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COUNTRY REPORT
A bridge to E-mobility

IN THE WORKSHOP
Sign of Trust: ZF [pro]Service

SPECIAL REPORT
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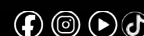


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A large green truck cab is positioned in a spacious industrial maintenance facility. A worker in a dark blue uniform with reflective stripes stands to the left of the truck, facing away from the camera. The truck's rear door is open, revealing internal components. The background shows the structural elements of the workshop, including steel beams and overhead lighting.

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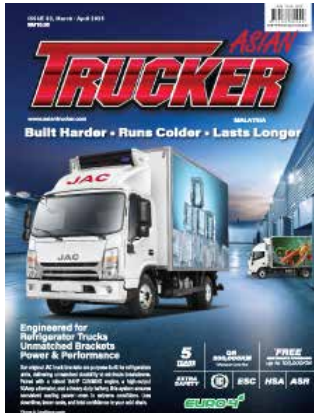


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Enter Next Generation

To address the needs of modern road transportation, companies take various measures to continue being competitive. In this issue I talk a lot about new ideas and new people, brands entering the scene.

Many do not know that I am a certified trainer, authorised to craft training programs under the German dual vocational training. In June, I will be speaking to a class of five- to seven-year-old school kids about the work as an Editor and what jobs there could be in road transportation. Hopefully, I will be able to inspire some to look at the industry as having ample career opportunities. There is certainly a need for young people to enter the work force in this industry. Taking matters in their own hands, Hengst in Singapore have realised that they have an important role to play when it comes to attracting graduates to work in the automotive market. We met with Konstantin Lutz, who chose Hengst as his partner for his first official work placement.

A drastic change for the industry might be the ability to use connected online services. I grew up with a computer, having saved up to be able to buy a Commodore C64 at the age of ten. Back then, the internet was something very vague and nobody could really fathom what this could enable. Today, we have a lot of power on our hands and using online, digital solutions, we can drastically improve the performance of businesses. Scania allowed me to have a detailed analysis of their offerings, and it starts to become clear that the future of transportation is digital. I would argue that we may need a different type of fleet manager. No longer is transportation about the hardware alone. Or the hardware and the human factor. It is a trifecta now whereby man and machine strive to improve and enhance businesses.

In line with this, I am seeing a lot of workshops either being upgraded or new ones being set up. The move towards 3S or even beyond is something that has been going on for some time. However, I now see a lot more emphasis on the use of electronics here too. Parts ordering and managing, scheduling of service slots and other functions now harness the power of the internet. HINO and Trans Link Solutions are among those trailblazers that aim to integrate technology. Isuzu's incoming Managing Director has made it his mission to ramp up service quality too. I would like to ask our readers if they feel the same as oftentimes it is the service, not the product that determines if I return as a customer.

Our own team has gotten a boost as we hired a writer to support me in the editorial department. You may soon meet Farrah as we are making our rounds for interviews. With this hiring, we are also able to produce content in Bahasa Melayu again, which means we reach an even wider audience. She will also be involved in managing MCVE in some capacity, which I will assign later. On that note, many may not realise it, but as we operate both, media and the expo, we are about the only exhibition organiser that can guarantee exposure in the media. Globally, the need to support exhibitors in such ways has emerged and is gaining traction. Again, it is no longer good enough to have the hardware, i.e. the materials to construct exhibition stands.

Drive safe, Evolve and Educate,

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Editor, Asian Trucker

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A Cleaner Selangor thanks to KDEBWM's New FUSO Trucks

Keeping Selangor clean, KDEBWM opts for FUSO trucks as the trucks themselves are the cleanest, most efficient vehicles best suited for the job.

With a fleet of over 1 400 trucks, KDEB Waste Management Sdn Bhd (KDEBWM), is a major fleet operator. The mission of keeping the state of Selangor clean depends on reliable trucks. On 29th April 2025, KDEBWM took delivery of their first batch of FUSO trucks with EURO 5 engine technology. This first batch of FUSO TF Canter delivered to KDEBWM comprises 47 units.

Handing over the vehicles to KDEBWM was Jacky Tan, General Manager, Sales & Market Development, Hap Seng Truck Distribution Sdn Bhd. "We are truly honoured to be back here at the Hap Seng Star Bukit Tinggi by Mercedes-Benz, where we launched the truck model we are delivering to KDEBWM today only a short while ago. What makes these trucks truly remarkable is that FUSO is currently the only Japanese truck maker offering EURO 5 engine technology in Malaysia." Tan stressed that the trucks are not only used to transport waste but play an active role in the reduction of negative impact on the environment by way of using hi-tech engine technology. Compared to EURO 2, using FUSO's 4P10 engine reduces emissions by 95 percent.

Receiving the vehicles, Dato' Hj Ramli Mohd Tahir D.S.I.S. (Selangor) Managing Director & Board Member of KDEBWM, stressed the importance of looking at the business of waste management holistically, whereby the trucks play a crucial role. "Within our own E.S.G. efforts, we have identified the trucks as a major component that we need to manage in order to also lead by example," he said during the event.

It is his view that the duty to keep the state clean extends beyond the collection and transportation of waste and also includes the prevention of pollution that would be a by-product of the company's task. "It is therefore that we have opted for the FUSO TF Canter as soon as it became available. In fact, we were the first ones to place the order for this model here in Malaysia," he added. Adding that a more fuel-efficient engine, which emits less harmful particulate matter, is also one that is adding to the bottom line, a compelling case for the switch to the higher emission norms was made.


A Clean Deal: 4P10 Canter Engines

Compliant with the latest emission regulations, the 4P10 Canter engines offer more efficiency and more environmental acceptability. As a result, they are also more cost effective. FUSO's new EURO 5 engines are equipped with advanced exhaust emission control system (EGR & DPF).



The FUSO TF Canter is further equipped with Variable Geometry Turbocharger (VGT). A VGT can adjust the angle of its internal vanes to optimize exhaust gas flow into the turbine, enhancing engine efficiency, reducing turbo lag, and improving performance at various engine speeds.

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Interway Logistics Opens Hub as Growth Enabler

Heralding the next era in the company's history, the northern office of Interway Logistics impresses with state-of-the-art facilities.

With a long history in Malaysia, Interway Transport has become a highly recognisable brand. Established by two brothers, Cheok Kim Pong and Chok Kim Wan, in Seremban with just one truck, the brand grew to 20 trucks within three years, setting them up on a trajectory of growth. Today, one does not have to wait long to see one of their haulers on the road. On April 18th, the company officially opened their new logistics hub in Prai. Asian Trucker went for a tour of the premises.

Both, the design of the office space and the career path of the person in charge are unusual. The office space impresses as it is akin to a showcase of Penang culture. Speaking about his journey in transportation, Casey Cheok, Marketing Executive at Interway Transport Sdn Bhd, said that he would "Consider the brand as a generational business. It has all started with my grandfather running a truck whereas today, we are a total logistics provider." Interway Transport operates a number of branches with the Penang operations being the latest to have been upgraded to a fully integrated hub. As a hub, located in Prai, it enables the haulage, warehousing and cross-border transportation.

"I was sent here to build up the business in the northern region 10 years ago. We started out with a small team working from a container office," Cheok recalls. Applying his knowledge gained in his previous career in a marketing research firm, he set out to position the branch differently. The decision was made to not compete on price. "What we found is that customers here are craving high-



end services according to their needs," he added. In offering extensive services to international clients, he managed to grow the fleet size to 50 trucks within five years to now 75 vehicles deployed from this location. Cheok labels the Prai location as an enabler, a strategic location to service the northern part of the country as a blueprint for future expansions.

Sitting on approximately 12 acres of land, the Interway Logistics Hub is split into two sections. Half of it houses the warehouse, offering a floor space

of 192 000 square feet. Next to it, the freight yard is sized to park the 75 trucks and over 300 trailers. "We have invested heavily into this premises, we are looking at close to 80 Million Ringgit," he revealed. However, a lot of the investments were made to provide long-term benefits. Cheok said that many investments motivated by the ambition to make the premises a preferred location for staff to work too. "This is fit for 20 or 30 years to come; we want our colleagues to feel comfortable and appreciated." Stepping into the office space, one will immediately notice that a lot of design elements lend from Penang's heritage. Breathly spaces, and a layout that encourages communications are features that Cheok insisted on incorporating.

Having set up his office in the new premises, Cheok proclaimed that he is relieved that he and his colleagues no longer have to work from a container office. Asked if he were to approach the logistics hub differently if he had to do it all over again, Cheok told Asian Trucker that he would likely purchase even more land. "We were lucky to have been able to secure this plot during the pandemic. We might have been a bit too conservative. Interway Logistics is set for the next growth phase, and we could possibly need more space to support that." **F**



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99 Speedmart Receives Malaysia's First Fully Electric Foton eAUMARK



From left to right:

1. Mr Zhang Ge (Country Manager, International Marketing & Sales Support Center of Foton China),
2. Mr Aaron Chai Lee Hung (Head of Sales, Angka-Tan Motor Sdn Bhd),
3. Mr Chia Yong Cherng (Director of Logistics, 99 Speedmart),
4. Mr Albert Lee Yan Zhong (Optimisation & Sustainability Officer, 99 Speedmart),
5. Mr Lee Thiam Wah (Founder and Chief Executive Officer, 99 Speedmart),
6. Ms Ng Lee Tieng (Non-Executive Director, 99 Speedmart),
7. Mr Tan Keng Meng (Warisan TC Holdings Berhad, Chief Executive Officer),
8. Mr James Tan (Chief Operating Officer, Warisan TC Holdings Berhad),
9. Mr Michael Chew Yoke Tong (Head of Business, Angka-Tan Motor Sdn Bhd)

99 Speed Mart Sdn Bhd takes delivery of Malaysia's first fully electric Foton e-Aumark Light-Duty trucks, receiving ten units from Angka-Tan Motor Sdn Bhd in a handover ceremony. This milestone marks the company's latest step in modernising its logistics fleet with new, cleaner, and more efficient transport solutions.

Speaking at the handover ceremony, Mr Lee Yan Zhong, Optimisation and Sustainability Officer at 99 Speedmart, said "With this procurement of 10 Foton eAumark electric trucks, it marks an important step for 99 Speedmart to expand our reach further whilst building avenues for greater environmental sustainability. As our national goal is to achieve net-zero emissions by 2050, our position as the leading grocery retailer means that we approach this goal from a position of responsibility."

Electricity used to charge the trucks is partially sourced from solar PV systems installed at 99 Speedmart's distribution centres, further contributing to environmental efficiency within their operations.

Tan Keng Meng, CEO of Warisan TC Holdings Berhad, parent company of Angka-Tan Motor, commented, "This milestone is more than a fleet expansion – it is a powerful reflection of our shared vision for a cleaner, smarter future. We

are honoured to stand alongside 99 Speedmart as they take bold steps toward sustainable logistics with the adoption of the Foton e-Aumark electric trucks. Their continued confidence in Angka-Tan Motor and Foton speaks volumes about the strength of our partnership – one built on trust, innovation, and a deep commitment to environmental responsibility. Together, we are driving meaningful change for the future of logistics in Malaysia."

As 99 Speedmart continues to grow nationwide, the integration of EV trucks signals a forward-looking approach to logistics, with plans underway to expand the use of electric and hybrid models in their fleet.

About 99 Speedmart

99 Speedmart is a rapidly growing chain of refreshing mini-markets that meets multiracial consumers' needs for groceries and services such as Speedpoint and 99 Bulksales, offering unbeatable value and absolute convenience established in 1987.

99 Speedmart has number of outlets with more than 2 800 outlets nationwide. With our tagline "Near n' Save", we emphasize convenience and easy access for our customers. Our name is a promise to our customers that we will strive for perfection and efficiency, ensuring that our customers can shop in an environment that is accessible and welcoming.

About Angka-Tan Motor Sdn Bhd

Angka-Tan Motor Sdn Bhd (ATM), a subsidiary of Warisan TC Holdings Berhad and a member of the Tan Chong Group, is the key distributor of Foton commercial vehicles in Malaysia. Since 2011, ATM has been at the forefront of introducing and growing the Foton brand locally, offering a full range of transport solutions tailored to the needs of Malaysian businesses. Backed by a nationwide network of 40 sales outlets and 40 service centres, along with a fully equipped local assembly facility, ATM combines innovation, sustainability, and exceptional after-sales service. The company remains committed to delivering reliable, efficient, and environmentally responsible commercial vehicle solutions across the nation. 



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27.344.C0	RENAULT TRUCKS: Midlum Series, Puncher SCANIA: 114 Series P114, 114 Series R114, 114 Series T114, P Series, R Series, T Series	
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Sidhu Brothers Ramps Up Capacity

Commonly known as a palm oil transporter, Sidhu Brothers has also seen an uptake in their services to move other bulk-food products, such as water and molasses. In order to manage the additional workload, the Rawang-based company has recently ordered ten steel tankers from Chinese CIMC. These are to be added to the 18 units already in service since 2023, easily recognisable by their green livery.

According to Mr Jimmy Sidhu, Commercial Director, Sidhu Brothers, these tankers embody modernity and safety, aimed at enhancing overall customer satisfaction. “We first ordered these tankers as they have a bigger capacity. With the CIMC tankers we can have a GBW of 52 000 kg, significantly increasing our payload.” Operating a mixed fleet of European and Indian-made trucks, Sidhu hailed the performance of the trailers when mated with these prime movers.

Comparing the CIMC tanker with other options available in the market, Sidhu Brothers have given the Chinese trailers the nod as their evaluation showed that there are significant design improvements. In particular, he praised the design with regards to the centre of gravity and weight distribution. The tank itself is designed to be heaviest where the axles are placed. This leads to less weight resting on the axles of the prime movers. Drivers have also praised this design, saying that the truck and trailer combination handles better with the weight being shifted to the back.

Being produced in highly automated facilities, the tankers boast a high level of consistency and precision in the fabrication. “Machine fitted components ensure that they are joint perfectly. This matters in the harsh environment that the palm oil plantations are.” The height of the trailers has been identified as sometimes problematic as plantations have gantries that may be a bit lower, requiring the tanker to be backed into the filling station. As the brand has been established in Malaysia for about a decade, spare part supply can sometimes be a small challenge according to Sidhu.

Other noteworthy design features include the construction of the tanker’s undercarriage. Only the axles are covered with a frame, which is lacking in the front part of the tank. This has been done in order to reduce the weight, upping the tare weight. Here is where the sales argument for these trailers come in as they might be more expensive, but offer a higher payload, thus recouping the investment within a short time.

In particular, the external steam coil is a feature that deserves to be highlighted. While such steam coil is required for palm oil transportation to keep the oil liquefied, having it placed on the outside of the tank means that there will be no contamination.

Recently, Sidhu Brothers has been deploying their tankers in Penang to bring large amounts of water to the island. During scheduled maintenance of the water distribution system, factories and industrial companies will still require potable water, whereby a disruption of supply can have severe consequences. Especially many food processing industries, strictly require food grade jumbo tankers for their daily water supply. Sidhu Brothers’ tanker fleet, which is 100 percent food grade, has seen a high demand due to ever increasing food safety requirements by customers. **T**

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HINO Welcomes Sun SSD Automobile Service as HASO

HINO marked the opening of its 2nd HASO Outlet in Bukit Beruntung to serve its customers in the Selangor region, with focus on Rawang and in Bukit Beruntung.

The facility spans an impressive 22 500 square feet, offering a spacious and well-equipped environment for vehicle servicing, repair, and maintenance. This outlet is located in the industrial area, where their main customers are from the logistics industry. Its location makes it very strategic to serve nearby customers operating truck fleets.

The grand opening was officiated by prominent leaders from Hino Motors Sales (Malaysia) Sdn Bhd (HMSM), including Managing Director Hiroshi Takahashi and Deputy General Manager Khaw Yin Chew, alongside Sun SSD Automobile Service Sdn Bhd's leadership team, including Managing Director Anantha A/L Kullan, Director Ravi A/L Krishnan, and Director Amir Asyraf. Representatives from Sam Hin Motors Enterprise Sdn Bhd, Director Tan Wei Chiang, and General Manager Tan Wei Chuan were also present.



Hino Motors Sales (Malaysia) Sdn Bhd (HMSM) is proud to introduce Sun SSD Automobile Service Sdn Bhd (Sun SSD) as the latest addition to its growing network of Hino Approved Service Outlets (HASO). This outlet is the first collaboration with Sam Hin Motors Enterprise Sdn Bhd (Sam Hin), HINO's 3S authorized dealer, and stands as the seventh HASO outlet within the HINO network, as well as the second to open in the Selangor region.

The opening of this new HASO represents another important step in Hino's ongoing mission to deliver excellent after-sales service and improve accessibility for its customers, particularly within the Selangor area.

Sun SSD Automobile Service Sdn Bhd Established in 2017, Sun SSD has quickly grown into a well-regarded name among logistics service providers in Bukit Beruntung. Before becoming a Hino Approved Service Outlet, Sun SSD had already been actively offering body and painting services, tyre alignment



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and balancing, as well as operating as a general insurance agent building a strong reputation for its all-around automotive support.

Sun SSD made the strategic decision to become a Hino Approved Service Outlet (HASO) after recognizing the strong growth potential in the Bukit Beruntung area, which serves as a key hub for logistics and transport activities. Over the years, they have been actively collaborating with Sam Hin Motors Enterprise Sdn Bhd to support and service Hino customers in the surrounding regions, making this transition into a HASO outlet a natural and timely progression in their business journey.

Leveraging its strategic location as a key logistics hub in the Rawang area, the outlet features six service bays, including a dedicated express bay, and is capable of handling five vehicles per

day, translating to over 100 vehicles per month. Backed by a skilled team of 12 technicians and supervisors, along with experienced service and parts advisors, Sun SSD ensures that every Hino truck receives prompt, efficient, and professional care, whether it is a routine check-up or a more complex repair.


"Sun SSD has shown remarkable dedication to serving our customers with efficiency and care," said Hiroshi Takahashi, Managing Director of HMSM, during the ceremony. "At Hino, we always put the customer first. With Sun SSD's focus on quality, follow-up service, and even digital marketing, we believe Hino customers in Bukit Beruntung will truly benefit from this new outlet."

Catering primarily to the logistics industry, Sun SSD currently serves more than 20 active clients and continues to build a reputation for



dependable, high-quality service. The outlet follows Hino's 32-point inspection checklist, maintaining high standards across all services. Customers visiting the outlet will be welcomed with thoughtful amenities, including a comfortable waiting lounge, free Wi-Fi, and complimentary snacks, tea, and coffee, designed to make their wait time more relaxed and enjoyable while their vehicles are being serviced.

Understanding the needs of busy logistics operators, Sun SSD operates on weekdays and Saturdays and opens during selected public holidays. This ensures the service availability when customers need it most. To strengthen engagement, the team proactively carries out follow-up and reminder calls, while also tapping into digital platforms and electronic banners for wider outreach and visibility. Regular customers and those with credit terms also enjoy discounts on parts, reinforcing their long-term trust and loyalty.

Sun SSD Automobile Sdn Bhd is located at Lot 11210-B, Tanah Lapang Jenjarum 1 Perindustrian, Jalan Jenjarum, Bukit Beruntung, 48300 Rawang, Selangor. It operates from Monday to Saturday, 8:30 a.m. to 5:30 p.m. 



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In purchasing Chinese trucks, these uncertainties and risks are somewhat mitigated. In addition, Tan pointed out that Chinese trucks have improved tremendously when it comes to driver comfort and overall performance. As Malaysia, like most of the world, is seeing a driver shortage, the vehicles that a fleet operator readies for drivers to perform their work make a difference in attracting drivers. Sany is known as the number one provider of port equipment; if ports can give such a good reference, then Tan does not see any hinderance in using Sany trucks for road transportation. As a listed company, Sany has also made changes to move away from other state-owned suppliers in China to address quality and supply chain issues.


Trans Link Solutions Official Sany Workshop

Leveraging on decades of experience in workshop management, truck service and maintenance, Trans Link Solutions was Sany's top pick partner for Malaysia.

Having tested Sany trucks for over six months, Tan found that the spare parts needed for these trucks are competitively priced with sufficient stock readily available. A spacious cabin paired with ample engine power have elevated the vehicle to be a favourite among the driver pool. "This has made Sany trucks an interesting proposition to invest in." In particular, Sany trucks have proven to be driver-centric, designed with comfort and cabin space in mind. It was learned that Trans Link Solutions would also act as an official dealer for Sany trucks in Malaysia.

*This has made Sany trucks an interesting proposition to invest in -
Edward Tan Kim Siong*

The truck variants available from Sany for Malaysia are currently the 4x2 and 6x4 with EURO V engine technology. Given the current capacity of the Trans Link Solutions workshop, ten to 12 trucks can be serviced per day. While the workshop capacity is limited by space, Tan disclosed that plans are underway to further integrate digital solutions and tools to streamline the operation. "We know that the aftersales service is what makes a truck fleet profitable. This is why we are going to emphasise on becoming more efficient in running the workshop."

With the expanded workshop, Trans Link Solutions is also aiming to increase staff count, making them a desired employer in the area. Tan alluded to potential expansions into other places, bringing the brand closer to customers in other parts of the state, depending on growth in the Westport location. 



Building upon their reputation in truck service and maintenance, Trans Link Solutions Sdn Bhd officially opened their new workshop, specifically set up to service Sany trucks, on 25 April 2025. According to Managing Director, Edward Tan Kim Siong, this has been the result of in-depth discussions with the Chinese OEM, following a search for alternatives in the prime mover segment.

Speaking to Asian Trucker, Tan provided insights into how Trans Link Solutions is aiming to support their partners with younger fleets. "What we found is that older trucks indeed cost more. A younger fleet translates into improved bottom lines. However, the initial investment into new trucks can oftentimes be prohibitively expensive," he said. Currently, there is a lot of uncertainty in the market, regarding exchange rates. As both trucks and spare parts need to be imported, most likely purchased in USD, it has become difficult to manage cash flow and profits.

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EMPTA: Supporting Malaysia's Automotive Parts Community



Malaysia's automotive aftermarket is a multi-billion-ringgit ecosystem—and at its heart lies EMPTA, the Selangor and Federal Territory Engineering & Motor Parts Traders' Association. Founded in 1970, EMPTA now supports over 1 100 businesses navigating one of the region's most dynamic industrial landscapes.

Asian Trucker spoke with EMPTA Chairman, Mr. Kau Peng Yap, during a brief interview at Automechanika Kuala Lumpur 2025, to learn more about the association's evolving role in Malaysia's automotive parts industry.

A Platform for Connection and Growth

EMPTA brings together a wide range of businesses—from public-listed firms to SMEs and micro-enterprises—across manufacturing, wholesale, and retail in the automotive aftermarket. Through regular networking events and industry forums, the association fosters partnerships, business development, and knowledge exchange.

Recent highlights include:

- TecAlliance Forum on Automotive Aftermarket Digitalisation (13 June 2024)
At this flagship event, EMPTA participated in discussions around the role of data and digital tools in maintaining competitiveness as the market evolves.
- Academy in Industry (ADi) Programme Briefing (April 2025)
EMPTA is involved in this government-supported upskilling initiative, which aims to help employees gain relevant industry expertise and access structured career development incentives.
- Nexus Training Forum & Malaysia–Thailand Industrial Products Business Matching

These regional engagements, along with dialogues involving MARii and participation in ACCCIM forums, position EMPTA as a vital conduit between traders, policymakers, and regional markets.

Equipping Members for a Changing Industry

EMPTA functions as an essential information and support hub for members. Services include technical bulletins, regulatory updates, and manufacturer briefings—especially critical as the sector transitions to electric vehicles (EVs), integrated systems, and digital platforms.

The association also

- Collaborates with government bodies on standards and certification frameworks.
- Maintains an active Secretariat that supports members on issues like import-export regulations, licensing, and technology adaptation.

Corporate Social Responsibility in Action
Beyond business advocacy, EMPTA actively contributes to social causes:

- COVID-19 Relief Efforts
EMPTA mobilised donations of over RM 500,000 to support 12 hospitals and coordinated vaccination drives to accelerate herd immunity among industry workers and their families.
- 2025 Chinese New Year Charity Luncheon

The association hosted underprivileged guests from care homes and welfare centres, promoting inclusivity and goodwill in the community.

Championing Industry Interests

Since taking office in 2021, Chairman Kau Peng Yap has led EMPTA in addressing some of the sector's most pressing issues:

• “Right to Repair” and Certification Access

EMPTA is working with ministries to ensure that independent parts traders have fair access to technical data and equitable certification processes.

• Digital Transformation


Recognising the increasing complexity of the aftermarket, EMPTA is supporting the sector's move towards e-commerce, cybersecurity awareness, and the adoption of digital business tools.

Welcoming the Next Generation

As vehicles become increasingly complex, EMPTA encourages new traders to prioritise lifelong learning, stay informed on industry shifts, and build connections from the start. Through its training programmes, forums, and peer networks, EMPTA provides a solid foundation for those new to the automotive parts trade.

Looking Ahead: Strength in Unity

EMPTA calls on all automotive parts traders in Selangor and the Federal Territory to join its growing network. A more unified membership base strengthens industry representation in policymaking and contributes to a more robust, future-ready aftermarket.

Under the leadership of Mr. Kau Peng Yap, EMPTA continues to serve as a vital partner in helping businesses navigate the road ahead. 

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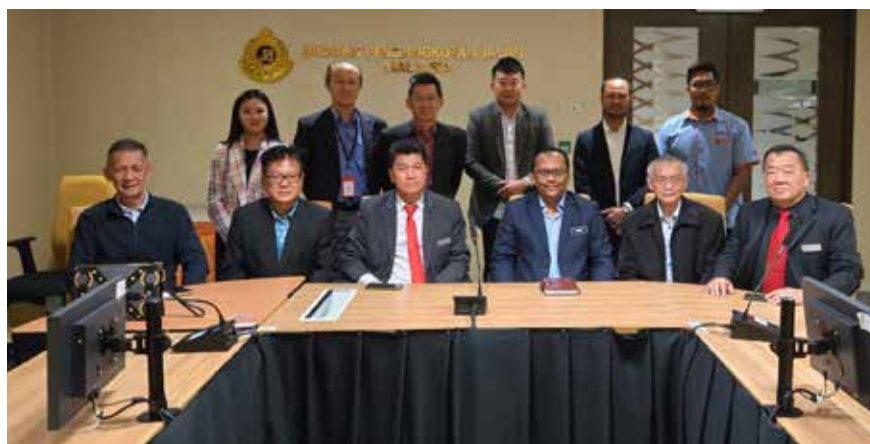
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Update from Malaysia Commercial Vehicle Traders Association

Malaysia Commercial Vehicles Traders Association (MCVTA) was established in January 2021. It was initiated and formed by seven dedicated commercial vehicle traders during the challenging pandemic period. At a time when the industry faced unprecedented obstacles, from trading restrictions to economic uncertainties, these parties united to provide a voice of representation and support for their peers and the commercial vehicle community.

Over the past four years, MCVTA has worked to advocate for the industry's growth and address critical issues with the Government. Their efforts aim to foster sustainable development within the commercial vehicle sector and contribute to Malaysia's transportation economy. Its mission is to establish itself as the leading and being a professional non-governmental organization (NGO) that promotes, protects and upholds the interests of the commercial vehicle industry in Malaysia:



Latest Activities and Achievements

MCVTA has been actively engaging with various government agencies and ministries to address critical issues affecting the commercial vehicle industry. Below is a summary of their achievements and ongoing efforts:

On JPJ Issues:

Driving Licence Regulations:

- MCVTA has appealed to the Ministry of Transport to amend the Motor Vehicles Regulations (Driving License) 1992.
- The proposal aims to upgrade/increase the Gross Vehicle Weight (BDM) thresholds for the four classes of driving licenses to align with the upgraded GVW of vehicles.
- This change would allow drivers with Class D licenses to operate upgraded GVW vehicles, addressing the "displacement" of decontrolled vehicle drivers.

Vehicle Inspection Delays:

- Commercial vehicle dealers have faced delays in mandatory inspections for new vehicle registrations.
- Suggestions include accrediting specialized commercial vehicle service centres or OEM workshops as inspection centres to streamline the process.

On APAD Issues:

Permit Delays and Digital Platform Challenges:

- MCVTA raised concerns with the Land Public Transport Agency (APAD) regarding delays in new permit approvals and endorsements post-inspection.
- They highlighted challenges with APAD's digitalized application platform, iSPKP. APAD responded positively, improving processing times and collaborating with MCVTA to provide training for stakeholders on using the iSPKP system.





Latest Activities with MOT (JPJ) and MOW (JKR): Modernizing Commercial Vehicle Regulations:

- MCVTA recognizes the need for transformation in the commercial vehicle industry due to advancements in HD powertrains and drivetrains.
- MCVTA is advocating for the approval of 10X4 (5-axle) Rigid Body Trucks with a Gross Vehicle Weight (BDM) of 45 000 kg on public roads.
- This initiative aims to improve road safety while enhancing economic efficiency. It further discouraged overloading, which damages infrastructure and endangers public safety.
- Modern technologies like advanced suspension systems and intelligent telematics are key enablers for this change.

Latest Activities with JKKP (DOSH): PMA Inspection Delays:

- MCVTA has raised concerns with the Department of Occupational Safety and Health (JKKP) regarding delays in PMA (Perakuan Mesin Angkat) inspections.
- The delays are attributed to high inspection volumes and a limited number of certified inspectors.
- These delays impact loan approvals, vehicle deliveries, and business costs, potentially leading to higher consumer prices.
- JKKP has responded positively and is working with MCVTA to find solutions to mitigate these delays.

What is Next

MCVTA's plan of activities for the commercial vehicles industry stakeholders is comprehensive and forward-thinking. Here is a brief breakdown of some key ideas and plans to enhance each of our initiatives:

I. Strengthening Peer Fellowship Among Industry Stakeholders

Talks and Events Gathering: Organize regular industry forums, panel discussions, and networking events to foster collaboration and knowledge sharing among stakeholders. Plans include:

- Invite international experts to share global trends and best practices, at local tradeshow, for e.g. MIAPEX; Automechanika Kuala Lumpur
- Focus on topics like emission control, BEV (Battery Electric Vehicles) technology, and sustainable practices.
- Create a platform for stakeholders to discuss challenges and co-create solutions.
- Annual dinners and/or networking events.

II. Introducing Training to Upgrade the Workforce

• **Focus Areas:** Emission control technologies and BEV commercial vehicles.

- Partner with technical institutions, OEMs (Original Equipment Manufacturers), and technology providers to design specialized training modules.
- Offer certifications to participants to enhance their employability and industry recognition.
- Include hands-on training sessions to ensure practical understanding of new technologies.

III. Promoting an Apprenticeship Program

• **Objective:** Attract younger Malaysians to join the commercial vehicles industry.


- Suggestions include:

- Collaborate with Government Agencies, like JPK, MARII and MPC; schools, colleges, and universities to create awareness about career opportunities in the industry.
- Offer structured apprenticeship programs with clear pathways for career progression.
- Highlight the potential for working with cutting-edge technologies like BEVs and emission control systems.
- Provide incentives such as stipends, mentorship, and job placement support to attract participants.

IV. Additional Recommendations:

- **Public Awareness Campaigns:** Launch campaigns to educate the public about the benefits of BEVs and emission control technologies, emphasizing the industry's role in sustainability.
- **Government Collaboration:** Work with government agencies to secure funding, grants, or tax incentives for training programs and apprenticeship initiatives.
- **Industry Partnerships:** Strengthen ties with industry members and players (like OEMs; parts manufacturers; etc) to ensure training programs align with real-world needs and provide job opportunities for graduates.
- **Digital Platforms:** Improve our existing website, or in the longer term, a MCVTA app to connect stakeholders, share resources, and promote events and training opportunities.

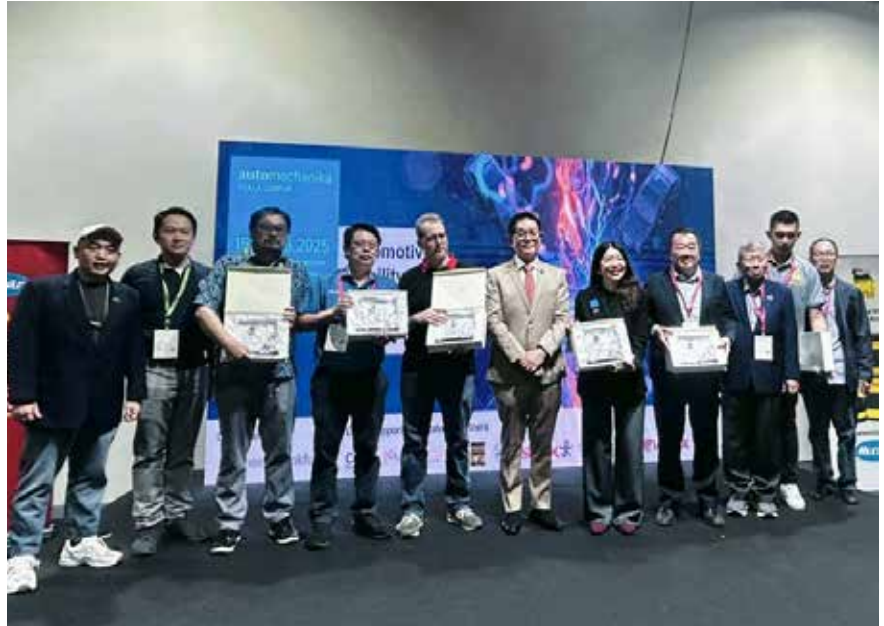
By implementing these initiatives, MCVTA can position itself as a leader in driving innovation and sustainability in the commercial vehicles industry while fostering a skilled and future-ready workforce.

In order to amplify its voice, MCVTA encourages commercial vehicle traders involved in the manufacturing, assembling, selling, servicing, and maintenance of commercial vehicles to join. 

Driving Change: MTF's Inaugural Conference at Automechanika Kuala Lumpur 2025

On May 17, 2025, the Malaysia Trucking Federation (MTF) achieved a significant milestone by hosting its inaugural conference, "Challenges Facing the Logistics Industry in Malaysia," at the Kuala Lumpur Convention Centre (KLCC). The conference was held in conjunction with Automechanika Kuala Lumpur 2025, one of the region's largest trade exhibitions for the automotive and logistics industries.


The one-day event brought together key stakeholders, industry experts, and logistics professionals to address critical challenges and explore transformative opportunities within Malaysia's logistics sector. Major discussions focused on enhancing supply chain resilience amid ongoing global disruptions, accelerating the digital transformation of logistics operations, and adopting sustainable and eco-friendly practices that are becoming increasingly essential to the industry.



MTF's inaugural conference marks a pivotal step in strengthening Malaysia's logistics and transportation landscape. The event encouraged innovation and fostered closer cooperation across the trucking industry. As Malaysia's logistics sector continues to evolve, initiatives like these play a crucial role in shaping a more resilient, efficient, and sustainable future for the country's supply chains. **T**

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Isuzu's New CEO Aims to Build Network, Service Quality

Newly appointed Chief Executive Officer of Isuzu Malaysia Mr. Tomoyuki Yamaguchi will prioritize strengthening the Isuzu dealership network, enhancing its level of services and ensuring parts inventories are optimally-available to ensure a greater experience for Isuzu owners.

Mr. Yamaguchi assumed the position of CEO on April 24 2025 from Mr. Shunsuke Okazoe who has returned to Japan to take up the post of Vice President, Japan Sales Division, Isuzu Motors Ltd.

A graduate of Toyo University, Mr. Yamaguchi joined Isuzu Motors in 1997 and began his career assigned to the International Operations Department handling such markets as Russia and Ukraine. He remained involved in the CIS countries and various South-West Asian markets for over a decade before being seconded to Isuzu Motors South Africa where he was responsible for invigorating the Isuzu commercial vehicle business there. "My experience from South Africa will be valuable for the Malaysian market. They share similarities where commercial vehicle sales methods are varied and challenging," he told Asian Trucker.

In his point of view, there are key requirements to be a leader of an organisation such as Isuzu, moving from one market to another. Being open-minded as an essential trait. From his experience, leading an organization like Isuzu across

different markets requires the ability to understand and adapt to diverse cultures, business environments, and customer expectations.

Coming to Malaysia, Mr Yamaguchi noted the maturity of the business, and the solid foothold Isuzu has gained in just two decades of incorporation. With regards to the introduction of trucks using EURO V engine technology, Yamaguchi explained that Isuzu has already supplied Euro V vehicles to various countries. "However, we recognise that the operating environment for trucks differs from one country to another. In Malaysia, we are preparing to introduce Euro V models that are specifically adapted to local conditions and usage patterns, ensuring optimal performance and reliability."

On the hot topic of electrification of transportation, he relayed that BEVs are already accessible and active in Japan. However Isuzu currently has no immediate plans to introduce BEVs to the Malaysian market.

"Isuzu Malaysia remains a model of excellence from a global perspective. The operations here have established a base of loyal customers who recognise the strengths and capabilities of Isuzu vehicles. This augurs well for the establishment of life-long customers of the brand. However, we need to continuously strive to make every customer experience a positive one. I hope to work with the team and our dealers to bring customer satisfaction to the next level," said Mr Yamaguchi.

Among his aims will be to create a wider spectrum of in-house services offered by the dealerships in order to ensure customers receive quality-assured services. With the growing number of Isuzu vehicles on Malaysian roads, Mr Yamaguchi will also prioritize speedier parts availability through enhanced warehousing processes. In particular, Isuzu is pushing for its service network to be enhanced by moving workshops to upgrade to 3S. Here Yamaguchi assured the market that all service outlets are still gradually being upgraded to 3S status and we can expect most, if not all of them to be completed by 2026 at the latest.

Malaysia's outdoors are of particular interest to him. "I enjoy spending time outdoors and prefer exercising outside rather than staying indoors. It helps me stay energised and clears my mind."



MAN Sees Changing of the Guards as Andrew O'Brooks takes on Bigger Role

In this issue, we mark a significant transition as MAN Malaysia bids farewell to its Managing Director, Andrew O'Brooks. With a tenure shaped by resilience, bold decisions, and transformative leadership, O'Brooks reflects on his five-and-a-half-year journey—from navigating a pandemic start to relocating the business and pioneering EURO V trucks. He shares insights on challenges, triumphs, and an enduring legacy he leaves behind in Malaysia's commercial vehicle landscape.

AT: How would you describe your tenure as the Managing Director of MAN Malaysia?

AO'B: A colourful journey with plenty of satisfaction. With any developing company we must go through different stages, some days it's dark and gloomy, other days it's vibrant and powerful. However, it's all about staying the course and working together as a team.

It was a very eventful start to a five-and-a-half-year journey. I officially started my role on 2 January 2020 but was away from Malaysia most of the time. First, I was in Munich for onboarding and then attended the MAN New Truck Generation launch in Bilbao in early March when news of the pandemic started emerging. I had just enough time to reach Kuala Lumpur and move into my apartment

before the first lockdown. The Internet connection was not even up and I ended up spending the next three months working with the MAN Malaysia team through my mobile phone.

It was all about managing the unknown as I had not even met many of the staff in person yet. We had to figure out how to keep the operations going while ensuring the well-being of our staff and continued delivery of critical support service to our customers.

I am proud to say that with strict safety protocols in place, we did not have a single case of COVID infection at MAN Malaysia premises throughout the pandemic. We did not lay off any staff and ensured that full salaries and allowances were paid. We also continued with annual salary awards as planned.

AT: What are some of your proudest achievements?

AO'B: Building up a great team of dedicated people. I had the satisfaction of watching a team develop, take ownership and control of their areas of responsibility. I am very proud of the very lean team in our small but resilient

company. Previously, everyone was too afraid to make mistakes, but these unintended missteps build experience. We had to help the staff find the right fit and move them to positions where they could excel.

Expectations of MAN was and always will be very high, as it has a history of more than 30 years in Malaysia. However, there was an urgent need to elevate the business as very little was happening. The location of our operations in Rawang was not ideal.

The first of many things in my to-do list was to relocate the business to a better location and we did it. Shah Alam is certainly the right location and has the right capacity for MAN's business. Previously, as a joint-venture, there was a reluctance to undertake this massive task. To get things moving, I had to first transform the local entity into a wholly-owned company to expedite the decision-making process and managed to complete that in six months. We have not looked back since.

The launch of the MAN New Truck Generation, the first in Malaysia with Euro V-specification engines as standard, was also a key milestone. It made the entire transport industry sit up and notice that MAN was leading the way forward. It made the MAN brand desirable again.

AT: What are some of your greatest disappointments/regrets?

AO'B: I really don't like to think too much about the negatives. Maybe the fact that we didn't move to Shah Alam sooner?

Sometimes, I do ask myself if we had offered Euro V-specification trucks too early. We should have been able to garner a bigger market share if the goalposts for lower emission engines had not been repeatedly moved. There were so many delays in enforcing the Euro V requirement for heavy commercial vehicles.

As a result, many transporters continued to opt for regulatory Euro III vehicles instead of going with MAN Trucks. But now, as the frontrunner and early adopter, MAN has the most experience with Euro V trucks here in Malaysia. Those who had the foresight to join us in the journey are now benefitting from their investments in MAN.

AT: What will you miss most about Malaysia?

AO'B: Malaysians are some of the nicest, most hardworking people I have ever met. Some are real fighters who don't give up and we are fortunate to have quite a few of them in MAN Malaysia.

Also, Malaysian food has a unique taste that is somehow very likeable.

AT: Do you think your Malaysian experience will help you in your next role in China?

AO'B: Everything you do will assist you as a person if you are prepared to acknowledge the things you learn each day. If I hadn't brought my experience with me from other assignments in Eastern Europe and Central Asia, I don't believe MAN Malaysia would be at the level we are today. However, it is not a one man show. It is everyone as a team that has created the current MAN Malaysia.

AT: What are some of the challenges awaiting you in China?

AO'B: The language, and adjusting back to the different weather seasons after having experienced summer all year round in Malaysia.

While MAN is still a small player in terms of volume in China, there is plenty of room for growth. There are some 7 000 fire trucks in China that are built on MAN chassis that are under ten years old. MAN has a very strong reputation and a proven track record in rigid trucks and special applications that can be further exploited.

MAN is the No.1 Continental truck brand there, and we are only selling trucks there at the moment. That means opportunities for MAN Bus.

I am also responsible for the Greater China Cluster which includes Hong Kong, Taiwan and Mongolia. Hong Kong is a big market for buses and our MAN buses, both diesel and electric, are proven solutions.

MAN is doing very well in Taiwan, which is a very advanced market. We see potential in the defence sector as we have a military vehicle systems specialist provider in Rheinmetall.

Mongolia is a developing market that offers MAN the opportunity to shape and build the brand.

AT: What would you like to say to the customers and colleagues you in Malaysia?

AO'B: To the team at MAN Malaysia, never give up, improve every day for the greatness of the brand and, most importantly, for the benefit of our customers.

To our customers and those businesses out there who have yet to know that they will become a MAN customers, continue to embrace MAN, try MAN, be different and follow a path of change with MAN.


Our MAN customers are without doubt some of the finest businesspeople I've met -- always friendly, prepared to listen, prepared to teach me and, in some cases, have become true friends.

I would like to thank everyone for their support, trust and loyalty. That has helped us develop together. With the industry constantly changing and evolving, I am glad that MAN, as a technology leader, has played its part in helping customers in Malaysia see and understand the new technologies used in cargo movement. We are proud to have led the way in Euro V specification trucks since 2021.

In Europe, MAN has been very successful in developing and putting electric and hydrogen-powered trucks on the road in real world applications. MAN's eBus is the preferred choice for zero emission urban mobility in many European cities. MAN's groundbreaking autonomous driving project was also recently completed with great results.

Malaysia needs to adapt and embrace new technologies faster and MAN is ready to help!

AT: How would you like to be remembered?

AO'B: As a person who is always fair but won't be taken for granted, have great empathy but is direct. 



MCVE 2026 Debuts Country Pavilion

The seventh instalment of the Malaysia Commercial Vehicle Expo is set to add innovation to the show.




Meanwhile, a number of established supporters have pledged their support again. Sponsors and supporting partners have begun to plan their participation in MCVE 2026 and preparations are already underway. To accommodate the increased demand experienced, organisers have added booth space to the floorplan. "We currently see a number of brands taking an interest in the exhibition that have not been part of the event before. This is very encouraging as it demonstrates that MCVE has truly become the exhibition platform for the commercial vehicle industry in Southeast Asia," Pertz added.

With a lot of changes in the industry, from upgraded emission norms to legislation allowing for new configurations of vehicles, there is surely a need to update the market. There is no better place to do so than the Malaysia Commercial Vehicle Exhibition 2026. Set to take place in May 2026, the event will again be organised by Asian Trucker. In line with the organiser's approach to deliver a top class event, innovating the format for each exhibition, exhibitors and delegates can yet again expect the team has come up with new ideas to enhance the show.

For the upcoming MCVE 2026, a country pavilion has been added, the first time the expo is hosting one such specially dedicated section. Through a collaboration with China Bihexpo, organisers are going to host Chinese exhibitors. "We have allocated 450 square metres to the China Pavilion where our partners will then place exhibitors from China. It is with great honour that we are able to work with this esteemed partner, who has a lot of experience in sending such delegations abroad to participate in exhibitions."

Considering the strong ties between the two countries, Malaysia and China make for a perfect match to be involved in this activity. These two countries look back at strong trade relations; according to Stefan Pertz, Organiser of MCVE 2026, the decision to add this pavilion has been made due to the market demanding such a dedicated zone within the exhibition.

Exhibitors and sponsors will have the added advantage that the event is organised by Asian Trucker. This allows bundling services to promote the event and individual brands' participation in MCVE 2026 to the industry in Malaysia and beyond. Strong media partnerships with overseas media also enable exposure of exhibitors beyond the shores of the host country. "Asian Trucker and MCVE 2026 offer unique opportunities for brand exposure as our cross-brand teams can seamlessly coordinate both to the benefit of advertisers and exhibitors alike."

Those wishing to participate in the Malaysia Commercial Vehicle Expo 2026, 14 – 16 May 2026 may contact Asian Trucker to discuss their participation in the most anticipated industry event. 

Events & Exhibitions

Philippine Commercial Vehicle Show

Date : 3 – 5 July 2025
 Venue : SMX Convention Center Manila, Pasay City
 Contact : <https://www.philcvss.com/>

Since its inception in 2020, the Philippine Commercial Vehicle Show has hosted a multitude of shows that have driven thousands of businesses to connect with new and returning trade buyers. Its latest show in Manila was a tremendous success with 49 exhibitors, 399 Conference Delegates, and 1340 trade visitors, wherein it helped close off multi-million business deals and sell thousands of commercial vehicles through its Business Match Making Program.

PhilCVSS seeks to continue its momentum with a bigger showcase of exhibitors and buyers. .

transport logistic Southeast Asia and air cargo Southeast Asia 2025

Date : 29 – 31 October 2025
 Venue : Sands Expo and Convention Centre, Singapore
 Contact : <https://registration.mvents.asia/tlacSEA2025/RegistrationAttendeesEntry>

transport logistic Southeast Asia is the latest edition of the world's largest trade show for transportation and logistics industry. It is poised to become the most influential meeting place for logistics, mobility, IT and supply chain management in Southeast Asia region.

Based on the established concept of the Munich exhibition, and benefiting from the extensive global network of Messe München, transport logistic Southeast Asia will bring together the world's leading service providers, to meet, network and trade with top buyers from the region. The event will also comprise of a high-level summit where expert speakers will share key trends and insights on some of the most forward-looking topics.

Japan Mobility Show

Date : 30 October – 9 November 2025
 Venue : Tokyo Big Sight
 Contact : <https://www.japan-mobility-show.com/app/en/contact/>
 The Japan Mobility Show was launched in 2023 as the successor to the 70-year-old Tokyo Motor Show to spotlight the comprehensive transformation taking place in the sector and bring together companies across industries to pursue innovative visions for future mobility. Japan Mobility Show 2025 will showcase wide-ranging advances that expand and enhance mobility from multiple perspectives, enabling visitors of all generations to experience and enjoy a new and exciting world of mobility



Automechanika Shanghai

Date : 26 - 29 November 2025
 Venue : National Exhibition and Convention Center
 Contact : <https://automechanika-shanghai.hk.messefrankfurt.com/shanghai/en.html>

Preparations are underway for what is set to be one of the largest global automotive industry gatherings of the year. From 26 to 29 November 2025, Automechanika Shanghai is set to welcome global participants at the National Exhibition and Convention Center (Shanghai). The trade fair offers opportunities for marketing, trade, information exchange, and education, continuing to evolve alongside market trends, which, for this year, reflect those innovations and transformations driving sustainability within the sector.





Banking on Digital Services for Profitability in Transportation

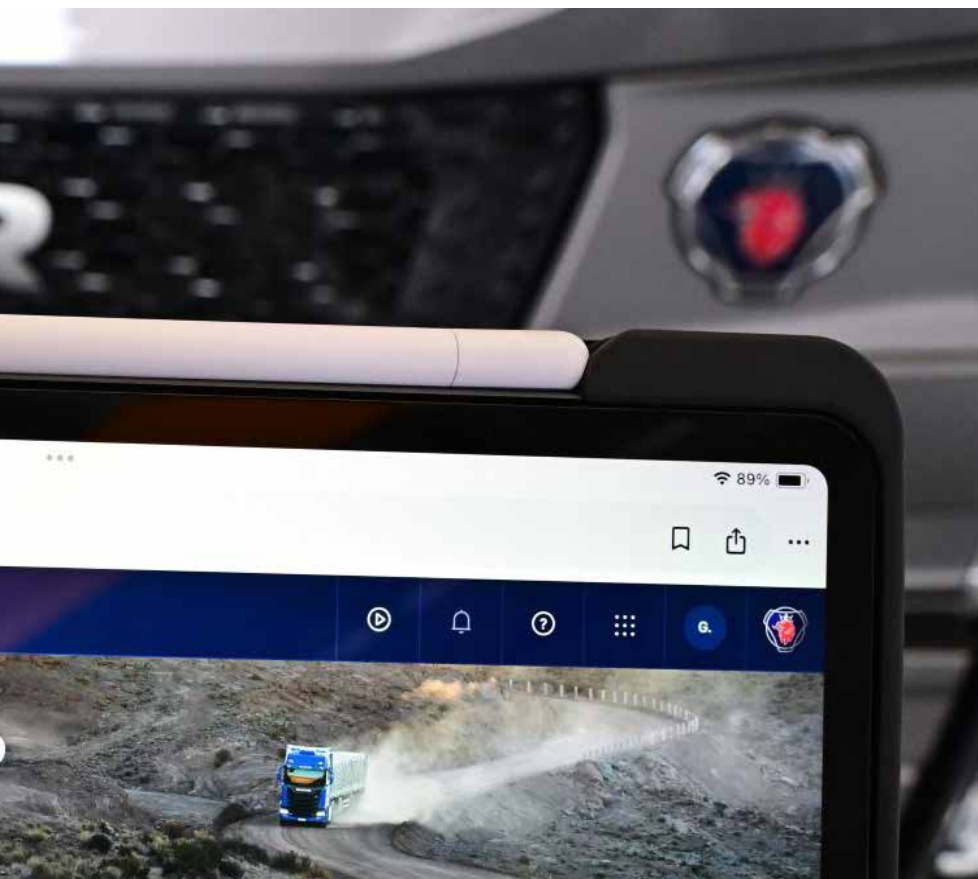
The buzzwords in the industry are digitalisation and servitisation. Asian Trucker finds out just what that means for the Malaysian transport industry



Never has the saying “you manage what you measure” been more important than today. It implies that to effectively manage something, you need to track its progress and performance through metrics and data. This allows you to see trends, identify areas for improvement, and make informed decisions about how to optimise the process or system.

Over the years, Asian Trucker has met with countless truck fleet managers who oversee the entire truck fleet operation. Their job is to ensure efficiency, safety, and compliance. These responsibilities oftentimes include vehicle acquisition, maintenance, monitoring fuel consumption, and driver training, all while aiming to minimise costs and maximise productivity. They also manage scheduling, dispatching, and route optimisation for the trucks. All of these functions can now be managed by way of deploying online systems. Both, OEM-provided and third-party solutions are available.

It can be observed that most truck manufacturers offer fleet management systems. Evaluating what is being communicated, one may feel that in particular Scania has moved beyond that. Scania’s approach is more than just data dashboards, it’s a holistic support system for the modern transporter. With all the options available, an in-depth review, is to unearth all the benefits that the solutions offered by Scania bring to the table.



Previously, Asian Trucker reported extensively about Scania's Ecolution. In Malaysia, Scania is likely spearheading the servitisation in the transportation industry through such value-added services that transcend the provision of hardware. With this shift, the attention shifts towards the notion of having solutions rather than just "a truck". By offering tools that go beyond the delivery of physical items, both truck and data, are forming the assets of a transport owner. Today, the offering by Scania has expanded, which made us curious as to how far Scania Digital Services can take a fleet manager

To Maximise Profit

A fleet manager could be the owner of a transport company, or it could be an entire department if the company has a large fleet of vehicles. In either case, a business owner would naturally aim to maximise profit and brand reputation. With the cost of most items needed to run a truck fleet known and fairly homogeneous, the only way left to improve the bottom line is to apply smart thinking on how to best run the fleet. Route planning, scheduling, and smart thinking like preventive predictive maintenance all prepare a fleet for success. Those asking where there is money wasted are strongly advised to look at modern technology to help them identify areas where money is wasted. It may be the only way to sustain a business and to be profitable. Certain quarters believe that this is the only way forward.

Servitisation of Transportation

This review draws attention to how Scania is pioneering servitisation—providing not just vehicles, but integrated digital services that drive value. In a recent report by Frost & Sullivan, the strategic use of servitisation in road transport was discussed. Servitisation is transforming the business landscape by shifting manufacturers' focus from selling purely hardware, i.e. products to providing value-added services that improve customer connections and operational efficiencies. The transformation allows OEMs to go beyond typical sales cycles by providing full, recurring solutions, such as fleet management, predictive maintenance, telematics, flexible ownership models, and data-driven insights.

Servitisation, fuelled by developments in the internet of things, digital connectivity, and shifting customer expectations, enables OEMs to generate predictable revenue streams, enhance customer retention, and build resilience against market swings. Servitisation is being driven by trends in sustainability, electrification, and the requirement for optimal fleet operations, all of which necessitate long-term OEM collaborations.

What's in a Scania?

In order for servitisation to work, large volumes of data are required. Every Scania truck made is full of smart technology, advanced sensors and wireless connectivity. This means that Scania has hundreds of thousands of constantly connected vehicles and engines in use all over the world today – providing data that does not only improve their engineering but lets an OEM create services which can provide transport owners with direct business value.

The question then becomes how the data is being used in improving a fleet's performance. Anything from lowering fuel consumption to reducing wear and maintenance needs, all the way to automating tedious administrative work is possible. Today, it also does not matter if one operates a mixed, or one-brand fleet. Scania focuses on the data, so fleet owners and managers can keep their focus on running your business.

Scania lets operators focus on the data, so they can focus on the road. It can be summarised that Scania divides data driven services into three categories, to make it easier for transporters to find which services might best benefit your specific organisation and operation.



Focus Point

Goods and people transport operators continue to face rising cost and competitive rate demands from their customers over the years here in Malaysia. Their drivers are eager to do their best but without data, it is challenging. At the same time, there are more and more opportunities in this country to tap into. Therefore, operators continue to try to get the most out of every asset in their business – one of them being Scania trucks and buses. Already well-known to be fuel-efficient at eight percent and more if coupled with a wide range of service solutions from Scania, operators already get more value out of a Scania. Yet more is demanded. Most operators also need to show a reduction in their carbon emissions – both for their customer's or their own ESG reporting. Here lies the solution – Scania Digital Services – the smarter, faster, more efficient, and more effective way to achieve better safety, fuel efficiency, profitability, and CO2 emissions reduction through the power of drivers and data together.

My Scania in Detail

Labelled “My Scania”, these IoT tools comprise your all-in-one digital platform designed to streamline operations, boost profitability, and enhance transport efficiency. With real-time access to vehicle positions, driver evaluation scores, performance tracking, and environmental reports, managing your fleet has never been easier. Powered by data from hundreds of thousands of connected vehicles worldwide, Scania's smart and safe solutions, spanning hardware, services, and digital tools, help secure fleet owners' efficiency and business growth.

More visibility on drivers' own performance, more digital training and coaching for drivers to improve their performance, more fun!

As Scania drives the shift towards a sustainable transport future, they continue to deliver the same premium quality that has defined Scania for over 130 years. When collecting a number of services and apps in one place, you have just that – a collection. But when you connect them together, that's when you get an ecosystem. By interconnecting them and allowing data sharing between apps and services, they empower one another, and you get something that's much more than the sum of its parts. Thus, My Scania, as one digital ecosystem consists of the

• Scania Driver app • Scania Driver Evaluation • Scania Control Package • Scania Monitoring Package • Scania Data Access • Scania Zone • Scania Vehicle Performance • Scania Fleet Positioning • Scania Check Before Drive • Service Planning • Scania BEV Control and • Scania Environmental Report.

Out of all the total and holistic suite of digital services, Scania Driver app and ProDriver gamification feature are game-changers – no pun intended. This puts the same data that transport operators have, into the hands of their drivers except it is more. As this provides more visibility on the drivers' own performance, more digital training and coaching for drivers to improve their performance can be tailored and administered. The net result will be that the drivers themselves will have a higher level of job satisfaction.

Scania Fleet Management System: New Age of Data-driven Logistics

Now that it has been established that data is crucial for a transport business, the hard part is figuring out which solution will best work for you. Although Scania's offering is rather comprehensive, working in partnership with their customers, the Swedish marque implements the right technology to get the right data and offer a fleet manager a suite of data-driven services. The idea is to provide the tools that would help improve operating efficiency, boost productivity and make better, more informed and profitable fleet management decisions.

Analysing the offering, it can be said that the Scania Fleet Management System gives transporters a lot more of both information and insights than the free monitoring reports. From core necessities like real time positioning, via vehicle performance, environmental reports tracking a fleet's CO2 emissions, service planning and defect reporting all the way to driver evaluation which helps to quickly identify potential vehicle usage improvements that could be achieved via driver training and coaching.

In detail, these modular components are:

Monitoring Package: Ten years free subscription will be offered with Scania connected vehicles. Transport owners receive basic Fleet Management System vehicles report and get Service Planning access.

Control Package: Users get reports on advanced vehicle performances, driver evaluation, service planning, and fleet positioning updates based on 1-minute intervals.

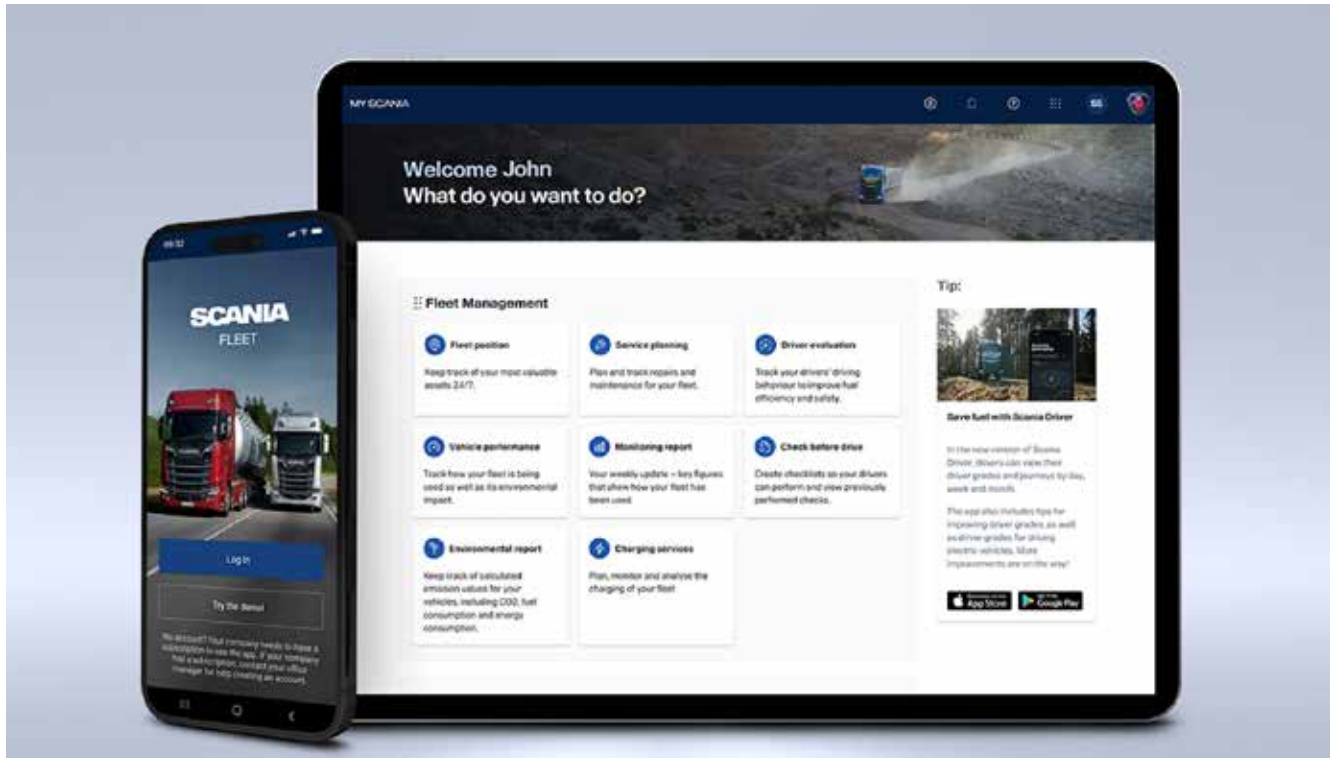
Data Access Package – Service Planning: This allows for precise service planning as users receive basic vehicle data, featuring dates and status of scheduled Scania workshop services on your system via API.

Data Access Package – Location: Users receive basic vehicle data, service planning, and fleet position detailing longitude, latitude, and speed on your vehicles via API.

Data Access Package – Performance: This package enables service planning, fleet position, and advanced vehicle performance data via API.

Scania Zone: This module is used to prevent speeding. Setting up speed restrictions or compliance pre-sets upon vehicle entering designated geofencing zone, drivers can better manage their speeds, avoiding exceeding the limits set by the control room.

Retrofit Communicator: Scania can retrofit trucks, buses and coaches with Scania Fleet Management System vehicle interface.



Essential

As a net result, it can be said that the more you know, the more you understand. The fundamental prerequisite of smart decision making is the availability of the essential information and data itself. Core metrics that give operators high level overviews of fleet perspective on a per vehicle basis, and streamlined functionality to make sure e.g. the required daily tachograph data (specific markets use this) is automatically integrated into your day-to-day workflow. And for those running a third-party fleet management system, Scania can provide full API-connectivity to your fleets data to help that system understand the data generated by Scania vehicles.

Insights Gained

Getting from information to insights requires a level of analysis. Part of this is something companies can contextualise in-house. However, smart algorithms built by expert engineers and logistics experts within Scania can demonstrate how to create or add business value based on vehicle and driving data. Working with transportation operations for more than a century has helped Scania uncover what is core to both the day-to-day and the long-term perspective. Scania aims to have this presented simply, so the data does not get in the way of running fleet operations, but rather enhances it.

Focus Point

Data is king and queen, as they say. Collecting data is the first step. Presenting them to you at your fingertips is more important. Analysing them and recommending actions for you as the transport operator is even more important. Putting the power of all of these into the hands of your drivers is the real king and queen! Scania Digital Services helps drivers to help operators to get more value out of a Scania for transport operator's business – smarter and faster.

Action

With reliable insights, there's definitely a lot you can do yourself to make your operation run more efficiently. There are however core aspects where Scania can help to leverage those insights into much higher business value. Knowledge and experience in Scania does not just span more than a century of logistics and transport operations, it is also based on real-life vehicle data from literally hundreds of millions of driving hours. Combined, that culminates in uniquely qualified perspectives to help transporters get the most out of their operation. For example, even with the very best drivers, one can optimize how they use Scania vehicles to maximise fuel efficiency. Further, one can reduce wear and maintenance needs and make sure the business potential of every Scania vehicle is taken to its fullest. Both on a short and long-term scale.

If these tools are able to assist fleet managers in better managing their fleet, one can question what could be a reason why operators resist. Discussions with operators revealed that there is no resistance except some being cautious. The strong support of the initiatives called A Good Driver and A Good Company are testament to strong support from the market. Meanwhile, some of Scania's customers are testing a wide range of systems while others are still exploring and have been asking Scania to advice. As Scania Digital Services are already very comprehensive today, they are highly cost-effective, offering a total setup.



Scania Fleet app

The Scania Fleet app is supposed to bring drivers and administrative staff closer together in the day-to-day operation, with features that benefit both. For example, sending reports on issues or vehicle defects to the office staff, including reference photos, to communicating with other drivers and colleagues via messaging functionality.

The driver evaluation feature lets the drivers themselves see how they could improve driving efficiency, and all driver and vehicle data – including live position – is available via an easy map overview showing your geographical operational area.

Features and benefits

- Different feature access for different roles
- Control cab and engine heaters remotely
- Report issues & defects, including reference photos
- Driver evaluation
- Fleet map overview for administrative staff
- Available for Android & iOS

Putting it all together, vehicle, system, fleet/operation managers and drivers all need to be interconnected to be successful in today's ultra-competitive environment. Partnerships are the new way of doing business and no one is without the other, especially when it comes to digital-based collaboration.

A Good Driver' competition 2025

The Scania Ecolution's 'A Good Driver' Competition 2025 is currently open again. Scania invites customers to join them in their mission to reduce carbon emissions and vie for the coveted title of the best driver. Showcasing a driver with the most significant CO2 reductions, making a positive impact on the environment while claiming a place as an industry leader is the ambition behind this competition. The competition is simple: Drive one of the Scania Ecolution vehicles throughout the competition period (1 January 2025 to 31 December 2025). These vehicles must display Scania Ecolution stickers and are part of the partnership. Then they drive consistently in a safe, fuel-efficient and environmentally friendly manner throughout the duration of the competition. To qualify, driving must result in the best average percentage of km/l improvement throughout the duration. The use of Scania Fleet Management System and other Scania Digital Services products is mandatory, and the result will be compared to previous years to identify the best improvement. Scania will identify the best vehicle in each company based on the above criteria.

Putting it into Practice

A weekly summary of core metrics from Scania vehicles is always available in a web browser. A periodic update of vehicle data could be the first step in realising what business value can be added by knowing more about the vehicles' real-world performance, as well as an insight into just how much more information could be available at your fingertips.

Focus Point

Scania's connected vehicle services and data-driven insights, while beneficial, also present potential cybersecurity risks that are actively addressed. Scania prioritises cybersecurity by offering over-the-air software updates and having a dedicated Product Security Incident Response Team (PSIRT) to handle vulnerabilities, following the principle of Coordinated Vulnerability Disclosure. Respect for individuals is also one of Scania's core values. This forms the basis for working with customers when interacting with fleet owners, driver of Scania vehicles, employees of Scania's global organisation, business partners or subcontractors. The entire eco system of digital services or digital-based products and services are governed by this value. One of the examples of this is when analysing the data of drivers, consent from customers is required even though the brand collect them on behalf of said customer.

Features and benefits

- Weekly updates
- Email reminders for when new reports are available
- Quick overview showing positive and negative trends
- No additional hardware is needed

Data services

One may have specific business needs that Scania services alone are not able to satisfy. That does not mean that connected Scania vehicles should be left out. With Scania's data access service all established third party fleet management systems can talk to Scania vehicles, getting all the vital data into the same big picture.

Features and benefits

- Standardized vehicle data format
- Compatible with all major third-party FMS-services
- All modern Scania vehicles have all required hardware
- Fully compatible and compliant with remote-FMS (rFMS) standards

Driver training

Driver training is a driving masterclass beyond teaching how to drive a truck.



It is rather how to really make the absolute most out of a Scania vehicle and is aimed to address specific operations and routes. Here it does not matter if it is heavy-duty timber trucks or a bus full of passengers on their daily commute. Scania's certified driver trainers leverage the latest in coaching and training methodologies, resulting in an average 10 percent reduction in fuel consumption based on data from over 50 000 trained drivers.

Features and benefits

- Per driver, per occasion
- Training tailored to your operation and specific transport type
- Substantial fuel savings
- Reduced emissions
- Increased road safety
- Decreased wear on both tires and powertrain
- Reduced service & maintenance needs

Digital Vehicle Health Check

Unpredictable conditions can significantly impact a transport business. Breakdowns may lead to unplanned downtime, affecting operational cost and efficiency. Adapting and planning for uncertainty becomes essential for a resilient business.

Scania's Digital Vehicle Health Check enables Scania to execute a comprehensive vehicle health check efficiently and effectively in just 30 minutes. With this, transport owners can enjoy more hassle-free uptime without compromising on quality service. It is customised and designed to identify any deviations found on the vehicle, propose preventative renewals, and allow us to share with the customer a clear picture of what work will and needs to be performed on the vehicle.

Performed using fully connected digital devices, all findings are reported back to the team of customer service advisors in real time, allowing for timely updates with the customer.

Harnessing the power of data and putting it in the hands of fleet managers and their drivers can make everyone take the right actions.

Some Call it Simplicity, Scania Calls it Scania Driver.

The Scania Driver app is the driver's main contact point into the My Scania digital ecosystem. It was developed with the drivers' perspectives and features in focus, integrated with all of the relevant services of the fleet.

With these tools at your disposal, transporters can ditch the paperwork: pre-departure checks are now done in just a few taps. Now, transporters can complete their vehicle inspections effortlessly on mobile devices anytime, anywhere. There is no more missing paperwork, no more manual tracking as the results of the inspections are stored digitally. With the instantaneous availability of the data, this is just a smarter, faster way to ensure trucks are road-ready, all within the app.



Given the strict laws, fierce competition among operators, and overall economic framework, Scania Digital Services are a way to find extra money in the business.

By streamlining the drivers' administrative tasks with a digital tool, it also benefits the fleet management by simplifying workflows, storage of checklists and defect report handling.

Scania's ProDriver does more than inspire individual improvement, it drives fleet-wide results. Lower fuel costs, and enhanced driver engagement contribute to a culture of efficiency that benefits the entire operation with reduction of fuel costs of up to five percent.

Ecolution for ESG

It can be argued that sustainability and profit go hand-in-hand. This tailored ESG solution can enhance fleet's fuel efficiency while lowering CO2 emissions. Aligning with the respective sustainability goals a company has, the use of Scania's tools and services will put everything needed within easy reach for businesses.

The best results come from a partnership, combining Scania's vehicle expertise with one's own operational knowledge to uncover small improvements that drive big impact. In a Kaizen manner, this is making businesses stronger and better at what they do. Every day, every month and every year, small, continuous improvements drive significant fuel savings. Scania Ecolution, specifically designed to address ambitions set out in ESG goals, boosts margins, reduces environmental impact, and ensures lasting sustainability, benefiting both, business and the environment, now and in the long term.

Pro Driver

A symbol indicating sophistication in driver assistance.



Driving Times

See your driving and rest times at any time you need too.



My Driving Performance

Lower emissions and energy consumption with driver performance service and driving tips.



Vehicle Information

See vehicle information to make sure the vehicle is ready to go when you are.



Scania Assistance

Have Scania Assistance in your pocket 24/7 for easily contacting them for any reason



Service Booking Details

Stay one step ahead and see any service bookings your vehicle has

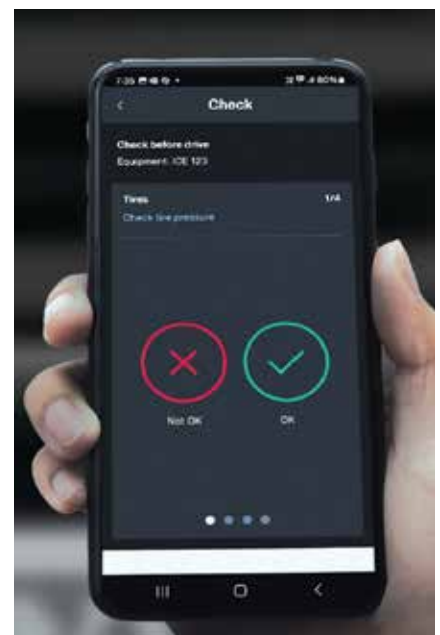




As every company is unique, they require unique approaches to their digitisation. Those managers in Malaysia wondering how to go about starting their digital solutions journey can call Scania now. Scania vows to stand ready to advise them on how they can set it up. As an analogy, the “control tower” of yesterday is today only a laptop/tablet and a mobile phone with subscription. This is illustrating how easy it is going to be to ramp up the connected services one can use.

In conclusion, it can be emphasised that whatever benefit transport operators are getting from a Scania today will be increased even more with Scania Digital Services. Harnessing the power of data and putting it in the hands of fleet managers and their drivers can make everyone take the right actions. Faster. Maintaining safety, maintaining uptime, increasing performance & productivity, increasing fuel-efficiency and profitability and reducing CO2 emissions; all can be exponential.

Given the strict laws, fierce competition among operators, overall economic framework, Scania Digital Services are a way to find extra money in the business. Concluding this analysis, digitalisation is the way forward as it makes processes more efficient and if done right, more effective. This is especially so when there is enough data to make better decisions and faster actions because of it. The availability of technology is a chance to get more value out of valuable assets in your operations: the trucks and buses, and the driver behind it. **T**





The Hengst team in Singapore welcoming their first ever intern

Hengst Asia Pacific's First Internship Program a Success

Giving an opportunity to a young student to learn the ropes of business in Hengst's Singapore office has proven to be a success, raising questions why not more companies would engage students in this manner.

For the first time, Hengst Asia Pacific offered a young student a place for an internship. Adopting this common practice in German schools, it allowed for their first ever intern to gain insights into the world of filtration, providing a glimpse into working life. In this exclusive interview, Asian Trucker learned all about this unusual activity and how it shaped not only the student, but also the team at Hengst.

As part of the curriculum, students at the German European School Singapore are to find meaningful internships. The first of these work placements will take place during the 9th grade, when students are aged around 15 years. The idea is that students will go through the same process as they will later in life when they apply for jobs: they have to identify suitable employers, contact them and go through a job interview before they will be working for two weeks for the organisations that will take them in. This is the story of Konstantin Vincent Lutz.

First Foray into the Workforce

Lutz has had an interesting route into Singapore. His dad has been in the region before but not in Singapore. The family moved from Germany to Singapore during COVID while giving up everything at home. The choice was between Hong Kong or Singapore and they went to the little red dot. Ever since then, Lutz has experienced through his parents the flexibility and turns of the Asian work environment, as his dad works for a local company.

Having identified Hengst Asia Pacific as a potential partner, he got in contact. In January 2025, the first job interview was set up, following which he was offered the position as "Intern", during a two-week internship in the Bukit Batok office in April. "This was a real-life situation. I had to find my way here, using public transportation and ensuring that I will arrive at the office on time," Lutz said. During the two weeks,

he was then learning about all the job functions performed in the subsidiary of the German Filtration expert.

The first week was about understanding the various tasks performed in the office. "I would spend a day with each of the colleagues here, learning all about their individual jobs. This gave me insights into all the aspects of how a company functions," he explained. Spending about 1.5 days with each of the Hengst Team members, Lutz was able to grasp how each of the departments plays a role in the bigger construct that makes up a business, seeing how each of the job functions interface with each other. However, he acknowledged that the time was too short to get a really deep understanding. "That said, the idea here is to just get a first look at what work will be like once we graduate from school."

Mounting Responsibilities

Following the first week's introduction to each of the jobs, Lutz then completed a task set out as part of his contribution to the business. Having crafted a questionnaire, he had to call selected Hengst clients in simulated calls, akin to sales calls. These calls had to be performed without the assistance of others, who would only provide a safety net in case of an absolute emergency during the calls. To round this activity out, Lutz had to visit the premises of a client to conduct a face-to-face interview. To apply everything he had learned during his "tenure", Lutz had to present in front of the team on his last day. Hengst piled on the difficulty, as the presentation had to be given without any written notes, creating a real-life scenario.



Ms Kirsten Moench, Head of External Relations, German European School Singapore, dropping in to gather feedback on the internship programme



Frank Maergner, Sales Director, Hengst Asia Pacific Pte Ltd (seated) working with Konstantin Vincent Lutz on the tasks set out for the internship

As the most memorable experience Lutz cites the fact that he was treated like a member of the team and not a distraction from the task. "I realise that I have been given a lot of responsibilities, being able to communicate with Hengst's clients, working on a real task that could possibly help Hengst." He praised the opportunity that he was allowed to interact with clients, acknowledging that this is something he did not expect to happen, as he would have deemed himself too young in business to be given such a huge responsibility.

"Of course, an internship is to demonstrate the difference between school and work. What I realised is that in business, you can correct mistakes. An exam for instance is final, it cannot be amended if you later realise you made a mistake." Summing up the experience, Lutz stated that he was very satisfied with the internship, in particular the fact that he managed to experience working in all departments.

Hiring the First Intern

Dipping their toes into offering internships, Hengst also needed to create an environment from scratch to allow for Lutz to conduct his scheduled stint with the company. Frank Maergner, Sales Director, Hengst Asia Pacific Pte Ltd, explained how he prepared the team for this unusual activity. As a German, living in Singapore for almost 20 years, he understands the idea of an internship, bridging it to the work environment in Asia. "I remember my first internship, which was just picking up all the work nobody wanted to do and then leaving very dissatisfied. This is something I had to avoid happening here," he said.

At first, Maergner was hesitant to offer the internship, thinking that Hengst's subsidiary may not be geared for this kind of offering. However, Lutz's enthusiasm and salesmanship may have convinced him. Having further discussed this with his own daughters, who are also required to undergo internships, he understood that there could be real value to the business as well. The starting point therefore was the idea to provide an internship that is both challenging and meaningful. "I don't want an intern to be just a tea lady," he paraphrased.

Plans and Outcomes

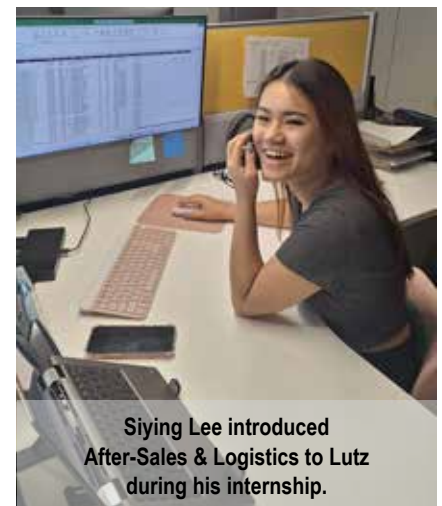
The starting point for the curriculum Lutz was to go through was the idea that the entire Hengst Asia Pacific team in Singapore was to get actively involved in the programme too. Hence, the first program for the two-week stint was created as a joint effort between all six staffers. Each one provided input with measurable outcomes to be achieved. Citing the size of the group, Maergner highlighted

that everyone could contribute to the program in a meaningful way, as everyone knows the tasks of the others too and how these interlink. Eventually, the curriculum was split about 60/40 between learning and application of the newly gained knowledge.

The intended outcome of the internship was to conduct a number of interviews, where Lutz had to create the questionnaire, score cards to rate the information given and research about the companies he was to call. "What we did was to provide the framework, and he then had to carry out the set task within this framework. Treating an intern like an equal team member, Lutz was to perform his tasks without us holding his hand all the time. We were there only as an ultimate safety net if nothing else worked." Being a fully integrated team member, Lutz also had to work the same hours as anyone else, making it a real live situation at times when meetings were held in the evenings.

Addressing a Critical Need


Crucial to the internship is the underlying shortage of qualified staff in many sectors of the automotive and, in particular, commercial vehicle industries. Maergner, with the backing of the German Headquarters, rightfully identified that there is a need for industry players to get involved, to take responsibility. "We cannot just complain about the fact that there is no skilled labour available to hire. It is our duty to find, nurture and eventually hire young people if we want to have access to talent. Through this exercise, I also found that we, as an industry, are likely not vocal enough about the many career opportunities that we create in this environment."



Siying Lee introduced After-Sales & Logistics to Lutz during his internship.



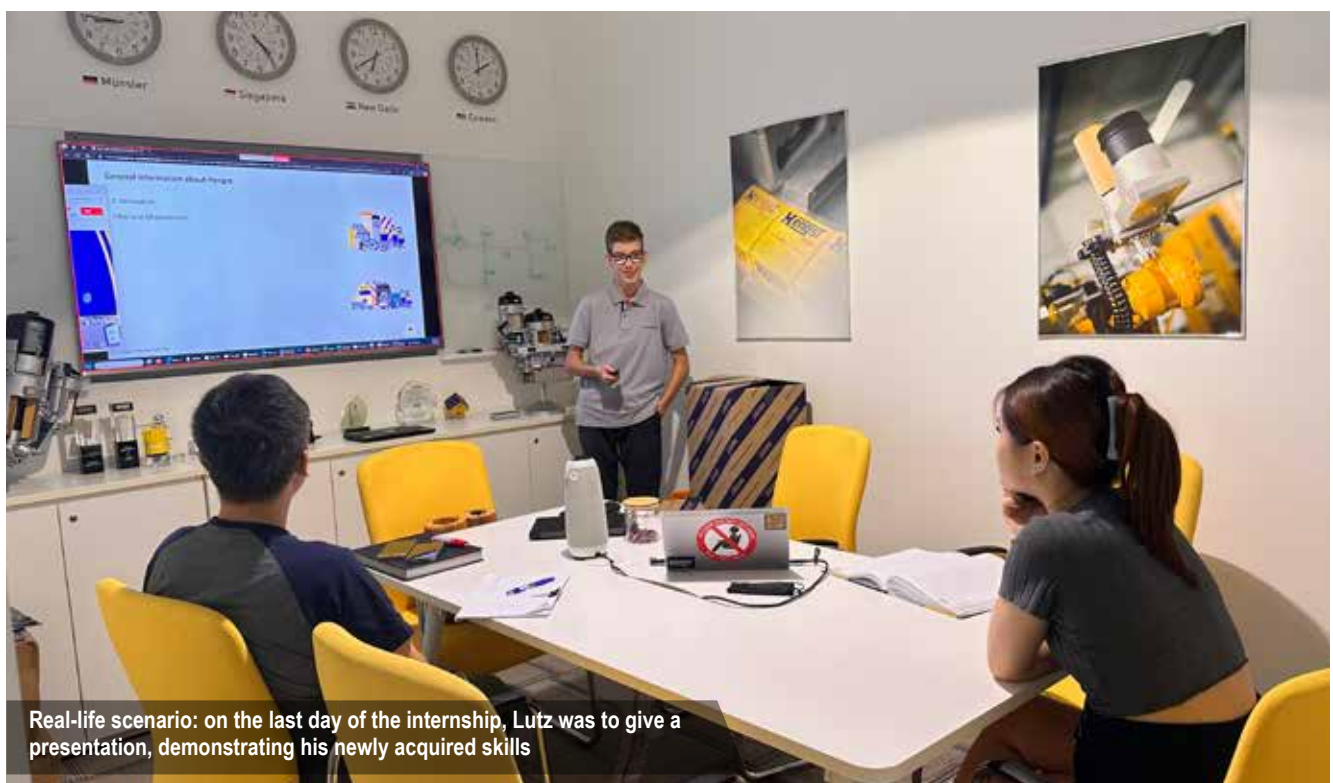
Highlighting the importance of learning about the work environment, the BeyondClassrooms Programme by the German European School Singapore aims to work with partners to provide young students with insights into the daily life in their future careers. The programme was established in 2021, when the school started to reach out to companies to partner with the school. Through these partnerships, the school then provides internship opportunities, companies may opt to provide seminars for students or offer practical help that will be invaluable when the students begin their careers.

"We try to offer a wide range of industries to our students in this program. Hengst is a very good partner as they are currently the only one in this particular segment," Moench pointed out. In her view, a smaller team is also preferable, as the student is able to better integrate into the team, being able to see a number of job functions. A very interesting aspect of an internship is the exposure to the local population. "As an international school, we attract expats and thus, there is only limited contact between the students and the locals. This would be the case anywhere else too, this is not specific to us though." Through the internship program, Moench also hopes that there will be more contact with the local population, fostering a deeper understanding of the culture of the host nation. 

Through this internship, Maergner has realised that this, too, is a two-way learning experience. He opined that every time someone (new) enters an organisation, both parties benefit from the opportunity to learn from each other. "When any stakeholder enters the organisation, you have a two-to-four-week window to teach and to learn from each other," he opined. When listening carefully, you will become a much better employer too, is what he has realised through this internship. When asked what he would change in the approach to internships, Maergner echoed Lutz's sentiment that two weeks is not sufficient. In summary, Maergner is confident to say that this could be a recurring offering for students as there has been tangible results.

Back to School

A key stakeholder in the internship is, of course, the school itself. From the school's perspective, Ms Kirsten Moench, Head of External Relations, German European School Singapore, offered insights during a visit to the Hengst office following the successful conclusion of this short internship.





Safety that Fits like a Glove

"You should wash and clean your gloves on a regular basis. Leather will require a little bit of grease." This will prolong the lifetime of gloves. In the tropics, the lifetime of gloves is somewhat truncated, however, Cederkvist pointed out that the investment in a quality glove pays out manyfold: injuries prevented mean lower insurance costs, less downtime of workers due to injuries and better grip making the job easier. Quality gloves are identifiable by the certifications that they have to carry. Cederkvist pointed out that modern gloves will have to go through rigorous certification processes. He expressed that gloves are often underappreciated. A lot of things need to come together, like using the right materials, a good fit and wearing comfort all contribute to the wearer using it as much as possible.

Our hands are among the most evolved extremities of our bodies. There are 27 bones in each hand, 27 joints, 34 muscles, and over 100 tendons. Recently, a rise in work-related hand injuries has been reported. Some injuries to our hands can be career-ending, even in transportation. To protect our hands when working around trucks, gloves are an essential component of PPE every trucker should have on hand. Michael Cederkvist, Managing Director, Soft touch AB, shared his insights on how gloves protect truckers' hands.


Cuts are the most common injuries to hands. There are many ways injuries can occur around trucks and gloves can prevent harm. Hinges, lashes and other heavy moving parts around trucks can cause crush injuries. When transporting chemicals, working with gloves can prevent injuries to hands when skin can get exposed to chemicals. When handling batteries, gloves should be worn; wooden splinters may penetrate skin when handling wooden pallets. "Each situation may require a specific glove, designed to be used fit for the purpose," Cederkvist said.

As a hallmark of a good glove, it should be as thin as possible. According to Cederkvist, one should not even notice that one is wearing one. "It is when you take off a glove to perform a task you cannot do when wearing a glove when you are at risk. For instance, when you need to write something and the glove is hindering your writing," he explained. A perfect glove would be one that the wearer can use while operating a smart phone.

A revolution in glove-making happened when, some 30 years ago, knitted gloves were innovated. This allowed for gloves to become thinner while also being mass-produced in higher quantities. Knitted gloves also allow for cut resistant materials to be used. Cut-resistant fibres are made from steel strands interwoven with aramid fibres (Kevlar is a famous aramid fibre for example). Such gloves would offer wearing-comfort while providing high levels of protection.

Gloves should be fit for purpose. While a basic cotton glove may be better than not wearing any, a specific glove will ensure efficiency as well as protection. Welders, for instance, require gloves that won't catch fire. "You need to make sure that the glove is not adding risk. Some materials are not suited for specific applications. Just imagine if you were to use a cotton glove and move sheet metal: you could easily inflict drastic cuts even when wearing a glove, if it is a wrong one." Within the product range offered by Soft Touch, Cederkvist would be confident that there are gloves to fit all needs within the transportation sector.

Gloves are also creative canvasses. Soft Touch offers customisation, branding gloves with company logos, names and colours. The immediate effect is that the gloves carry an advertising message when in use by the wearer. At the same time, it is a theft-prevention. Any glove that is stolen would indicate who it was stolen from.

Passionate about the topic of gloves, Cederkvist acknowledged that there is only a fraction of information that can be shared in an article like this, highlighting that he shares more on his "Glove talk with Michael" on LinkedIn. "I hope that I can motivate more people to get involved in this topic as injuries to hands can oftentimes be avoided." 



A Bridge to E-mobility

In the words of the founder of the Chinese start-up, how to promote electric mobility in the heavy truck segment in China, Europe and elsewhere?

By: Gianenrico Griffini

Being a start-up in the field of heavy-duty vehicle electrification is no easy task these days. Recent events involving Volta Trucks, Northvolt, Nikola Motor, and Quantron, to name but a few, have demonstrated this. These companies were forced to close prematurely due to the high capital consumption required by their ambitious development plans. However, SuperPanther, founded in China in 2022 by Chao Liu, who is also its president and CEO, has some key advantages over other automotive start-ups. Firstly, it was born and developed in the Chinese market, which is by far the most dynamic in terms of innovation content and sales volumes - in 2024, the domestic market absorbed over 230 000 zero-emission trucks and buses - in promoting and adopting advanced technology transport. Moreover, it is not presenting itself as a manufacturer of complete vehicles, but as a facilitator or enabler of electric mobility in the heavy-duty segment. This mission is based on a series of key technologies developed in-house - electrified axles, software and control systems, thermal management, and charging solutions - that can be applied to vehicles produced by other manufacturers (OEMs), to fleets of large logistics operators or to those of cargo owners, in order to implement green strategies in road transport. Allestimenti & Trasporti interviewed Chao Liu, Founder, President and CEO of SuperPanther, on the prospects for the development of proprietary technologies and strategies for entering foreign markets, including those in Europe.

SuperPanther's strategy

How did the idea of acting as a facilitator in the electrification of road transport come about and how has it evolved? The strategy based on the concept of enabler," explains Chao Liu, "is part of our original business plan, especially for our approach to foreign markets. When we founded the company in 2022, one of our priority objectives was to have an international presence in the heavy-duty vehicle segment. In other words, we didn't just want to focus on China, we wanted to help other OEMs (Original Equipment Manufacturers) electrify their vehicle ranges. With this vision in mind, we decided from the outset to target high value-added markets such as Europe. The EU is home to large, well-established OEMs that understand their customers' needs, but may not have the engineering know-how and specific technologies required for electric vehicles. As a specialist company, we can help them. The core of our enabler strategy is therefore to enter foreign markets by helping OEMs and their customers to decarbonise transport. We are open to different business models, as long as they create added value for customers.

Electric truck, ecosystem and services

What are the cornerstones of this strategy, which is aimed at challenging and highly competitive markets such as the EU? It is essentially based on two pillars: the



vehicle (the eTruck) and the ecosystem around it. With these two elements, we have the technological capability to help our partners develop high-performance electric trucks that can be brought to market in a short time. To achieve this, we have developed four key technologies in-house. The second pillar of the strategy concerns the entire ecosystem around the vehicle. It is not enough to sell an electric truck. We also need to help transport operators charge them and provide services. We have developed a wide range of solutions based on our charging technology. This allows us to support our partners in Europe, OEMs, logistics companies, and freight owners by providing users with a complete ecosystem around the truck. These are the key points we are working on. Why did you start the development project with a 6x4 heavy-duty tractor? Is that the most common configuration in China? Before

embarking on a new path, it is necessary to analyse the target market. In China, 40-50 percent of heavy-duty vehicles sold are in 6x4 configuration. There is a technical reason for this choice. With a 6x4 tractor, it is possible to reach the maximum weight of a 49-tonne articulated truck. It is therefore logical that 6x4s account for the majority of new registrations.


The players in the partnership

What is SuperPanther's strategy for Europe? What are its pillars? Who is it aimed at? Our "enabler" strategy involves different levels of partnership. At the top are the cargo owners, who have to deal with the ESG (Environmental, Social, Governance) and SPTI (Science Based Targets Initiative) regulations that will come into force in 2030. These players - the cargo owners - will have to drive the decarbonisation of the entire value chain. A very important part of this concerns logistics operations. This is why large companies are looking for green solutions, especially for their logistics activities. In addition to cargo owners, our potential partners include logistics operators. DHL, which signed a cooperation agreement with us during IAA Transportation 2024, has very ambitious electrification targets for the coming years. Logistics groups can be our customers, both for defining the products that best meet their specific needs and for the ecosystem around the vehicles. Other key partners are OEMs, whom we can support on their journey to electromobility. Together with Steyr Automotive, we are developing a vehicle that will be produced in Austria and will offer the best technology. But we are open to other partnerships with European manufacturers who contact us. In China, battery swapping rather than recharging is widespread. Is this a solution that can be applied to European markets? The vehicle we offer in China, the Black Diamond, can use the battery swapping system, where the battery packs are swapped in the chassis, similar to cars. But we also have fast charging systems. In the domestic market, most customers opt for battery swapping, but do not replace the batteries. The reason is simple. Logistics companies are very cost-conscious (TCO, total cost of ownership). Replacing batteries means having spare batteries that someone has to buy and pay for. In short, battery swapping is an interesting solution, but it is suitable for very specific applications. For example, when very high charging efficiency is required. There are European operators who need battery swapping for their applications. But I believe that our charging solutions will be the most popular in the future.

Black Diamond's main technical features

What are the main technical features of the Black Diamond? This model, which launched in China in 2024, is the first e-truck aimed at the global market. It is designed for heavy-duty applications involving minerals such as coal or heavy metal products. The truck is equipped with batteries with a capacity of up to 414 kWh, giving it a range of 300-350 kilometres, which is sufficient for most transport missions. The vehicle incorporates a number of technologies designed and built in China, including the electric axle, electric motor controller and domain controller. Operators using the Black Diamond are very pleased with its performance, particularly its energy efficiency. We have measured consumption of around 1.1 kWh per kilometre, which is 30 percent less than the previous generation. Performance is also excellent



in extreme weather conditions, with outside temperatures as low as -30°C. We plan to introduce the same solutions in Europe. In 6x4 applications, there is an interesting interaction between the drive axles, which have three electric motors. These are controlled by an intelligent system that activates only one motor when the vehicle is unladen. On the motorway, however, two motors are activated, and when the vehicle is fully loaded and climbing a hill, the third motor is also activated. The control software is the key to everything, especially energy efficiency. In fact, we are able to guarantee greater operational autonomy with less installed power. This means changing the rules of the game by relying on technological innovation. What are the next steps in SuperPanther's European strategy? It is very simple. We will try to be a reference point, an enabler in the process of vehicle electrification. Our strategy is two-pronged. In China, we want to offer the best product and make sure it is ready for electric mobility, understand the needs of different applications, optimise costs and interact with the supply chain. In other geographical areas - not only in Europe - we want to help OEMs in the electrification process by providing them with our know-how. One last question: what is the secret of the SuperPanther? A research and development team made up of a few talented engineers, a decentralised organisation and the speed of implementation that characterises China today. 





How Sino Mobile and Heavy Equipment Keeps your HOWOs Running

Vital to any fleet operation, the workshops play a crucial role. Asian Trucker takes a look at the service network of Sino Mobile and Heavy Equipment.

The Sinotruk HOWO-TX series has become a trusted name in the Asian market. It is renowned for its unmatched durability, fuel efficiency, and advanced engineering. These trucks are specifically designed to handle the region's challenging terrains and high payload requirements. They are also engineered to withstand the oftentimes harsh conditions of tropical climates.

As anyone running a fleet of trucks will attest to, the purchase of trucks is only the first step in managing the operations. In many cases, the service network plays a crucial role in the purchasing decision. Mr Khoo Keh Hann, General Manager of Sino Mobile and Heavy Equipment Sdn Bhd (SMHE) spoke to Asian Trucker about how their workshops across Peninsular Malaysia are an integral part of their business.

Location, Location, Location and Sizes of Workshops

"At Sino Mobile and Heavy Equipment (SMHE), we believe that maintenance should never be a hassle. To simplify the maintenance process for our customers, we have established service centres at three strategic locations, aligned with major transport and industrial routes," Khoo told Asian Trucker. Currently, SMHE operates workshops in:

- Shah Alam, Selangor – 9-acre workshop
- Ipoh, Perak – 1-acre workshop
- Tampoi, Johor – 1-acre workshop

These are, as Khoo said, strategically located along major transport and industrial routes; these locations were chosen with purpose. The idea is to ensure SMHE's support network is close to their customers' key operating areas. This proximity allows SMHE to respond quickly, reduce vehicle downtime, and keep businesses running smoothly.



To further support their customers, SMHE has mobile breakdown teams on standby. These highly trained technicians are also available from each workshop to conduct emergency repairs, helping customers resume their operations with minimal disruption.

SMHE's Capacities

Considering the population of HOWO trucks sold by SMHE, their workshops are designed for high throughput, featuring multiple bays and spacious layouts to support quick turnaround times. Collectively, the three workshops service over 450 trucks each month.

"Each workshop is further supported by structured workflows and a dedicated team, ensuring every task is completed accurately and on schedule," Khoo explained further.

Planned expansion of Workshop Network

SMHE's goal is to ensure that reliable support is always within reach for customers, no matter where they operate. Khoo revealed that SMHE is set to expand the service footprint into the northern and eastern regions of Peninsular Malaysia, strengthening their presence in key locations.

There are opportunities for those looking, as SMHE is concurrently seeking to sign up new dealers and service partners to enhance the network and extend their reach even further.

On the subject of spare parts availability, Khoo said that across all locations, SMHE carries a full range of genuine HOWO parts. Centrally located, the main warehouse is in Shah Alam and serves as the central distribution hub, supporting regional stocks in Ipoh and Tampoi. This allows SMHE to supply essential components quickly to each workshop. Most parts are readily available for immediate service, while special-order items are sourced efficiently to minimise delays.

Dedicated Teams

"SMHE's strength lies in our people. Across all our locations, we have a team of more than 50 administrative, store, and customer service personnel, along with over 180 mechanics," Khoo added. Mechanics undergo continuous technical training in line with the standards set by the manufacturer, ensuring they are fully equipped to service HOWO trucks accurately and efficiently.

Why use SMHE Workshops?

When customers bring their trucks to an SMHE workshop, they receive more than just a repair: they will be granted access to dependable care from professionals who understand these trucks inside and out. Service and maintenance require the use of the right tools, genuine parts, and application of proven expertise to keep vehicles roadworthy, reliable, and performing at their best. All this is packaged into the service offered by SMHE.

Just as important as the availability of spare parts is their quality. Choosing original HOWO parts ensures long-term reliability. These parts are rigorously tested, precisely engineered for the best fit, and help maintain peak performance while preserving your truck's warranty. Khoo promises that this is why SMHE will never compromise when it comes to spare parts.

Beyond the services to maintain the hardware, our service advisors at SMHE actively support customers by providing practical guidance to drivers and fleet managers. They share useful tips on recognising early warning signs – such as unusual noises, dashboard alerts, or changes in vehicle performance – so that issues can be addressed before they escalate.

Extent of Warranty, Service

Knowing about the importance of warranties, service packages offered by SMHE feature well-defined maintenance intervals and offer the option of extended warranties. This level of clarity allows customers to plan ahead, preserve vehicle resale value, and enjoy added peace of mind knowing that their trucks are well cared for.

HOWO Trucks for those Needing Long Service Intervals and Low Downtime

In the first place, HOWO trucks are designed with durability and simplicity in mind, allowing for extended service cycles and fewer mechanical issues. Their straightforward design simplifies maintenance, which translates into more uptime – crucial for maximising operational efficiency.


Customers wanting a summary to the question "What makes it "easy" to have HOWOs serviced by SMHE?" The answer Khoo has is that "Everything we do is centred around customer convenience. From our mobile service teams that can attend to trucks on-site, to a responsive customer hotline that connects customers to assistance quickly, our focus is on delivering a smooth, reliable, and hassle-free service experience."

Importance of Regular, Scheduled Maintenance

Regular maintenance is key to protecting your investment. By servicing trucks on schedule, operators help ensure their vehicles remain efficient, safe, and maintain long-term value. Preventive maintenance also allows potential issues to be identified early, reducing the risk of unexpected failures or safety incidents.

Service and maintenance should always be carried out with these intentions:

- a. To keep the trucks going**
- b. Retain the value of the trucks**
- c. Avoid accidents**

For those seeking greater control of their fleet, SMHE can connect truck buyers with their partners who offer comprehensive fleet management solutions – from GPS tracking and cabin dashcams (including ADAS and DMS systems) to full Transportation Management Systems. 





ESCAPE Program Launched

Promoting ISO 39001 for Safer Roads in Malaysia

A landmark seminar was held on 30th May 2025 in the Grand Paragon Hotel, Johor Bahru, to promote the adoption of MS ISO 39001, the Road Traffic Safety Management System, among Malaysian transport operators. The event brought together key figures from both public and private sectors, underscoring the critical need for systematic road safety practices across the nation.

Notable contributors from the Department of Standards Malaysia (JSM), Jabatan Pengangkutan Jalan (JPJ) and Malaysian Institute of Road Safety Research (MIROS) presented during the event. The seminar was organised under the ESCAPE MS ISO 39001 initiative, aimed at improving safety in public transport and the logistics industry.

Government agencies such as JSM, the Road Transport Department (JPJ), Pertubuhan Keselamatan Sosial (PERKESO), the Malaysian Road Safety Institute (MIROS), and the Human Resource Development Corporation (HRDC) were among the many organisations supporting the initiative. Their participation emphasised the national commitment to creating a safer road environment.

In his opening speech, the organiser, Mr Frankie Chia, President of Johor Sand & Granite Lorry Operators' Association, highlighted that road safety is a shared responsibility and not the sole duty of authorities. He stressed that ISO 39001 is not merely a document but a comprehensive ecosystem that, when implemented correctly, can reduce accidents, improve safety culture, and boost operational efficiency and profitability.

Professor Wong reflected on the journey of ISO 39001 implementation in Malaysia, stating that the standard was adopted in full alignment with the international ISO standard, without compromise. The Association's successful certification journey—achieved in just ten months without external consultants—served as a testament that even SMEs can meet the rigorous requirements of ISO 39001.

The seminar also introduced the Standards Compliance Stewardship Programme (SK), which helps small and medium-sized enterprises (SMEs) transition from awareness to compliance. Since its launch in 2020, 46 companies, including logistics, disaster management firms, and even private hospitals, have adopted the standard.

A highlight of the seminar was the case study of how a SME earned ISO 39001 certification within ten months through the SK programme. This success story demonstrated that road safety and international standard compliance are achievable for smaller businesses, not just large corporations.

Speakers urged for stronger collaboration between the government and industry stakeholders to support ISO 39001 implementation, including potential incentives from banks and insurance firms. The event closed with a call for continued engagement, dialogue, and joint action to make Malaysia's roads safer for all.

With transport-related fatalities continuing to plague the nation, the event underscored the urgent need for systemic intervention and sustainable safety management. Globally, road accidents claim approximately 1.9 million lives annually, ranking as the 12th leading cause of death and the primary killer of individuals under 30. Low-income countries, including Malaysia, face disproportionately high fatality rates, with vulnerable road users — such as motorcyclists, pedestrians, and cyclists — accounting for half of these deaths. Despite reductions during the pandemic, Malaysia continues to record an average of 17 to 18 road deaths daily.

Heavy vehicles, although fewer in number, contribute significantly to fatal crashes. Between 2011 and 2015, they were linked to roughly 1 000 deaths per year, with 80 percent of these incidents proving fatal for other road users. Several tragic case studies involving buses and lorries highlighted the human and operational costs of weak safety systems.

The seminar championed ISO 39001 as a structured and scalable approach, especially for SMEs. Operating with limited staff and resources, a number of SMEs already demonstrated that with commitment and guided assistance — such as templates, performance reviews, and capacity-building support from associations — compliance is achievable and beneficial. Their motivation was clear: to safeguard drivers' lives and company assets.

Key components of ISO 39001 implementation discussed included: setting realistic and top-management-backed policies, regular risk assessments, aligning with existing compliance requirements such as the relevant Industrial Code of Practice



(ICOP), and conducting competency-based training. It was emphasised that ISO 39001 and ICOP can complement each other, with the ISO standard offering a global benchmark while also covering domestic regulatory codes.

Participants stressed that while associations and stakeholders may not directly control transport operators, they can influence behavior through awareness, training, and performance monitoring. Achieving "Vision Zero" — the philosophy that all traffic deaths are preventable — hinges on integrating human fallibility into system design via the Safe System Approach: safer roads, vehicles, and people.

Ultimately, the event concluded with a call to action for Malaysian transport owners to view ISO 39001 not as a burden, but as an investment in safety, efficiency, and competitive advantage in a demanding logistics landscape. **T**



Asia EV Motion 2025: A New Era of Sustainable Mobility Unveiled

Asia EV Motion 2025, a significant three-day exposition dedicated to the future of sustainable and new energy mobility, was officiated by YB Tuan Ling Tian Soon, Chairman of the Johor State Committee for Health and Environment, at Sun Bus Tech's facility in Senai Airport City, Johor on April 15th 2025. The launch was also witnessed by Mr. Mohamad Reduan, Director of Malaysian Investment Development Authority (MIDA) Johor, and Mr. Ng Kuan Khai, Consul-General of Singapore in Johor, alongside industry leaders, government representatives, and regional partners.

Running from 15-17 April 2025, Asia EV Motion showcased strategic collaborations among four pioneering companies: Sun Bus Tech Sdn Bhd (Sun Bus Tech), Mobilus Sdn Bhd (Mobilus), CNIM Singapore (CNIM), and China City Industrial Group Co., Ltd. (CCIG). Said strategic alliance integrates their extensive expertise, advanced technology, and industry-leading innovation to position Malaysia as a regional leader in new energy mobility.

"The State government warmly welcomes this significant international expo to Malaysia, recognising the essential role sustainable transportation plays in shaping our nation's future," said YB Ling Tian Soon. "We highly commend the visionary collaboration between Sun Bus Tech, Mobilus, CNIM, and CCIG in driving forward innovative new energy mobility solutions. Initiatives such as Asia EV Motion



reinforce Malaysia's position as a leading, competitive, and sustainable transport hub in Southeast Asia."

Asia EV Motion, representing the alliance of the four companies, highlighted its mission, stating that "Our collaboration is built upon a shared commitment to pioneering sustainable mobility solutions. By bringing together advanced technologies and expertise, we aim to propel Malaysia and the region towards a cleaner, more efficient transportation ecosystem. This exhibition underscores our vision and the tangible solutions we offer to the market," said Mr. Simone Tassi, CEO of EV Mobility.

To showcase the concept of integrated living, innovative transportation solutions, highlighting electric city



buses, autonomous rapid transit (ART) systems, and advanced electric utility vehicles, underscoring the significant advancements in modern transportation technology.

Hosting the event, Sun Bus Tech played a pivotal role in the exposition. Speaking to Asian Trucker on the occasion was Shyan Phang, Chief Executive Officer, Sun Bus Tech Sdn Bhd. "It was a challenge that we set for ourselves. From the beginning of this company, we have been striving to be more than just a bus builder," Phang stated. As per the incorporation papers, the description of the business states "commercial vehicles", rather than buses. With the extensive experience Phang and the Sun Bus team have, the expansion beyond buses was a logical next step.

In Phang's view, trucks and buses are like cousins. "We already have produced special purpose vehicles that are based on bus chassis. With that knowledge, we can offer our customers trucks as well, as ultimately, these are oftentimes specially designed vehicles." One would have noticed that there were no chassis manufacturers represented. This was to be an acknowledgment that Sun Bus Tech would be able to work with any and every chassis manufacturer, depending on the customers' preferences.

Aligned with a recent trend in Malaysia, the first new product available from the line-up at the event is the camper van. Being a highly flexible unit, it can be mated with a pick-up truck as and when the owner would like to utilise the living quarters of the module when travelling. By means of a mechanism, the module containing the living quarters can be fixed onto the pick-up truck's bed or dislodged and stored. "We are going to start with CKD kits, eventually sourcing components locally to address the need for faster delivery and lower cost." Positioned as a recreational vehicle for those wanting to start this hobby, this unit is ideally suited as it does not require a lot of investment or equipment. Meanwhile, it can also be an application used for civil defence and related applications as a mobile command post.

A notable highlight of the exhibition was the ART, uniquely adorned with artwork collaboratively painted by 20 Malaysian and 20 Singaporean children. This creative project captured the essence of cross-border connectivity by portraying Johor Bahru through the eyes of Singaporean children and Woodlands as seen by Malaysian children. The project is symbolic of the deep-rooted bond and cultural exchange between the two cities, reflecting how transportation evolution is reshaping not only commuting patterns but also how future generations from Johor Bahru and Woodlands will meet, interact, and foster enduring relationships.

Phang noted that ARTs have moved into the limelight. Citing the ability to offer high-capacity mobility, more and more modern cities are considering this system. Together with the strategic partners gathered, Sun Bus Tech offers the production facilities for ART in Peninsular Malaysia, providing easy access to this system.



"This strategic alliance between Sun Bus Tech, Mobilus, CNIM, and CCIG aligns with Malaysia's transition to sustainable transport," said Datuk Sikh Shamsul Ibrahim Sikh Abdul Majid, Chief Executive Officer of the Malaysian Investment Development Authority (MIDA).

"The collaboration directly supports our New Industrial Master Plan 2030 and National Energy Transition Roadmap by advancing clean transportation solutions while creating high-value jobs and strengthening our industrial capabilities. MIDA stands ready to facilitate such investments that combine technological innovation with sustainable economic growth, creating high value-jobs for locals and positioning Malaysia as a leader in green mobility for Southeast Asia."

The event showcased innovative mobility solutions, including electric buses, advanced battery technologies, and customised transport solutions, underlining the industry's progress towards environmental sustainability and advanced manufacturing excellence. 





Precision in Every Part – From Germany to Asia

Made to move. Trusted worldwide.

From icy Scandinavian highways to the heat and humidity of Southeast Asia – commercial vehicles are put to the test every day. Behind every successful journey is a network of reliable components, and at the core of that network are two brands: PE and Monark. Developed and distributed by PE Automotive, these brands stand for robust, precision-engineered spare parts – trusted by professionals worldwide.

Based in Wuppertal, Germany, PE Automotive has been shaping the aftermarket since 1947. As part of the global BPW Group, the company brings together decades of engineering experience and strong international partnerships – including Gegroco, the dedicated distributor for Asia. With more than 11,000 high-quality parts for truck, trailer and motor vehicles, availability is just one part of the promise. The other? Excellent quality.

What Quality Really Means: A Look Behind the Scenes at PE Automotive

At PE Automotive, quality is not a marketing term – it's an everyday process. And it starts with a simple mindset: no vehicle should stand still because of a faulty part.

"If a part has passed through our hands, customers can rely on it," says Hans, an experienced member of the quality team.

The products under the PE and Monark brands go through extensive testing – often beyond industry standards. In the company's in-house testing lab, a Zeiss 3D measuring system checks complex geometries with microscopic precision.

Other components, like AdBlue dosing modules or air springs, are tested under real-world conditions, including leakage tests. Even parts like wheel bolts undergo hardness testing.

All inspection results are documented digitally, ensuring full traceability – a key requirement for international markets.

"Quality is not just about finding defects," explains Ümit from the inspection team. "It's about making sure every part performs when it's needed most."

Continuous Improvement – One Part at a Time

The commitment to quality at PE Automotive doesn't end with a checklist. It's a continuous cycle of improvement that draws on field experience, customer feedback and collaboration across departments.

"A complaint is not a failure – it's feedback," says Thomas, Head of Quality Assurance.


"It helps us optimise, innovate and ensure we're always meeting real-world demands," adds Jessica, Head of Quality Management.

When product managers and quality engineers work side by side during initial sample testing, decades of market understanding and technical precision come together – ensuring that every spare part not only fits, but lasts.

Because for PE Automotive, quality is measured in customer satisfaction.

Why Workshops and Fleets Trust PE and Monark

- German-developed, quality-assured components
- More than 11,000 products
- Rigorous, in-house testing standards
- Deep aftermarket expertise since 1947
- Local availability in Asia via Gegroco

PE Automotive doesn't just deliver parts. It delivers peace of mind. With PE and Monark, workshops, fleet operators and distributors across Asia can rely on tested quality – every time, on every route. 

UFI Filters: Bridging Global Expertise with Local Needs



Founded in 1971, UFI Filters is an Italian company renowned for its advanced filtration and thermal management and green hydrogen solutions. With more than 22 manufacturing plants worldwide, including seven in China, three in India, and two in South Korea, the company has built a formidable presence in Asia. It serves both original equipment (OE) and aftermarket sectors, supplying products for everything from passenger vehicles to Formula 1 race cars.

"This year, we are 10 out of 10: meaning all Formula 1 racing cars use our filters," shared Johnny Lim, APAC Aftermarket Senior Business Development Manager at UFI Filters.

Adapting Global Technology to Local Needs

As UFI Filters expands across Southeast Asia, their strategy is clear: "Think global, act local." The company adapts its products to meet the specific requirements of each regional market, particularly in tropical climates where certain cold-weather features are unnecessary. "For example, our fuel water separator doesn't need a heater in Southeast Asia. There's no winter here; it would just be a waste of money to the end user," Lim explained.

In markets like Malaysia, UFI Filters has established partnerships with local distributors who specialize in both passenger and commercial vehicles. These collaborations ensure customers have access to tailored products and expert service. "We have very good partners in Malaysia who handle everything from diesel truck parts to off-highway applications," said Lim.

Tackling the Biodiesel Challenge

One of the region's biggest challenges is the increasing use of biodiesel blends, from B10 to B35, especially in countries like Indonesia. While more environmentally friendly, these fuels introduce new complications for engine filtration systems. "For example, the lifespan of the fuel filter for off-road applications has been shortened tremendously: from 500 hours down to 250, or even less. This is a real burden to end users," Lim noted. The culprit? The additives and pollutants in biodiesel blends, which clog up filters much faster than traditional diesel. As a result, UFI Filters already offers filtration solutions designed specifically to withstand these harsh conditions as part of the product line-up.

Building Presence, Delivering Service

Though headquartered in Italy, UFI Filters maintains a strategic footprint across Asia. Its early investments in China in the year 1983 have given the company an edge in understanding and serving emerging markets.

"Our chairman was very foresighted. We started in China early and now we know the market very well," Lim said. Today, the company continues to grow its local teams, with representation in Singapore, Indonesia, and beyond. It prioritizes cultural understanding, localized customer service, and quick logistics.

"Even though we don't have warehouses in every country yet, we're able to ship efficiently from China. Our service includes not just product delivery, but availability, understanding, and adaptability," said Lim.


Anticipating Future Growth in Southeast Asia

UFI Filters sees Southeast Asia—especially Malaysia—as a region with strong growth potential, despite earlier expectations of faster economic development.

"Malaysia didn't grow as rapidly as we expected ten years ago, but there's still a lot of potential. The infrastructure is there, and as the economy develops, so do the opportunities," said Lim. The rise of Chinese vehicle manufacturers like FAW, XCMG, and SHACMAN in the heavy-duty truck market has also shifted dynamics in the region. Fortunately, UFI Filters is well-positioned to support this trend thanks to its deep ties with Chinese OE manufacturers.

Local Partnerships and Industry Engagement

Events like Automechanika Kuala Lumpur play a crucial role in UFI Filters' visibility and connection to the market. They not only showcase products but also highlight the company's collaboration with local partners.

"We're here to let people know we're working hand-in-hand with our partners. We're on the ground, we know what consumers need, and we're ready to adapt," said Lim. Looking ahead, UFI Filters plans to deepen its presence in Southeast Asia, continuing to hire, invest, and engage with the local ecosystem. Their ultimate goal: to deliver reliable, efficient, and regionally-optimized filtration solutions across a rapidly evolving automotive landscape. 



Sign of Trust: ZF [pro]Service

Picking the right workshop is essential for keeping a truck fleet running profitably. There are some clear signs telling us that our vehicles will be in good hands

The selection of a trusted workshop to be tasked with repair and maintenance is a crucial task. Picking the right partner will ensure that any vehicle being brought in for regular service or breakdown assistance will be swiftly turned around to ensure maximum uptime. A number of criteria can be used in the search for a trustworthy, capable and competent workshop.

What Makes a Good Workshop

Addressing the needs for quality services, ZF has created a partnership program that assess workshops. Only those that pass stringent and very high requirements will be given the seal of approval, allowing them to bear the official sign of the "ZF [pro]Service" partner.

The first criteria ZF is assessing is the range of services. In line with ZF's portfolio, any workshop certified under ZF's [pro]Service program must cover several verticals, covering trucks, trailers and buses. Elmar Bauer, Head of Network Management for Commercial Vehicles at ZF Aftermarket, said, "ZF [pro]Service is a unique offering for the commercial vehicle market that complements a comprehensive product program with numerous additional services. Our aim is to help commercial vehicle businesses and prepare them for the aftermarket of



the future. Workshops can benefit from the numerous opportunities associated with this if they utilise digital processes and communication channels, open themselves up to new business models and are always at the cutting edge of technology. We will offer this with ZF [pro]Service.”

An extensive product and service portfolio however also necessitates the workshop staff to have the technical know-how and advanced support required. Quality service is defined not only by the hardware availability, but also the skills the technicians possess.

Validation of the claims by any workshop wanting to become an authorised ZF [pro]Service partner is crucial. To this extent, ZF will carry out regular on-site visits. In doing so, the workshops will be assessed regularly, whereby the need for any support can also be identified. However, these visits are only part of a multi-layered approach to ensuring the consistently high-quality delivery of the services. Annual audits will be carried out by the ZF aftermarket team in the local to ensure adherence to the SOPs.



Closeness to the Market

Being close to fleet customers is important, both in terms of locations as well as understanding the needs of their respective customers. To make it easier for customers to engage with an approved ZF [pro]Service partner, ZF is listing them on their website in the location finder listing. Malaysian customers will be serviced by Allegiance Parts (Shah Alam & Johor), Seri Zenith Engineering, Seri Harmoni Haulage and YonMing Auto & Industrial Parts (Port Klang, Nilai, Johor, Butterworth, Alor Star, Bukit Mertajam, Ipoh, Melaka, Pasir Gudang, Taiping, Westport, Rawang, Miri, Pahang & Kota Kinabalu).

To keep customers informed about the ever-evolving service offering, these certified partners will provide support by deploying various marketing materials. In regional workshops and fleet conferences, ZF, together with the ZF [pro] Service partners, offers platforms for customers to get access to the latest knowledge. In doing so, the ZF [pro] Service partners are able to offer tailored fleet solutions in the local aftermarkets, specifically designed to meet the needs of each customer. **T**

WABCO Partner		ZF Driveline Partner		
Truck		Truck	Bus	
BOTH BASIC MODULES REQUIRE BELOW				
Technical competence	Workshop equipment	Quality	Commercial	Branding/Marketing
Qualified CV mechanics/ technicians	Suitable workshop & equipment	Initial assessment* (access criteria)	Initial investment	Global brand standards
Technical trainings	Up-to-date diagnostic systems	Regular audits		
	Special tools			

Making Dreams Work

Adding hardware to a business is helping Regime Freight & Logistics achieve its ambitions.

The storefront may look unassuming. However, inside it is a very busy, the team is buzzing with activity even early in the morning. Welcoming Asian Trucker is Janice How, General Manager, Regime Freight & Logistics Sdn Bhd. Managing the business of 155 staff, operating 40 trucks and 65 trailers, she has been instrumental in the growth of the company. Regime Freight & Logistics was incorporated in 2008. Beyond hard statistics, Janice also has some unusual insights to share.

What her job title does not disclose is that she is also the founder of the business. One would be curious what her ambition was to set up the company. Looking back on a 30-year career in the land transportation industry, she reflected on how her first job was at Changi airport. There, she would see how transporters would run successful businesses, and she was inspired to start her own business, seeing that there was a lot of potential in transportation. "I saw this as the opportunity to also be able to afford my dream car."

Today, the business offers the full range of services related to road transport with a strong focus on haulage. "Documentation is one of the most important aspects of transportation. We pride ourselves in being ISO 45001 accredited, which is about documentation," she said. This particular ISO certification deals with safety and Janice and her team emphasise safety in the warehouse and for drivers. Her brothers now also work in the business, which is offering land, air freight, customs clearance and cross border transportation.



"Our approach is that we want to be different from others. This way, we do not compete head-on with others. This is why we have bought the HAMMAR Sideloader," How explained. More and more factories are being set up in Johor, many of them not having loading bays. This is where How sees their biggest potential now, being able to service these with the HAMMAR. Enjoying a reputation in the market for being robust, dependable and a profit-generating asset, the "HAMMAR was our dream equipment!" How quipped. She further mentioned how the Sideloader is a useful tool in order to improve working conditions from a safety perspective.

Thus far, Regime Freight & Logistics is using one HAMMAR Sideloader. Having evaluated the market, the Sideloader was to be put to the task in Johor first, although Regime Freight & Logistics operates in a number of locations. This is due to the fact that the demand for Sideloaders is strongest in the state. Even after a short period of time operating it, freight forwarders working with Regime Freight & Logistics have been reacting positively to the addition of



the equipment to the fleet. With the ownership of the HAMMAR Sideloader, Regime Freight & Logistics has also eliminated waiting times as booking such service through third party providers would usually result in waiting times of a couple of days before a client could be served.

As this is the first unit deployed by the business, How and her colleagues are learning how to use it in the most effective way. Immediately, they see that the use of the HAMMAR eliminates a lot of risks associated with loading containers without a loading bay. In their yard, the HAMMAR is used to assist with shunting as well. Having opted for the latest version of the Sideloader, it also features the build-in weighing scale, which is further enhancing safety by avoiding overloading. For now, the most experienced driver is assigned to the Sideloader.

Careful consideration was given to the investment into the HAMMAR Sideloader. How said that it took almost five years, with business being uncertain during the pandemic, for the decision to finally be made. She mentioned that it was their view that it would be recommended to purchase a new unit as any used HAMMAR could be a question mark when it comes to the state of repair. With limited knowledge about the Sideloaders, How did not dare to buy a second-hand unit as it would certainly require a lot more maintenance.



Regime Freight & Logistics' fleet comprises of Scania and HINO trucks. To pull the HAMMAR, a HINO truck will be used. According to How, there were no issues in mating the two as the Sideloaders offered by HAMMAR are best suited to be coupled with any truck brand.

Now, with the added resources, How is hoping that the company will grow to become a generational business. Citing having dedicated staff, How is now hoping, dreaming, that the next generation will take over to continue growing the business. One of the ingredients to achieve this is to add more HAMMAR Sideloaders. "The market is there, we now know that having HAMMAR Sideloaders is going to give us an advantage." **T**



Automechanika Kuala Lumpur 2025 Wrap-Up

Innovation, Energy, and Opportunity Drive a Milestone Event

Malaysia took centre stage in the global automotive scene as Automechanika Kuala Lumpur 2025 concluded its high-impact, future-focused three-day showcase. From May 15 to 17, the Kuala Lumpur Convention Centre (KLCC) buzzed with activity as over 310 exhibitors from 20 countries and regions filled six expansive halls — marking one of the event's most comprehensive editions to date.

This year's exhibition spotlighted the evolution of mobility, sustainability, automation, and digital transformation — reflecting how the industry is adapting to new energy vehicles, intelligent systems, and a connected future.

Where Innovation Took the Wheel

Across all exhibition zones, the momentum of innovation was unmistakable. Attendees experienced live demonstrations of AI-powered diagnostics, electric vehicle solutions, smart logistics platforms, and automated workshop tools.

A major draw was the Automotive Mobility Solutions Zone & Conference, offering insights into how AI, cloud ecosystems, and connected technologies are reshaping the vehicle lifecycle — from manufacturing and telematics to aftersales care.

But it wasn't just about showcasing tech — it was about connecting global solutions with regional opportunity.

Skills for the Future

With a growing emphasis on green, efficient repair methods, the Collision Repair Training Workshop stood out for its hands-on training. Participants explored:

- Sustainable spray-painting techniques
- Advanced body and paint repair practices
- Green workshop management tools

This focus on workforce development reflects Automechanika Kuala Lumpur's commitment to practical learning, not just product exposure.

Malaysia's Role in ASEAN's Automotive Landscape

More than just a trade fair, Automechanika Kuala Lumpur 2025 reinforced Malaysia's strategic place in the ASEAN automotive supply chain. With ongoing government support for EV adoption, smart logistics, and local part manufacturing, the show provided a vital platform for:

- OEMs
- Suppliers
- Fleet operators
- Distributors
- Workshop professionals



to connect, collaborate, and unlock growth in one of the world's most dynamic regions.

Organiser's Viewpoint

Automechanika is growing, it's going from strength to strength, which is not an easy task in any environment. Asian Trucker met with Mr Michael Johannes, Vice President Automechanika to find out more about the future of the show.

Celebrating 20 years Automechanika Kuala Lumpur, one will have to ask for the recipe for success. Automechanika is a brand which has a long tradition and was founded in 1971 in Frankfurt. The brand started to go abroad with our shows in 1998. Johannes said that Automechanika has a lot of satisfied customers while the teams behind each event are able to provide, especially in these days, a lot of content.

Changing Environments

Within the context of the automotive market, it being a globally acting industry made it easier for Messe Frankfurt to develop the event in destinations around the world. "It has always been important for us to anchor each show on our strategic pillars, which are innovation, transformation and in these days, of course, sustainability," Johannes said. Summarised, Automechanika is about education. And in an extended version, it's also recruiting, because the automotive industry is in competition with other industries.

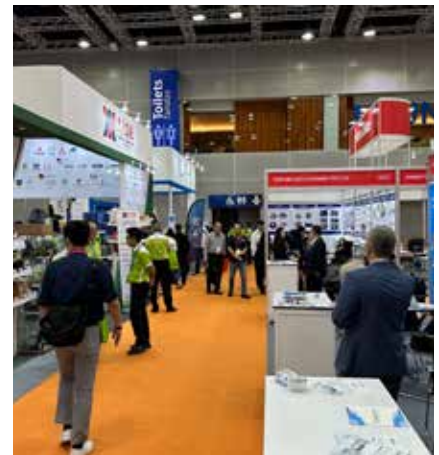
As a mega trend, Johannes observes that the format of exhibitions is drastically changing. Back in the days, it was good enough to simply display products and those in the market for these products would come. A sort of pull marketing was



in place, almost a guarantee for visitors to show up. However, as a new generation of businesspeople is now entering the scene, their expectation and demand has changed. Today, an exhibitor would put the organiser on the spot to bring, to pre-qualify the right audience. In the 80s and 90s, an exhibition was purely about business, extremely transactional. Today, an emotional layer is almost a must if an event is to succeed. Messe Frankfurt has made it their task to try to match the needs of the exhibitors on the one hand side and the visitors on the other. "We are trying to invent new concepts into our Automechanika to give more emotions, however it is still a pure B2B show."

Gemba Spirit

Recognising that markets move at different speed in Asia compared to, say, South America, the best partners to work with are the associations because with their members, they address exactly the needs of the special market. There is Vietnam, Thailand, and Malaysia.



Malaysia wants to be one of the drivers of the EV environment ecosystem. "So, they are very ambitious and if we know from our partners of the association which direction they would like to go, what they want to achieve, then we can help them to build the platform and to connect."

"Certainly, the most memorable event for me is the Automechanika Frankfurt 2018. It was the 25th edition, and this was something very, very special. The spirit of the whole trade show was amazing." When asked if there would be anything that one would do different if the Automechanika brand were to start over, Johannes said that one would likely be more aggressive in terms of expansion strategy. However, he pointed out that there is also the very successful Automechanika Shanghai, which is a fixed calendar item for many in the region. Yet again, it has also been a very successful show in Malaysia. "What excites me is that every Automechanika is a little bit different because of the cultural differences,"



Engineering the Edge: Tyre Usage Reduction, Tyre Science, & KL Sigma 5's Tyre Mastery

A Silent Surge Beneath Our Wheels. There is a quiet revolution rolling beneath our roads.

Over the past decade, the consumption of tyres has skyrocketed - a phenomenon propelled by global industrial recovery, e-commerce acceleration, and the mobility demands of a post-pandemic world. In particular, the volume of new tyres entering the market has more than doubled, led by a dynamic influx of products from emerging economies. The industry is thriving, but a deeper question arises: Are we moving forward, or simply moving faster?

Surprisingly, total vehicle kilometres and freight movement have not mirrored this explosive growth. The equation seems imbalanced. With more tyres in circulation but no equivalent surge in ground covered, we are compelled to ask: What's really driving this demand? And what does it mean for quality, longevity, and sustainability?

To begin with, the path toward sustainability - and tyre mastery - starts with 'Reduce'. In tyre terms, this means choosing the right tyre for the right application, reducing misuse, and optimising pressure and rotation to extend its usable life. It's about avoiding premature disposal through precision, not compromise. Only when this is understood can one truly appreciate the underlying science of tyres.

A tyre, in essence, is a high-pressure balloon - varying in size, volume, and internal pressure - all engineered to carry immense loads. It is the air within, not the rubber itself, that sustains the weight. Yet, this delicate equilibrium is constantly under threat.

In Europe, rigorous standards like E-mark and UNECE regulations are already in place to govern tyre performance. But beyond compliance, it is heat that becomes the ultimate enemy - generated by road friction, braking force, rolling resistance, ambient temperature, and vehicle load. All of it culminates in a battle against internal pressure loss, degradation, and structural fatigue. In the end, it's all governed by gas laws - where pressure, volume, and temperature dictate survival.

In the East, particularly among emerging manufacturers, tyres are engineered to meet the set thresholds, sometimes just enough to pass visual or basic inflation tests. But in reality, the performance curve tells a deeper story - one of durability, heat resilience, and pressure retention.

As budget tyres flood the market, confusion deepens. Substandard products are often indistinguishable

at first glance, blurring the lines for consumers and fleet managers alike. The question remains: do they comply with MS1394? Are they truly certified by SIRIM or E-mark - or simply labelled as such?

These are not criticisms - they are calls to attention. The landscape is shifting rapidly, and it invites deeper examination. It's no longer just about rolling resistance or traction - it's about transparency, accountability, and intentionality.

The ESG Awakening

This brings us to a new frontier: **ESG - Environmental, Social, and Governance.** More than a buzzword, ESG is becoming the lens through which entire industries are re-evaluated. In the context of tyres, ESG demands a holistic view:



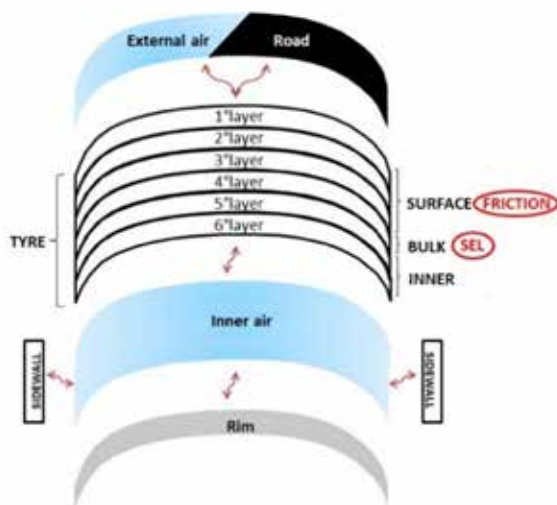
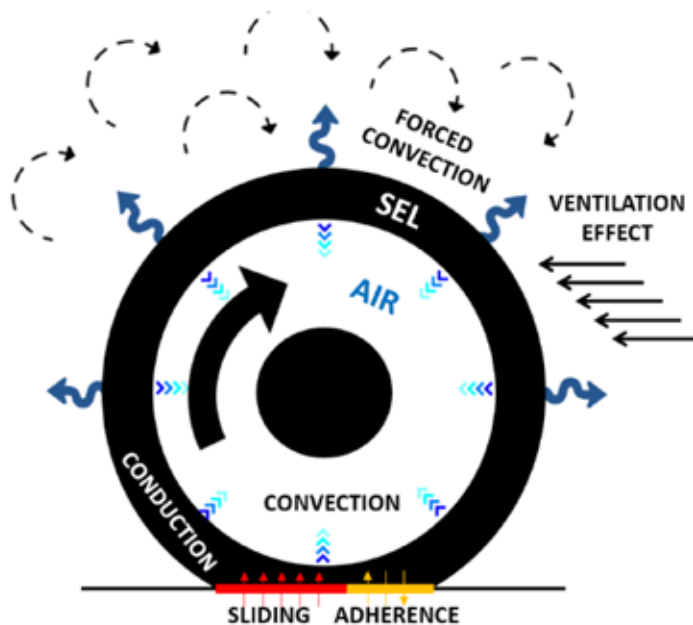
Environmental: What is the tyre's carbon footprint from cradle to grave? How does it contribute to waste, and what happens at the end of its life? Are we maximizing reuse through retreading? Are circular models being embraced?

Social: How does the tyre supply chain impact communities, labour practices, and road safety? Are the tyres we use designed and produced with human well-being in mind - from the factory floor to the driver's seat?

Governance: Are there clear standards for quality, testing, and compliance - and are they being consistently upheld? How are decisions around tyre selection made, and who bears the responsibility of oversight?

These questions are no longer optional - they are defining. Tyres, once seen as consumables, are now under scrutiny as strategic assets that impact ESG scores, fleet efficiency, and corporate reputations. Regulations like Malaysia's MS1394 exist to support these standards, and frameworks are evolving. The challenge lies in ensuring that understanding, awareness, and enforcement rise in tandem.

Tyre Thermodynamics: Mastering the Heat Behind Load, Pressure & Performance



Load Indices & The Heat Factor

In the high-stakes world of commercial transport, tyre load indices are far more than regulatory figures - they are critical control points at the intersection of engineering precision, safety, and operational excellence. These indices define the maximum weight a tyre can bear, but when that threshold is breached, the laws of physics take over: internal stress builds, friction spikes, and heat - the invisible destroyer - begins its silent assault on tyre structure.

But heat in a tyre doesn't stem from a single source. It's born from two primary vectors of energy conversion. First, kinetic friction from tyre-road interaction transforms motion into thermal energy, especially during long hauls or aggressive cornering. Second, and often more intense in short bursts, is the conductive heat transfer from brake drums, particularly in downhill braking or stop-and-go traffic. While road-generated heat is steady and cumulative, brake heat is localised and severe, capable of spiking inner tyre temperatures dramatically in a short time.

Both forms of heat impact tyre pressure and thermal equilibrium. As internal air temperature rises, so does pressure, potentially exceeding the designed inflation range. This alters tread contact, accelerates rubber degradation, and compromises handling. Of the two, brake-induced heat often has a more acute effect, as it originates near the inner casing and belts, risking blistering, delamination, and premature failure if not managed through effective heat dissipation strategies.

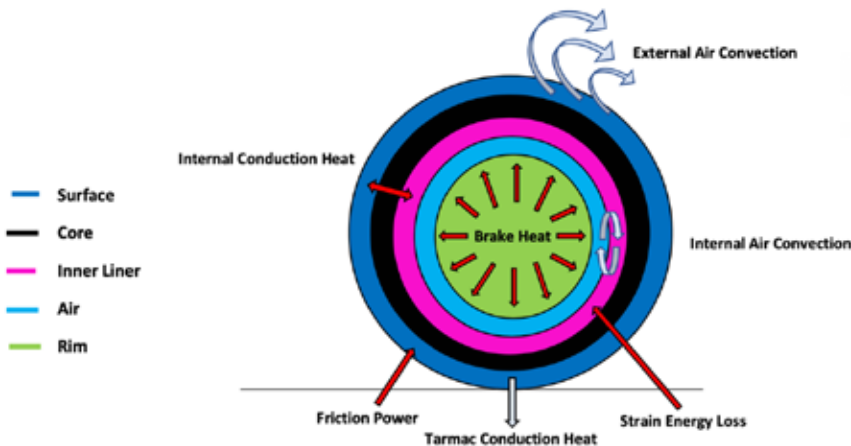
The science of endurance begins with thermodynamics. High-load conditions demand not only robust materials but intelligent thermal management. Europe and North America have led the charge in reducing rolling resistance - a major contributor to heat and fuel loss - by refining tread compounds, casing designs, and inflation systems. These innovations enhance fuel economy while extending service life in punishing operational environments.

At the heart of thermal resilience lies a crucial threshold: the breakdown temperature - the tipping point where

structural cohesion succumbs to thermal overload. Bias-ply tyres, with their crisscrossed internal layers, retain more frictional heat, accelerating internal fatigue. Radial tyres, however, are engineered with single-ply carcasses and steel belts that channel heat away efficiently. This thermodynamic superiority makes them the gold standard for high-load, long-distance operations where managing heat is not just important - it's mission-critical.

When the enemy is heat, tyre mastery is not just about traction - it's about thermal control. And in that battlefield, radial is king.

Power, Grip, and Precision: The Physics of Tyre Dynamics



Tyre dynamics is a delicate balance of physics in motion. Every element - load, speed, air pressure, road temperature, and travel duration - influences tyre behaviour. At the core of this interaction are two key physical principles: the Ideal Gas Law and Kinetic Energy.

Let's break it down:

1. The Ideal Gas Law

$$PV = nRT$$

This equation governs the behaviour of gases within the tyre.

P (Pressure): Increases with load and heat.

V (Volume): Defined by the internal space of the tyre.

n (Amount of gas): Nitrogen is preferred over air for stability.

R: Universal gas constant.

T (Temperature): Rises with motion, load, and friction.

As temperature (T) increases - especially during long hauls or under heavy loads - internal pressure (P) climbs, affecting grip, performance, and safety.

2. Kinetic Energy (KE)

$$KE = \frac{1}{2}mv^2$$

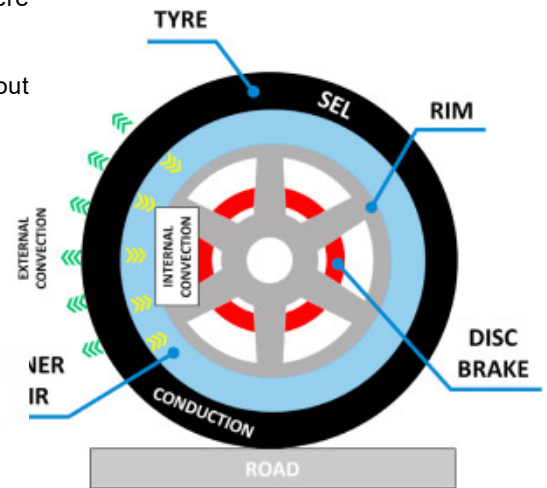
Where:

m = mass of the vehicle

v = velocity (speed)

Kinetic energy represents the motion energy of the vehicle. As a vehicle's mass or speed increases, so does the kinetic energy - and exponentially so with speed. This energy translates directly into **friction at the tyre-road interface**, which produces heat. That **heat** feeds back into the Ideal Gas Law - raising **T**, which in turn increases **P**.

Bridging the Two: The Heat Feedback Loop



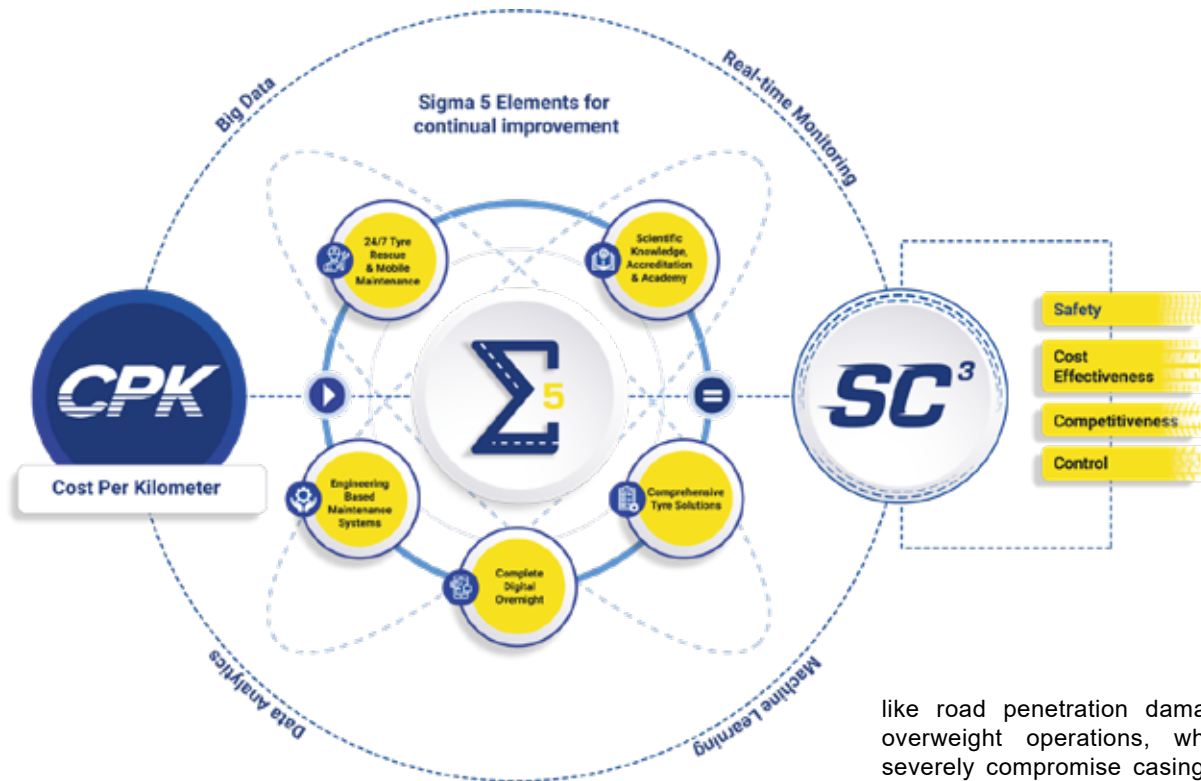
The connection between KE and $PV=nRT$ forms a **feedback loop**:

1. A heavier or faster vehicle increases **kinetic energy** ($KE = \frac{1}{2}mv^2$).
2. This generates **more heat** at the contact patch due to higher frictional force.
3. The **internal air temperature (T)** in the tyre rises.
4. According to **$PV = nRT$** , a rise in T leads to an increase in internal pressure (P).
5. Elevated pressure can deform tyre structure, affect traction, and reduce tyre life.

This dynamic interaction is why **load management, optimal speed control, and proper inflation** are not just maintenance practices - they are physics-based performance strategies.

In essence, a tyre is a living system - constantly adapting to energy and environmental input. Understanding these formulas empowers fleet operators and engineers to model tyre behaviour with precision, enabling smarter choices that drive durability, safety, and cost savings.

The KL Sigma Formula: Precision in Motion



And this is where mastery begins.

It starts with selecting the right tyre for the right application. Not based on brand or price alone, but guided by a structured evaluation of **34 critical parameters** - ranging from load and heat to terrain, usage cycles, and compound composition. This is the essence of the **KL Sigma 5** methodology: a formulaic, data-driven approach that brings tyre science into the modern era. It's about engineering precision, optimizing total cost per kilometre, and aligning with a bigger picture - responsible, intelligent, and future-ready mobility.

Tyre Talk, But Smarter: A Formula for Operational Excellence

At Kit Loong Commercial Tyre Group, excellence in tyre management is not accidental - it's engineered. It follows a proven and purposeful formula that balances cost, technology, and professional service with one clear goal: to drive long-term value for fleets.

This is the **Formula of Excellence**:

$$\text{CPK} \rightarrow \text{KL Sigma 5} = \text{KL SC}^3$$

Where **CPK** represents the Cost Per Kilometre, and **KL Sigma 5** is our five-pronged professional tyre management system - the engine that turns data and expertise into high-performing outcomes. The result is **KL SC³**, a triple threat of operational value: **Safety, Control, Competitiveness**, and **Cost Effectiveness**.

Let's take a deep dive into how each component works together to power fleet performance.

CPK - The Foundation: Cost Per Kilometre

Everything starts with CPK - a key performance indicator in tyre management that tracks how much you're spending per kilometre travelled. It accounts for the full lifecycle cost of tyres, including procurement, retreading, repairs, fuel impact, and breakdowns. But beyond these, CPK also reflects the cost of managing unexpected on-road failures - often caused by vehicle overloading and misuse. These breakdowns aren't just disruptions; they're indicators of deeper issues

like road penetration damage from overweight operations, which can severely compromise casing life and operational uptime.

A low CPK means optimal tyre selection, proactive maintenance, and extended casing life - all of which translate to smarter spending and superior performance. But a great CPK doesn't happen by chance - it's the result of a precise, disciplined system. That's where KL Sigma 5 comes in.

Introducing KL Sigma 5 - the five foundational pillars that redefine what it means to master tyres in the modern age.

1. KL Connect: Digital Dominance in Tyre Management

KL Connect is the command centre of tyre intelligence. This cutting-edge digital platform empowers fleets with complete visibility and analytical firepower across the tyre lifecycle - from installation to retirement.

Through dynamic reporting dashboards, KL Connect simplifies the most complex data into clear actions. It gives operators the power to:

- Measure true cost per kilometre (CPK)
- Predict retread opportunities
- Diagnose root causes of breakdowns
- Monitor inventory with surgical accuracy

In an age of data-driven decision making, KL Connect turns every tyre into a source of insight—and every insight into a strategic move.

2. KL 24/7 Tyre Rescue: Nationwide Peace of Mind

When downtime strikes, time is money - and safety. KL 24/7 Tyre Rescue is your all-access pass to instant roadside response, powered by a national network of trained responders, smart dispatch protocols, and live GPS tracking.

Pre-registered fleets, streamlined SOPs, and immediate service reports combine to create a response ecosystem that's fast, smart, and always-on.

It's not just a rescue, it's reliability redefined.

3. KL Catalyst: The Pulse of Preventive Maintenance

KL Catalyst is where tyre longevity is engineered. It's a living system of SOPs, training programs, audit frameworks, and maintenance protocols - all tailored to minimize wear and maximize uptime.

From technician training to workshop readiness, from tyre pressure science to driver discipline, KL Catalyst turns the mundane into mastery. It anticipates issues before they erupt and institutionalizes excellence into every touchpoint.

Why wait for failure when you can engineer prevention?

4. KL Compass: The GPS for Perfect Tyre Pairing

One size doesn't fit all. KL Compass is your precision-guided advisory tool that matches tyres to terrain, load, speed, and budget. Whether you're chasing mileage, casing value, or traction performance, Compass ensures every fitment is fit for purpose.

By decoding your fleet's DNA - its routes, stresses, and cycles - Compass elevates tyre procurement from guesswork to science.

The right tyre, in the right place, for the right reason - that's the KL Compass promise.

5. KL Competent: Empowering People for Tyre Excellence

Behind every tyre strategy is a team that makes it happen. KL Competent is our academy for tyre knowledge transfer, skills enhancement, and workforce empowerment.

With structured modules in tyre care, retreading, diagnostics, and material handling - plus real-world CPK management through the Sigma Formula - KL Competent builds the human infrastructure needed for sustainable tyre performance.

Because tyres don't operate alone. People do.

KL SC³ - The Outcomes of Excellence

When CPK is managed with KL Sigma 5, the result is KL SC³ - four tangible results that create real impact on your fleet operations:

1. Safety

Fewer blowouts. Better-trained drivers. Proactive inspections. KL's formula embeds safety into every touchpoint - protecting your assets, cargo, and lives on the road.

2. Control

Through technology, reporting, and transparency, you gain full command over your tyres. You'll always know what you have, where it is, how it's performing, and what it's costing.

3. Competitiveness

Outperform competitors by choosing the right tyres, reducing downtime, and delivering on-time logistics with confidence - even in high-stress transport environments.

4. Cost Effectiveness

With precision data, retread-ready casings, minimized damage, and lifecycle planning, your cost per kilometre drops - not by guesswork, but by system.

Kit Loong's **Formula of Excellence** is more than a concept - it's a working system backed by decades of fleet knowledge, proprietary technology, professional training, and an unwavering commitment to customer success.

CPK → KL Sigma 5 = KL SC³

This is the formula powering Asia's most professional tyre programs - and it's ready to drive your fleet forward.

A Road Less Conventional


As we delve into the layers of regulatory standards, certification pathways, and evolving buyer behaviour, one undeniable truth comes to light: the world of tyres is far more complex, and far more vital, than it appears at a glance. Traditional paradigms are being disrupted - not by competition alone, but by the emergence of new forces, new players, and new priorities. The dynamics are evolving, and with them, so must our thinking.

This article invites you to step into that evolution. To look deeper, ask sharper questions, and rethink what a tyre truly represents in the modern mobility ecosystem.

Because the road ahead is not just paved with rubber - it's shaped by science, strategy, and a new era of **sustainable excellence**.

In this ESG-charged climate, KL Sigma 5 becomes more than just operational excellence - it becomes ethical excellence.

This is not just the next evolution of tyre management. This is **Engineering the Edge**.

Let's drive forward with clarity, capability, and conscience. 

Fitting for Truckers

It is the clothes that maketh a man. That is what they say, and it is surely true for several professions. From afar, we will be able to identify a nurse or a doctor by simple signals like the clothing they wear. Police, firefighters, and airline crew are other examples. These may even be inspirations for costume parties. How does a truck driver look like, though?

Nurses have a little watch dangling from their uniform. It is needed to take the pulse of a patient. Why don't truckers all sport a chronograph, seeing how timing and punctuality are crucial? Nowadays, entering a highway at the wrong time might even be a costly mistake to make. Such a mistake could be avoided. I could anticipate that one would say watches are no longer needed, as there are smartphones, but it is the phones that we are not to handle when driving.

I remember my dad buying his work clothes from a specialist store. As a trained interior decorator, he had a specific set of tools he used performing his job. The pants he wore had pockets placed in ways that would make work easier. Years of research would have gone into that. Truckers would also have tools, right? If anything, the key to the truck is one thing that is something they carry. In the army I learned the importance of having one's equipment all in the same space as every comrade: if one needs to pick something for a colleague in case of an emergency, it is in the same place, thus no searching is needed. Trucker should have similar systems in place so that I could find things in case a trucker is involved in an accident and unconscious. I have not seen any clothing specialist offering apparel for this profession.

Truck drivers are also great spaces for advertising. I would argue that I have purchased a number of goods and services simply because I have seen a member of staff proudly displaying the colours of the brand they work for on their company uniform. I could imagine that in a number of scenarios, the arrival of a truck is something people are eagerly waiting for. A driver clad in the company colours could then well be the arrival notice. Branded clothing could also be a good way to attract talent. Seeing neat, groomed truckers going about their business may give a positive impression of the employer.


Shoes: My kryptonite. Safety boots are crucial, and I would strongly advocate for truckers to wear them. However, there do not seem to be any nice designs out there either. Shoes worn by truckers would have to be protective and lightweight at the same time. When loading or working around the truck, safety boots are important to prevent any harm. However, truckers also



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need to have a sensitive foot for the right dosage of acceleration. In Formula 1 (that is a profession too), they managed to get shoemakers to come up with some really stunning designs that are also highly functional.

What I would really like to see is that people are able to identify a truck driver from afar, just based on what s/he is wearing. It should also be a symbol of an important job, one that people aspire to as a profession. Certainly, one can argue that no uniform has ever made any member of staff a better worker, but there is something to be said about uniforms and the idea that some thought was given to what people wear. Just as a mind game, next time when walking into a bank, imagine the counter staff would all wear uniforms instead of a hodgepodge of T-shirts and jumpers. Not that the interest rate would be any higher, but it sure feels better when the person handling your money dresses for the occasion.

Maybe I should seek some funding and start the Asian Trucker Apparel line. It could be distributed through workshops and spare parts dealers. There, truckers could have a fitting room where they try on their new attire while waiting for their truck being serviced. 



Happy 30th Years Anniversary of VINDACO! (Vietindo Daihatsu Automotive Corporation)




Gathering to celebrate the 30th anniversary of VINDACO were former employees, local and overseas business partners and officials involved in Vietnam's automotive industry. Welcoming invited guests was Yoichi Shibaike, the first General Director of VINDACO. His message to everyone gathered was one of appreciation for all who had helped VINDACO when the business in the beginning stage of Soc Son Factory and Hanoi office set up.

Established in April 1995, VINDACO is joint venture between Daihatsu Motor Co., Ltd (Japan), Vietnam Motor Industry Corporation (VINAMOTOR), Astra International and Mitra International (Indonesia) and Kanematsu Corporation (Japan). The Daihatsu subsidiary VINDACO produced the Daihatsu Hijet Jumbo Pick up / Citivan / Terios from CKDs in Vietnam.

"Time really flies like an arrow and congratulations on the 30-year anniversary ceremony. My first time visiting Vietnam was in 1991 together with Mr. Dirwan and Darmawan for market research in Ho Chi Minh. I was amazed to see millions of Honda bikes, furthermore very surprised to see old Daihatsu Hijet models for public transportation usage," Shibaike said during his opening remarks.

Upon his visit to the Daihatsu HQ, he handed over several photos to Daihatsu's President Mr. Osuga. He was very happy to see these old Hijet pickups as he was in charge of engineering these models. He told the story of 1 000 – 1 500 Hijet pickups having been shipped to Ho Chi Minh in 1975 and 1976 with the special aid programme from the U.S. agency. It appears that these were most likely purchased domestically as no export records could be found. Furthermore, nobody knows who converted them into left hand drive.

Said Mr. Kimikazu Mitsuhashi, former General Director of Vietindo Daihatsu Automotive Corporation "I sometimes remember VINDACO people who were also putting in their effort to make VINDACO a success. Such memory strongly reminds me that all VINDACO people's contribution for the company had been so great. What you have built is still kept in everyone's mind." 



Mercedes-Benz Trucks Presents Electrified Logistic Solutions



This June, Mercedes-Benz Trucks is presenting products and services for the electric transformation of the transport industry. Introducing its new electric flagship, the Mercedes-Benz eActros 600, as well as its TruckCharge brand offerings in Munich. Under the motto “Charged to electrify logistics”, Mercedes-Benz Trucks will provide information on the electrification of logistics processes using the example of inbound logistics at the German Mercedes-Benz Wörth plant.

Jürgen Distl, Head of Mercedes-Benz Trucks Operations: “Over the past two years, we have gained a lot of experience in using the eActros in our own supply chains with the electrification of inbound logistics in our production plants. Practical experience shows that we can already cover routes economically with electric trucks today. With this experience, we want to accompany our suppliers and customers on the path to more sustainable logistics solutions and provide support with the right vehicle technology, but also advice on route analysis and planning as well as shop infrastructure.”

Product Experience with the eActros 600

The new eActros 600 long-haul e-truck celebrated its series production start at the end of the year at the Mercedes-Benz plant in Wörth and was named “International Truck of the Year 2025”, among other things. The award is the most important prize in the industry and is presented annually by the International Truck of the Year (IToY) organization, consisting of 24 commercial vehicle journalists from Europe. The high battery capacity of the eActros 600 of over 600 kilowatt hours - hence the model designation 600 - and its particularly efficient electric drive axle developed in-house enable the eTruck to achieve a range of 500 kilometers without intermediate charging. The batteries are based on lithium iron phosphate (LFP) cell technology and offer a long service life.


The range was determined internally under specific test conditions, after preconditioning with a 4x2 semitrailer tractor with a gross train weight of 40 tons at an ambient temperature of 20°C in long-haul transport and may deviate from the values determined in accordance with Regulation (EU) 2017/2400.

TruckCharge Bundles Several e-infrastructure Offers from Daimler Truck

Under the brand TruckCharge, Daimler Truck brings together all its existing and future offerings relating to e-infrastructure and the charging of electric trucks, i.e. consulting, infrastructure, and operations. Daimler Truck offers customers a cost-

effective overall package running from energy generation to vehicle operation, so that they can make full use of the potential of electrification. TruckCharge is aimed at truck fleet operators as well as industrial enterprises with their own or externally operated truck fleet. Since vehicles from different manufacturers are generally used, TruckCharge is available regardless of the truck brand.

Electrified Plant Logistics at Daimler Truck

Daimler Truck is driving the transformation of the transport industry towards CO₂-neutral drive systems and is also relying on e-trucks in its own supply chain. With its four production sites in Gaggenau, Kassel, Mannheim and Wörth, Mercedes-Benz Trucks is pursuing the ambitious goal of fully electrifying delivery traffic with production material under its own freight responsibility in the coming years. This makes a significant part of the direct supply chain locally emission-free. Daimler Truck's successes in decarbonizing inbound logistics were recently awarded first place in the VDA Logistics Award 2025 by the Association of the Automotive Industry. With the award for the “Electrify Inbound Logistics” project, the jury recognizes the commitment of the interdisciplinary project team for the outstanding innovation among all applications. 

JAC Motors Held a Grand Vehicle Handover Ceremony at VET's Headquarters in Phnom Penh, Cambodia



JAC Motors held a grand vehicle handover ceremony at VET's headquarters in Phnom Penh, Cambodia. This milestone marks a new stage in JAC Motors' partnership with VET, reaffirming our commitment to deepening its presence in the Cambodian market and supporting the country's green logistics development.

Under the joint witness of the representatives from the Ministry of Industry, Science and Technology Innovation of Cambodia and the Chinese Chamber of Commerce in Cambodia, a JAC Motors representative officially handed over the symbolic key to Sokun Pak, CEO of VET. The delivered vehicles include JAC Motors' flagship models, notably the N-Series light trucks, which have held the No.1 position in China's export market for 14 consecutive years, and the Sunray 6-Series. These two models are renowned for their high reliability, comfort and intelligent configurations, and have been adapted to the complex road conditions and diverse transportation needs in Cambodia. **T**

SAF-HOLLAND celebrates milestone for the Bessenbach factory

With the three millionth axle manufactured, SAF-HOLLAND reached an important milestone at its Plant 03 in Bessenbach in Germany in mid-April. This figure is more than just a number – it reflects the technical development, strong teamwork and continuous development of the site. As a central factory for the SAF INTRA premium product, Bessenbach underlines its role within the SAF-HOLLAND Group – as a reliable manufacturing partner of the trailer industry and as a site with a clear perspective.

It was a significant moment for SAF-HOLLAND at the production line in Bessenbach in Bavaria, Germany, in the middle of April: The three millionth axle had been completed at Plant 03. This marks a milestone in the history of the production site, which has been one of the central building blocks of the axle and suspension manufacturing division since 2000. **T**

The Truck of the Year Australasia Winner Has Been Announced.

On the opening morning of the Brisbane Truck Show, the winner of the Truck of the Year Australasia (ToYA) 2025 has been announced. This prestigious award is affiliated with the global International Truck of the Year award.

The trophy was presented to Roger Alm, President of Volvo Trucks globally, representing the winning truck brand, for the Volvo FH16 780. This comes after a selection process where the ToYA Jury whittled the four nominated trucks down to a final winner. Making the presentation were, International Truck of the Year Jury Associate Members, Tim Giles, Technical Editor of PowerTorque Magazine and Dave McCoid, Editorial Director for NZ Trucking Magazine.

The contenders this year were the Scania Super 500P, the Mercedes Benz eActros prime mover, the Volvo FH16 780 and the FAW JT6 550 and they have all brought innovate design and contributed to productivity in the trucking industry. After a rigorous judging process the top power Volvo came out as the eventual winner.

To be considered for the Truck of the Year Australasia, a truck has to solve problems and issues which trucks elsewhere in the world do not have to deal with. Trucks coming to Australasia have to cope with a very different trucking environment to many of their

home countries and have to be adapted accordingly. Often, the trucks which are most successful in our markets are those which have been adapted in the best way to make them useful.

The ToYA jury of five includes Tim Giles, Dave McCoid, Charleen Clarke, Editorial Director of FOCUS on Transport & Logistics and Jury member of the International Truck of the Year Innovation Award, Randolph Covich, Deals on Wheels NZ Editor and Bob Woodward, Road Transport Engineering Consultant. **T**




China Deployed World's Largest Electric Autonomous Mining Fleet



On May 15, China marked a major milestone in smart mining with the official deployment of its first fleet of 100 fully electric, autonomous mining trucks, Chinatruck.org reported. This launch signals a transition from pilot testing to large-scale application of autonomous technology in the mining sector, accelerating the country's development of intelligent, low-carbon mines.

The fleet, now operating at the Huaneng Yimin Open-Pit Mine, features sleek white trucks with no driver cabins—these vehicles are completely unmanned. Each truck is powered by a 564 kWh lithium iron phosphate battery. A full battery swap takes under six minutes, while a full charge requires about an hour. On a single charge, each truck can carry up to 90 tonnes of material over a distance of approximately 60 kilometreFautomes. This setup enables fully autonomous, zero-emission mining operations from end to end.

According to Shu Yingqiu, General Manager of the Yimin mine, all the trucks are powered by solar-generated green electricity. They deliver 20% higher transport efficiency compared to conventional diesel trucks and are designed to operate reliably even in extreme cold—down to minus 40 degrees Celsius. They're also built to handle the rough conditions typical of open-pit mines, including heavy vibration, bumps, and impact. Each year, the fleet is expected to replace over 15 000 tonnes of diesel fuel and reduce carbon dioxide emissions by 48 000 tonnes—highlighting its strong environmental benefits. Beyond zero-emission operations, the trucks are equipped with advanced autonomous driving systems that enable self-perception, intelligent route planning, and real-time decision-making. 



FAW Tiger VH Exceeds 2 000 Units Sold in Vietnam

The first single model in the history of the Vietnamese market segment to exceed 2 000 units, the FAW TRUCKS Tiger VH, was celebrated. Li Sheng, Chairman of FAW TRUCKS, attended the ceremony and delivered a speech. Leng Changchun, President of FAW TRUCKS INTERNATIONAL, and Nguyen Van Mai, Chairman of CHIEN THANG AUTO LIMITED COMPANY, attended the ceremony.

At the meeting, Li Sheng listened carefully to the cooperation history, business philosophy and future investment and construction plan of CHIEN THANG AUTO LIMITED COMPANY and FAW TRUCKS. He said that excellent quality and ultimate service are the two most important dimensions to build a credible brand, and quality and service are the fundamental guarantee for FAW TRUCKS's overseas business. In the future, FAW TRUCKS will continue to practice the concept of "quality is life" and use the advantages of systematization to bring more high-quality products to Vietnam. At the same time, it is also hoped that CHIEN THANG AUTO LIMITED COMPANY, as a local automobile assembly plant in Vietnam and an important partner of FAW TRUCKS in Vietnam, can go hand in hand with FAW TRUCKS, continue to improve the quality of assembly and after-sales service, support "brand upward and sales upward", and promote the high-quality development of Vietnam's commercial vehicle industry. 



Daimler Truck brand BharatBenz reaches milestone: 200,000 vehicles for the Indian market

Daimler India Commercial Vehicles (DICV), a subsidiary of Daimler Truck AG, has reached a milestone: the 200,000th BharatBenz truck was recently delivered in India.

The BharatBenz commercial vehicle brand was established in 2012 and is specifically tailored to the Indian commercial vehicle market. The portfolio includes truck models ranging from 10 to 55 tons for a wide variety of applications, from local distribution to long-haul transport and mining, as well as various bus models. BharatBenz vehicles are sold and serviced through a nationwide network of more than 375 customer touch points.

DICV's manufacturing plant which is home to the company's headquarters and R&D operations is located at Oragadam, Chennai spreading over 400 acres (160 hectares) and includes a state-of-the-art test track. The production site in

Oragadam is part of the state-of-the-art global production network. Here, commercial vehicles from four different brands (BharatBenz, Mercedes-Benz, Freightliner, FUSO) are manufactured for more than 70 different markets in the Middle East, Asia, Africa, and Latin America.

Within the Daimler Truck Group, DICV has been assigned to the Mercedes-Benz Trucks segment under the lead of Achim Puchert, CEO Mercedes-Benz Trucks, since the beginning of the year. **T**

Hendrickson Truck Commercial Vehicle Systems and Voith US Inc Announce Strategic Partnership



Hendrickson Truck Commercial Vehicle Systems and Voith US Inc. are excited to announce a strategic partnership aimed at leveraging their respective areas of expertise to develop new product technologies for the commercial vehicle industry.

Combining Hendrickson's 110+ years of history in creating innovative ride solutions and Voith's 155 years of industrial ingenuity and extensive electric-drive system experience, this partnership is set to drive significant advancements in the rapidly growing Electric and Zero Emission Vehicle space.

Hendrickson, a Boler company, is a leading global manufacturer and supplier of medium- and heavy-duty mechanical, elastomeric and air suspensions; integrated and non-integrated axle and brake systems; tire pressure control systems; auxiliary

lift axle systems; parabolic and multi-leaf springs; stabilizers; bumpers; and components to the global commercial transportation industry.

The Voith Group is a global technology company. With its broad portfolio of systems, products, services and digital applications, Voith sets standards in the markets of energy, paper, raw materials and transport. Founded in 1867, Voith today has around 22,000 employees, sales of € 5.2 billion and locations in over 60 countries worldwide and thus is one of the larger family-owned companies in Europe.

The Group Division Voith Turbo is part of the Voith Group and a specialist for intelligent drive technology systems as well as tailor-made services. With its innovative and smart products, Voith offers the highest efficiency and reliability. Customers from highly diverse industries such as oil and gas, energy, mining and mechanical engineering, ship technology, rail and commercial vehicles rely on the advanced technologies and digital applications of Voith. **T**

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REDUCE

A comprehensive, tailored service to help organisations extend tyre life

REUSE

Retreading tyres, saving 80% of energy and natural resources

RECYCLE

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In today's high-demand logistics environment, you need more than just a truck – you need a transport solution that performs with purpose.

The Mercedes-Benz Actros is designed for long-distance, heavy-duty haulage with one goal in mind: delivering consistent, fuel-efficient performance with absolute reliability.



CREATING SUSTAINABILITY TOGETHER

Mercedes-Benz

Trucks you can trust



• Picture shown is for illustration purpose only and the actual product may vary due to the product enhancement.