested with iC Plus. It works with a sensor whose signals give the fleet manager sufficient flexibility to plan a workshop visit to change the brake lining. The BPW Group's digital services are also proving their worth here: the digital maintenance management system from BPW and idem telematics integrates statutory inspection regulations, maintenance instructions for BPW axles and vehicle status and fault messages. It also documents maintenance work down to the last detail – creating a digital vehicle file without any paper, hole punches or folders. **F**

SANY Launches Its First 300-ton Off-highway Mining Truck



SANY Heavy Equipment's Shenyang industrial park witnessed the debut of the SET320S, a hybrid off-highway mining truck, marking a significant milestone in SANY's mining truck research and development.

The SET320S, a diesel-electric hybrid power mining truck with a load capacity of 300 tons, represents SANY's largest mining truck to date. Building upon the hybrid technique of "multi-power coupling" applied in SET150S and SET240S, it is designed to meet the needs of diverse working conditions in open pit mines.

Equipped with a 4 500-liter fuel tank, the truck is capable of carrying a load equivalent to 200 Mercedes-Benz cars. Standing at seven meters tall, the vehicle features a 360-degree panoramic camera system, providing drivers with an extensive and safe field of view. Additionally, the SET320S incorporates automatic weighing, tire temperature and pressure monitoring, and self-lubrication technology. **T**

Swiss Logistics Company Relies on Innovative Special Solutions from PALFINGER



Käppeli Logistik AG, a traditional St. Gallen Rhine Valley company, operates a fleet of more than 100 trucks, about 35 of which are equipped with lifting solutions from PALFINGER. One of the latest additions to this fleet is the PALFINGER hookloader "HT 30", mounted on a 3-axle semi-trailer and pulled by an electrically powered tractor unit.

The company aims to increase efficiency and safety in operations with modern logistics solutions and make a significant contribution to sustainability. One example is the conversion of the existing truck fleet to operate entirely on BIO diesel. However, when acquiring new trucks, the company focuses clearly on zero-emission operations. Thus, for the acquisition of the new hookloader, only an electrically powered tractor unit was considered by the management.

Since the load required for the application can only be handled by 5-axle trucks, which are only available in diesel operation – and are also relatively heavy and expensive – the company opted for an electric 4x2 tractor unit with a semi-trailer. Equipped with the "HT 30" – the most powerful hookloader in the PALFINGER range, containers up to 9 meters long and 30 tons can be moved. The loading process is highly automated: the container is placed on a hydraulic table that automatically opens the lid, fills in the dry slag, and extracts the dust. After a short waiting period, the table is lowered, and the lid closes automatically again.

The HT 30 special solution from PALFINGER is equipped with useful features that makes operation safer and more efficient. A remote control allows the hookloader to be operated outside the driver's cab, which is an indispensable safety and comfort aspect given the on-site conditions. Additionally, the HT 30 has a rapid mode that increases efficiency and thus saves time and costs. **T**



MANN-FILTER Impresses at the Truck Grand Prix

Germany's largest truck event once again attracted numerous HGV aficionados to Nürburgring. Over 130 000 spectators did not want to miss the high horsepower spectacle. MANN-FILTER used the atmosphere to bring customers up close to the action and showcase its own product portfolio in action. Tech talks and behind-the-scenes tours were on the agenda at the weekend, as were four exciting races.

With the striking MANN-FILTER colors yellow and green on the rear, the tankpool24-Racing Team's Scania racing truck was a real eye-catcher at the weekend. Fans of all ages

quickly recognized the striking brand colors of the truck thundering down the track this weekend with just under 1 200 hp.

Steffen Faas (40, Germany), in his dual role as driver and team principal at truck racing events, impressed with a convincing performance: The experienced pilot made the Chrome ranking podium several times this weekend. And even though it was not enough to take the lead in the Chrome ranking, the 40-year-old scored important points in the battle for the title and also enjoyed the spectacle off the track. **F**



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