

ISSUE 80, November / December 2024  
RM10.00

ISSN 2180-382X  
9 772180 382009  
KDN PP18693/12/2017 (034826)

# ASIAN TRUCKER

www.asiantrucker.com

MALAYSIA

**ANGKA-TAN MOTOR**

Brings The Latest Auman R Euro 5 Prime Mover



Powerful  
Cummins



Proven  
ZF AMT



High Power, High Torque

430HP | 2200Nm  
460HP | 2300Nm  
560HP | 2600Nm



Warranty

/ Unlimited mileage



Satisfy the harshest regulation:  
UNECE R-13 (Braking)  
UNECE R-29-03 (Crash)  
UNECE R51-03 (Noise Emission)





## THE ULTIMATE SIDELOADER CHOICE

- + Handle 20', 2x20', 40' or even jumbo 45' containers
- + Lightest tare weight in the world, save 2000-3000 kg! Fuel savings every kilometer
- + 1 to 45 tonnes payload, same handling time of 3,5 minutes! Same speed no matter payload
- + High quality Swedish tech combined with Malaysian expertise
- + 100% spares in stock, 24 hrs back-up service 365 days around
- + PTO or 84 HP Engine Power Pack option

*Hammar is the world leading Sideloader manufacturer, with Sideloaders sold in more than 117 countries. We have local offices in Malaysia, Sweden, Australia, New Zealand, USA, Vietnam, South Africa and Brazil, and 48 local service agents world-wide.*





# 5 Years Warranty

*Terms and conditions apply*





# THE NEW EURO 5

**X SERIES** 400HP | 460HP | 550HP



永无间断提高**优质产品** 化为您所需的策略伙伴  
Continuous Quality Improvement as your **Strategic Partner**



SCAN QR  
TO OUR WEBSITE






# Valeo



# PREMIUM QUALITY

FOR YOUR COMMERCIAL VEHICLES

valeo added 



DISTRIBUTED BY

**YONMING**<sup>®</sup>  
Since 1979



 **FAW TRUCKS**



**BEYOND EXI**

**NBG INDUSTRIES SDN BHD**



**FAW Trucks Malaysia**





PECTATIONS



## CAMC Heavy-duty Truck, European Standards Definition of new criteria for heavy-duty truck

CAMC new generation heavy-duty trucks are developed by Anhui Hualing Automobile Co. Ltd. by applying world advanced heavy-duty truck technology.

It is powered by high performance common-rail engine with low fuel consumption and high power, complying with Euro III emission standard.



**Prime Mover 4x2, 6x2, 6x4**

**CAMC**

**DA** DEAUTO INDUSTRIES SDN BHD (881055-M)



4x2  
6x2  
6x4

## PRIME MOVER



**CAMC- HANMA**  
375Hp - 420Hp  
480Hp  
EURO III

**Transmission**  
ZF Friedrichshafen  
AG. 9/16 speed

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

6x4  
8x4

## MIXER TRUCK



**CAMC- HANMA**  
345Hp  
420Hp  
EURO III

**Transmission**  
ZF Friedrichshafen  
AG.

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

4x2  
6x2  
6x4  
8x2  
8x4

## RIGID TRUCK



**CAMC- HANMA**  
375Hp  
420Hp  
EURO III

**Transmission**  
ZF Friedrichshafen  
AG. 9/16 speed

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

SOUTH EAST ASIA'S  
**LARGEST COMMERCIAL**  
VEHICLE EXHIBITION

**14 - 16 May 2026**







Asian Trucker Exhibition Sdn Bhd  
No. 27-1, Block C, Zenith Corporate Park, Jalan SS7/26  
Kelana Jaya, 47301 Selangor, Malaysia  
Email: [info@asiantrucker.com](mailto:info@asiantrucker.com) Web: [www.mcve.com.my](http://www.mcve.com.my)

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

MCVE 2026

# CONTENTS



## 24 - EDITOR'S NOTE

### MARKET UPDATE

- 26 - City Zone Express Ramps up Sustainability Journey with more EURO V-specification MAN TGS
- 28 - Fuelled for Efficiency: Picking the Right Diesel
- 30 - Volvo Updates Range off Heavy Duty Trucks
- 32 - Hino Malaysia and Politeknik Port Dickson Forge Partnership
- 36 - Tests of Autonomous Driving Technology Utilizing Heavy-duty Trucks on the Shin-Tomei Expressway
- 37 - Sungai Petani Isuzu Gets New Look





 **EFFICIENT**

**Up to 20% improvement  
in fuel economy<sup>1-2</sup>**

More responsive engine  
pick up and cruising

 **CLEAN**

**Up to 99% power recovery<sup>3</sup>**

Cleans and protects critical diesel  
engine parts to prolong engine life

 **SMOOTH**

**Greater acceleration power<sup>4-5</sup>**

Easier engine start and less vibration  
for a smoother driving experience



# The Pickup That Drives You

**Call us at 1-300-88-8181 to find out more about our  
commercial business solutions today!**

**Disclaimer**

1. Based on industry standard and PETRONAS proprietary test method indicates 13% to 20% fuel economy benefit experienced by drivers.
2. Test was conducted involving real 25% city driving and 75% highway driving whereby each vehicle has a designated average driver. Actual effects and benefits may vary according to vehicle type, vehicle condition and driving style. No guarantees provided.
3. Based on industry standard test measuring the additive cleaning efficiency on injector holes and internal diesel injector deposit.
4. Comparing a regular non-additized diesel vs. additized diesel i.e., Dynamic Diesel with the same amount of bio component.
5. Based on common industry test measuring the power output of the test vehicle(s) and acceleration performance. Actual effects and benefits may vary according to vehicle type, vehicle condition and driving style. No guarantees provided.



**More info**

# CONTENTS

38



42



40

## COMPETITION

- 38 - Results from UD Trucks UD Extra Mile Challenge 2024 Global Final
- 40 - HINO Total Support Contest 2024: Strengthening Dealer Excellence, Upholding Total Support Values

## EXECUTIVE VIEW

- 42 - Joyce Antar Drives a Shift for Scania Malaysia

## LAUNCHES

- 44 - JAC Motors Renews Commitment to Malaysia with Launch of Trucks



44



# EURO 5

Drive for better



## Drive for better with Euro 5

Go the extra mile to meet today's environmental and business challenges.

The Selective Catalytic Reduction (SCR) system that complies with Euro 5 regulations, is now available for both Quester and Croner. Combined with all available features, UD Trucks will take care of essentials needed to keep you on the road while protecting planet earth.

Let's drive together towards Better Life.

For more information, call **03-6189 9832**

*Image is for illustration purpose only. Actual vehicle specification may vary from model shown.*



**TAN CHONG INDUSTRIAL EQUIPMENT SDN BHD**  
Reg. No. : 197201001644 (13285-X)  
A subsidiary of Tan Chong Motor Holdings Berhad  
Reg. No. : 197201001333 (12969-P)

# CONTENTS

56



46



## COVER STORY

46 - Focus on Hyundai

## TRUCKER OF THE MONTH

56 - Pumping Concrete, not Letting the Adrenaline Rush

## SPECIAL REPORT

58 - Kian Chue Hwa and ZF take NSLOA on Study Visit to Shanghai

58





# DRIVERS TRAINING



Driver Familiarization  
Training

Eco Driving  
Training

Safety & Eco-cien  
Driving Training

KYT & Human Reaction  
Driver Training

Advanced Driver  
Training

Night Driving  
Training

Safety Driving  
Training

Accustomed  
Driving Training

**Safety and Sustainability Starts at  
HINO TOTAL SUPPORT  
CUSTOMER CENTER**

*The only training centre in  
Malaysia with driving track  
for trucks and buses*



**HINO MOTORS SALES (MALAYSIA) SDN BHD (187863-U)**

Selangor: Lot PT 24, Jalan 223, Section 51A, 46100 Petaling Jaya, Selangor Darul Ehsan, Malaysia. Tel: (603) 7957 5199 (12 lines) Fax: (063) 7954 3276  
Sarawak: No. 230, Lot 3477, Block 226, KKND (PJL 2543), Jalan Kung Phin, 93250 Kuching, Sarawak, Malaysia. Tel: (082) 451 611 (5 lines) Fax: (082) 451 993  
Sabah: Miles 4 1/2 Jalan Tuaran, Lot No. 353, Taman Cempaka, Likas, 88450 Kota Kinabalu, Sabah, Malaysia. Tel: (088) 393 663 Fax: (088) 424 223

[www.hino.com.my](http://www.hino.com.my)

\* Terms and conditions apply. Note: Some images may be used for illustration purposes only.

# CONTENTS



60



64

## FEATURE STORY

60 - Powering Forward: HTH Electrifies Cross Border Transport with JAC Trucks

## AFTERMARKET

62 - ZF Aftermarket shines at the 2024 Automechanika Shanghai

## ON THE GROUND

64 - In Search for Efficiency, Mewah adds HAMMAR Sideloaders

## COMPANY PROFILE

66 - NEXUS Automotive International Enabling the Asian Aftermarket



66



**MANN  
FILTER**

**Only the best for  
commercial vehicles!**



DISTRIBUTED BY  
**YONMING**<sup>®</sup>  
*Since 1979*



# CONTENTS



72



68

## EXHIBITION REPORT

68 - Hengst at Bauma: Opportunities for Quality Filtration

70 - A Celebration of the Automotive Aftermarket: Automechanika Shanghai

## TRUCK FEATURE

72 - JAC's New N50 and N80



70



# TECHNOLOGY LEADING INTO THE FUTURE



**Powerful  
Cummins**



**Warranty**

/ Unlimited mileage



**Proven  
ZF AMT**



**High Power, High Torque**

430HP | 2200Nm

460HP | 2300Nm

560HP | 2600Nm



Satisfy the harshest regulation:

**UNECE R-13 (Braking)**

**UNECE R-29-03 (Crash)**

**UNECE R51-03 (Noise Emission)**



All images are for illustration purposes only. Please contact your nearest dealer for further information.



# CONTENTS



74

78



## LOGISTICS

74 - Biforst Launches Halal Toyyiban Logistics

## 69 - HEADLIGHTS

## FUTURE TECH

76 - The Next Step in the Evolution of Telematics

## 78 - NEWS & NOTES



76



# ISUZU

# FVR 240

# FORWARD

# EFFORTLESS DRIVE



Available In  
**Smoother**  
AUTOMATED MANUAL TRANSMISSION

**2-Pedal**  
Operation



&

**Manual**  
Transmission



**ISUZU MALAYSIA SDN BHD** (664946-H)

HOTLINE: 1-300-88-1133 GENERAL LINE: 03-7723 9777 FAX: 03-7723 9779 WEBSITE: [www.isuzu.net.my](http://www.isuzu.net.my) FACEBOOK: IsuzuTrucksMalaysia YOUTUBE: IsuzuTrucksMalaysia

**ISUZU SERVICE CENTER SDN BHD** (1205672-X)

Lot 730, Jalan Sungai Rasau, Seksyen 16, 40200 Shah Alam, Selangor Darul Ehsan TEL: 603-5513 0518 FAX: 603-5512 7550

**Peninsular Malaysia Authorised Dealers:**

**KEDAH**

Indah Utara Auto Sdn, Bhd, (Alor Setar) - 04-735 1111  
Indah Utara Auto Sdn, Bhd, (Sungai Petani) - 04-431 8788

**PULAU PINANG**

Automotive Corporation (M) Sdn, Bhd, (Juru) - 04-501 1886  
Indah Utara Auto Sdn, Bhd, (Bukit Mertajam) - 04-506 1888

**PERAK**

Automotive Corporation (M) Sdn, Bhd, (Ipoh) - 05-318 8000  
GB Motors Sdn, Bhd, (Taiping) - 05-847 2188  
Weng Fatt Otomobil Sdn, Bhd, (Ipoh) - 05-254 0992  
GB Motors Sdn, Bhd, (Sitiawan) - 05-215 0050

**KUALA LUMPUR**

Autoexec Corporation Sdn, Bhd (Kuala Lumpur) - 03-2691 2233  
Autoexec Corporation Sdn, Bhd, (Jinjang) - 03-6251 7319

**PAHANG**

Automotive Corporation (M) Sdn, Bhd, (Kuantan) - 09-512 6868  
Dynamic Motors Sdn, Bhd, (Kuantan) - 09-566 8898  
Pacific Motor Sdn, Bhd, (Temerloh) - 09-290 1722  
Pacific Motor Sdn, Bhd, (Raub) - 09-355 8577

**SELANGOR**

Automotive Corporation (M) Sdn, Bhd, (Batu Caves) - 03-6188 1133  
Automotive Corporation (M) Sdn, Bhd, (Shah Alam) - 03-5513 0160  
Truck Venture Sdn, Bhd, (Petaling Jaya) - 018-255 6000  
PTM Accel Sdn, Bhd, (Kota Damansara) - 03-6151 1162  
SV Prestige Auto Sdn, Bhd, (Puchong) - 03-8082 1211  
SV Prestige Auto Sdn, Bhd, (Balakong) - 03-9082 1112  
VS Automotive (M) Sdn, Bhd, (Rawang) - 03-6093 9393  
Ultra Gallant Sdn, Bhd, (Klang) - 03-3165 9755  
Autoexec Corporation Sdn, Bhd, (Ampang) - 03-4265 2200

**JOHOR**

Automotive Corporation (M) Sdn, Bhd, (Johor Bahru) - 07-352 1333  
Jumbo Arena Sdn, Bhd, (Batu Pahat) - 07-435 5666  
Jumbo Arena Sdn, Bhd, (Kluang) - 07-772 2248  
Key Power Motor Sdn, Bhd, (Senai) - 07-599 3300  
Key Power Motor Sdn, Bhd, (Johor Bahru) - 07-234 7080  
Jumbo Arena Sdn, Bhd, (Segamat) - 07-931 2266

**NEGERI SEMBILAN**

Ultra Gallant (Nilai) Sdn, Bhd, (Nilai) - 06-850 2968  
Ultra Gallant Sdn, Bhd, (Seremban) - 06-877 9903

**MELAKA**

Ng Hup Lee Motors Sdn, Bhd, (Peringgit) - 06-283 4755

**KELANTAN**

T.E.C United Auto Sdn, Bhd, (Kg Tapang, Kota Bharu) - 09-288 0028  
T.E.C United Auto Sdn, Bhd, (Tanah Merah) - 09-950 3898

**TERENGGANU**

Yeow Lee Commercial Sdn, Bhd, (Kuala Terengganu) - 09-622 7634

**East Malaysia Authorised Dealers:**

**SABAH**

WMM Ventures Sdn, Bhd, (Kota Kinabalu) - 089-222 322  
WMM Ventures Sdn, Bhd, (Tawau) - 089-757 622  
Universal Motor Sdn, Bhd, (Kota Kinabalu) - 088-388 920  
Universal Motor Sdn, Bhd, (Sandakan) - 089-272 600  
Universal Motor Sdn, Bhd, (Tawau) - 089-915 500  
Universal Motor Sdn, Bhd, (Iramanis) - 088-389 200  
Universal Motor Sdn, Bhd, (Keningau) - 087-335 505

**SARAWAK**

Rhino Motors Sdn, Bhd, (Kuching) - 082-452 444  
Dai Max Automobile Sdn, Bhd, (Kuching) - 082-424 855  
Dai Max Automobile Sdn, Bhd, (Sibu) - 084-212 113  
KM Mobil Sdn, Bhd, (Bintulu) - 086-318 668  
KM Mobil Sdn, Bhd, (Mirii) - 085-663 355



Isuzu Trucks - Malaysia



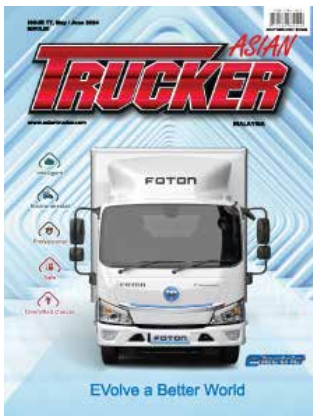
IsuzuTrucksMalaysia



[www.isuzu.net.my](http://www.isuzu.net.my)

# The Drivers **ASIAN TRUCKER**

**YOUR GUIDE TO  
ALL THINGS TRUCK**



**PDF versions are  
available for  
download at  
[www.asiantrucker.com](http://www.asiantrucker.com)**

## **EDITORIAL**

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

## **CONTRIBUTOR**

Charleen Clarke

## **ADVERTISING**

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

## **SINGAPORE**

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

## **THAILAND**

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

## **ASIAN TRUCKER DRIVERS CLUB**

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

## **CIRCULATION, CONTRIBUTIONS and SUBSCRIPTION**

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

## **PUBLISHED BY**

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

## **ARTICLES**

Asian Trucker is a registered trademark of Asian Trucker Media Sdn. Bhd. All articles submitted for publication become the property of the publisher. The editor reserves the right to adjust any article to confirm with the magazine format.

Asian Trucker is a bi-monthly publication. The publisher will not be responsible for any copyright violation of articles that have been approved by contributing writers. The publisher accepts no responsibility for unsolicited manuscripts, illustrations or photographs.

## **PRINTED IN MALAYSIA**

Percetakan Osacar Sdn Bhd (Co.Registration : 63461-W)  
No 16 Jalan IDA 1A, Industri Desa Aman, Kepong, 52200 Kuala Lumpur

Boost your business with a listing on our new website.  
Find businesses or sell your truck, upload your events or images to the gallery.  
Visit our new website [www.asiantrucker.com](http://www.asiantrucker.com) to put your company on speed.



# POWER AHEAD WITH CONFIDENCE.



Scan here to follow  
MAN Malaysia  
on social media:



Powerful. Efficient. Reliable.  
Safe. Sustainable.

Proven on Malaysian roads and backed by constantly progressing aftersales services and network infrastructure, future-proofed MAN Trucks with EURO V specification allow you to power your business ahead with confidence. Because you know we are with you all the way.

#MANMalaysia #SimplifyingBusiness #SimplyMyTruck

[www.man.com.my](http://www.man.com.my)





stefan@asiantrucker.com

## Eastern Content Dominance

In the mainstream media I read a lot about the rapid rise of Asian brands in the automotive space. Admittedly, our current issue of Asian Trucker is heavily focused on what is happening in the Orient as well. I feel, however, that this is more a coincidence as many things just happened to come together at once. For example, my visit to the Automechanika in Shanghai was coinciding with the Bauma and a visit of NSLOA to ZF in China.

For the first time we have an in-depth discussion of Hyundai trucks in our publication. Thanks to a fellow journalist that is also part of the International Truck of the Year Award, we learn a lot about this brand and its obsession with Hydrogen. In the wider context of this, I have had some engaging discussions with other journalists attending the Automechanika Shanghai and we all somewhat agreed that the discussion about alternative fuels is one that will keep us busy for a while longer.

With extreme machines on display, matching solutions for the aftermarket were presented at the Bauma. Hengst, the German filtration expert exhibited at this mega event as well, learning a lot about the Chinese market and how their filters play a pivotal role in running highly specialised off-road operations, such as mines and logging sites. Meanwhile, the fellow Germans from ZF used the Automechanika to sign cooperation agreements and to launch innovative products and services in front of a record audience. I enjoy such events as they provide opportunities to generate original content, direct from the source. This time, I wrote some of the articles immediately after the interview as the printer was waiting for the material.

Shifting away from the electrification of transportation, I have gathered some information about other areas where technological advances improve businesses. In particular, I was intrigued by the possibilities offered by Geotab's latest solutions. We have long since evolved from simple track and trace, however the possibilities of modern Telematics are fascinating. I could see the job of data analyst being one that could find its way into transport companies. AI and Blockchain are now components we see more often in transportation, as BIFORST showcases with the launch of Halal Traceability in their operation.

Annual events, such as the UDEMC and HINO TS Contest are phantastic platforms to get a snapshot of where the industry stands as well. With both of them featured in this issue, you can almost feel the excitement of the participants. UD's contest may be a little bit more dramatic as the contestant is not only competing against other highly trained participants, but an overseas trip adds to the stress on the contestant. HINO's contest is interesting in the sense that it aims to also ensure a consistent service delivery across outlets, something that matters as a touchpoint for the brand.

It took a while to set the meeting up, but I could see why Joyce Antar, who is now in charge of Sancia's brand in Malaysia and Singapore, would be hard to catch. She has been busy assessing the current state of the brand and how to bring out the best of the Swedish brand for the users on our shores. I am sure that many have been asking about this too, and finally, in our exclusive interview we managed to get the insights of what is to happen in the coming year. Here I can disclose that it is about trucks, of course. And so much more.

Drive safe, keep the human touch,

Stefan Pertz  
Editor, Asian Trucker





SCANIA SUPER

# EMPOWERING FIRE AND RESCUE HEROES TO SAVE MORE LIVES

The Scania Super is built to empower Fire and Rescue heroes with unmatched performance and reliability. Featuring a 13-liter engine delivering 420hp and 2300Nm of torque, paired with the advanced Scania Opticruise gearbox, it ensures powerful performance, exceptional fuel efficiency, and superior off-road capability to conquer the toughest challenges. With enhanced safety features like ADAS and Rollover features, every journey is safer for both the firefighters and those they save.

To learn how we can assist you, please contact our Sales Manager for Public Fleet, at +6012 370 6455.

Scania (Malaysia) Sdn Bhd 20000101599 (518505-D), No.1 Jalan Tiang U8/93, Bukit Jelutong Industrial Park, 40150 Shah Alam, Selangor D.E. Malaysia

Scania pursues an active policy of product development and improvement. For this reason the company reserves the right to change specifications without prior notice. Furthermore, due to national and legal requirements, some accessories may not be available in local markets. For further information in these respects, please contact your local dealer or visit [www.scania.com.my](http://www.scania.com.my)


# SCANIA

# City Zone Express Ramps up Sustainability Journey with more EURO V-specification MAN TGS



Moving forward we plan to acquire more EURO V-specification trucks and eventually electric trucks for long haul transportation when the infrastructure is in place. We are also actively looking into adopting renewable energy solutions such as solar power for our operations," he said.

MAN Malaysia Managing Director Andrew O'Brooks applauded CZE for its foresight in reducing the carbon footprint of its 260-strong truck fleet.

"The MAN TGS has certainly proven its worth and we are more than ready to support the growing needs of CZE. Our strategically located network of branches and high level of digitalisation can help ensure that CZE's fleet of MAN trucks enjoy optimum uptime and deliver superior performance at all times," he said. 

Penang-based cross-border transport specialist City Zone Express Sdn Bhd (CZE) is set to add more EURO V-specification trucks to its fleet of prime movers as its sustainability journey shifts into high gear.

CZE was among the pioneer customers of the MAN TGS when it was first launched in 2021 by MAN Truck & Bus (M) Sdn Bhd (MAN Malaysia), the wholly-owned subsidiary of the German premium commercial vehicle company MAN Truck & Bus SE.

The company has just added three more units of MAN TGS, the best-selling EURO V truck in Malaysia, to its fleet following the impressive fuel efficiency and reduced CO2 emissions of its first unit of MAN truck, a TGS 18.360 6x2.

The trucks were symbolically handed over by MAN Malaysia to CZE at its Client Day event in Penang recently.

According to CZE General Manager, S Pirithivaraj, the company has always been resolute in its commitment to safeguarding the environment. Its recent acquisition by Swiss-based global logistics giant, Kuehne+Nagel, means that initiatives to transform its fleet to a more sustainable one will be further ramped up.

"We did not hesitate to acquire the EURO V-specification MAN TGS when it was first launched in Malaysia as it provided visibility in terms of CO2 emission demanded by some of our clients with stringent ESG commitments. They appreciate that we track the emission level of every shipment in real-time for total transparency.





# EURO 5

Drive for better

# Croner

Make Every Moment Count



## Keep Your Business Running On Time, Every Time.

Introducing a truck that could do more with every minute, hour and day. A truck with the power to move further, and the efficiency to keep your business running like clockwork without comprising safety and driver's comfort.

Croner, goes the extra mile to meet today's environmental and business challenges. With Euro 5 and SCR (Selective Catalytic Reduction) system, it addresses these challenges whilst meeting the market demands.

For more information, call 03-6189 9832

*\* Subject to trucks' specification and usage patterns.*

*\*\* Terms and condition apply. Subject to change without prior notice.  
Actual vehicle specification may vary from model shown.*



Longer service intervals  
**up to 40,000km\***



Superior braking performance  
**with ABS, EBD & Engine Brake**



Tough and durable  
**with high tensile chassis frame**



Free UD Connected Services  
**for 1 year subscription\*\***



Warranty  
**3 years or up to 300,000km  
(Whichever comes first)\*\***



Free maintenance service for labour and parts  
**for 3 times\*\***



**TAN CHONG INDUSTRIAL EQUIPMENT SDN BHD**  
Reg. No. : 197201001644 (13285-X)

A subsidiary of Tan Chong Motor Holdings Berhad  
Reg. No. : 197201001333 (12969-P)

# Fuelled for Efficiency: Picking the Right Diesel

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



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

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

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

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

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

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





**AUMARK S**

# EMPOWER YOUR BUSINESS

With The High Efficient Logistics Solution



**EURO 4**



Buying Green is on your choice



Promises safety, utility, performance, efficiency and reliability



Warranty: 6 years / 300,000KM  
Best Standard Warranty in the industry



B20 Biodiesel Compliance



ECE R29 Cab Strength Compliance

All images are for illustration purposes only. Please contact your nearest dealer for further information.

🌐 : [www.angkatanmotor.com.my](http://www.angkatanmotor.com.my)

📌 : Foton Malaysia x Angka-Tan Motor Sdn Bhd

📷 : [fotonmalaysia\\_by\\_atm](https://www.instagram.com/fotonmalaysia_by_atm)

📌 : Foton Malaysia Angka-Tan Motor

**AT ANGKA-TAN MOTOR**

*A subsidiary of Warisan TC Holdings Berhad*



# Volvo Updates Range off Heavy Duty Trucks

**C**utting-edge range designed with greater driver support, enhanced safety and fuel efficiency features, customisable to businesses in Malaysia introduced.

Malaysia is the second-best performing ASEAN country in global trade logistics, as it ranked 26th globally in the 2023 World Bank's Logistics Performance Index (LPI), up from 41st place in 2022. Seeking to support Malaysia's ambition to strengthen its logistics ecosystem, Volvo Malaysia Sdn Bhd (Volvo Trucks) has launched its newly updated range of Heavy-Duty Trucks that will support businesses enhance fuel efficiency for lower carbon emissions, productivity, and safety for both driver and road users.

Road safety continues to be a topic of discussion, particularly in relation to heavy vehicles. While road safety in Malaysia generally falls under the purview of agencies including the Road Transport Department, the Malaysia Institute of Road Safety and Research, and the Land Public Transport Agency, Volvo Trucks believes the private sector can be active contributors through safety innovation. A position the brand hopes to strengthen with the launch of its newest range of heavy-duty trucks.

## Standout performance

The new range of heavy-duty trucks features aerodynamic design upgrades, enhanced driveline systems, improved driver environment, and intelligent safety systems for Volvo's signature FH, FM, and FMX models. Understanding Malaysia's unique logistics ecosystem

and demanding haulage industry environment, the new range of trucks is purpose-built to help businesses achieve fuel savings while enhancing driver well-being and operational safety.

Key highlights of the Newly Updated Volvo Heavy-Duty Trucks include the aerodynamics of the Globetrotter cab which contributes up to nine percent enhanced fuel efficiency. Volvo Trucks has also made the Forward Collision Warning system with an automatic emergency braking system a standard feature in the newly updated range of heavy-duty trucks. Furthermore, the new range is now designed for the trailer parking brake to be engaged when the parking brake is activated. The cruise control with I-See is another key feature that integrates smarter cruise control technology which optimises speed and gear change according to topography, thus contributing to fuel efficiency.

## Leading Safety for Drivers and Road Users

Technology is revolutionising road safety with solutions designed for prevention and even shorter emergency response times. Volvo, a foremost innovator in safety, historically designed the three-point seat belt that shaped the course of preventive safety in all vehicles.

Decades on, the brand is redefining safety for the trucking industry with features like the Volvo Dynamic Steering (VDS) which stabilises the vehicle under varying conditions, and Camera Monitoring System (CMS), available as an option in Volvo's newly updated range of trucks. The CMS system is equipped with a night

infrared function which enables panning for enhanced vision around the truck and reduced blind spots. Features such as LED lighting also improves visibility, supporting drivers with safer night-time and low-light driving conditions. The CMS, which will be available in the second quarter of 2025 is another contributor to fuel efficiency as well as improved safety.

## Supporting Businesses to Achieve Sustainability Commitments

In line with Malaysia's environmental goals, the Newly Updated Volvo Heavy-Duty Trucks are designed to meet Euro 5 emissions standards. This feature supports businesses looking to move the needle in achieving sustainability commitments that contribute to lower emissions for better air quality. Furthermore, transition of existing fleets supports Malaysia's progress toward sustainable environmental practices within the transport sector.

In support of the nation's low carbon emission efforts, Volvo's newly updated range of trucks aligns with a key action plan within the Low Carbon Mobility Blueprint which focuses on the exploration of low emission vehicle technologies. This supports businesses making an effort to achieve sustainability goals by transitioning to truck fleets with lower emissions.

## Redefining Support for Heavy-Duty Truck Drivers

Heavy-duty truck drivers are crucial economic frontliners. They endure demanding work environments from long-haul drives to physically demanding tasks to ensure an endless supply chain that drives the nation's economy. This highlights the importance of ensuring that drivers are equipped with an environment which supports optimal productivity. With this in mind, Volvo Trucks has made upgrades to the driver cabin with ergonomic controls, intuitive interfaces, and spacious resting areas with the new range. The redesigned interior provides a comfortable environment, allowing drivers to stay focused and less fatigued on long-haul journeys.

Driver safety support features including Forward Collision Warning with Automatic Emergency Braking and Adaptive Cruise Control Lane Keeping Support, Lane Change Support, Driver Alert Support and Trailer Connect Indicator are available from Volvo Trucks' Safety+ package to help enhance driving experience and performance. The new range is also designed with an improved in-cabin audio system and comfort with better audio and an information display interface that comes with two USB-C ports. **F**





## SITRAK SERIES TRUCK



### B10 LIFE EXCEEDS 1,500,000 KM

SITRAK is mounted with MC series engine with the torque from 1600Nm to 2500Nm, and the rated power from 320hp to 540hp. The wide range of torque speed makes the vehicle work economically most of the time, accordingly, the power is stronger and the fuel consumption lower with ultra durability and reliability.

Distributed by:



**Sendok Group**

SINO TRUCK COMMERCIAL VEHICLES SDN BHD

(A MEMBER OF SENDOK GROUP)

HQ: Sendok Group Building, Lot 1564, Batu 4, Jalan Kapar, 42100 Klang, Selangor.

Office: Lot 3200, Batu 3 1/4 Jalan Kapar, 41400 Klang, Selangor.

+603-33456600 / 03-33445588 / 019-2681430



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





# Hino Malaysia and Politeknik Port Dickson Forge Partnership

*Latest collaboration to advance and Strengthen the future of automotive engineering through strategic collaboration.*



The Letter of Intent signed by both HMSM and PPD outlines the core framework of this collaboration, focusing on research, education, and training. The establishment of HINO Corner within the PPD campus will serve as a dedicated space for students to access industry-leading automotive technologies, practical training materials, and hands-on learning experiences.

## Collaboration Overview

This strategic partnership aims to enhance both education and the automotive industry by aligning the academic and practical training environments. It emphasizes on developing high-quality graduates who are entrepreneurial, highly marketable,

**H**ino Motors Sales (Malaysia) Sdn Bhd (HMSM) is proud to announce its partnership with Politeknik Port Dickson (PPD), a joint initiative to foster the latest advancements in automotive engineering technology. This partnership is a cornerstone in promoting cooperation and developing industry-relevant skills. The event was attended by key figures from both organizations, including Mr. Hiroshi Takahashi, Managing Director of HMSM, En Ahmad Yasmin bin Yahya, Director of HMSM and En Hassan bin Mohd Sharif of PPD Director marking the beginning of a dynamic partnership aimed at fostering excellence in automotive engineering education.

The event highlighted the signing of the Letter of Intent between HMSM and PPD, followed by the official unveiling of the HINO Corner plaque. Speeches were delivered by both the En Hassan bin Mohd Sharif and Mr. Hiroshi Takahashi, who emphasized the importance of this collaboration in developing Malaysia's future workforce.





**JAC** MOTORS

# THE ALL NEW JAC LORRY



BORN FOR TRANSPORTATION

**N50**

GVM: 4800KG  
4 Wheelers

**N80**

GVM: 7500KG  
6 Wheelers

**N120**

GVM: 12000KG  
6 Wheelers



60 years in the industry, we're proud to introduce the sixth generation of our lorry

<b>5</b> YEARS WARRANTY	<b>OR</b> <b>300,000KM</b> <i>*Whichever Come First</i>	<b>*FREE</b> MAINTENANCE PROGRAMME up to 100,000KM
-------------------------------	---	--

**EURO 4**

<b>EXTRA SAFETY</b>		<b>ESC</b>	<b>HSA</b>	<b>ASR</b>
---------------------	--	------------	------------	------------



Safe and reliable



Easy to drive and comfortable



Multi scene application



Economical and energy-saving

JAC AUTO (MALAYSIA) SDN BHD  
(Co. No. 202301036471 (1530394-A))

HEAD OFFICE  
Lot 5, Jalan Utarid U5/15 Seksyen U5,  
40150 Shah Alam, Selangor D.E

CONTACT  
+6017 624 5515  
info@jacmotors.my

\* Terms & Conditions Apply.

www.jacmotor.my



and competitive within the automotive industry. Through this collaboration, HMSM and PPD are dedicated to creating opportunities in research, internships, and skills training, while simultaneously benefiting the community through Corporate Social Responsibility (CSR) initiatives.

**Key Components of the Collaboration**

**1. Industrial Training & Employment Opportunities**

HMSM will provide Industrial Training opportunities for PPD students, ensuring they gain real-world experience in the field of automotive engineering, especially with diesel engines for commercial vehicles. Additionally, HMSM will extend potential employment opportunities for qualified graduates, contributing to a higher marketability rate for PPD alumni.

**2. Research & Innovation in Automotive Technology**

PPD and HMSM will collaborate on research initiatives, with a focus on the latest automotive engineering technologies such as laboratory testing on used oil properties, brake friction, and more. This cooperative research effort will help develop curriculum enhancements and ensure polytechnic programs are aligned with the latest industry demands.

**3. Hino Corner: A Dedicated Automotive Learning Hub**

As part of the collaboration, HMSM will contribute automotive training materials and equipment, establishing Hino Corner at the PPD campus. This specialized space will feature essential automotive components like engines and axle differentials, allowing students and faculty access to hands-on learning experiences with cutting-edge Hino technology. The Hino Corner will serve as a vital resource in helping students and staff stay up-to-date with industry innovations and trends.

**4. On-the-Job Training for PPD Lecturers**

To further strengthen this collaboration, HMSM will offer On-the-Job Training (OJT) opportunities for PPD lecturers, enabling them to gain industry experience and bring fresh, practical insights to their teaching.



**5. Corporate Social Responsibility Initiatives**

In addition to the educational benefits, HMSM and PPD will jointly organize CSR programs for the community. These initiatives will provide students with opportunities to participate in meaningful projects that contribute to society, while also enriching their own personal and professional development.

**A Vision for the Future**

The collaboration between HMSM and PPD represents a shared commitment to elevating the standards of automotive education in Malaysia. “Through this partnership, we aim to nurture the next generation of automotive engineers and technicians, providing them with the skills and knowledge they need to excel in an increasingly competitive market,” said Hiroshi Takahashi, Managing Director of HMSM. “The establishment of Hino Corner is a testament to our dedication to supporting education and fostering innovation within the industry.

With this collaboration, HMSM and PPD are set to inspire future automotive professionals while simultaneously strengthening Malaysia’s position as a leader in the automotive industry. **T**







Fifth Wheel Coupler



Landing Gear

King Pin



ALL KIND OF WINDSCREEN FOR TRUCKS & CARS



Hydraulic Tipping Hoists

**Edbro**  
 Leading the market with product developments ever since 1916  
 Member of **JOST**-World



# HYDRAULIC PUMP

Bend-Axis Pump



Iso Gear Pump

Buffalo Mobile Batching Plant Uses JOST Landing Gear & TTK Trailer Component

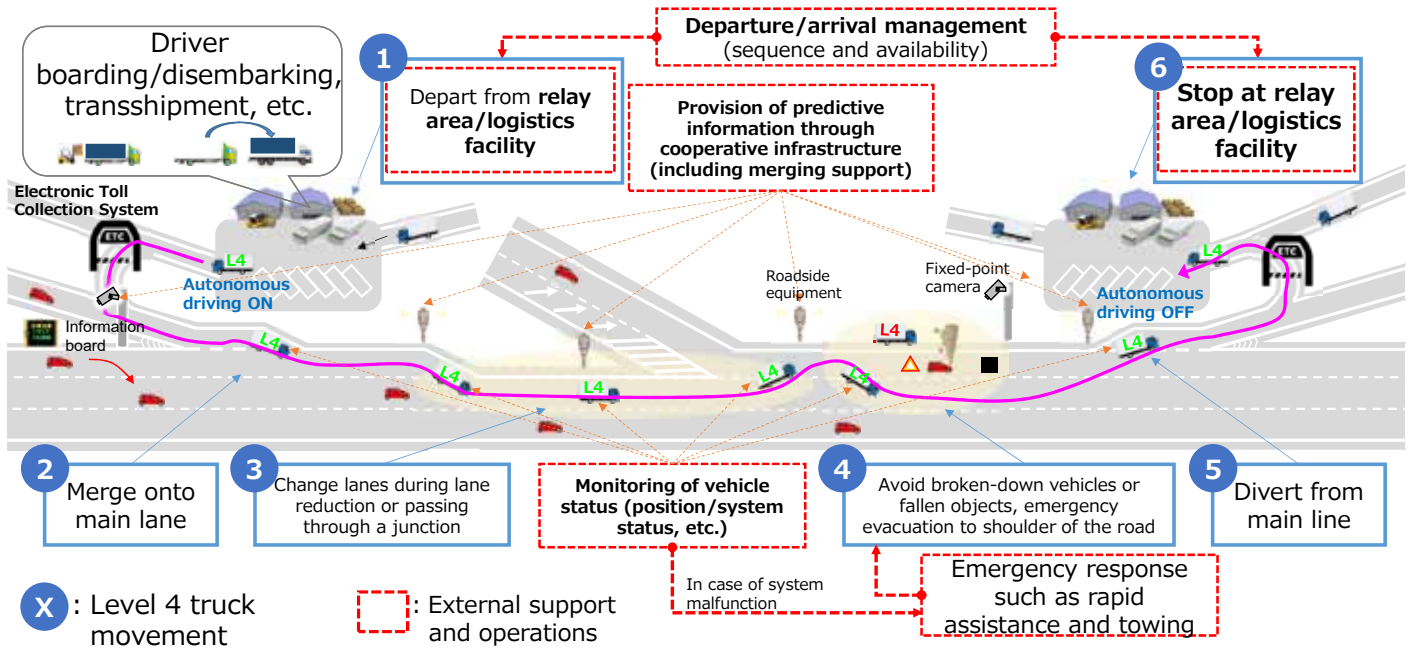


## U-LI AUTO PARTS & SERVICE SDN.BHD

(350857-M)

NO. 54, JALAN BESI, BATU 3 1/2, OFF JALAN SUNGAI BESI, 57100 KUALA LUMPUR. W. MALAYSIA.

TEL: 603-7980 8429 / 7980 8430 / 7980 8431 / 7984 3428 / 7983 8428 FAX: 603-7980 8433 E-MAIL: ulliauto@gmail.com



# Tests of Autonomous Driving Technology Utilizing Heavy-duty Trucks on the Shin-Tomei Expressway

Toyota Tsusho Corporation (“Toyota Tsusho”), Advanced Smart Mobility Co., Ltd. (“Advanced Smart Mobility”), Nippon Koei Co., Ltd. (“Nippon Koei”), and Mizuho Research & Technologies, Ltd. (“Mizuho Research & Technologies”) have been contracted by the Ministry of Economy, Trade and Industry (METI) and the Ministry of Land, Infrastructure and Tourism (MLIT) in fiscal year 2021 to perform the “Efforts to commercialize high-performance trucks on expressways (Theme 3) of the “Project on Research, Development, Demonstration and Deployment (RDD&D) of Automated Driving toward the Level 4 and its Enhanced Mobility Services (RoAD to the L4).” In addition, most recently, the four companies have been working toward the social implementation of Level 4 autonomous driving trucks, including being selected as Demonstration Experiment of Autonomous Driving Truck by Roadside-to-Vehicle Coordination on Expressway.”

The above four companies, along with four commercial vehicle manufacturers - Isuzu Motors Limited (“Isuzu”), Hino Motors, Ltd. (“Hino”), Mitsubishi Fuso Truck and Bus Corporation (“MFTBC”), and UD Trucks Corporation (“UD Trucks”) announced in November that the commencement of driving tests using heavy-duty trucks with automated driving technology on the Shin-Tomei Expressway.

## Background and Purposes of Project

The project aims to find solutions to solve social issues such as driver shortages. The four companies, which are the contractors for this project, together with the four manufacturers, logistics companies, and other related

parties, are aiming for the social implementation of autonomous driving trucks on expressway from fiscal year 2026 onward through a joint public-private effort. To date, METI and MLIT have conducted “Demonstrations for Social Implementation of Truck Platooning” (fiscal years 2016-2020), which has demonstrated technology for truck platooning without drivers in the following vehicles.

The ongoing initiative, which is running from fiscal years 2021 to 2025, aims to achieve independent driverless driving between relay areas such as logistics facilities, service areas, and parking areas around expressways and verifies support from external infrastructure equipment, operations such as monitoring and management, and vehicle functions necessary for such operations.



### Overview of Demonstration Tests

In these demonstration tests, participating parties will separately confirm and verify the multiple functions that are necessary for the social implementation of autonomous driving between the Surugawan-Numazu service area and the Hamamatsu service area on the Shin-Tomei Expressway, a section setting the autonomous-driving priority lane. The distance between the Surugawan-Numazu service area and the Hamamatsu service area on the Shin-Tomei Expressway where the demonstration tests are held is approximately 126 kilometres.

Specifically, it is to confirm and verify the automatic departure/arrival system that automatically starts and parks the vehicle at departure and arrival points, the braking function to stop the vehicle in case of emergency, the usefulness of information on broken-down vehicles and fallen objects transmitted from roadside equipment such as ITS spots installed around the road, and remote monitoring functions while driving. In the demonstration experiment of the test course anticipatory information support, ITS (Intelligent Transport Systems) spots will be installed on the roadside of the motorway. Test to see whether the look-ahead information on broken-down vehicles, falling objects, etc. are being transmitted from the ITS spots is useful for risk avoidance for automated vehicles). In this demonstration experiment, several


functions will be checked and verified individually, which are necessary for the social implementation of automated driving. One of the objectives is to gain knowledge for future business using automated vehicles

Safety driver(s) will be on board. They will drive the truck(s) on the roads outside the test course where autonomous-driving tests are held. This means that this test will take place under the condition of Autonomous-driving Level 2.

UDT is using the Isuzu's existing "GIGA", heavy-duty truck modified specifically for this test. The vehicle is a 6x2 model with a gross vehicle weight (GVW) of 25 tonnes.

### Future Initiatives

Based on the evaluation results of these demonstration tests, in fiscal 2025, the final year of the project, we plan to verify the process from vehicle departure at a service area to merging and changing lanes on the main line and parking at the destination under conditions closer to those of actual driving.

In addition, we plan to conduct demonstration experiments utilizing priority lanes for autonomous driving vehicles, which is one of the Early Harvest Projects "Setting up CAV(Connected Autonomous Vehicles) corridors"\*6 under the "Digital Lifeline Development Plan" led by METI. 

# Sungai Petani Isuzu Gets New Look

*Isuzu's showroom in Sungai Petani, Kedah gets improved facilities and a fresh new look to cater to the growing popularity of Isuzu vehicles.*



The showroom operated by Indah Utara features a spacious forecourt for easy customer parking while the new 436 sq-Meter showroom features a comfortable lounge area where customers are able to discuss their next purchase, a hospitality counter with a range of refreshments, an AR experience corner and a merchandise counter.


The showroom also features a hero display and a new delivery bay where customers will receive their shiny new Isuzu D-Max.

Customers can also configure a suitable truck to suit their business needs at the new showroom be it an ELF, FORWARD or GIGA truck.

Speaking at the opening ceremony, CEO Shunsuke Okazoe congratulated the management of Indah Utara for their efforts to elevate the Isuzu experience of customers in the region.

"The northern region of Peninsular Malaysia has been a hotbed for Isuzu products thanks to the efforts of our dealers here, particularly Indah Utara who constantly raise the bar when it comes to customer satisfaction," said Okazoe.

Located just off the main trunk road from Butterworth in Padang Temusu, the new Indah Utara Isuzu showroom is easily identifiable with the new Isuzu Corporate Identity (CI) and logo tower.

The daily opening hours of the Indah Utara Isuzu showroom in Sungai Petani are from 9am till 5.30pm. 



## Results from UD Trucks UD Extra Mile Challenge 2024 Global Final

On October 23 and October 25, UD Trucks Corporation held the UD Extra Mile Challenge 2024 global final, a driving skills competition for truck drivers representing 11 countries. The two-day event took place at the UD Experience Center in Ageo, Japan.

This competition, which started in 2014, was held for the sixth time. The number of participants has increased with each event, and this year 11 finalists were selected among 400 drivers in regional qualifying rounds. In the Quon category finals on the October 23, there were four drivers representing Japan, Australia, Singapore, and Mauritius. In the Quester category finals on October 25, seven drivers representing Indonesia, Qatar, Thailand, the Philippines, Vietnam, Malaysia, and South Africa took part. The winner of each category is crowned the 'Ultimate Driver'.

Quon final participating countries: Australia, Singapore, Japan, Mauritius

Quester final participating countries: Indonesia, Qatar, Thailand, Philippines, Vietnam, Malaysia, South Africa

Competitors were evaluated on their skills in three key areas: pre-drive inspection, fuel efficient and safe driving, maneuvering and parking skills. After a hard-fought competition, Australia won the Quon category, and Indonesia won the Quester category.

### Quon Winner

Matt Modra from MA&RC Modra, Australia, who commented "Not only was it rewarding to qualify for the UD Extra Mile Challenge global final in Japan, but going on to win the competition for Australia was a real honor.

Experiencing the world of UD Trucks in Ageo was very special. As an owner and operator of a UD Quon, I was fascinated to learn about UD's rich history and operations in Japan and to meet the faces behind the brand.



The day you stop learning is the day you get left behind. By being a part of this competition, I've learned more than I could have imagined and have met some fantastic people along the way."



**Quester Winner**

Quester Division Winner: Taufiqul Ulum, PT Cakraindo Co., Ltd., Indonesia, saying “I am grateful to my family for their continuous support. I tried to do my best and to keep calm during the competition. I dedicate this achievement to my wife who will give birth to our first son.”

**Malaysian Finalist's Journey**

Reflecting on the competition, UD Trucks Senior Vice President, Shinya Hasegawa, said, “Logistics is essential to keeping our society running, and truck drivers play the most important role in that. The UD Extra Mile Challenge puts the skills of the very best drivers to the test. We are honored to host them at the global final.”

A lot of preparation went into the trip. Mohammad Amin Ismail from Naza Transport trained with UD TCIE's trainer, Mr Fong, every week up to three hours per day since winning the Malaysian finals.

Recounting the events, Amin told Asian Trucker that there is a big difference when it comes to driving during the finals in Japan compared to Malaysia. “The weather is one factor, and the safety checks are much more detailed than what we practice here,” he said. One aspect he would suggest to have changed is the time on the ground to be extended by a day or two in order to acclimatize and get settled in a bit before the competition.

He also said that he was rather nervous as he found the trip somewhat scary, being the first time for him having left Malaysia. “I might have lost some points during the competition as I was very nervous being overseas and joining a competition like this for the first time. It was quite overwhelming.” Although he came home as winner, he did not take the crown as the best driver. Analysing why he did not win he thought that maybe his driving habit is focused on fuel efficiency, so he was slow and nerves got to him. In the UDEMC, points are earned for safe driving as well as quick movements, making this a highly realistic scenario as deliveries would have to be on time and the compromise is time versus fuel cost.

“I thought this was a very memorable event as I got to see the culture, and the city. The cleanliness in Japan is really an eye opener,” Amin said. Utilising his insights, he would recommend drivers to

join the competition no matter what type of truck they use as their daily vehicle. As he has been a finalist, he will not be able to compete again, but encourages others to just go ahead and give it a try as it is a good opportunity to see and learn new things. “The most important thing is to train and practice. Hopefully, other drivers can also win in this competition to continue the legacy of Naza Transport”

Amin also lauded the competition as the format has allowed him to learn new skills that are useful for him in the job. He learned a lot about the truck's systems, like the exhaust brake, which can be used in different ways. “As the truck I drive is a 4x2, with a 65 foot trailer, and the competition truck being a three axle prime mover with a 40 foot container, I had to quickly learn to operate and drive a different vehicle. Another tough challenge. This has also been a learning experience.”

The UD Extra Mile Challenge demonstrates the company's commitment to driver education and motivation, while shining the light on the truck drivers themselves. It serves as a symbol for UD Trucks and how the company is going the extra mile to provide the trucks and services that the world needs today, and tomorrow. **F**

**Quon Final**

Overall Champion: Matt Modra from MA&RC Modra (Australia)  
 Pre-inspection Award: Akira Chiba from Kamei Logistics Service (Japan)  
 Driving Skills Award: Akira Chiba from Kamei Logistics Service (Japan)  
 Fuel Efficiency Award: Sihib Garda Sahid from Serveng (Mauritius)

**Quester Final**

Overall Champion: Taufiqul Ulum from PT Cakraindo (Indonesia)  
 Pre-inspection Award: Mohammad Amin Ismail from Naza Transport (Malaysia)  
 Driving Skills Award: Nguyen Minh Phat from Itl Corporation (Vietnam)  
 Fuel Efficiency Award: Taufiqul Ulum from PT Cakraindo (Indonesia)





# HINO Total Support Contest 2024: Strengthening Dealer Excellence, Upholding Total Support Values

*The 10th instalment of the HINO Total Support (TS) Contest is celebrating a decade of dealer excellence and continuous improvement for the Hino dealers in Malaysia*

contest strengthens global connections by hosting distinguished guests such as Mr. Junichi Kato, Chief Operating Officer of Overseas Business from Hino Motors, Ltd., Japan., Hino overseas distributors from Indonesia, the Philippines, Vietnam, and regional representatives from Hino Motors Asia, Ltd.

During the contest, participants will showcase their skills across five contest categories: Sales, Services, Spare Parts, Customer Success Operation



**H**ino Motors Sales (Malaysia) Sdn Bhd (Hino Malaysia) is proud to host the milestone 10th Hino Total Support (TS) Contest, a celebration of a decade of excellence and innovation. With 146 participants representing 28 authorized dealers, this year's contest promises to be the biggest and most exciting yet. It offers a unique platform for dealers to showcase their skills, creativity, and commitment to customer satisfaction.

This year brings exciting updates, including open participation for all dealers, now welcoming Hino Approved Service Outlets (HASO) alongside 3S authorized dealers, broadening the talent pool and fostering inclusivity. Additionally, the



(CSO), and the “Kaizen (improvement) in Action” Challenge, replacing last year’s “Best in Town Presentation”.

This year will continue last year’s theme which is “Best in Town”. Hino believes it represents a continuation of a series of business activities aimed at being genuine business partners with customers by focusing on two core values, which are providing ‘Best-fit Products’ and ‘Total Support’ to our customers.

### Exciting Prizes Await Champions

This year’s HINO Total Support Contest offers exciting rewards for its participants. Each of the five category champions, Sales Consultant, Service Advisor, Service Technician, Spare Parts Advisor, and Customer Success Operations (CSO), will take home cash prizes alongside the prestige of their title. Additionally, the overall champion will receive an exclusive incentive trip, making their victory even more memorable. The 1st and 2nd runners-up in each category will also be recognized with cash prizes to celebrate their remarkable efforts.

Altogether, the total prizes for this year’s contest are valued at nearly RM100 000, making this event not just a test of skills but also a rewarding journey for all participants.

### TS Contest Categories

The Hino Total Support Contest 2024 is a dynamic competition that tests and celebrates the expertise of Hino dealers across five main categories which are Sales, Service, Spare Parts, Customer Success Operation (CSO), and the newly introduced “Kaizen in Action Challenge.” Each category is thoughtfully designed to showcase the diverse skills needed to uphold Hino’s commitment to Total Support, ensuring the highest standards of customer satisfaction, operational efficiency, and innovative problem-solving.

1. Sales Consultant Category: Participants will explain the unique selling points of Hino vehicles, showcasing their ability to deliver compelling messages that inspire customer confidence.
2. Service Advisor Category: Participants will be addressing customer concerns about vehicle issues. Their evaluation is based on how clearly and confidently they explain technical problems to customers while demonstrating empathy and excellent communication skills.
3. Service Technician Category: Participants will work on diagnosing and resolving issues with Light Commercial Vehicles (LCVs). This practical simulation tests their troubleshooting skills and ability to perform accurate and efficient repairs, focusing on real-world maintenance challenges.
4. Parts Category: Practical activities include inventory management and using Hino’s HIECHO-X system to ensure efficiency in customer service.
5. Customer Success Operation (CSO) Category: Participants will resolve customer complaints through role plays, demonstrating empathy and communication skills.
6. Kaizen in Action Challenge: Dealers will present videos highlighting their improvement initiatives and achievements from January to November 2024. The goal is to inspire collaboration and elevate operational standards across the network.



The newly introduced “Kaizen in Action” Challenge celebrates the dedication of Hino dealers and their staff by showcasing innovative improvement initiatives through self-produced videos. Aligned with the “Best in Town” theme, this category highlights the implementation of Kaizen, a philosophy of continuous improvement, to foster operational excellence and share best practices. By encouraging participation from all dealership staff, the challenge promotes inclusivity, collaboration, and knowledge-sharing, inspiring dealers to push boundaries, innovate, and strengthen Hino’s vision of unity and excellence. **T**







## Joyce Antar Drives a Shift for Scania Malaysia

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

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

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



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



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

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

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

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

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

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

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

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





# JAC Motors Renews Commitment to Malaysia with Launch of Trucks

**J**AC Motors, one of the most innovative and versatile automobile manufacturers in China, is proud to mark its renewed commitment to Malaysia. Although the brand is not a newcomer to the country, there has been renewed energy and a more active marketing push in recent months, following the establishment of a JAC-owned subsidiary acting as the distributor in Malaysia. With an expanded lineup of light commercial electric vehicles (EVs) and the upcoming launch of the premium T9 pick-up series in January 2025, JAC Motors is ready to meet the growing demand for advanced and sustainable mobility solutions.

JAC Motors offers a comprehensive product lineup across light-duty, medium, and heavy-duty trucks, passenger vehicles, and advanced EVs, positioning itself as a key player in both traditional and new energy markets. Since 1964, JAC Motors has grown into a globally recognised brand, operating in 132 countries with annual sales of 600 000 units. It remains China's number one light truck exporter for 14 consecutive years and ranks among the top five commercial vehicle brands, reflecting its market leadership.





The company allocates 5-8 percent of annual revenue to R&D, maintaining several advanced facilities for crash testing, NVH (noise, vibration, and harshness) analysis, and electromagnetic compatibility testing. With nearly 5 000 engineers, JAC remains at the forefront of automotive innovation. Global partnerships with Volkswagen, NIO, CATL, and Cummins drive JAC's technology edge, enabling progress in battery swapping, hydrogen fuel, electrification, and smart mobility. This collaboration ensures JAC vehicles meet international standards for quality and safety.

With 27 production facilities worldwide, including 19 overseas KD factories, JAC employs cutting-edge processes such as digital factories and dark factories. The Hefei High-End Commercial Vehicle Base, for instance, produces 200 000 units annually, underscoring JAC's manufacturing excellence. Collaborations with vendors like Aisin, Bosch, and Hankook support JAC's focus on delivering lasting value and performance while adhering to international quality standards, ensuring sustainable growth and long-term success.

JAC Motors currently offers the widest range of light commercial EVs in Malaysia, including the i40EV, i75EV, and i90EV models. Distributed by JAC Auto Malaysia Sdn Bhd, these vehicles are known for their efficiency and sustainability, these vehicles provide Malaysian businesses with reliable, eco-friendly solutions for logistics, delivery, and commercial operations. Additionally, they offer an ideal solution for companies aiming to meet the growing demand for Environmental, Social and Governance (ESG) compliance, ensuring sustainable and responsible operations.

In addition to the EV lineup, JAC also offers Euro IV-compliant diesel models N50 and N80, while the N120 model meets Euro V standards. These vehicles are designed to meet regional and international environmental regulations, providing high performance while minimising emissions.

As part of its introduction to the Malaysian market, JAC Motors offers an exclusive preview of the T9 pick-up series, featuring the T9 Diesel 2.0 CTI 4x4 and the first-in-Malaysia T9 BEV



4x4, both of which will be officially launched in January 2025 by EvolvElectric Motors Sdn Bhd, the sole distributor of JAC pick-ups in Malaysia. The tagline, "Premium and Safest 4x4 in Malaysia," reflects the advanced features and high standards these vehicles bring to the market.

Both variants come equipped with ADAS 2.0 (Advanced Driver Assistance System), front and rear disc brakes, a Driver Monitoring System, and seven airbags, ensuring maximum safety for drivers and passengers. The T9 Diesel 4x4 model has already achieved a 5-star rating with the

Australia NCAP, underscoring its commitment to safety and performance.

With these pick-ups, JAC hopes to capture the commercial vehicle market that depends on smaller, more nimble vehicles. Possible applications are courier services or contractors. Larger operations requiring covering a range of vehicle sizes will now find a suitable OEM with pick-ups, LCV and MCV in the product lineup. According to JAC, this is a decision taken to become a one-stop shop, whereby transporters will minimise administrative work typically created when dealing with multi-brand fleets.

"We are excited to celebrate JAC Motors' renewed commitment to the Malaysian market with a range of advanced and sustainable vehicles," said Mr Henry Xia, Managing Director of JAC Auto Malaysia. "Our light commercial EV lineup and the T9 pick-up series reflect our dedication to innovation, safety, and performance. We look forward to working closely with our Malaysian distributor for the JAC T9 pick-up, EvolvElectric Motors Sdn Bhd led by Mr Lau Yit Mun, to establish a strong customer base and sustainable future together." **F**

# Focus on Hyundai



All over the world, truck producers are launching battery-electric trucks. South Korea's Hyundai Motor Company, on the other hand, is doggedly pursuing fuel cell technology for its heavy commercial vehicles. Charleen Clarke travels to Hwaseong in South Korea to find out why.

It's 6.30am when I arrive at Hyundai's enormous headquarters in Seoul, South Korea – which is a somewhat unusual time to arrive for a meeting in most countries. Not in Seoul, of course, where insanely long working days are as common as kimchee.

A proliferation of tech is also not unusual here (South Korea was the first country to launch a nationwide 5G network), but Hyundai appears to be taking tech to a whole new level. There is even a robot in reception that serves ice cream – no kidding!

But I am not in Seoul to test ice cream. I'm here to meet the brains behind the company's Xcient fuel cell truck and take a spin in the vehicle. I'm also hoping to gain an insight into the company's obsession with fuel cell technology. All this necessitates a drive to the Hyundai Namyang Research and Development Center. One of the largest automotive R&D centres in the world, it is located in Hwaseong, Gyeonggi Province. It's a mere 50 km away, but it could easily take two to three hours to get there thanks to Seoul's insane traffic.

We get lucky, making the trip in just under two hours. At the visitor centre, my equipment (laptop, camera, phone) is scrutinised. The camera isn't allowed into the facility due to security reasons. The camera on my phone is also blocked with security tape. "This is a high-security centre," a guard tells me, stating the rather obvious. I get it: Hyundai is one of the most innovative automotive companies on the planet, and this is the birthplace of most of its future technologies. As such, what happens here is top secret.

Ironically, though, I'm not here to take a look into the future. Instead, I want to understand the company's current strategy. The company has invested heavily in the Xcient fuel cell truck; to date, fuel cell electric vehicles (FCEVs) – especially

in the heavy-duty segment – have emerged as Hyundai's sole solution to reducing emissions and decarbonising the logistics industry.







Meanwhile, most of the other leading truck makers have been investing billions in battery-electric vehicles (BEVs), saying that the costs of fuel cells, hydrogen tanks, and refuelling infrastructure mean that BEVs are the most cost-effective option when considering total cost of ownership (TCO). Electric drives are less maintenance intensive than hydrogen vehicles, with their fuel cells and gas



tanks. BEVs also have an advantage in terms of energy efficiency. According to industry experts, with BEVs, 75% of the energy flows into the drive, while with FCEVs this drops to 25% – making hydrogen trucks considerably less efficient.

Furthermore, hydrogen costs are high. To achieve cost parity with BEVs, the price of hydrogen would need to be around €3.10/kg. The forecast for 2030, however, is between €5.00 and €7.50. Which begs the question: why is Hyundai so besotted with hydrogen?

#### **Leading the market**

Before we dive into the technology, it's useful to understand Hyundai's place in the commercial vehicle landscape, particularly in South Korea, where domestic manufacturers dominate the market. According to data provided by Hyundai, the number of newly registered trucks (GVM 4.9 to 40t) in the country has averaged around 31,000 units over the past 10 years.

Hyundai has been engaged in the commercial vehicle (CV) business since the late 1960s, and has been leading the domestic CV market "for years". The domestic truck market is fairly unique, in that the majority of drivers are owner-drivers, classified as individual business owners. As is typically the case in many markets around the world, their most important considerations include TCO, driver comfort, fuel efficiency, maintenance, and profitability.

The company offers a full lineup of CVs, from light- to heavy-duty trucks (GVW 3.5 to 40t), vans, city and intra-city buses, and purpose-built vehicles. Half of Hyundai's volume goes into overseas markets, and its CVs are sold in about 130 different countries, including South Africa. Like most other CV manufacturers, Hyundai is focusing on the transition towards zero-emission vehicles but – when it comes to heavy-duty trucks – it has nailed its flag to the fuel cell mast.

#### **Why hydrogen?**

Hyundai views Hydrogen as the optimal energy source for long-haul trucking and commercial logistics – but why? During our visit to the Hyundai Namyang Research and Development Center, we meet with Mark Freymueller, senior vice president of the global commercial vehicle business at Hyundai Motor Company, and it's clear that he believes in the merits of FCEVs over BEVs – given certain provisos.

"I'm not trying to bash BEVs," he stresses. "But you need to look at range and – even more importantly – how long it takes to get back to that range during recharging or refuelling. With fuel cell technology, it's about eight to 20 minutes, depending on circumstances, such as ambient temperatures. Let's say 15 minutes, versus a couple of hours for battery.



"Now you can say that megawatt chargers will get a BEV to 80% within just half an hour. I have had discussions with some owners of BEVs, and they're perfectly fine with that. I'm going to be the last one to try to convince them to throw away their BEV and replace it with a FCEV. After all, it's a great solution for them and CO2 has been saved, so I'm all for it," he continues. "But there's a huge difference if you just charge one truck versus the charging of a fleet of 100 or 1,000. What about the stress on the grid and the amount of power you need to charge 100 trucks?"

Ultimately, Freymueller believes that in certain cases, the better option is clear. "The heavier the vehicles, the more payload they need, and the more range they need, the more fuel cell makes sense. That's why, for new countries, new markets, or new regions, we're not even trying to get in there with diesel trucks. We are purely focusing on fuel cell," he says.

Does this mean that other truck manufacturers are making a mistake in developing BEVs? "I don't know if it's a mistake; maybe it makes sense for some operations," responds Martin Zeilinger, executive vice-president and head of the commercial vehicle development tech unit at Hyundai Motor Group. "BEV is suitable for shorter haulages and lighter freight. When we're talking about vans and last-mile deliveries, battery-electric is not a bad choice because you can share technology with passenger cars – which means super high volume and low cost. But the more you're coming to heavy-duty and longer haul, the more the fuel cell makes sense," he reiterates.

Hyundai certainly believed the fuel cell made sense back in 2020, when the company shipped the first 10 units of the Hyundai Xcient Fuel Cell – the world's first mass-produced fuel cell heavy-duty truck – to Switzerland. "Hyundai will roll out 50 trucks this year and a total of 1,600 units by 2025. The Xcient Fuel Cell will help decarbonise the world," a press statement said at the time.

That hasn't quite happened. Currently, a total of 48 Xcient Fuel Cell trucks are in operation in Switzerland, while there have been reports in the media that the project will grind to a halt. But Freymueller describes the rumours as "nonsense". "There is a very clear commitment on the part of all the partners involved that we will keep on building up the infrastructure and extending the hydrogen production. From our side, there's a clear commitment that we will bring the trucks into Switzerland. There was never a point when we thought about stopping," he stresses. This is also confirmed in a separate interview (see the sidebar: "No plans to jump ship").

Freymueller is, however, candid when he says that the Switzerland project hasn't exactly gone according to plan: "With the energy crisis, electricity prices have skyrocketed. Obviously, this had an impact on us. Long story short, did the



energy crisis put a dent in our plans of developing the market? Yes, of course. Have we changed our plans? No."

While the fleet of trucks isn't as large as envisaged, it has notched up some impressive achievements. For instance, in June this year the Xcient fuel cell trucks surpassed a cumulative driving distance of 10 million kilometres. The trucks, which run on green hydrogen, have achieved a significant reduction in carbon emissions (a fleet of regular diesel trucks would emit approximately 6,300 tonnes of CO2 over the same distance). This reduction is estimated to







be equivalent to the amount of carbon absorbed annually by approximately 700,000 pine trees, or the creation of a pine forest covering 508 hectares (around five million square metres).

### The challenges of a global rollout

While the project in Switzerland has been relatively successful, rolling out hydrogen-powered trucks on a global scale comes with significant challenges, as the company has discovered (Xcient FCEVs are now being sold in the US, Switzerland, Germany, France, Netherlands, New Zealand, Korea, Israel, Saudi Arabia, and the UAE). The most immediate and obvious issue is infrastructure: unlike electric charging stations, which are growing in number, hydrogen refuelling stations remain sparse and underdeveloped in many regions.

“Our trucks are worthless pieces of metal if there’s no hydrogen refuelling infrastructure,” admits Freymueller. “So, when we bring a fuel cell truck into a new country or region, we must have a holistic approach. This does not necessarily mean that we have to produce the hydrogen or build up our own infrastructure for refuelling, but we need to make sure that we have partners to work with us right from the start, and we need to establish this ecosystem – because we are at the forefront. Pioneering is a challenge, because when it comes to fuel cells, we’re paving the road for everyone else by building up the infrastructure.”

This approach has worked extremely well in Switzerland, where numerous partner companies and even arch-rivals (the truck operators) are working together to make FCEVs a reality, with the operators running the trucks on a pay-per-use basis.

But building a hydrogen infrastructure is no small feat. Each region poses unique challenges, from regulatory barriers to logistical complexities. In the US, Hyundai has taken a proactive approach by deploying trucks in areas like California, where the hydrogen refuelling infrastructure is more advanced. Still, it’s clear that widespread adoption of hydrogen trucks will require significant investments in infrastructure development, something Hyundai is working on alongside government agencies and industry partners.

“In the past couple of decades, it was easy if an OEM decided to enter a market. After all, there’s a diesel refuelling station everywhere. The introduction of fuel cell vehicles is a much more complex situation,” points out Freymueller. During the rollout of the infrastructure, hydrogen refuelling stations cannot be a dime a dozen – and therein lies the challenge. “If you have an issue with a hydrogen refuelling station, the next refuelling station may be 40 or 50km away. In Switzerland, we had an issue with one refuelling station for a couple of days because they paved the road, so you could not access the station. If you’re talking gasoline or diesel, it doesn’t make a difference... you just go to the next one, which is probably 2km away. With hydrogen, this can ground your fleet. So, the reliability and easy accessibility of the infrastructure for refuelling is really, really important. In Switzerland, we’ve had no issues with the trucks; the only issues we’ve had were with the infrastructure,” he says.

Another challenge is cost. Currently, hydrogen is more expensive than diesel or electricity, making it less attractive for many logistics companies. This isn’t necessarily a deterrent in all markets, though. “In Switzerland, for example, we have been able to meet cost parity with diesel trucks right away. This is thanks in part to government road tax exemptions for zero-emission vehicles,” reveals Freymueller.

As he notes, however, Switzerland is “a very specific situation where diesel is relatively expensive”. “The same applies to much of Europe. If you compare those costs to Saudi Arabia, where a litre of diesel costs a mere 28c... it’s going to be more difficult to meet cost parity there,” he admits.

However, Hyundai believes that as the scale of hydrogen production increases, costs will come down. In order to bolster this, Hyundai is developing megawatt-scale polymer electrolyte membrane (PEM) electrolyser manufacturing capabilities for green hydrogen production.





Perhaps, as Zeilinger points out, the current obsession with cost is misplaced. "What is the ultimate goal? Is it only about cost? That is only half the truth. What we are doing is reducing global warming," he emphasises. "If you look at what fossil combustion contributes to our environment globally, with global warming and all our climate disasters we are facing around the globe, if you put all that cost into the equation holistically, then diesel is not as cheap as it looks. And if we believe that we need to reduce global warming, then emission-free driving with regenerative energy has to be the ultimate solution."

But surely the costs of zero-emission trucks should come down? "Yes," Zeilinger responds. "But, right now, isn't diesel too cheap? After all, crabs are fished in the Baltic Sea, then they are carried down to Morocco to be hand prepared. Then they are shipped back to the marketplace. Transportation is incredibly and stupidly cheap, and then, as a result, we have pollution. We keep on saying that the cost of fuel cell or alternative transportation must come down – but maybe the diesel costs should rise."

Freymueller agrees. "This will happen. There will be CO2 penalties for using diesel. So, the operation of a diesel truck will go up and the operation of a zero-emission truck will come down, and they will meet at one point. Irrespective of this, money invested in zero-emission transport is money well spent because, at the end of the day, it's going to be cheaper for the overall community," he reiterates.

But should that zero-emission truck really be a FCEV rather than a BEV? Freymueller believes the question is moot: "It's about saving CO2. If it's done by battery or by fuel cell, I don't care really, because both technologies are there for a reason – and they will stay."

Zeilinger concurs: "Both vehicle technologies are available. If you ask, 'are we betting on battery-electric?', the answer would be 'no'; strategy-wise, we are going fuel cell. If, for some markets or niches, we find that there is a requirement for BEV, we can easily adapt our products, because we have the technology from our buses and light-duty trucks, and it is well proven."







### The power of partnerships

Indeed, Hyundai is targeting sales of two million EVs (largely cars) by 2030. Earlier this year, long-time partners Hyundai Motor Company and the Iveco Group signed a Letter of Intent, reinforcing their cooperation “with a forward view towards electric heavy-duty truck solutions, including both battery-electric trucks and fuel cell electric trucks, for European markets”.

On this note, both Freymueller and Zeilinger emphasise that collaboration is no longer optional in the CV game; it is essential in order to navigate the challenges of a transport industry undergoing rapid evolution driven by advancements in technology, regulatory changes, and a global push toward sustainability. As Freymueller explains: “Let’s take the rollout of FCEVs as an example. You cannot build up the required infrastructure, or an ecosystem, without partners. Somebody has to build up the infrastructure; somebody has to produce the hydrogen and transport it...”

With over 35 years of experience in the industry, Zeilinger shares a similar perspective, noting that technological



advancements in areas like autonomous driving and electrification have dramatically increased the complexity of the sector. “If you look around our industry, no single OEM is doing autonomous by themselves,” he says, emphasising the magnitude of the investment required for these innovations. According to him, partnerships allow companies to pool resources and expertise, making it possible to tackle challenges that would be insurmountable for any one company to handle alone.

The shift toward more environmentally friendly technologies, such as electric and hydrogen fuel cell vehicles, has introduced additional layers of complexity that make collaboration even more crucial. As Freymueller points out, the focus has shifted from traditional OEM-driven topics to areas like connectivity, sustainability, and autonomous driving.

In the past, companies could rely solely on having their own tech to survive, but now, start-ups and disruptive innovators are introducing fresh ideas that require established companies to embrace collaboration. “You have many more disruptive start-ups coming along... to

embrace that in partnerships is, I think, mandatory for every OEM right now," says Freymueller.

Zeilinger adds that the introduction of active safety systems, such as ABS and ADAS, marked a significant leap in vehicle technology, but the current challenges posed by autonomous driving and zero-emission transport represent a new level of complexity. As he explains, "Electrification and emission-free and autonomous [driving]... requires another magnitude of investment."

Again, for companies to meet these challenges, forming partnerships is essential. Despite the potential risks of sharing intellectual property, both Freymueller and Zeilinger see partnerships as a strategic investment. "You form partnerships, looking for complementarities – not for direct competition," Freymueller says. Zeilinger expands on this, framing the sharing of technology as an opportunity rather than a threat: "Maybe there is an active sharing of some technologies... but it's an investment in such a partnership... it's broadening."

The idea is that collaboration creates value that exceeds what any company could achieve on its own. Freymueller compares this dynamic to a personal relationship: "You don't get anything out of a partnership if you're not giving anything into that partnership... what's coming out of that is bigger than everyone acting individually."

### What does the future hold?

Looking ahead, Hyundai has ambitious plans for its fuel cell technology. By 2030, the company aims to produce 500,000 hydrogen-powered vehicles. While Europe and the US remain key markets, Hyundai is also looking to expand into other regions, including the Middle East, Australia, and New Zealand.

Hyundai's hydrogen solutions go beyond passenger cars, trucks, and buses to include trams, special equipment, vessels, power generators, and advanced air mobility. Furthermore, while BEVs may currently dominate the zero-emission passenger car market, Hyundai sees fuel cells as the future for CVs, particularly in heavy-duty applications.

So, is Hyundai hooked on hydrogen? Absolutely, but it's not just an obsession; it's a calculated bet on a future where

hydrogen plays a key role in decarbonising heavy-duty transportation. Whether or not Hyundai's vision will come to fruition depends on a host of factors – from government policies to advances in technology. But one thing is certain: Hyundai appears determined to lead the way.

### Driven: the Hyundai Xcient FCEV

During our visit to the Hyundai Namyang Research and Development Center, we took a quick spin in the Xcient FCEV. It is produced at Hyundai's Jeonju Plant, which spans 103,000m<sup>2</sup> and has manufactured around a million trucks since 1995.

From the outside, the Xcient FCEV looks a bit like a blinged up version of the diesel equivalent. For instance, it has a distinctive mesh-type V-shaped grille with large apertures. This design is specifically engineered to maximise airflow over the fuel cell stack, improving the cooling performance so crucial for hydrogen fuel cell operation. The diesel truck, on the other hand, has a more conventional grille suited to cooling the internal combustion engine, without as much emphasis on airflow management as for fuel cells. The FCEV also has more pronounced LED headlamps and chrome-coated rather than steel wheels, giving it a more premium look.

Hopping into the Xcient FCEV, we soon feel right at home. While the seat is a tad too hard for our taste, the driver-oriented layout is designed to minimise hand and eye movement, reducing fatigue on long hauls. The eight-inch touchscreen infotainment system is intuitive, offering simple menu scrolling and feature selection. Every control is within easy reach. We like the haptic feedback system integrated into the steering wheel, which vibrates to warn the driver in dangerous situations (such as lane departures or the risk of collision).

The Xcient FCEV is equipped with seven hydrogen tanks, which collectively store around 31kg of hydrogen to power the vehicle's two 90-kW fuel cell stacks. The claimed driving range is "over 400km" per charge. One of the most impressive aspects of this truck is its refuelling time, which ranges from just eight to 20 minutes. Its 350-kW electric motor delivers 2,237Nm of torque, which rivals some diesel powerplants in the same weight class. The truck is equipped with an automatic Allison transmission with five forward and one reverse gear, and the shifts were super smooth.

The truck also features a triple battery array that stores up to 72kWh of energy. For safety reasons, the hydrogen tanks have undergone stringent tests, including a 1.5-m drop test, as well as penetration and fire tests, to meet European safety standards. Speaking of safety, the Xcient FCEV is equipped with Vehicle Dynamic Control, Forward Collision-Avoidance Assist, Lane Departure Warning, Smart Cruise Control, and an Easy Hill Start System. In the event of an accident, the truck automatically shuts off power to the high-voltage cables and hydrogen tanks, minimising the risk of secondary incidents.

Behind the wheel, the Xcient FCEV offers a smooth and quiet driving experience – a stark contrast to the noise and vibration commonly associated with diesel trucks. However, the sensitivity of the brakes can take some getting used to, with initial stops feeling slightly abrupt. Despite this, the overall driving experience is good, and Hyundai has clearly put considerable thought into making the experience comfortable for drivers who spend long hours on the road.

Hyundai declined to provide any details on the price or warranty.

- While Hyundai has yet to introduce the Xcient FCEV to the South African market, the company is exploring potential opportunities, but it points out that establishing a hydrogen economy requires collaboration across the entire value chain (which is probably unlikely to happen in South Africa anytime soon).





### No plans to jump ship

Unlike battery-electric trucks (BEVs), which are widely available from most European OEMs, there is currently only one manufacturer globally that offers homologated and series-produced fuel cell electric vehicles (FCEVs) for commercial use: Hyundai. Despite speculation, the company has no intention of withdrawing from its fuel cell project in Switzerland, writes MARTIN SCHATZMANN, editor-in-chief of TIR transNews.

Hyundai expanded into the heavy commercial vehicle sector with its Xcient FCEV trucks in 2020, after gaining years of experience in the passenger car sector. Switzerland became the focal point of this initiative. Significant project milestones include the formation of Hyundai Hydrogen Mobility AG (HHM) – a joint venture with Swiss company H2 Energy – in June 2019, and the commencement of hydrogen production at the Niedergösgen hydropower plant later that year.

By autumn 2020, the first Hyundai FCEVs were delivered to Swiss transport companies. Today, 48 trucks are operating on Swiss roads. “We are very satisfied with the reliability,” says Beat Hirschi, CEO of HHM. “The magic lies in the configuration of the battery and fuel cell for heavy goods transport, and the Koreans have done a great job here.” If you include a good quarter of a century of experience with passenger cars, dating back to 1998, the South Korean manufacturer can now build on more than 300 million kilometres of fuel cell experience.

However, the project has not expanded as initially expected. The original plan aimed for 1,600 trucks to be in circulation in Switzerland by now. Various external factors, such as the pandemic, Russia’s war in Ukraine, and Europe’s changing energy landscape – including the closure of coal and nuclear power plants – have delayed progress. “We no longer have the same starting position we had in 2020,” says Hirschi. The rising cost of energy, especially hydrogen, has also impacted the project, making the trucks more expensive to operate than initially projected.

Another early limitation was the restricted vehicle configuration options. Initially, Hyundai offered only a 4x2 wheelbase (19 tonnes) with a box body. The range has since expanded to include a 6x2 version (27 tonnes) with additional body styles – such as a tarpaulin and a swap body – and a choice of four different wheelbases for both axle configurations.

From the outset, expanding into other European markets was part of the HHM strategy. In April 2022, HHM Germany was established as a wholly-owned subsidiary, with Charles Cambournac as managing director. The service network in Germany has grown rapidly, with 15 dealers and 75 certified service mechanics now in place. Approximately 50 FCEVs have been delivered to German customers, with that number expected to double by the end of the year. These trucks have already covered over one million kilometres in Germany, in addition to the 10 million kilometres driven in Switzerland.

Hyundai FCEVs have also been homologated in France, with two vehicles now in operation in Paris in partnership with Bert You and Hyliko. Additionally, HHM has secured a partner in Austria, signalling its imminent market entry.

Despite the slower-than-expected expansion, Hirschi remains optimistic. “Things are moving forward, even if not at the pace at which we could supply vehicles,” he says. Hyundai’s commitment to the project is clear. It remains dedicated to fuel cell technology and its subsidiary, HHM, as the latter continues to drive market expansion across Europe.

Hirschi and Cambournac are confident that the growing adoption of hydrogen as a clean energy source, coupled with the company’s ongoing efforts, will provide additional momentum in Switzerland and beyond. Other OEMs also see hydrogen and fuel cells as key components of the future energy landscape, and the increasing interest in hydrogen-powered transport reflects this belief. The message is clear: despite external challenges, Hyundai has no intention of jumping the fuel cell ship. **F**

ASIAN TRUCKER DRIVERS CLUB

# UPDATE



PREMIUM SPONSOR:





# Welcome 2024: get a full set of Asian Trucker merchandise with 1 year magazine subscription for **RM125** only!

- (1) year subscription Asian Trucker magazine (6 issues)
- (1) Asian Trucker Collar Shirt
- (1) Asian Trucker Cap
- (1) Asian Trucker Sticker

 014 8881 676

*Free  
Delivery  
within  
Malaysia*





# Pumping Concrete, not Letting the Adrenaline Rush



**H**ailing from Sabah, Anthony Low Meng Haung has made the Klang Valley his new home some 15 years ago. Although he misses the landscape, the nature of East Malaysia, he is content here as abundant opportunities for this 37-year-old father of three children arise to further his career. "I am very curious, and

I thought that there are more options for me here to grow in a satisfying career," Low told Asian Trucker. At times, he does miss the sights of Ranau, especially Mount Kinabalu, where he grew up. "I recommend that people come and visit my place, as it is very pretty, the nature is just beautiful."

Now driving a truck-mounted concrete pump, he and his trusted truck take him all across the Klang Valley. "When I arrived here, I started with CIDB, working on heavy machinery in construction. I was a machinery operator first, but my interest was in driving trucks." It was the variety in the job and the fact that it is a job demanding him to be very responsible that attracted him to this new area of expertise. Today, he is a specialist in driving and operating the heavy-duty concrete pumps. What he likes the most? "The responsibility and the fact that one has to be punctual according





about any slow-down will not help the situation. His heart gets pumping when he reaches the site where he sets up the pump with the help of his colleague. "A very important aspect of my work is to ensure that the truck functions without any problems as we have to deploy the pump outrigger to stabilise the vehicle prior to pumping concrete." Hydraulics play an important role in the operating of the equipment and Low's focus is on ensuring that these components function without a hitch.

On the weekend, he takes his time with the family for recreational activities within his taman, his now hometown. "I also make sure that we go to Sunday church." As he usually brings his food to the site, he enjoys time with his family, sharing a more relaxed and elaborate meal. When working, the selection of food is dependent on the location and thus, he is happy to have his favourite foods in the company of his family. As a dream drive, Low would like to experience driving in the United States. Meanwhile, he is a big fan of his trusted CAMC rigid truck.

Besides being able to drive a truck, the job actually requires a mix of technical and soft skills. When dealing with supervisors on site, it is the character, the ability to connect with others that ensures the job gets done. As such, Low recommends this type of work to younger people as they can learn valuable skills: punctuality, patience, taking responsibility and being able to handle difficult situations. **F**



to the schedule." Sometimes, the heat gets to him and Low says that the hot weather might be the only thing he may not like about the job as he has no way to avoid it when operating the concrete pump.

This, however, is the challenge he faces every day. As the trucks return to the depot after a day on the construction site, every day is a new trip to the sites where the pumps are required. Getting there on time can sometimes be tricky as thick traffic slows him down. Low keeps his cool though as he knows that getting worked up



# Kian Chue Hwa and ZF take NSLOA on Study Visit to Shanghai

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

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

At the moment the entire automotive industry is undergoing a transformation towards a data-driven economy. On a large scale, decision-making process is changing, especially for fleet operators who are dependent on high uptime and



dependability in their fleet. ZF offers digital solutions tailored to these needs, providing tools to improve operational efficiency. Visiting ZTO Express as one of several companies in Shanghai, ZF demonstrated how a partnership will work, supporting the ambitions of large fleets. A listed company, ZTO Express operates over 11 000 prime movers, 15 000 Medium and Light Commercial Vehicles (MCV / LCV). With a current truck to trailer ratio of 1:1.5, a team of 600 is managing the fleet through data gathered around the clock.

Moving parcels across the western part of China, the company manages drivers, whereby several hundred are female, using online applications developed in-house. Route planning, as done in the massive operating room, includes considerations such as the tyre choice for the trucks as it traverses varying climatic conditions. Drivers are managed remotely, with preventive maintenance for their vehicles being scheduled into the routes. ZTO Express was chosen to highlight how ZF, through modern technology can assist those with extremely large fleets. It was learned that the volume of movements ZTO Express handles is simply too large to be managed without harnessing the power of IoT.

Focusing on technology to enhance efficiency, another company, Feiyi Technology, is to develop their own batteries for electric trucks. The CEO,



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

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

Having gained insights into how aftermarket parts suppliers and distributors can support large-scale transport operations, KCH the group was shuttled to another local transporter. At All-Group, telematics plays an important role as the 360 trucks in operation move dangerous goods. According to the management team of All-Group, their aim is to improve the level of information utilisation. Thanks to the optimization of logistics solutions, they are enabled to improve vehicle dispatching and management capabilities, effectively integrating customer resources, transportation

network, and information platform. The net result is to achieve logistics resource balance. Moving dangerous goods, telematics and on-board camera systems play a crucial role. It is not surprising that the company's motto is "All the time safe".

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

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

Noticeably impressed by what the group was able to experience, Dato Suresh of Mawar Mover Logistics Sdn Bhd, said, summing up the two days "I did expect to learn something, but it has been really overwhelming how far advanced transporters here are. What stood out is the fact that transporters here really embrace technology, GPS, to manage their fleets. Another difference he



pointed out is the attitude of drivers towards such new ways, whereby Chinese truckers are happy to adopt new technology. "I highly recommend other transporters to come to China and see for themselves, to learn and adopt," he said, heading to the next presentation on gearbox service through predictive maintenance. **FT**





## Powering Forward: HTH Electrifies Cross Border Transport with JAC Trucks

*Having run their BEV truck between Singapore and Kuala Lumpur for a few months now, HTH Transport reflects on the journey thus far, looking to bolster this offering.*

Quietly, propelled by the electric drivetrain, the JAC truck leaves the yard of HTH. The trip North to Kuala Lumpur is yet another scheduled delivery of loose container loads. After operating the electric truck for a few months now, a routine has been established and the vehicle runs on a regular interval. Pioneering the use of the battery electric vehicle, HTH already gained valuable insights into the domain of electrification of the Malaysian transport industry.

Having sent off the driver on his tour, Lee Jian Long, Managing Director, HTH, sits down with Asian Trucker to share about the journey of adding BEV to his fleet. Describing his operation as focused on cross-border logistics, HTH specialises in transportation of less-than-container loads being shipped between Singapore, Malaysia and Thailand. To supplement this, HTH also offers warehousing. "Scan Global Logistic is our client and they have approached us to start a new service,

utilising electric trucks for the route between Singapore and Kuala Lumpur," Lee said. In his view, this partnership is an excellent one as Scan Global Logistic also tracks carbon emissions and is therefore able to support the transporter with insightful data.

With a range of about 220 Kilometres on a full charge, the route from Singapore to Kuala Lumpur necessitates a stop to re-charge along the 400+ kilometre long trip. "This we were aware of when we started planning this service." Between Singapore and Johor Baru, there is no issue with the range as it would typically take less than half the charge to commute between the two points, even when there is heavy traffic. A natural location for a charging point is the HTH office in Johor Baru. When en-route to Kuala Lumpur, HTH depends and relies on charging infrastructure located in public places. Lee detailed that planning the trips with military precision is crucial as the goods the company moves is often-times time sensitive. "As we are departing at night, the charging and travel time does not impact this though. We found that this is actually a very good arrangement as the drive is sable to rest up while charging."

Lee emphasises that it is the driver that is the crucial component in the equation. "You need a driver that can plan ahead, keep sufficient power in the batteries to





ensure that the vehicle can reach the next possible charging station." For now, Lee's calculations indicate that the same model would not work when transporting goods between Kuala Lumpur and Thailand as the tour would be more time consuming, thus requiring a second driver. Lee highlighted that route-planning is crucial: the locations of the chargers have been meticulously mapped, with height restrictions noted. Battery management is crucial in view of the limited availability of charging points as chargers may be out of operation during upgrades or when they get serviced. With more and more chargers being installed, this is due to change for the better. "We would not want to move temperature-sensitive goods though at this point."

Both, driver and technician, have been trained by JAC on the BEV. HTH maintains an in-house workshop to ensure their vehicles run at peak performance. Not only is the truck special as it is a BEV, but when specifying it, the box has been made lower to accommodate charging stations with a low roof. "With a normal box, as we use it on Diesel-powered trucks, we would not be able to enter a lot of charging stations." Another issue the transporter is facing is that operators of charging stations chase the trucker away as the charging takes longer than for a car and thus will cause passenger cars to cue for a long time. "As the government is pushing for the implementation of electric trucks, we also need support. When I talk about support, I don't mean subsidies necessarily, but a push to implement more chargers faster and to instil a mindset that supports us when we charge at the R&R, competing with cars for the chargers," Lee said.

The vehicle was obtained from CAM, which also supplied the charger at the HTH office in Johor. "We partner with Rexcharge, as they are a well-known supplier to other charge point operators (CPOs)." As Gwee Chin Li, Senior Manager, Sendok Group, who was also present, said, the product is more than just the vehicle. Muhammad Nazihan, Project Lead (Southern Region), Recharge Xolutions Sdn Bhd, said, that the biggest hold-back at the moment is the power capacity available in industrial buildings. In order to instal a charger for one or more vehicles, the power grid has to be set up to support the increased consumption of electricity. "Before we can install a charger, we would need to check if a building can actually support

this." When asked about the bottlenecks in installing chargers, Muhammad said that there are many obstacles, such as the acquisition of spaces that allow for the erection of charging stations.

Gwee explained that the range for this particular JAC truck was derived after considering the range versus the payload. According to her, it would have been possible to extend the range, even to the point where the truck could have been driven the entire distance on one charge, however, then the permissible weight for cargo would have been drastically reduced.

Despite the challenges, Lee stresses that this new technology is the way forward and that the use of the JAC BEV truck on this route is not a marketing gimmick, but a serious offering to the market. Testament to this is the fact that the vehicle needed to be send to the first service after 5 000 kilometres after only a month. "As JAC is also a pioneer in the Malaysian market, being one of very few offering LCV as battery electric vehicles, we have been receiving very good feedback from our clients." Proving many naysayers wrong, the perception of the BEV truck has changed among other drivers in HTH as well. Initially, the designated driver was sceptical, however now other drivers are also asking when they will be given an electric truck.

With several operators now running electric trucks in Malaysia, the available knowledge grows rapidly. One source of information about the impact of electric vehicles is the Malaysia Zero Emission Vehicle Association (MYZEVA). The Malaysian government has stipulated that by the end of 2025, there should be 10 000 public charging stations. Currently, the numbers are lagging with about 70 percent of that target likely being achieved. Nurul Shafykha Tunya sees that the availability of charging stations is what drives the demand for electric vehicles.

Taking the climate goals very seriously, Lee stressed again that the purchase of the JAC BEV truck is not just a gimmick. "If we want to meet our 2030 and 2050 climate targets, we need to drastically reduce emissions now year on year." Looking at the direction by the Malaysian government, Lee urges other operators to get started on their electrification journey. "This is not science fiction anymore. This is coming and transporters have to get ready." What Lee is also observing is that there is uncertainty regarding the cost of fossil fuels. For now, a BEV might be more expensive, however, a sudden price hike for Diesel may change this calculation drastically. For now, HTH also depends on public charging stations, expecting that in the future, cheaper electricity will be available for commercial fleets. Praising the fruitful collaboration between all the parties involved, Lee is confident that the next order for more BEV trucks from JAC will be in the very near future. 🚚





# ZF Aftermarket shines at the 2024 Automechanika Shanghai



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

Teoh Chee How, the Head of the ZF Aftermarket in the Asia-Pacific, introduced the best practices of the new UPTIME experience in ZF Aftermarket for the Chinese aftermarket. Finally, he revealed to everyone that this year is the second year of the IP cooperation between ZF Aftermarket and “Transformers”. In the upcoming cooperation, the ZF, LEMFÖRDER, SACHS, TRW, and WABCO brands will transform into five Autobots. By combining the different brand propositions of each brand with the personality traits of the main characters in Transformers and using differentiated communication methods, they will actively promote the brands and products to distributors, fleets, and consumers. With their absolute dominant positions in their respective fields, a strong sense of social responsibility, and a leadership attitude, they will create extraordinary performances and infinite possibilities in the automotive aftermarket. Surprisingly, Optimus Prime, the leader of the Autobots, also came to the scene on that day, creating a unique brand experience and a lively atmosphere for the on-site audience in an ingenious and novel way.



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

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

As a global technology group, ZF provides system solutions for passenger vehicles, commercial vehicles, and industrial technologies, sparing no effort to realize next-generation mobility. ZF’s leading aftermarket and fleet solutions stem from its powerful product brands - ZF, LEMFÖRDER, SACHS, TRW, and WABCO. With a comprehensive portfolio of products and services, advanced digital vehicle management



and connectivity solutions, and a global service network, ZF offers full life cycle support for various types of vehicles to ensure vehicle performance and utilization efficiency.

At this Automechanika Shanghai, ZF Aftermarket divided the product portfolio extension into three key areas. Firstly, inheriting the Original Equipment (OE) technological accumulations and status in six dimensions of vehicle motion control, namely vehicle braking, steering, and suspension, etc., it fully consolidates ZF's dominant position in the aftermarket, covering different types of vehicles such as passenger vehicles and commercial vehicles.

Among them is the SACHS air suspension strut assembly, which makes its debut in China for the first time. It integrates the air spring and the shock absorber, highlighting the aftermarket products with OE quality.

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

Finally, ZF Aftermarket anticipates the vehicle software applications that will experience rapid growth in the future. In this regard, ZF Aftermarket provides one-stop solutions for the independent aftermarket by not only aiming at seizing the opportunities brought by the continuously rising importance of Advanced Driver Assistance Systems (ADAS) in existing vehicles on the road, enabling the independent aftermarket to gain profit margins, but also offer diagnostic solutions to better serve new vehicles on the road. The ZF [pro]Diagnostics MultiScan 001 Commercial Vehicle Diagnostic Tool is launched in China for the first time. This tool provides multi-brand and multi-system diagnostics for commercial vehicles, covering vehicles of various fuel types.

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

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



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

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

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

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





# In Search for Efficiency, Mewah adds HAMMAR Sideloaders

*Continuous improvement to seek maximum efficiency led Mewahtrans to HAMMAR Sideloaders to address impact from competition, congested ports and changing customer requirements.*

Strategically, one can opt to be a provider of very specialised services or being an integrated provider of end-to-end services. With over 30 years in the business, the founder of the Mewah house of brands has realised that it pays big dividends to be able to be the latter. Now, as the second generation is taking over, the business is yet again transforming in order to keep up with the changing times. Transferring knowledge gained from another field in another country, Lim Fern Yong, Director, Mewah Exim Sdn Bhd (a member of Shin Yang Group Berhad), talked to Asian Trucker about how his quest for efficiency has led to the purchase of HAMMAR sideloaders.

Working in Singapore, in tech related companies, Lim is no stranger to a fast-paced, ultra-competitive environment. When he decided to change his career by joining his father's company, with the aim to propel it to greater heights, not only the difference in his pay was staggering, but also the way businesses were operating surprised him. "What I noticed is that transporters in Malaysia do not embrace technology as much as others do in our neighbouring countries. I was wondering if there could be an opportunity for us to improve our margins as well as further growing our reputation of 30 years in the shipping and forwarding business," he opened said, opening up the conversation.

"When I started, I worked in sales in the forwarding department, cold-calling potential customers, building a portfolio of companies we serve with logistics solutions. However, my efforts were often thwarted by third party service providers not performing as promised." Lim recalled that many times, he would secure the

jobs, just to see the clients not being served by contracted hauliers to deliver on the promises. Enough was enough and Lim convinced his management to add a haulage division to the group of companies in order to ensure seamless support, and in his view more importantly, transparency for the clients.

Lim also found that the industry depended a lot on paper and manual planning. Having found a suitable partner, he developed in in-house system, an ecosystem, that is using computing power to automate processes. "We are now also integrating AI," he said. Currently, four apps, developed in-house, form the core of the IT support with a clear purpose: as the transportation rates are not increasing, margins have to be increased through the improvement of efficiencies.

With that in mind, "Transparency" and "Efficiency" has become a talking point for Lim as an advantage Mewah offers. One may argue that transportation services are subject to a lot of events



and incidents that can impact delivery times and thus, making the status of a shipment known to customers is a tricky situation. However, Lim argues that the pro-active problem notification and honesty about the shipment statuses has been welcomed and positively received by clients. “Nobody likes to be lied to and with honest updates upfront, clients can react themselves, thus reducing workload to fix problems as we pre-empt issues.”

Mewahtrans, the haulage arm of the group started in 2018 with five prime movers and 35 trailers grew to 38 prime movers and 209 trailers currently and is on track to expand to 51 prime movers and 309 trailers by the end of 2024/beginning 2025. Lim attributes this growth to his dedicated team, now operating in both, Johor and Port Klang. Years ago, Mewahtrans added sideloaders to their fleet to experiment with the specialist equipment. Deployed in Pasir Gudang, the results aligned with the goal of streamlining the operation, making it more efficient. This year, Lim opted to purchase two HAMMAR Sideloaders, a second brand of the trailers to trial. “We opted for the

HAMMAR 119-H, with the spiderleg for extra stability.” Lim stated that the Sideloaders have already proven to be very helpful, now that there is continued congestion at the port. Adding to that is the ability to service clients that don’t have loading ramps as a huge plus of being able to offer this service.

Lim explained that now, oftentimes, containers are called to port earlier, to ensure that the goods are being loaded onto the vessel as planned. However, that means that the trailers may be unavailable for other jobs for some time. With the help of the HAMMAR Sideloaders, Mewahtrans is able to move containers faster and juggle the use of trailers more effectively. What Lim observes is that manufacturers are skimming on rented warehouse space by using the haulage service providers as rolling storage. Being able to shuffle containers on the yard is helping Mewahtrans to address these issues positively for their clients.

Of course, the investment in such a luxury has to be justified with a ROI. Lim argues that the use of a HAMMAR Sideloader allows to open up market

shares that would otherwise be locked. “If we don’t have this equipment, others would be getting these jobs.” It is an additional service, ensuring a seamless service, where Mewahtrans is not just fighting for business with others that offer trailer-based services. In particular, the ability to handle two 20-foot containers with one trailer, by way of the HAMMER Sideloader, has made a difference.

Working with the Sideloaders, Lim noticed that special consideration has to be given to the drivers using the equipment. Using a commission-based wage system, drivers are eager to be assigned on the HAMMAR as they can earn more through higher commissions. However, the equipment needs to be handled with safety in mind and one cannot rush through the operation of the loading or unloading. Hence, it requires experienced drivers that have learned that patience is a skill to have. To fully utilise the Sideloaders to their potential, three drivers have been trained by HAMMAR, which has their workshop conveniently located next door from Lim’s yard in Port Klang. **TR**





# NEXUS Automotive International Enabling the Asian Aftermarket

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



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

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

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

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

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



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

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

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

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

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



Gael Escribe Janvier 2024

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

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

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

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

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

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

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

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





# Hengst at Bauma: Opportunities for Quality Filtration

*As a bridge between vehicle manufacturers and parts distributors, NEXUS acts as an aggregator with a finger on the pulse of the market to deliver the best possible solutions. Providing an overview of the Asian off-highway market, the Bauma in Shanghai afforded Hengst with opportunities to grow the brand in a heavily contested market. Solutions to aftermarket problems.*



Taking stock, Mr Frank Maergner, Sales Director, Hengst Asia Pacific Pte Ltd, talks about the success of the event for the brand and how Hengst' products are best geared to meet the needs of the off-highway segment. "The Bauma has become interesting for us. We are also exhibiting in the Bauma in India and have been active with two other exhibitions focused on agricultural machinery this year," he told Asian Trucker. What he observed is that Hengst has yet to gain the same market share in the off-highway segment as the brand has in the on-highway business. There are, naturally, fewer players in the off-highway market and therefore fewer customers. Margner expects that Hengst will have a big task ahead of them to establish themselves in the same way as they have done in the onroad market.

**B**auma CHINA is the International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles. It is the heartbeat of the industry in Asia and international success engine, innovation driver and marketplace. German filtration expert Hengst took the opportunity for a back-to-back with Automechanika Shanghai and showcased products needed for the off-highway segment.

Filtration for construction equipment is very different from onroad vehicles. For instance, the engines are significantly



bigger, which results in more filters being needed. The harsher environments in which these machines operate add to the increased stress on the filters. Adding to this, oftentimes, construction machinery requires filtration for the hydraulic system. While a truck may require four or five different types of filters, off-highway applications have oftentimes up to twelve different types of filters. Maergner points out that Bauma is dominated by Chinese brands; from there he surmised that Hengst would have to be more active in this market in order to tap into this vast potential to supply their filtration solutions. "Here we see how Chinese brands are advancing fast. Maybe, German companies will need to adjust to this way of doing business and depart from their usual way of going about approaching Asian markets." In his view, maybe the product line may need to be adjusted to meet the requirements of the respective audiences.

When talking about construction machinery and related equipment, not all exhibits at the Bauma are on wheels; some of the showcased applications are stationary machinery, such as batching plants. Here, Hengst would get active as anywhere there is dust that could ignite poses a risk. In addition, anti-static filtration is oftentimes important. The issue with flammable materials is that once it combusts, any explosion would consume all fuels. As Maergner puts it, there is no partial explosion in such a case. Here, as certificates and approvals are needed for anti-static filtration, clients would likely turn to a trusted brand, such as Hengst, having vast experience with such applications.

Within the construction machinery segment, Hengst is an OE supplier to household names like Claas, Liebherr and Weichai. With the latter supplying engine solutions to other brands, Hengst filters may also be found in equipment sold under various other brand names. Here Maergner stresses that the quality of the filters is of even more importance in off-highway applications. Mines, logging camps and other off-highway environments are typically located in remote areas, which are hard to reach. "On a highway, you can always call someone to render assistance. However, when a dump truck breaks down, while fully loaded, fixing the vehicle will quickly become a very costly and complicated activity." He quipped that it is usually with Murphy's Law involved when construction machinery breaks down in situations when it is the most inconvenient moment. It can be observed that thus, those operating construction machinery and off-highway applications are extremely risk adverse when it comes to their filters, unlike passenger car owners who may gamble with cheaper parts.

Adding local context was Shane Hu, Managing Director, Hengst Filter Systems (Kushan) Co., Ltd. Covering the huge area of China, some 50 dealers have been hand-picked to distribute appropriate solutions to the market. As Hu explained,



Hengst will not provide solutions for all segments and therefore, dealers may serve only selected brand of OEMs. "When we engage with a dealer, it is about the geographical coverage as well as their ability to serve a specific industry segment," Hu explained.

What Hu has observed, in line with global trends, is that Chinese brands are now pushing stronger into international markets. One of the factors leading to that is the fact that the construction boom in China has plateaued and that Chinese brands are now seeking opportunities outside of their home markets. With the products, Chinese brands are also bringing their own culture and ways of doing business into these foreign markets. "What we will need to see happening is an intermingling of cultures, whereby not one will dominate the other, but we take the best from both." Culture, in his words, is behaviour to fit into the surroundings. Hu said that Chinese culture could at times be somewhat rigid, which one has to respect, but at the same time inject German thinking when it comes to representing the Hengst brand.

While transportation is undergoing a drastic paradigm shift with electrification, Hu observed that this mega-trend is also happening in construction equipment, however at a slower pace. Also, in off-highway applications, it is not about pure battery electric drive trains taking over from the conventional combustion engines, but a multitude of alternative fuels and powertrain solutions. With vast reserves of natural gas, this is just one other alternative to mention.

As a summary from the Bauma, Hu stated that he sees that the competition is getting stronger. However, he reckons that Asian brands are still not on par with established European brands. Those established brands can leverage on the fact that a brand is from the West, which may carry added value. European brands can still leverage on their long-standing experience and tradition. "With adaptation of our products to the local conditions and needs, Hengst will certainly continue to grow here. Overall, the Bauma has been a very insightful event where we managed to learn a lot." In particular, Hu noticed that Hengst is strong in offering assistance and services beyond the product, which is crucial when it comes to servicing this particular market segment of off-highway applications. **F**



## A Celebration of the Automotive Aftermarket: Automechanika Shanghai

*The 20th Anniversary of the Automechanika Shanghai saw the industry gathering in strength for record participations.*



**A**utomechanika Shanghai 2024 opened its doors on 2nd December with a record breaking 6 763 exhibitors, an increase of 20 percent compared to last year's event, including 17 overseas country and region pavilions for its 20th anniversary. This year's fringe programme was the show's largest to date, with over 81 events paving the way for plenty of opportunities for networking, information exchange, education, and training. The fair concluded on 5 December, covering over 350,000 sqm and 14 halls of the National Exhibition and Convention Center (Shanghai).

### **Walk for Nature**

In line with its sustainability focus, Automechanika Shanghai introduces a step-counting challenge for participants during the show. Participants' efforts will be rewarded with a monetary donation to support community tree planting. With the show half way through, the event has accumulated over 10,020,000 steps for the charity initiative. We invite you and your friends to join this meaningful cause and make every step count! Participants will also have the chance to win exciting prizes.

### **Convergence of the Industry**

The globalisation of the industry and influence of China's market is reflected through the show's 17 overseas country and region pavilions, accounting for 290 exhibitors. In addition to these international showcases, the domestic pavilions allow global and domestic players to gain insights into the intricacies of production throughout China. This year's edition also sees an event-high 215 buyer groups attending the fair including 146 delegations from Mainland China, and 69 overseas buyer groups from over 50 countries and regions.



### Strong Focus on Electrification

During the Automechanika Shanghai 2023, one could already sense that electrification of transportation will push much stronger into the foreground now. At this year's show, the industry may have reached a tipping point as those focusing on electric vehicles and the derived technologies, came out in force. Besides technology directly build into vehicles, the entire ecosystem is now undergoing a drastic change. Parts suppliers and workshop equipment manufacturers are offering an increasing range of products and services related to EVs.

### Innovation, Transformation and Sustainability

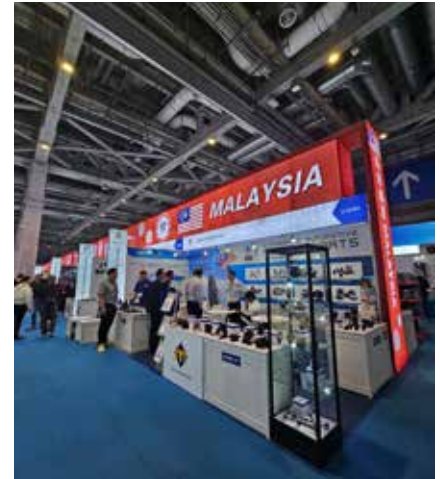
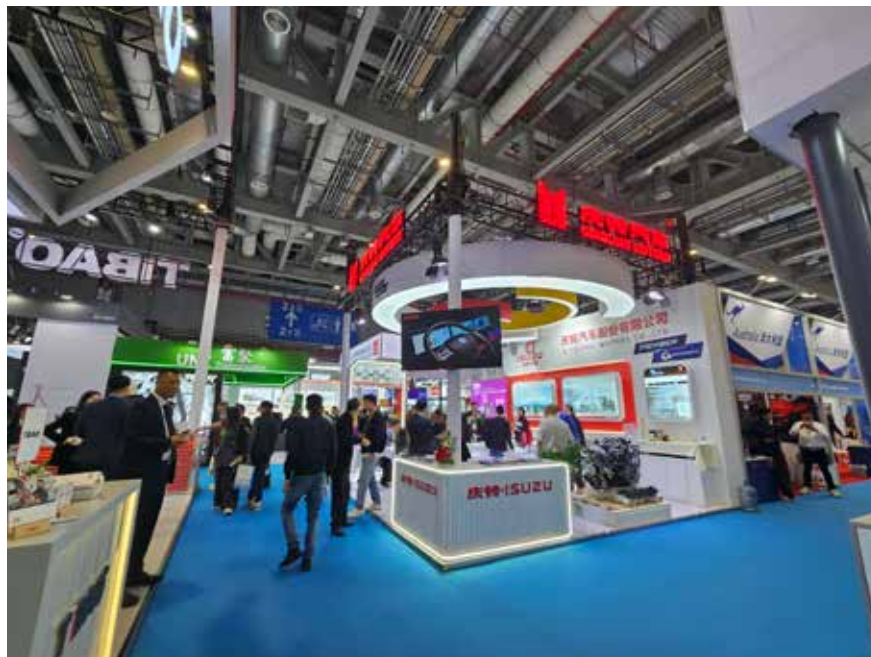
Regarding the theme's portrayal in the automotive market, technological innovations play a critical role in achieving sustainability goals. China's ambitious efforts to transform the automotive ecosystem makes it a key player in the global market as significant investments in decarbonising the transportation sector have propelled advancements, particularly in passenger and commercial vehicles.

Exhibitors are embracing this direction with approximately one third offering new energy and connectivity related products. As such, the introduction of the New Energy & Connectivity sector aligns with this evolving landscape, emphasising sustainable mobility solutions and the increased adoption of new energy vehicles. This sector is set to showcase cutting-edge innovations driving sustainability in the industry. Spanning over 26,000 with more than 450 exhibitors, displays featured advancements in core electric components and systems, energy charging and storage, intelligent driving and chassis, and fuel cells, electric systems, battery technology, autonomous driving, and digital management solutions. This scope reflects a significant growth from previous editions.

It included JMC's smart driving systems, SHedrive's electric drive system for new energy vehicles, Black Sesame's high-performance autonomous driving chips, Hesai Technology's LiDAR system, and more.

### Building a circular economy in automotive industry

Automotive remanufacturing is becoming a vital part of the circular economy, playing a crucial role in promoting environmentally-conscious practices by significantly enhancing energy efficiency and reducing emissions. To meet the increasing demand, the Remanufacturing Zone was expanded to highlight a diverse range of remanufactured products, such as engines, transmissions, car lights, and turbochargers. The area will include the likes of Guangzhou Wanzhenda Power Technology's remanufactured engine, which uses 70 percent fewer resources than new alternatives. The zone hosted seminars on policies and sustainable development.



### Showcase Areas and Fringe Events

The return of the Innovation4Mobility Showcase Areas served as hubs of innovation and transformation in mobility technology, with dedicated spaces for product showcasing, networking and information exchange. From this standpoint, over 30 seminars at the Innovation4Mobility Mainstage covered topics ranging from automotive AI to sustainable development, helping professionals to engage with the latest trends and technologies shaping the future of mobility.

This year the show hosted over 70 fringe events involving various sustainable development topics, like the International Automotive Industry Conference 2024, Presented by Automechanika Shanghai which will provide valuable insights and networking opportunities for industry leaders. With a focus on internationalisation, digitalisation, and sustainability, topics included electrification, intelligent technologies, and digital strategies in the supply chain. The event also featured a panel discussion on green transformation, capital management, and practical ESG initiatives in the automotive industry. Bosch, CALB, Dongfeng Motors and Geely were amongst the leading companies with representatives speaking at the conference.

Furthermore, nurturing talent is key to the long-term development of the automotive industry, a perspective set to be emphasised during the International Automotive Industry Talent Development Conference 2024. The conference focused on cultivating high-tech capabilities and aimed to integrate resources from various sectors to provide a well-rounded picture of how to build up skills, both at home and abroad. **F**



## eCanter SensorCollect - Concept Model of a Partially Automated EV Garbage Truck

Mitsubishi Fuso Truck and Bus Corporation exhibited the eCanter SensorCollect at "JAPAN MOBILITY SHOW BIZWEEK 2024". The introduction of this concept by MFTBC was part of several environmentally friendly solutions that use advanced technology under the brand slogan "Future Together". The eCanter SensorCollect, a concept model of a next-generation EV garbage truck with an automatic tracking system, showing the company's commitment to transition to environmentally friendly mobility.

The vehicle can reduce the time and physical burden required for garbage collection by using camera sensors mounted at the front and rear of the vehicle to detect driver movement outside the vehicle. Based on the zero-emission EV truck eCanter, which emits no exhaust gas when driving and has low vibration and noise levels, this EV garbage truck combines environmental friendliness and advanced technology. Since 2021, MFTBC has also been carrying out demonstration tests of the truck along with the Ministry of the Environment of Japan.








MFTBC developed the first concept model of the automatic tracking EV garbage truck eCanter SensorCollect in 2020 and will showcase the newly improved model. The improved model has added SAE Level 2 equivalent driving automation as an automatic tracking system for the driver. This has reduced the time and effort required from arrival at the garbage collection point to the start of work. Also included is a function that allows the vehicle to recognize and stop at the nearest waste collection point ahead of the driver is part of the improved model.

Masaaki Kinoshita, Manager, Advanced Engineering at Mitsubishi Fuso said that “We have prioritized ‘realizing a demonstration on public roads soon’ so that we can share with society what autonomous driving looks like. Level 4 requires additional regulations or traffic rules, which take a longer time to realize.” While other missions were considered, garbage collection poses certain challenges that make this application stand out. The primary goal is to support garbage collection services, where there is a severe driver shortage, due to the nature and physical demands of the work, is a significant challenge in this field.

Currently, there is no plan for commercialization at the moment. This vehicle is expected to explore possible use cases of an autonomous truck. Beyond the technology to operate this semi-autonomous vehicle, no additional infrastructure or special provisions are required according to Kinoshita.

“We’ve defined the key performance indicators as operation time and processed garbage. If there is no particular difference with the amount of processed garbage, we can say that it just reduces the physical burden on the operators, which is a main goal,” he added. 





## Biforst Launches Halal Toyyiban Logistics



in operations, finance, and commercial strategy, Itrace collaborates with key stakeholders to develop scalable solutions tailored to industry-specific needs. Their commitment to excellence positions them as a trusted partner in advancing traceability and driving efficiency within supply chains globally. Biforst is one of the first partners for Itrace to implement Halal traceability.

### Zetrix

Represented by Dato' Fadzli, Co-Founder, Zetrix is a pioneering blockchain platform dedicated to creating seamless cross – border connectivity and digital transformation. Designed for scalability and security, Zetrix focuses on enabling efficient and transparent data exchanges across industries, including finance, supply chain, and logistics. By integrating advanced blockchain technology, Zetrix provides businesses with robust solutions for digital identity, traceability, and secure transactions. Zetrix is committed to fostering innovation and collaboration, offering tools that empower organizations to streamline operations and build trust in a decentralized ecosystem. With a vision to bridge gaps between traditional systems and the future of digitalization, Zetrix is shaping the global landscape of interconnected businesses. “The integrity of the data is of utmost importance. This is why the platform uses blockchain with the data being stored and managed on servers that are located here, in Malaysia.”



During the Smart Nation Exhibition, delegates could witness the launch of Halal Toyyiban Logistics powered by Halal Traceability. This joint project of Malaysia Digital Economy Corporation (MDEC), Intelligence Traceability Sdn Bhd and Biforst Group aims to provide consumers with accurate and untampered information about the goods from farm to plate. This marks a step forward towards enhancing halal integrity within the supply chain industry, and Biforst, as the host of the launch event are surely proud to be part of this journey. To enable Biforst to offer this new value-added service, several partners needed to join forces.

### Biforst Logistics

Biforst is a forward-thinking company specializing in advanced solutions for supply chain and logistics. With a focus on innovation and technology, Biforst integrates cutting-edge digital tools to enhance operational efficiency, transparency, and traceability within the logistics sector. The company is committed to addressing the unique challenges of modern supply chains, including sustainability, halal compliance, and seamless connectivity across global markets. Biforst’s expertise extends to collaboration with key industry players and leveraging partnerships to deliver impactful solutions. Dato Paduka Hamie Appala Nakkiah, Group Managing Director of Biforst commented “Yes, there is certainly an element of additional cost in-lieu of the traceability features, which need further work on making it viable for consumers. However, our current logistic services rate should remain and be viewed separately. We believe it will make our service a better, a more integral part of the supply chain dealing with food and beverages, which is one of our main industries we serve.”

### Itrace

Itrace is a technology-driven company specializing in providing advanced traceability solutions for various industries, including the halal supply chain. The company’s core mission is to enhance transparency, accountability, and integrity in product tracking and logistics. By leveraging innovative digital tools and platforms, Itrace ensures seamless monitoring and verification processes, helping businesses meet compliance standards and build consumer trust. “Transportation is a very important industry when it comes to traceability as it is the first step in connecting all aspects of the economy,” said Mr Tay Wee Huat, Managing Director of Itrace. With expertise



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

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

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

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

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

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

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



stefan@asiantrucker.com

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

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

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



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

**AI-Driven Safety and Operational Efficiency**

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

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

**A Fully Integrated Ecosystem**

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

**The Road Ahead**

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

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

# The Next Step in the Evolution of Telematics

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

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

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

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



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

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

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

### Small Place, Big Learning

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

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

### Data and Protection

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

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

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



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

### Telematics in Practical Applications

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

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



Achim Puchert started his career in the former Daimler Group in 2002 and worked in international positions in Key Account Management, specifically as Management Associate and in Market Management and Sales Controlling, until 2010. He then became Executive Assistant to the Head of Sales, Marketing and Customer Service Mercedes-Benz Trucks, followed by an assignment as Senior Manager, Alliance Office for Daimler's former cooperation in Russia. In 2015, Achim Puchert took over as Director of International Operations, leading several joint ventures and international industrialization projects of Mercedes-Benz Trucks. In this role, he was also responsible for the worldwide Completely Knocked Down (CKD) sites and the strategic Network Management of Mercedes-Benz Trucks. In 2019, he was appointed as Senior Vice President of Sales, Marketing and Customer Service for Daimler Truck Asia, and, one year later, also took over as Senior Vice President of Daimler Truck Overseas. Since 2022, Achim Puchert has led the truck and bus business in South America as CEO and President, Mercedes-Benz do Brasil and Latin America. **F**

## Achim Puchert new CEO of Mercedes-Benz Trucks

*Supervisory Board of Daimler Truck Holding AG appoints Achim Puchert as a new member of the Board of Management, responsible for Mercedes-Benz Trucks and the regions Europe and Latin America, effective December 1, 2024.*

The Supervisory Board of Daimler Truck Holding AG ("Daimler Truck") has appointed Achim Puchert as new member of the Board of Management until November 30, 2027. Achim Puchert (45), currently CEO and President Mercedes-Benz do Brasil and Latin America, will take over from Karin Rådström as CEO Mercedes-Benz Trucks, responsible for the regions Europe and Latin America, starting on December 1, 2024.

## Daimler Truck Celebrates Series Launch of the Mercedes-Benz eActros 600 for Long-distance Haulage

The electrification of the product range at Daimler Truck is progressing: The company today celebrated the series launch of the Mercedes-Benz eActros 600 for long-distance haulage at the Mercedes-Benz plant in Wörth. The start was made in the presence of Karin Rådström, CEO of Daimler Truck, and Daniela Schmitt, State Minister for Economics, Transport, Agriculture and Viticulture of the State of Rhineland-Palatinate as well as Jürgen Distl, Head of Mercedes-Benz Trucks Operations, Andreas Bachhofer, Head of the Wörth site and Production at Mercedes-Benz Trucks, and Michael Brecht, Chairman of the Group and General Works Council of Daimler Truck.

The eActros 600 will be manufactured on the existing assembly line of the Wörth A-series production, in parallel with and flexibly alongside the trucks that will receive a

diesel drive. The eActros 600 also receives all electrical components in this production hall. The entire system is commissioned at the end of the assembly line: From then on, the truck is ready to drive and lastly undergoes the finishing process and final inspection like all other trucks.

The eActros 600 is thus the first electric truck from Wörth where assembly takes place in one production hall. The conversion of the assembly lines as well as the integration of the eActros 600 into line production has taken place gradually. The previous eActros 300/400 and eEonic electric truck models leave the production hall for the assembly of the electric drive components in order to be electrified at the Future Truck Center in Wörth. **F**




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

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

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

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




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

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

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


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

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

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

## Brake Products Available Under the HELLA Brand from October



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

# ASIAN TRUCKER FORUM

## ASIAN TRUCKER PRESENTS: The Electrified Malaysian Transport Industry



The first dedicated conference on electrification of Malaysia's transport industry  
**16 May 2025 – Setia City Convention Centre**

Introducing the Asian Trucker Conference on Electric Commercial Vehicles, an exclusive one-day event focused on the future of electric mobility in the commercial transport sector. Scheduled for 16 May 2025 at the Setia City Convention Centre, this conference is set to bring together 300 industry leaders, experts, and innovators to discuss the advancements, challenges, and opportunities surrounding electric commercial vehicles.

With a strong track record of successfully hosting impactful seminars, Asian Trucker has built a reputation for delivering well-curated, industry-relevant events. Benefit from our expertise in understanding the commercial vehicle landscape, which ensures this conference will provide valuable insights, strategic networking, and actionable knowledge for all participants. Join us for a day of deep dives into cutting-edge technology, policy discussions, and practical applications that will shape the future of transportation.

For sponsorship opportunities contact [nicole@asiantrucker.com](mailto:nicole@asiantrucker.com)







**The SMART Alternative.**  
OE quality and service  
excellence.



purifying our planet

**Hengst Asia Pacific**  
25 Bukit Batok Crescent  
#10-10 Elitist Singapore 658066  
T +65 6818 2880  
E info@hengst.de  
f HengstAPAC

**Hengst**  
FILTRATION



**The New**  
**TF CANTER**  
First in Class **EURO V** Light Duty Truck

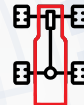


Biodiesel  
**B30**  
Ready

Euro 5 compliant  
and B30 biodiesel  
compatible



with dual  
wet clutch



Original  
Wheelbase  
Chassis

from Mitsubishi  
FUSO Japan factory



Electronic Stability  
Program

**Trac360<sup>o</sup>**  
Telematics System

Telematic System\*

\* Terms and conditions apply, Picture shown is for illustration purpose only and the actual product may vary due to the product enhancement.

**CREATING  
SUSTAINABILITY  
TOGETHER**



**HAP SENG**  
TRUCKS DISTRIBUTION

Email: [hstd.inquiry@trucksdistribution.com.my](mailto:hstd.inquiry@trucksdistribution.com.my)