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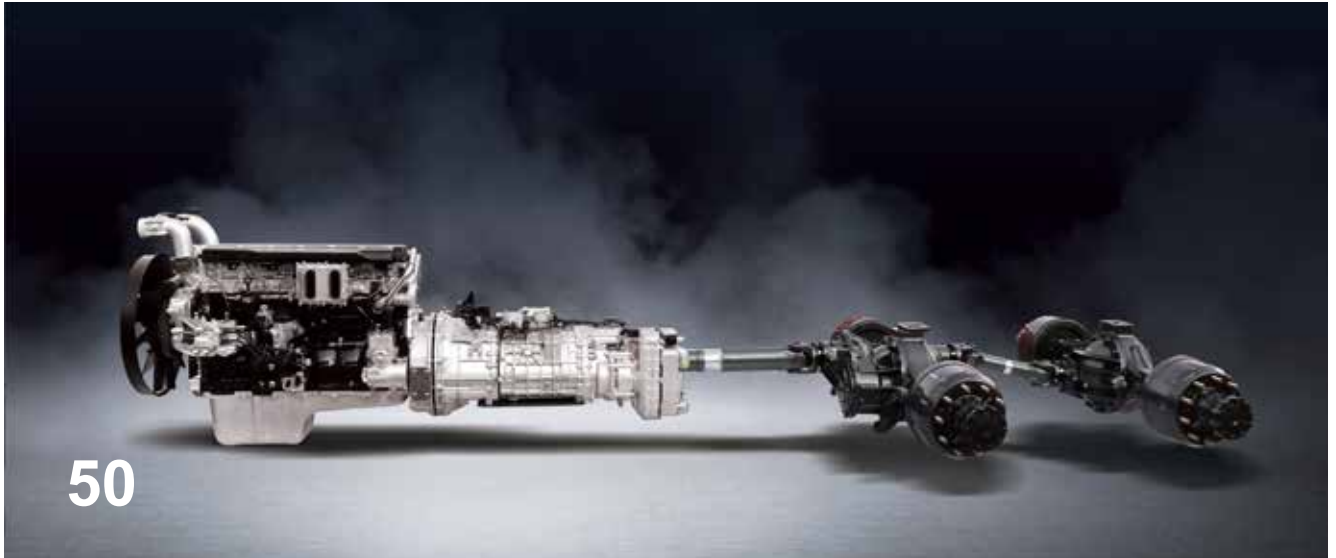
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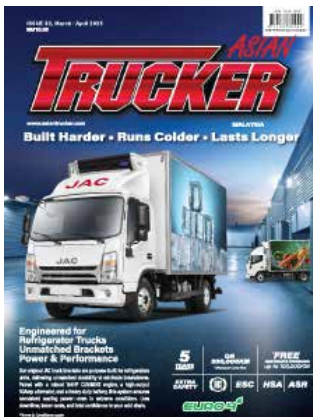
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Solutions, Solutions, and Solutions.

In every business operation, there are issues, problems, needs and bottleneck. The transportation business is no different in the sense that there are constantly new challenges surfacing. Making things happen for clients means that transport owners have to constantly look for, evaluate, trial and even abandon products and services. For all their challenges, there are solutions, of course. Some of these solutions are what the market is asking for, whereas other offerings may address problems that we did not know we had.

The industry has moved on in their terminology. The products offered, the trucks first and foremost, are no longer that. The most important asset of any transport owner is no longer just a truck, it is a solution, solving a specific problem. Or rather, enables the owner to conduct business as receiving an order to move goods is not so much of a problem, but the very nature of a transportation company. In this latest issue of Asian Trucker we feature several trucks. Some have been launched just recently, others have been in the market for a while. Some may not even be available here but can be a good example of how a truck addresses a specific need, based on the conditions on the ground.

Who would have thought that a highway could be such an exciting item, a solution, to talk about? I recently drove from Kuching to Miri (in a commercial vehicle, of course) and learned how the Pan Borneo Highway is a solution to several problems the industry is facing in East Malaysia. One of the less obvious aspects of this road was that it enhances road safety: having two lanes allows for safer overtaking. On the topic of road construction, I recently learned how the ground or an existing road could be scanned to find out what lies beneath. Building roads on safe, stable grounds is crucial for the sustainable development of our infrastructure.

Speaking of safety, I have also been in touch with a Singapore-based company offering a solution that can make your freight yard safer. Using AI-enabled cameras, their system is able to detect unsafe working conditions, for example workers being dangerously close to a suspended load. Or not wearing their PPE. The most fascinating fact here is that the personnel being monitored initially had some reservations about the adaptation of this technology, seeing it as a Big Brother-type situation. However, it was learned that very quickly this turned into an appreciation for the effort being made to ensure a safe working environment.

I enjoy talking to people with lots of experience and expertise in their respective industry segment. One such product group I often talk about are tyres. These must be true enablers of the transportation industry as without them, not much could move. Considering the many different applications, road conditions, weather patterns etc, these are true problem solvers. It is not a surprise that we now running our fourth in-depth story this year on tyres. The amount of knowledge that our partners for this series are able to dispense seems limitless. I hope that this information is beneficial for your own operation.

Parts and components are playing a big role in the transportation industry. Some may be small-ish, like a sensor or a screw, however without them, the trucks aint gonna roll. I discuss the need for genuine parts in one of our features while highlighting a newly devised business strategy for one of the regions larger parts distributors. By addressing their own problems, finding new solutions, they are already ahead of the curve in providing solutions to the market, their clients. One can say that no matter what size the problem is, there has to be and will be a solution.

Drive safe while solving problems,

Stefan Pertz,
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Sekata to add 30 FAW Trucks to Fleet

*Reigniting the Roads:
Pengangkutan Sekata's new era
with FAW 6th generation trucks*

As part of an exciting new chapter, Pengangkutan Sekata Sdn Bhd is the proud owner of their first batch of ten units of FAW JH6 EURO V trucks out of the total of 30 units signed. It is a decision that is set to redefine the company's future in the transportation industry. This strategic investment goes beyond just adding horsepower to their fleet: it represents a renewed commitment to demonstrate a sustainable and responsible practice of ESG movement, delivery excellence, and customer trust in a highly competitive market.

As the market leader for heavy commercial trucks in China, FAW trucks are designed for heavy duty, long-haul endurance and fuel-efficiency. They allow operators to maximize delivery performance while reducing operational costs. In the words of Malaysia's distributor for FAW trucks, this is a win for both the company and its clients. Asian Trucker was told that this powerful upgrade directly translates into higher customer confidence. Knowing their cargo is transported with the highest reliability, from North to South and across the East Coast, hassle-free and with peace of mind, Pengangkutan Sekata has opted to give FAW the nod. NBG Industries Sdn Bhd is the partner of choice for Pengangkutan Sekata with the wide network of service dealers across the country as well as towing and roadside assist commitment provided by the FAW distributor.

More than just a fleet upgrade, this initiative marks the beginning of a new history for Pengangkutan Sekata, especially after the global challenges posed by the COVID-19 pandemic. Where the past four years brought uncertainty and slowed growth, 2025 is shaping up to be a year of resurgence and leadership for Pengangkutan Sekata. The purchase not only aims at strengthening delivery capacity but also at tightening business ties and expanding market influence, positioning Sekata as a major bulk tanker player in Malaysia once again.

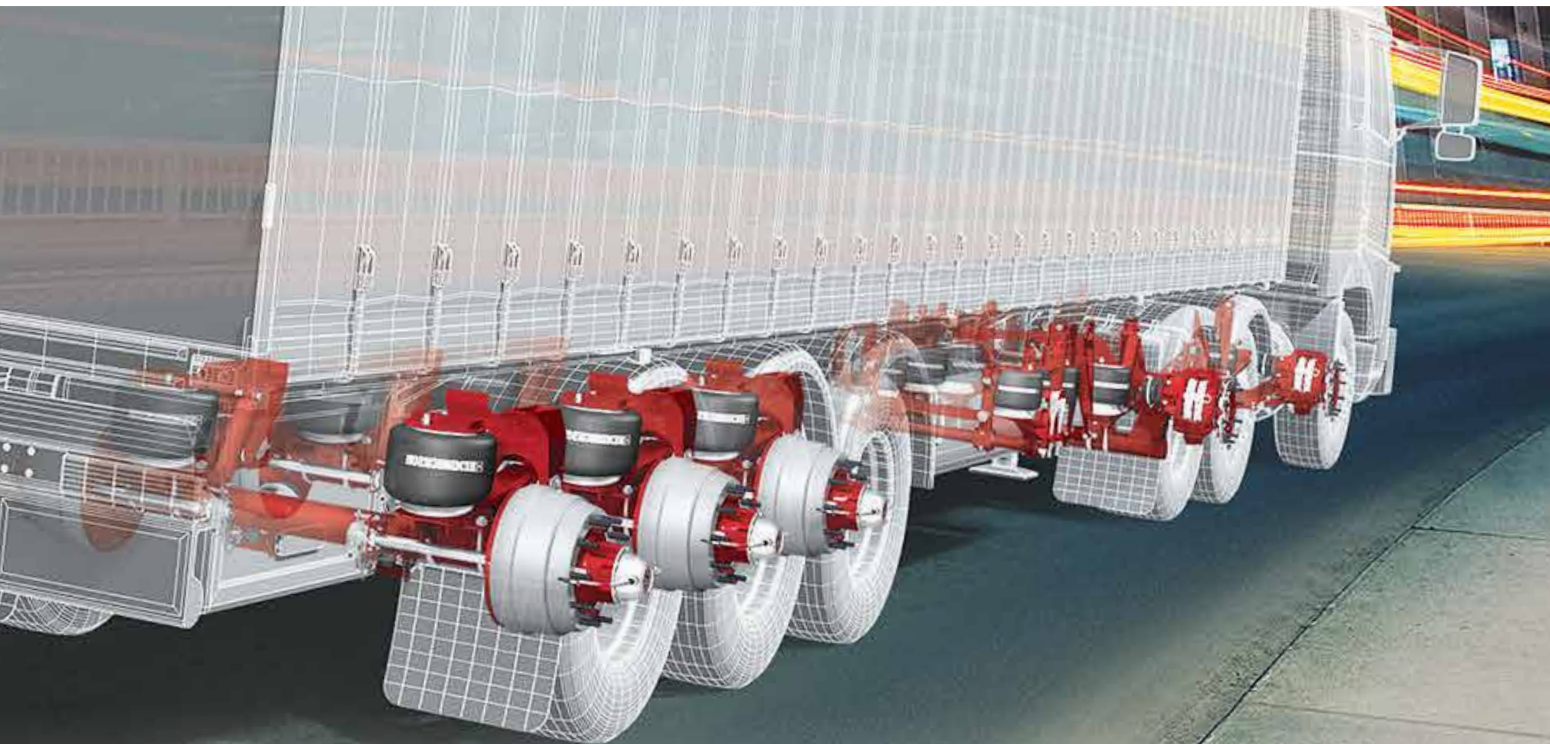
According to a Pengangkutan Sekata spokesperson, the goal is not only to keep up with, but to lead the way in Malaysia's transportation industry. With this strong foundation and forward-thinking fleet strategy, they are confident in the ability to drive significant impact, boost their presence across key markets, and to create long-term business growth that surpasses previous years.

"At Pengangkutan Sekata, we are not just delivering cargo—we are delivering a promise: efficiency, safety, and excellence; every mile of the way," is a promise by the brand to the market made during the hand-over ceremony of the first batch of FAW trucks.



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Sri Maju Cergas Logistics Receives 12 Scania Super XT Trucks, Signs 10 More

Sri Maju Cergas Logistics Sdn Bhd (SMCL) is strengthening its operations with the recent addition of the Scania Super XT G460A6X4HZ. Their latest acquisition has further strengthened their sustainable partnership with Scania which began in 2023. The handover of 12 units and signing ceremony for ten additional units were held at Scania Malaysia, Bukit Jelutong.

During the event, Khoo Sze Chyuan, Managing Director of Sri Maju Cergas Logistics, received the keys to the trucks from Joyce Antar, Managing Director of Scania Southeast Asia and witnessed by Dato' Sri Marcus Tan, Co-founder of Sri Maju Cergas Logistics Sdn Bhd.

Highlighting the significance of this acquisition, Khoo stated, "The Scania Super XT G460A6X4HZ sets a new industry benchmark with its powerful 2 500Nm torque at just 900rpm—delivering up to eight percent fuel savings. This marks a major milestone for SMCL, as these vehicles enable us to further expand our tipper and cargo operations. Together with the dedicated support from Scania Financial Services, we can confidently move forward and focus on what truly matters—growing our business."

Furthermore, Scania's Super XT range is designed to withstand demanding environments, ensuring maximum uptime and enhanced productivity for SMCL. The Scania Super XT's steel bumper provides excellent protection for the front-end components of the vehicle, reducing




unwanted downtime, and costly cab and chassis repairs, while improving mobility with its larger attack angle. It also features a readily-accessible tow pin at the front capable of towing up to 40 tonnes – the strongest in the market. The XT also includes a robust side mirror with a rugged, patterned surface for scratch-resistance, and a high air intake designed to supply the engine with the cleanest air possible, suitable for dusty environments. These features work together to help SMCL overcome obstacles with confidence. The G460A6X4HZ's increased chassis height also improves ground clearance and enhances driving comfort.

With the purchase of the Scania Super XT G460A6X4HZ, SMCL will gain access to a suite of Scania Digital Services. This will further enhance operational efficiency and reliability for SMCL, as the Fleet Management System Control Package provides valuable insights and information about their fleet via the My Scania portal and Fleet app. These tools offer SMCL real-time vehicle

positioning, performance monitoring, CO₂ emissions tracking, service planning, defect reporting, and driver evaluation—enabling the team to quickly identify opportunities for improvement.

Moreover, SMCL's drivers will gain access to the My Scania digital ecosystem through the Scania Driver app. This allows their drivers to view core vehicle data, submit pre-departure checks, track their driving time and performance, view service appointments, and locate the nearest Scania workshop.

Their drivers will also receive a free subscription to Scania ProDriver, which is a digital coaching service that will help them cultivate fuel-efficient driving habits. "With all the data at SMCL's fingertips, they can further optimise vehicle usage and enhance operational efficiency and reliability through Driver Training and Coaching — Scania's tailored driving masterclass — enabling their drivers to be safer and more efficient on the road," stated Antar. 



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Daimler Truck Capital Market Day 2025

"Stronger 2030" sets course for profitability and transformation

By: Florian Engel

At its Capital Market Day in early July 2025, held in the United States, Daimler Truck unveiled its "Stronger 2030" strategic initiative – designed to drive profitability and resilience for the decade ahead.

The company introduced new profitability targets, a multi-billion-euro European efficiency programme, and a sharpened view of global market opportunities. Underpinning this is the guiding principle of "Speed of Right" – a commitment to investing with discipline, not haste. In a time of geopolitical and energy uncertainty, investments in diesel engine development are being ramped up again, and e-mobility investments are taking a back seat.

Internal sources suggest that plans for in-house battery production have been put on hold and are unlikely to be revived before the next decade. However, such decisions reflect the current political realities and may change. What remains clear is Daimler Truck's continued commitment to the energy transition – albeit with pragmatism.

"At Daimler Truck, we are firmly committed to becoming a stronger company by 2030 than we are today," said CEO Karin Rådström. "We're focusing on five pillars: modular growth, expanding services, disciplined investment, a lean operating model, and a performance culture that empowers our people."

A Strategy with Substance

Speaking in Cleveland, North Carolina – home to Freightliner Cascadia and

Western Star production – Daimler Truck executives announced a refined five-pillar strategy: growth and scaling, customer-centric services, technology-open transformation, efficiency improvements, and performance-oriented culture.

CFO Eva Scherer outlined an ambitious target: "A clean industrial operating margin of over 12 percent by the end of the decade – across all segments. This significantly raises our ambitions and makes profitability the central metric."

"Cost Down Europe": €1 Billion in Savings

A cornerstone of the new strategy is the "Cost Down Europe" programme, which aims to reduce structural costs by more than €1 billion by 2030. The focus is on Mercedes-Benz Trucks, including site optimisation, leaner processes, and socially responsible staff reductions in Germany. An expansion of Daimler Truck's dealership network across European import markets is also planned.

Growth markets: North America and India

In North America, Daimler Truck North America (DTNA) currently holds a 24 percent market share and is expected to deliver a 12.9 percent operating margin in 2024, exceeding previous targets. Strong demand in the vocational segment (e.g. construction and municipal vehicles) is being met with the next-generation Freightliner Cascadia.

In India, the BharatBenz business will focus on local expansion and export growth. Meanwhile, Mercedes-Benz Trucks aims to double its defence business and sell over 25 000 zero-emission vehicles in Europe by 2030.



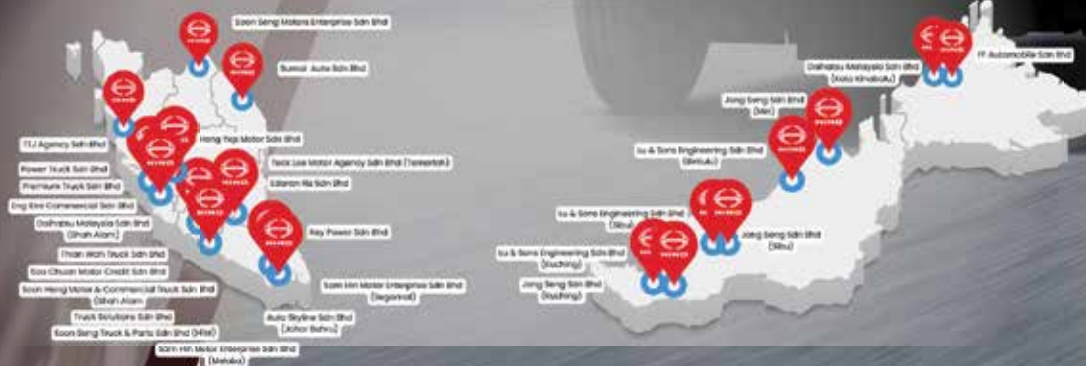


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Asia Strategy: Fuso - Hino consolidation

The Fuso business is currently being restructured through the merger with Toyota subsidiary Hino, as Karl Deppen, designated CEO of the newly formed holding, explained: “The integration of Mitsubishi Fuso and Hino aims to strengthen their position amid major industry changes, especially the shift to decarbonised powertrains such as e-mobility and hydrogen. The goals include improving products, expanding service networks, and leveraging scale in a competitive and fast-evolving market. Consolidation is necessary in Japan, while outside Japan – particularly in Southeast Asia, South America, and the Middle East – strong competition from Chinese manufacturers demands a unified and stronger company.”

Technology Outlook: Pragmatism Over Purity

Daimler Truck continues to pursue a technology-neutral approach to decarbonisation. In Europe, it is doubling down on hydrogen (fuel cell industrialisation is expected from the early 2030s). In North America, however, zero-emission investments are slowing due to weak demand and limited charging infrastructure.

Central to future innovation is the Coretura joint venture with Volvo Group, focused on creating a software-defined vehicle platform with over-the-air updates and optimised total cost of ownership for fleets.

Shareholder strategy and capital discipline

Daimler Truck also announced a new share buyback programme worth up to €2 billion, running for two years from Q3 2025, and a dividend payout ratio of 40 to 60 percent of net income.

The Capital Market Day primarily targets investors and banks, and the message to those stakeholders was that the company is committed to long-term profitability, capital efficiency, and global leadership in commercial vehicles. However, there was also good news for transport operators too. With “Stronger 2030,” Rådström and her team have laid out a bold, disciplined vision that aims to deliver not only long-term shareholder value, but also real-world gains for customers navigating a rapidly evolving transport landscape. 

Strategic shift: Daimler Truck targets construction and vocational segment

By Joe Howard, Editor-in-Chief, Transport Topics (US associate member of the International Truck of the Year Jury)



Daimler Truck is pursuing a long-term strategy. Given an economic environment expected to remain subdued for some time, the company is looking far ahead – toward 2030. This time horizon is realistic in the commercial vehicle industry, considering development cycles and product launches.

A key pillar of this strategy – especially relevant to readers in North Carolina and the US – is the increased focus on the heavy construction and vocational segment. This segment, where vehicles are tailored for very specific applications, offers growth potential that the more saturated on-highway segment currently does not – at least in the North American market.

Daimler executives openly acknowledge the challenges. The construction and vocational segments are small, highly specialised, and long dominated by established competitors. Yet Daimler Truck sees an opportunity here. Through targeted investments in new Western Star products, designed to meet the tough demands of this customer group, the company is positioning itself.

Early feedback is optimistic. According to the company, the new models are already resonating positively. Whether this trend continues remains to be seen – but the strategy is sound: in a market with highly specific demands, those who provide exact solutions can gain ground – and possibly quickly.

As Daimler Truck CEO John O’Leary emphasises, the construction and vocational segment includes some of the toughest customers around. But that’s no reason not to try. The coming years will show if Western Star can establish a foothold in this segment – and perhaps turn it into a long-term success.





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New-Image Isuzu Outlets Opened

Isuzu customers in the bustling areas of Kuantan, Pahang and Juru in Seberang Prai will soon enjoy a fresh and delightful experience following the upgrading of the Automotive Corporation (Malaysia) (ACM) Isuzu 3S Centres here.

The improved outlets feature the new Isuzu Corporate Identity (CI) and offer modern customer-focused facilities thus providing customers and potential customers with a comfortable and comprehensive venue to shop and care for their Isuzu vehicles.

Officiating the opening of the new Isuzu 3S facility in Juru, Isuzu Malaysia's Chief Executive Officer Tomoyuki Yamaguchi remarked that constant updates to facilities are key to improving accessibility to Isuzu products and services.

"Keeping our outlets fresh and relevant are instrumental to developing a bond with our customers. The spirit of Kaizen remains a pillar of Isuzu's business – be it in the products we offer or in the way we improve our services to ensure customer satisfaction," said Mr. Yamaguchi.

The new ACM Isuzu 3S Centres sit on spacious existing plots – in the Juru Autocity and on Jalan Gambang on the fringes of Kuantan – where they conveniently serve both D-Max and truck customers.

Both outlets feature a spacious forecourt for easy parking that is equally matched by large 436 square-meter and 363 square-meter modern airconditioned showrooms respectively. The new CI offers a modern and recognizable design with a bright and distinctive outlook to create an inviting atmosphere.

Inside, visitors are able to browse the latest Isuzu D-Max models and learn more about individual variants through environmentally-friendly digital information panels. There is even a VR corner to virtually experience the various advanced safety features of the Isuzu D-Max.

The new facilities also feature a new hero car display and a new car delivery bay for that special experience. Truck buyers, too, are treated to a comfortable and private discussion area where they can seek expert advice to configure the ideal truck for their individual needs.

Service customers can choose to observe the care their vehicles are receiving from the comfort of a thoughtfully-designed and well-equipped lounge where free flow of refreshments are available.

The Isuzu 3S Centre in Juru boasts a large and comprehensive service centre that can accommodate six trucks and six D-Max simultaneously while the Kuantan 3S Centre handles seven D-Max and four trucks at any one time. **f**



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Hino Celebrates Roll-out of Malaysia's First Locally Assembled Euro 5 LCV 4-wheeler



Hino Malaysia marks a significant step forward in sustainable transport with the roll-out of its first locally assembled Euro 5 Light Commercial Vehicle (LCV) 4-wheeler units. Assembled at the Sendayan plant, Hino Motors Manufacturing (Malaysia) Sdn. Bhd. (HMMMY), four units were officially handed over to Hino Motors Sales (Malaysia) Sdn. Bhd. (HMSM) during the rollout ceremony on 4 June 2025.

This marks it being the first Euro 5 compliant LCV 4-wheeler assembled in Malaysia, delivered ahead of the Department of Environment (DOE)'s latest emissions regulations, which require all new commercial vehicle models to meet Euro 4 or above standards. As a Complete Knocked Down (CKD) model, the vehicle was thoroughly engineered to ensure full compliance with all regulations by the official market launch.

Roll-Out Ceremony

"We are proud to produce the very first Euro 5 Hino model and to mark it as the first locally assembled Euro 5 LCV 4-wheeler in Malaysia. This is a major milestone and reflects our capability in delivering high-quality, regulation-compliant vehicles," said Mr. Hiroshi Yamaguchi, Managing Director of HMMMY. The ceremony was joined by all HMMMY staff in celebration of this production milestone.

Mr. Hiroshi Takahashi, Managing Director of HMSM, further added, "This is an exciting moment for Hino Malaysia. We are looking forward to introducing this new Euro 5 model to the Malaysian market and seeing how it meets the needs and expectations of our customers. It is not just about meeting regulations; it is about offering a product that supports cleaner transport and adds value to businesses."

About the New Hino EURO V LCV

The new Euro 5 model introduces key upgrades over the current variant, including a Diesel Particulate active Reduction (DPR) System that captures and burns off exhaust soot to reduce emissions. The DPR system is designed to minimise emission levels without compromising engine performance, contributing to greater environmental sustainability.

In line with Hino Malaysia's commitment to safety, the new model also comes with enhanced safety features and improved user friendliness, including the addition of an airbag system and upgraded gear components. The Euro 5 LCV 4-wheeler and 6-wheeler range is set to officially launch in Q4 2025. This next phase in the product roadmap reflects Hino's commitment to providing a complete range of cleaner, high-performance commercial vehicles for the Malaysian market. 





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UD Trucks Unveils the New Kuzer SKE 155 in Malaysia: Ready for the Road Ahead



"The New Kuzer represents our renewed energy and focus on the region's transport needs," UD Trucks stated. "We see rising demand for light-duty trucks, especially with the surge in e-commerce, and the Kuzer is built to meet that momentum."

Designed for Urban Mobility and Fleet Versatility

The New Kuzer is available in two variants with gross vehicle weights ranging from 7.5 to 8.5 tonnes. Both are



Subang Jaya, 26 June 2025 — UD Trucks, in collaboration with long-standing distributor Tan Chong Industrial Equipment (TCIE), has officially launched the New Kuzer SKE 155 in Malaysia. The event, hosted at the EX8 Building in Subang Jaya, brought together key figures from both organisations to highlight their shared commitment to supporting modern logistics operators.

Among those in attendance were Tan Keng Meng, Executive Director, Tan Chong Industrial Equipment; Eric Labat, Managing Director of UD Trucks Asia Pacific; Ochiai Keiichiro, Region Director, Southeast Asia and East Asia, UD Trucks; and Loh Thim Choy, Chief Operating Officer of TCIE.

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DC01-AI



DC02



DC03-AI



DI01-AI



DI02



DI03



DI04-USB



DI05



DE01

AI-Powered Dashcam Software



DASHCAM SOFTWARE



DASHCAM APP



powered by a 5.2-litre Euro 4-compliant turbo diesel engine, delivering 155 PS and 419 Nm of torque. The engine is paired with a six-speed manual gearbox designed to maintain low engine revolutions at cruising speed, helping improve fuel efficiency and reduce drivetrain stress.

According to UD Trucks, the new Kuzer strikes a balance between payload and fuel efficiency — a key advantage for urban and semi-urban operations. Its compact size and responsive handling make it a practical choice for last-mile and regional delivery fleets.

Comfort and Safety Built Around the Driver

Inside, the Kuzer features an ergonomic cab designed to support long hours

behind the wheel. Supportive seating, lower noise and vibration levels, air-conditioning, and wide-opening doors contribute to a more comfortable driving environment.

Key safety enhancements include a driver-side airbag, reinforced cab structure, improved braking, and agile handling, making it especially suitable for high-traffic city operations.

Maximising Uptime with Smarter Service Support

To help fleet owners reduce downtime, the New Kuzer is equipped with several service-friendly features. These include a five-year or 300,000-kilometre vehicle warranty and a three-year or 100,000-kilometre warranty on factory-installed components like the audio system, air-conditioning, and alarm.

Service intervals are set at six months or 20,000 kilometres, which helps reduce workshop visits. The truck is also supported by the UD Extra Mile Support programme, which offers fixed-cost maintenance through UD Trust, 24-hour roadside assistance, genuine parts, and priority scheduling at authorised service centres.


Meeting the Needs of Local Fleets

According to TCIE, the New Kuzer launch reflects more than just a new product — it underscores the strength of its longstanding partnership with UD Trucks and their shared focus on customer value.

"The New Kuzer delivers where it counts. We're focused on helping customers improve cost per kilometre and reduce downtime. With 28 service centres nationwide, we're ready to support them," TCIE noted.

The model is targeted at small to mid-sized fleet operators in logistics, cold-chain, and urban delivery — sectors where efficiency, reliability, and manoeuvrability are key. Logistics alone accounts for about 70 percent of Malaysia's light-duty truck market.

While formal testimonials are still being gathered, feedback at the launch from Malaysian clients and regional fleet operators has been positive, particularly in terms of comfort, fuel economy, and uptime readiness.

With a strong after-sales network, smart design, and focus on operational efficiency, the New Kuzer is built to support businesses looking for a reliable, city-friendly workhorse. 



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Modern trucks rely heavily on Electronic Control Units (ECUs) to ensure compliance with emission regulations, optimize fuel efficiency, and enhance safety systems like ABS and ADAS. ECU malfunctions can lead to costly downtime, incorrect diagnostics, and unnecessary part replacements. Allegiance solves this with a specialized ECU test bench. By pinpointing faults, guesswork is eliminated, enabling efficient repairs instead of expensive replacements.

This innovative approach not only reduces costs but also minimizes electronic waste by repairing and reusing ECUs whenever possible. Allegiance Malaysia's highly trained technicians skilled in electronics, programming, and mechanics ensures precise diagnostics and repairs for commercial vehicles, off-highway machinery, agricultural machinery and material handling equipment.

In addition, Allegiance offers fleet owners the convenience of testing ECUs without requiring the vehicle's presence. Faulty ECUs can be extracted, shipped, and tested remotely, saving valuable time and ensuring faster turnaround.

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Industry Update: ACCCIM Power Chat 6.0

Driving Malaysia Forward, the ACCCIM Power Chat 6.0 Puts Transport and Logistics in the Spotlight

The stage was set at ACCCIM Power Chat 6.0, held on 26 June 2025, with an eye firmly on the future of Malaysia's transport and logistics. With the theme "Malaysia MADANI: Driving Logistics and Transport Transformation for Business Competitiveness", the event brought together government and industry leaders in a much-needed conversation on challenges, solutions, and strategies for sustainable growth.

In his opening remarks, Datuk Ng Yih Pyng, President of the Associated Chinese Chambers of Commerce and Industry of Malaysia (ACCCIM), extended a warm welcome to the distinguished guests, including Yang Berhormat Tuan Anthony Loke, Minister of Transport Malaysia. His presence underlined the government's commitment to strengthening the country's logistics backbone.

Also present were ACCCIM Life Honorary Presidents, Tan Sri William Cheng and Tan Sri Ter Leong Yap, reflecting the weight this dialogue held for the business community.

"We are honoured to have YB Anthony Loke with us today," Ng said. "His presence is a testament to the Ministry's active role in developing a robust logistics ecosystem that supports our economic growth and trade ambitions."

Global Challenges, Local Impacts

As the world continues to grapple with economic uncertainties, geopolitical tensions, and climate-related disruptions, Malaysia's logistics sector must evolve to stay competitive. Ng highlighted that international trade made up an astonishing 149.1 percent of Malaysia's GDP in 2024, with total trade reaching RM2.89 trillion. The freight sector is also on the rise, with a projected 5.2 percent annual growth until 2030, potentially hitting USD38.3 billion.

"The opportunities are there," he said, "but to seize them, we must ensure our infrastructure and logistics services are ready to meet ever-changing demands."

He called for stronger collaboration between the government and industry players, especially to modernise infrastructure, cut red tape, and drive innovation.

Pressing Pain Points

Drawing from nationwide engagements with its members, the ACCCIM Logistics and Transport Committee has identified several critical issues:

- Rising operating costs, fuelled by minimum wage hikes, soaring fuel prices, the incoming SST on rentals, and an upcoming 30 percent tariff increase at Port Klang starting 1 July.
- Geopolitical disruptions, including US tariffs and the Middle East conflict, are shaking up global supply chains and driving up freight charges.
- Commercial vehicle inspection backlogs are hindering the rollout of the Industry Code of Practice (ICOP) meant to raise safety standards.

Ng also raised a key concern: Malaysia's customs clearance performance is still lagging behind regional neighbours like Singapore and Vietnam. He urged for the creation of a Single Integrated

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Window. In his view, a digital solution to streamline trade processes and reduce delays is required.

East Malaysia: Time for Inclusion

Another priority is closing the regional gap between Peninsular Malaysia and East Malaysia. Sabah and Sarawak continue to face policy and infrastructure disparities. Here, Ng pointed out the need for better cold-chain logistics, multimodal hubs, and consistent policy implementation to support investment and growth in these regions.

Safety, Sustainability and Skills

Ng stressed the urgency of tackling road safety, calling for a holistic approach that includes smarter road design, stronger public education campaigns, and stricter enforcement. He also advocated for increased digitalisation and green technology in the sector, recommending grants and incentives to help SMEs make the leap into more sustainable operations, particularly those in sensitive sectors such as food, pharmaceuticals, and climate-dependent supply chains.

In terms of human capital, he underscored the importance of building a future-ready workforce with digital and technical skills to meet the demands of a rapidly evolving logistics landscape.



A Message of Partnership

Ng took a moment to commend the Ministry of Transport for its proactive initiatives, such as the National Transport Policy and efforts to develop smart port infrastructure. He reminded the audience, however, that good policies only deliver impact when effectively implemented.

“Connectivity and logistics are the backbone of our economic development,” he said. “We must address our structural weaknesses now. Inaction could cost us dearly.”

As the event wrapped up, Ng reaffirmed ACCCIM’s readiness to collaborate closely with the government to shape a resilient, future-proof logistics ecosystem.

“The path forward lies in public-private partnerships built on trust, transparency, and shared accountability,” he concluded. “Once again, our sincere thanks to YB Anthony Loke and your team for joining us today and to everyone who helped make this event a success.”

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MCVE 2026 Forges Partnerships

Organisers of the Malaysia Commercial Vehicle Exhibition 2026 (MCVE 2026) are delighted to announce that next year's installment of CargoNOW Malaysia will be co-hosted during the exhibition. Featuring renowned speakers discussing up-to-date topics, the two-day conference is to be held at the Mines International Exhibition and Convention Centre on 14th and 15th May 2026. The partnership will be in place for the coming three exhibitions on a biannual schedule, starting with the upcoming event.

Said Dr Raymon Krishnan, President, The Logistics & Supply Chain Management Society "This is a perfect fit for us as the delegates we host hail from the industry segments that MCVE attracts. Asian Trucker has been known to be a premium provider of an outstanding exhibition where our own platform fits seamlessly."

The Logistics Society's collaborative platforms of CargoNOW and LogiSYM are globally recognised and these run exhibitions, symposiums, round tables, webinars

and publish magazines that allow the supply chain ecosystem to connect, learn, collaborate and flourish.

Organiser of MCVE 2026 and Editor of Asian Trucker / Asian Buses, Stefan Pertz, said that the collaboration aims to further boost the understanding of transport and logistics related topics. "As the purpose of our exhibition is closely aligned with the content of LogiSYM, we hope to provide an extended, more comprehensive experience."

About CargoNOW

In addition to its magazine and news portal, CargoNOW is closely affiliated with LogiSYM, one of the region's leading supply chain symposiums. Together, they foster a collaborative ecosystem that connects industry stakeholders through events, media partnerships, and thought leadership. CargoNOW plays a pivotal role in shaping discussions around innovation, resilience, and transformation in the global supply chain and logistics sector.

International Media Partnership

Welcoming 833 Consultancy & Marketing Co, is also strengthening MCVE 2026's international reach. Hailing from the Philippines, 833 Marketing is a leading trade fair organizer dedicated to connecting businesses, industries, and innovators from around the world. With five years of experience in managing successful exhibitions and conferences, they too, provide a platform for companies to showcase their products, services, and innovations.

Their offerings include four major events. The Philippine Commercial Vehicle Show; An annual and premier conference catering to for Road Transport, which they organize since 2021. Their Fleet Management Academy is an annual conference that provides insights on trends and updates in the management and operations of vehicle fleets. It has been organized since 2022. Public Transport Modernization Program Forum is a quarterly roadshow that goes around Luzon, Visayas, Mindanao and Manila which aims to provide information and a platform for discussion on the issues concerning the program. Lastly, the Road Transport Summit is an annual event that gathers officers of the different road transport stakeholders in one venue.





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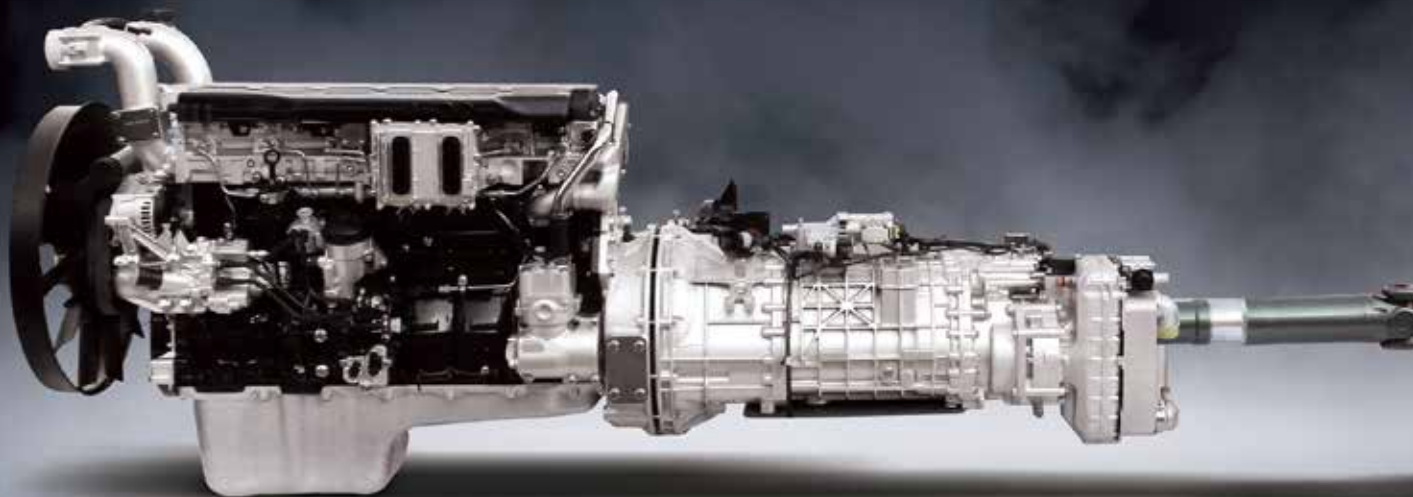
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Top of the Range: Sinotruk Sitrak C9

Sendok Group has long been synonymous with the idea of offering a full range of commercial vehicles. The latest version of the Sinotruk Sitrak C9 rounds out the offer at the top end.

Addressing the needs of modern transportation companies. Sendok Group has been a pioneer in the Chinese truck segment since 2009. Besides the Howo, the mid-tier vehicle, the Sitrak C9 offers a premium experience. With a few dozen of the latest version already on the road, the Kapar-based dealer is poised to penetrate new segments. Providing an overview of the capabilities of the vehicle is Mr Loo Lian Khing, General Manager, Sino Truck Commercial Vehicle (M) Sdn Bhd.

A Brief Overview

Introducing the vehicle, Loo said that “The Sitrak C9 is positioned as a versatile, heavy-duty truck for long-haul and regional transportation. Its primary focus is on addressing the needs of industries requiring consistent, high-capacity transport, including logistics, construction, and mining.” Key selling points, summed up, are its powerful engine and superior fuel efficiency, which make it ideal for intensive daily operations. According to him, versatility was the main aim of the design team as the Sitrak C9 handles as it handles diverse missions with ease.

Malaysia's diverse terrain, ranging from dense urban areas to challenging rural roads, demands a truck that is not only powerful but also efficient in fuel consumption. The Sitrak C9 is well-suited for these conditions, offering optimal fuel economy, robust build quality, and the reliability needed for long trips. Additionally, its ability to withstand the humid, tropical climate and fluctuating weather conditions further solidifies its suitability for the Malaysian market.





The Sitrak C9 is positioned as a versatile, heavy-duty truck for long-haul and regional transportation. Its primary focus is on addressing the needs of industries requiring consistent, high-capacity transport

Feature-packed Truck

The Sitrak C9 has been in the market for several years. Having debuted in international markets, it has built a solid reputation for its performance and reliability. However, to meet evolving customer demands and stringent environmental standards, an update was necessary. The latest iteration features a more fuel-efficient engine, enhanced safety features, and an upgraded interior for driver comfort. This refresh also responds to growing consumer expectations around connectivity and automation.

We believe that these functions and features will be well received by our customers as they make the work of the drivers not only easier, but much safer too.

One of the most interesting features of the Sitrak C9 is its fuel efficiency combined with advanced connectivity. The vehicle's engine is highly optimised for long-haul trips, offering impressive fuel savings, while the connectivity features provide real-time data for fleet





management, ensuring that operators can track vehicle performance and plan for maintenance before issues arise. It's a perfect balance of power and smart technology.

The Sitrak C9's recent updates are substantial and multifaceted:

- **Engine:** A more powerful and fuel-efficient engine that meets Euro V emissions standards.
- **Safety Features:** New Active Driver Assistance Systems (ADAS), like lane-keeping assist, adaptive cruise control, and emergency braking.
- **Interior:** Improved cabin ergonomics, better insulation, and more advanced infotainment options for the driver.
- **Connectivity:** Real-time vehicle monitoring for fleet management, allowing operators to track performance metrics and anticipate maintenance needs.

Focus on Safety

- In this latest iteration, the Sitrak C9 comes equipped with advanced driver-assistance systems (ADAS) to enhance safety and driver comfort. These include:
- **Lane Departure Warning:** Alerts drivers if they unintentionally drift from their lane.
- **Adaptive Cruise Control:** Automatically adjusts the truck's speed to maintain a safe distance from the vehicle ahead.
- **Automatic Emergency Braking:** Initiates braking when a potential collision is detected.
- **Driver Fatigue Monitoring:** Sends alerts when the system detects signs of driver fatigue, promoting safer driving habits.

"We believe that these functions and features will be well received by our customers as they make the work of the drivers not only easier, but much safer too," Loo told Asian Trucker. He pointed out, though, that to fully utilise these features, the driver ought to be trained on the best use of them. Proper driver training on how to handle the vehicle efficiently, especially when it comes to using ADAS features, can prevent unnecessary wear and tear. Additionally, to best utilise these functions, a driver would need to fully understand how they work, when and how to use them.

Investment in Update

The costs for upgrading the Sitrak C9 were substantial, focusing on engine optimisation, electronic systems, and safety features. While the exact figures were not disclosed, it is known that the upgrades reflect a long-term investment in the truck's durability, efficiency, and safety. Loo points out that these investments are made in





- Spacious and ergonomic seating: Reduces driver fatigue with better lumbar support and adjustable settings.
- Advanced dashboard and infotainment system: Easy-to-read digital displays and seamless connectivity with mobile devices.
- Climate control: A highly responsive air conditioning system that keeps the driver comfortable in Malaysia's hot, humid conditions.
- Quiet cabin: Enhanced sound insulation for a quieter, less stressful driving experience.

favour of the end user: Operators can expect lower maintenance costs and improved fuel efficiency, which should offset the initial investment over time.

The Sitrak C9 in Malaysia is primarily available as a CKD (Completely Knocked Down) unit. This decision was made to facilitate local assembly, which reduces the overall cost of the vehicle and makes it more affordable for local businesses. Local assembly also allows for easier parts availability and quicker servicing, making the truck more suitable for the Malaysian market.

A Look Inside: Cab Benefitting the Driver

The Sitrak C9's cabin is designed with the driver in mind, ensuring maximum comfort and productivity during long hours on the road. It is where the driver spends most of his or her time. Key benefits include:





Having invested in the Sitrak C9, transport owners would want to make the most of their asset. To ensure maximum uptime and minimise maintenance costs, Loo and his team recommend inculcating a few best practices. To begin, regular servicing should be the first item to plan for. "Stick to the manufacturer's recommended service schedule, particularly for the engine and braking systems," is Loo's advice.



Proper cleaning and lubrication are routines Loo is suggesting operators instil in their yard management protocols. Regularly cleaning the undercarriage and ensuring all parts are properly lubricated can prevent corrosion and wear.

As the vehicle has been recently modernised, he urges owners to monitor and utilise the technology on board. The truck's real-time monitoring system can help to detect potential issues before they become major problems, ensuring proactive maintenance. Sendok Group operates a comprehensive service network throughout Malaysia, ensuring that one is never far from trained staff for the service and maintenance of the truck.

Sendok Group: Choice Dealer for Sitrak C9


The hardware alone (trucks) are no longer sufficient to sustain a transport business. Keeping fleets running profitably requires a support framework that extends beyond the provision of just the vehicles. Sendok Group is a trusted name in Malaysia's automotive sector, known for its strong after-sales support and deep knowledge of the local market. They offer not only vehicle sales but also comprehensive service packages, ensuring the Sitrak C9 owners get the most out of their investment. Their extensive network of service centres across Malaysia means that drivers and operators can quickly address any issues, reducing downtime.

Asked about the variants offered by Sendok Group, Loo explained that the most popular versions of the Sitrak C9 are the 6x2 and 6x4 tractor heads. "These





configurations are favoured for their versatility, allowing operators to handle various cargo types with ease." These 6x2 and 6x4 versions are ideal for long-haul transportation.

As a message to the market, Loo summarised that the Sitrak C9 stands out as a powerful, reliable, and efficient truck. It addresses the evolving needs of the Malaysian transport sector. "Whether you are a fleet manager or a long-haul trucker, the C9 offers a comprehensive solution that combines modern technology with the robustness needed for tough environments. With local assembly and strong dealer support from Sendok Group, it is a truck built for the future." 





Market Snapshot: East Malaysia

Lately, the completion of the Pan Borneo Highway has been a hot topic in the news. East Malaysia has also been highlighted for other trail-blazing initiatives within the transportation and mobility industries. With Indonesia's new capital being built next door and the spotlight on its economic growth, Asian Trucker wanted to find out more about the intricacies of transportation in the state of Sarawak. And went to drive from Kuching to Miri, covering about 1 000kms in four days.

Small Trucks the Advantage for Ambulances

One of the many possible applications vans and small trucks can be used for are ambulances. In operation with the Malaysia Red Crescent, Kuching, such smaller vehicles are best suited for the narrow roads in the city. Present at the CAM Day 2025, Mr Chin Ye Hong explained that this is a government project, offering their service to all hospitals in areas which do not have enough of ambulance service.

Having started this service in March of this year, the ambulance he showcased is their recent addition to the fleet, marking it the third such vehicle in their service. "These vehicles solve a very specific problem. Ambulances come in all sorts of sizes and shapes, but we need to consider the environment we operate in. When we drive into small villages, the roads may not be suitable for larger ambulances."

One of the challenges he and his colleagues are facing is the availability of specialist equipment used in the medical field. "That said, we are very happy with this vehicle. We found that it offers great ride comfort, which is extremely important when we move



patients.” Chin opined that this may be the best feature of the vehicle overall. He too hoped that more tourists would visit the state to experience which he called “truly multicultural”. His ambulance being a signifier for the readiness to deal with even unpleasant experiences tourists may experience, he stated that he and his colleagues stand ready with their CAM-supplied ambulances to deal with any situation.

Snapshot of Sarawak's Automotive Market

Sharing his insights into the automotive market was Penghulu Teo Nging Poh who Asian Trucker met in Sibü. In his role as President of The Federation of Automotive Workshop Owners' Association of Malaysia he has a deep involvement in the industry. “Our core mission is to unite, support, and elevate automotive repair professionals and workshops across Malaysia. We are dedicated to creating a well-regulated, high-standard, and future-ready automotive repair industry,” he said.

As the President by elect, he would like to transform the automotive industry in whole Malaysia, charging into the future: the transition to electric vehicles and also hydrogen powered engine vehicle that are available in East Malaysia. One of the biggest issues he and his colleagues have identified is the lack of skilled labour available. To address this issue, the association is taking proactive steps. “I'm currently looking for partnership with vocational institution to provide related education to our members in order to qualify them as certified repairers in Malaysia. We also hope that our government will support by granting “grants” to our members,” Teo said.

To better understand the East Malaysian market, he emphasized on four major differences between East Malaysia and Peninsular Malaysia:

Market Size and Vehicle Density

Peninsular Malaysia has a significantly larger population and higher vehicle density, particularly in urban centres like the Klang Valley, Johor Bahru, and Penang.

East Malaysia has lower population density and fewer vehicles per capita. However, vehicle ownership is still essential due to limited public transport, especially in rural and semi-urban areas.

Vehicle Types and Usage Patterns

In East Malaysia, 4x4s, pick-up trucks, and SUVs dominate due to rugged terrain, rural road conditions, and commercial use (e.g., plantations, construction) as commercial vehicles.

After Sales, Repair, and Maintenance Industry

Peninsular Malaysia benefits from a more mature network of workshops, authorized service centres, parts distributors, and technical colleges.

East Malaysia often faces challenges in parts availability, logistics delays, and skilled labour shortages. Workshops may take longer to source OEM parts, and some rely more on reconditioned or parallel-import components. “I sincerely hope that there would be encouragement of preventive maintenance among logistic operators in order to keep everyone safe,” Teo added.

Infrastructure and Accessibility

Peninsular Malaysia has better-developed road infrastructure, making transportation and distribution of auto parts more efficient.

East Malaysia, particularly in interior regions, deals with poor road access, which affects not just vehicle performance but also the supply chain for workshops.





He observed that there is a serious challenges in term of parts availability, logistics delays, and skilled labour shortages in East Malaysia, which make the repair work more expensive. For East Malaysia, he pointed out that they need extra transportation to ship the parts from West Malaysia over to the Island of Borneo.

Addressing Labour Shortage

Technicians and mechanics in Sarawak are mostly experience-based, lacking formal education. "As the President, I can only encourage them to take up vocational recognition training in order to make sure they are well certified. However, we do not have any enforcement in Malaysia yet on this."

In contrast, in China, if you are not certified under the government act, none of the workshops are able to hire technicians or mechanics. This is because China's government is emphasising on safety on every single vehicle under repair.

Hence, his Federation is currently forming a partnership with Sarawak Skills, the provider of Technical and Vocational Education and Training (TVET) supported by Sarawak Government to craft out a suitable training syllabus for the repairers in Sarawak in order to get them certified and recognised.

Sarawak-Level Initiatives and Autonomy

Sarawak, in particular, has pioneered hydrogen adoption through its state-owned company Sarawak Energy and has introduced hydrogen-powered buses in Kuching—the first of their kind in Malaysia. The Sarawak government has invested in a hydrogen production plant and refuelling station in collaboration with global partners.

These developments reflect greater policy flexibility and political will at the state level compared to the federal system in Peninsular Malaysia.



Green Energy Advantage

Sarawak is rich in renewable energy sources, particularly hydropower, which provides a clean and stable grid—ideal for supporting EV infrastructure.

This gives Sarawak a strategic advantage in building a low-emission transport system with cleaner electricity compared to coal-heavy grids elsewhere.

Urban Planning and Public Transport Revamps

Cities like Kuching is actively revamping their public transport systems, making them ideal candidates for deploying BEV or hydrogen trucks. Since these cities are smaller than Klang Valley, pilot programs are easier to manage and scale.

With all the points stated above, Teo strongly believes that Sarawak's development in adoption of Hydrogen / EV trucks and buses would overtake a lot of the cities in Malaysia soon.

Fresh Infrastructure Opportunities

East Malaysia's transport infrastructure is still being expanded. Recently, the completion of the Pan Borneo Highway has made the news. Once having driven on this particular highway, one will understand the significance of the completion of this project. Previously, the road was a single lane carriageway, making it extremely difficult to overtake slower vehicles. It was also dangerous. Talking to Asian Trucker, business owners operating between the cities visited have stated that, thanks to the Pan Borneo Highway, travel times have now been cut in half. This may not sound like much; however, it means that one can reach Bintulu in four hours from Miri instead of driving eight.

Motorhome parks are just one of the many business opportunities that the Pan Borneo Highway will now create. In particular, bus travel between the cities of Sarawak has become much more attractive as the travel times have been shortened, now competing with flights in some cases.

Where Reliability Matters. As Does Having a Dependable Supplier

When it comes to operating a fleet of trucks, reliability is key. With a reputation at stake, those offering tourists a good time exploring Sarawak, operators cannot afford any breakdown or unscheduled downtime. This is where quality spare parts make the difference.

With an even more demanding environment than Peninsular Malaysia, Sarawak's truck operators have good reason to insist on genuine, high-quality spare parts. "Our clients in East Malaysia understand that the anger over a sub-standard part will outlast the joy of having closed a deal on cheap parts," Poh Hong Law, General Manager, Diamond Technique (Dtec) said. According to him, his clientele in East Malaysia value the peace of mind that the products offered by Diamond Technique offer them.

With a considerably sparser service network, parts availability is another issue that transport owners have to be concerned about. Here again, Diamond Technique's promise to the market is to ensure that the spare parts are available when needed and in the right quantity. "Although the Sarawak Roadtour with CAM CO-STAR is a relatively short trip in the huge state of Sarawak, it will give participants a feeling for why spare parts play such an important role," Poh commented further.

Covering a good 1000 Kilometres, this showcase road tour will be giving participants the opportunity to explore the subject of uptime and dependability of vehicles. "Trust in the vehicle is paramount as we cannot afford to have any breakdown happen on this tour, considering the involvement of the participants and authorities," said Stefan Pertz, Editor of Asian Trucker.

Dtec-parts was founded 1996 in Kuala Lumpur with a proven excellent track records in distribution of comprehensive range of automotive spare parts for a wide range of trucks, buses and other commercial vehicles.

Miri: Business Gateway

In Miri, Mr Donald Pang Kang Leung, who is the Sarawak Car Dealer Association's President told Asian Trucker that associations play a vital role in supporting and representing vehicle dealers' interests in discussions with government authorities involving to regulations, taxes or policies. "Representing the whole of Sarawak, the association aims to ensure standard operating procedures and ethical business practices among our members," he said. He too, would like to encourage members to be heavily involved in workshops or training related to sales, after-sales service or changes in automotive laws.



Cross-border Business

With Miri bordering Brunei, there is a lot of cross-border business conducted. Pang sees a lot of opportunities. "Being close to Brunei, Miri can act as logistics hub for the movement of goods and services between the two countries," he said. With the high demand for commercial vehicles, such as trucks and vans, it would be supporting goods transportation, cross-border delivery services and construction material movement. Ultimately, with all these demands, it could boost sales and maintenance for commercial vehicle dealers in Miri.


Regulatory hurdles such as differences in vehicle standards, road tax, insurance and licensing may complicate cross-border fleet operations. Consequently, some businesses operate dual fleets, both Malaysian and Bruneian-registered. This is, however, increasing costs and complexity. Pang welcomed harmonization initiatives under ASEAN agreements, which have helped reduce some of these barriers.

Shift Toward Sustainability

Brunei's interest in green technology is slowly influencing demand for low-emission or electric commercial vehicles in the region. Miri-based suppliers and dealers might thus need to prepare for eco-friendly fleet demands, especially if more sustainable policies come into play in Brunei. In his conclusion, Miri is positioned as a strategic auto-commercial centre in northern Sarawak and a key node in the Brunei-Indonesia-Malaysia-Philippines East ASEAN Growth Area (BIMP-EAGA).

Promotion of Sustainable and Integrated Transport

The Malaysian government is encouraging the use of Electric Vehicle in order to reduce pollution. A policy will be introduced to incentivize industries to transition to transport for transporting goods, thereby decreasing the pollution of the environment. This initiative aligns with the broader goal of promoting sustainable tourism and reducing the environmental impact of transportation.

However, with the increase in tourist arrivals, Sarawakian cities might be facing traffic congestion and pressure on infrastructure where we would need to promote more public transport as well as infrastructure upgrades by the Sarawak Government in order to eliminate the challenges. 



Hatta Impian's Trust in JAC's Trucks

Moving a rather unique product mix, Hatta Impian uses JAC trucks as they offer surprising benefits to this transport owner.

Being a provider of logistics solutions, Hatta Impian will have to address the specific needs of their client by matching them to the best suited vehicles in their fleet. Ler Kok Meng, Manager, Hatta Impian Sdn Bhd, knows how to make the wheels turn as he himself sometimes takes over the driving duties when there is a shortage of drivers. "We move an interesting mix of products: Hancock tyres, white goods and electrical goods of several top brands and alcoholic beverages, in particular cognac."

With nine offices across peninsular Malaysia, Hatta Impian delivers these goods to retail outlets in all states. "Although these products have a high value, the volume does not require us to use 40-foot containers. Hence, the medium duty trucks from JAC are the perfect choice for our operation," Ler told Asian Trucker. Out of a total of around 100 trucks, four are JAC N75. Drivers are very fond of the trucks, attested by Ler saying that there have been no issues with the vehicles. He reminded that commercial vehicles are generally built solidly and that it is the driver that makes the difference when it comes to fuel efficient driving, wear and tear and the overall performance of the trucks.

Making their daily trips between Kuala Lumpur and Penang, the trucks have been running without any major issue for the past five years. In particular, the powerful engine is a feature that Ler and his team highlight. "Interestingly, although the

engine is very powerful, to our surprise, we found it to be very fuel efficient," he stated. As the trucks are on daily runs, this is, of course a very important aspect for the operators. According to Ler, it is this fact that has allowed Hatta Impian to remain competitive while the market is seeing an ever-increasing competition for the kind of clients they serve. In his view, it is not sustainable for some operators that would compete by undercutting freight rates.




Lauding the powertrain, Ler pointed out that these models are from the previous generation of JAC trucks and that he would expect the next batch of JAC trucks to perform even better. Speaking about the performance of the vehicle, Ler stressed that service and maintenance is very important. Although the vehicles are no longer under warranty, he insists that the trucks are serviced in authorised JAC workshops. In his view, the technicians working under the banner of the JAC brand are best suited to handle any issues he is facing with the vehicle. "Spare parts availability, the fact that the people are constantly trained and experts on one brand only, these are all important factors when you opt for a workshop to service your trucks," Ler opined. Underscoring this, he said that he cannot afford risking his reputation by using third party workshops that may not be able to provide the correct service solutions, thus potentially leading to unscheduled downtime.

Having run these JAC trucks for a number of years, Hatta Impian has made very good experiences with them. On the account of any issues faced, Ler said that they had to replace clutches, however, these wear items would be replaced within the expected time frames and mileage. "Again, we stress that it is important to service your vehicles as per the recommended schedule, and to use genuine parts for extended uptime." Staking the company's reputation on the reliability of the JAC trucks, he mentioned that he would recommend the vehicles for any transporter that is moving goods over long distances. With the long wheelbase, powerful engine, they are best suited for such operations, where there is not much manoeuvring needed. **T**



We help to connect your workshop to customers by listing it on our service network locator.

- Free of charge service.
- Email us your service location.

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ASIAN
TRUCKER

HOWO Mixers: consistent and precise concrete delivery

Crucial for infrastructure development, cement mixers are the cornerstone of every development project. The HOWO TX 8x4 Mixer is a trusted workhorse of the industry.



The delivery of concrete to any construction site is a time-critical component of the schedule. If the concrete is delayed, entire projects could be affected, causing the contractor to get penalised. Thus, the dependability of the cement mixer trucks is of utmost importance. Among the product line-up by Sino Mobile and Heavy Equipment Sdn Bhd (SMHE) is the HOWO TX 8x4 Mixer, which addresses the needs of the construction industry perfectly.

To make a compelling argument for their HOWO TX 8x4 Mixer, Khoo Keh Hann, General Manager of Sino Mobile and Heavy Equipment Sdn Bhd said that “The HOWO TX 8x4 Mixer is offered as a Completely Built-Up (CBU) unit. We work closely with reputable OEM partners to ensure that both the chassis and the drum are matched and tested to global standards before arriving in Malaysia.” According to him, this approach ensures build consistency, better quality control, and faster delivery lead times for their customers.

Dependability is Key

Concrete is a very special and interesting cargo to be moved. Concrete is a highly time-sensitive and material-sensitive product, making its transportation a delicate task. Once mixed, concrete begins to set within a short window—typically 90 minutes—requiring continuous agitation to maintain its workability. Temperature fluctuations can accelerate or delay setting, impacting quality. Improper handling during transit may cause segregation of the mix, weakening its structural integrity. Additionally, any deviation in timing, composition, or moisture content can compromise the final result.

Transporting concrete also involves strict compliance with safety and legal regulations, including limits on delivery times and load weight. As such, reliable

logistics, specialised equipment, and trained personnel are essential to ensure the material arrives on-site in optimal condition, ready for immediate use without compromising performance or durability. Should the drum movement stop, and the concrete harden, severe damage can happen to the drum, one of the most expensive components of the mixer truck.

Consequently, the drum hydraulic system and PTO are the components that SMHE pays a lot of attention to. “The drum is powered by a high-efficiency hydraulic system, using PMP reducers, motors, and pumps, which we have found to be reliable and cost-effective compared to other brands we have used in the past. These components are driven by a mechanical Power Take-Off (PTO) system connected directly to the rear of the engine (Rear Engine Power Take-Off / REPTO),” Khoo explained. In the case of the HOWO TX 8x4 Mixer, SMHE decided to use



a configuration without the gearbox for enhanced reliability. Compared to a gearbox-driven PTO, the REPTO offers higher output speed and can maintain hydraulic pressure even at lower engine speeds or idling. This setup ensures the drum rotates reliably under load, even during extended daily operations.

Built Upon a Solid Chassis

With the application of the mixer drum being one of the most dependable in the market, the delivery mechanism itself needs to be reliable and dependable too. Hence, the HOWO-TX chassis used for these missions is engineered for heavy-duty, high-stress applications. "The HOWO Mixer continues to prove its value where it counts most – on site, under load, day in and day out."

It features a robust 8x4 axle configuration, a reinforced 300mm x 90mm x (8+8)mm double-layered frame, and high ground clearance – making it ideal for uneven construction sites. One has to remember that the most stress to the system occurs in the smallest distance of the delivery trips. The frame's torsional rigidity minimises flexing under load, enhancing both drum stability and operator safety.





Tough Conditions

Malaysia presents unique operational challenges – high ambient heat, steep gradients, tight urban and suburban access, bumpy and uneven site terrain, and long operation cycles. However, Khoo is very confident that the vehicle will master all these. Listing all the high-quality features, the HOWO Mixer addresses local conditions with:

- A high-torque MC11 engine that performs well in both stop-go traffic and uphill climbs
- Heavy-duty cooling systems to manage tropical heat
- Steel rollers and flanged supports that keep the drum stable over rough terrain
- Manual hydraulic controls that ensure reliability even in dusty or high-moisture environments

Adapted for better Performance

The HOWO TX 8x4 Mixer boasts several features that make it purpose-

built for demanding mixer operations. When specifying the vehicle from the factory, several design features were taken into consideration to provide a more efficient and effective use of the asset. For instance, the drum is inclined at 12° which enables faster, cleaner discharge with minimal leftover material. In any construction site, the speed of delivery of concrete is a crucial factor and this supports contractors in their work. The spiral blade geometry with an agitator is optimised for both dry and wet concrete mixes, making the HOWO TX 8x4 Mixer even more versatile.

Adding to this are the dual control modes: cabin control and external pole control, which enable operators to manage drum rotation easily during driving and discharge works on site. Typically, mixer trucks are operated by a single driver. S/he will have to be able to manage the discharge system with ease and in a safe manner. Thus, the HOWO TX 8x4 Mixer uses a single-acting hydraulic cylinder, allowing the operator to lift the chute with ease and lower it with a single release.

Additional hydraulic oil heat alarms alert the driver if the oil temperature rises, giving them time to cool the system and prevent damage.

Keeping them Going

Although sturdily designed, with lots of operating hours in mind, eventually, the drums and rotating mechanisms will need to be serviced for peak performance. Khoo emphasised that the company operates a service network to support customers. He said “Sino Mobile and Heavy Equipment operates fully equipped service centres in Shah Alam, Johor Bahru, and

Ipoh. These centres are capable of handling drum hydraulic system repairs, as well as the replacement of drum rollers, chutes, and hoppers. They also provide full maintenance and repair services for the entire truck.”

Sino Mobile and Heavy Equipment operates fully equipped service centres in Shah Alam, Johor Bahru, and Ipoh

Khoo pointed out that while regular service and maintenance, as mandated by SMHE, help ensure high uptime, some unforeseen downtime can still occur. Standing ready is SMHE’s mobile service teams, which are available to provide on-site support minimising downtime and ensuring a quick turnaround for our customers.


Lasting Value, Lasting Joy

With regards to the tough working conditions that construction sites and the Malaysian climate pose, Khoo stressed that the key to lasting profitability is ensuring that the service plan is being followed. He recommends to maintain optimal uptime and preserve long-term value by following these steps:

- Conduct scheduled preventive maintenance, especially for the hydraulic system, cooling system, and drum components
- Perform regular checks on PTO performance, bearing condition, and blade wear
- Use only genuine parts to ensure durability and system compatibility
- Provide operator training on manual controls and key warning signs, such as unusual drum noises or temperature fluctuations

Backed by SMHE’s robust aftersales support, strong parts availability, and technical expertise, the HOWO TX 8x4 Mixer offers a reliable, practical solution tailored for Malaysian contractors and ready-mix operators.

“Ultimately, maintaining uptime is a matter of discipline – both in fleet management practices and in day-to-day operating habits,” he pointed out.

With this in mind, Khoo is confident that this particular model will be an invaluable asset for SMHE’s customers. “The HOWO Mixer is more than just a truck: it is a valuable asset to productivity. It helps reduce pour delays, shortens turnaround times, and lowers total lifecycle costs,” he summarised. 



Tested on Tracks: Why PE Automotive Supports Truck Racing

For over two decades, part of that journey has taken place on the racetrack.

For many, trucks are simply freight vehicles on the road. But for PE Automotive, they represent more. With over 75 years of experience in developing and supplying high-quality spare parts for commercial vehicles, PE's commitment to performance and reliability goes far beyond everyday logistics. Just Peters Engineering – PE.

More than 20 years ago, this dedication took a new turn – onto the racetrack. Since 2016, PE has proudly supported the European racing team T Sport Bernau as a technical sponsor. The goal? To demonstrate that PE components don't just perform in everyday use – they prove their strength under the most extreme conditions.

A 5.3-Ton Power Machine as Testing Ground

The T Sport Bernau Race Truck is a custom-built machine with a singular purpose: compete at the highest level. Weighing in at 5.3 tons, delivering over 1 100 horsepower, and electronically limited to 160 km/h, this truck is a moving proof of engineering excellence. While the engine remains stock from the manufacturer, the rest is the team's own construction – designed for durability, power, and precision.

Inside, you'll find components that reflect PE's global brand promise: robust quality, precision engineering, and dependable performance. Whether it's the steering, suspension, or braking systems – the same core components that support fleets worldwide are tested here at their limits.

PE parts deliver maximum performance, even at the edge.



47 PE parts are installed in the race truck – only a selection is highlighted here.

From Racetrack to Road: A Feedback Loop That Drives Innovation

So why does a commercial vehicle parts manufacturer get involved in truck racing? Because PE sees the racetrack as a real-world testing lab. Every round offers data. Every race pushes parts beyond ordinary use. These insights directly feed into the continuous improvement of PE products, particularly at its development centre in Wuppertal, Germany.

Quality assurance at PE isn't just a checklist – it's a high-speed reality check, done in partnership with one of Europe's most respected race teams.


Building More Than Performance: Community, Trust and Emotion

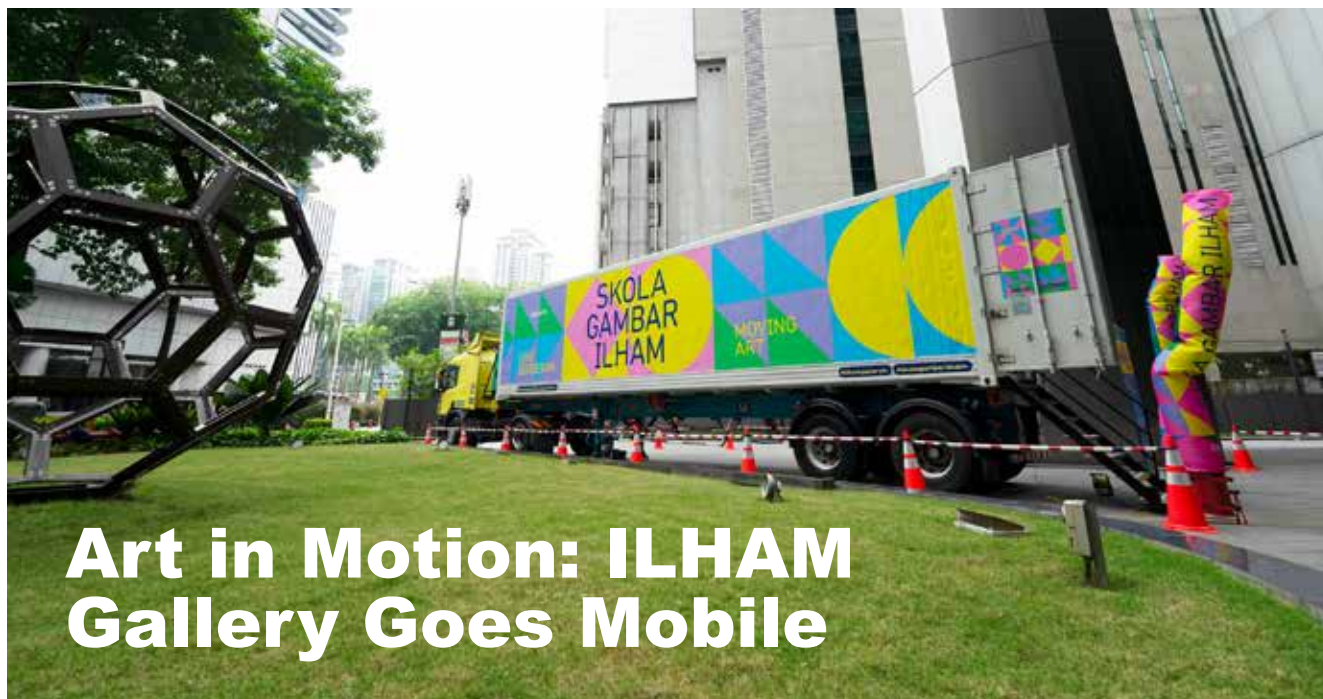
Truck racing isn't just about speed. For PE, it's also about connection. At every racing event, the pit lane becomes a place where technology meets people – whether customers, partners, fans, or employees. It's a stage where the brand becomes tangible and the shared enthusiasm for commercial vehicles is touchable.

What makes PE's involvement unique is the spirit behind it: A deep-rooted passion for trucks, engineering, and honest collaboration. These values are reflected not just in the results on the track, but in every conversation and handshake behind the scenes.

From Europe to Asia: A Shared Passion for Trucks

While truck racing has a long-standing tradition in Europe, its energy and appeal are increasingly being noticed across Asia. With this article, PE extends a message of enthusiasm to the Asian commercial vehicle community: Truck racing is more than motorsport – it's a proving ground, a platform, and a passion.

As markets grow closer and innovation becomes global, PE believes in building bridges – between continents, companies, and people – all united by one thing: a love for trucks. 



Art in Motion: ILHAM Gallery Goes Mobile

How one climate-controlled truck is transporting more than cargo: it's carrying culture.

To mark its 10th anniversary, ILHAM Gallery is taking contemporary art on the road in a bold and imaginative way. The Kuala Lumpur-based institution has transformed a climate-controlled truck into a mobile gallery, bringing visual art directly into neighbourhoods.

Named SKOLA GAMBAR ILHAM, this travelling gallery was created to reach communities that may not normally visit museums. The current exhibition, *Ceritalah*, features works by 12 Malaysian artists including Kide Baharudin, Anisa Abdullah, Pangrok Sulap and Sharon Chin. Their pieces span painting, collage, photography and video, offering a glimpse into everyday Malaysian life.

But this is more than just an art display. Each stop offers workshops, educational activities, and interactive sessions, especially aimed at engaging young people in lower-income areas.

"Over the years, we've welcomed more visitors to ILHAM, which has been wonderful. Now we want to go further, to reach people where they are," said Rahel Joseph, Gallery Director of ILHAM. "We believe arts education encourages creativity and critical thinking. But most galleries are in the city centre. We want to close that gap

by bringing the experience to those who may never get the chance to visit." For readers of *Asian Trucker*, this initiative reveals an unexpected role for commercial vehicles. The truck, a Scania P380, has been repurposed into a sleek, secure space that carries not only artworks, but culture and community connection.

The container was customised by Success Cabin & Container, a specialist in repurposing decommissioned containers. Unlike typical conversions, this project required museum-level conditions. A high-cube reefer container was chosen for its insulation, and while its original chiller unit was removed for safety, two air conditioners and a standalone dehumidifier now regulate the climate. A thermo-hygrostat data logger monitors temperature and humidity, while an onboard 4G LTE antenna powers remote climate control and CCTV.


Artwork frames were specially designed to absorb shocks during transit, as Malaysia's road conditions can be rough. Yet the space remains visually inviting and fully functional as a gallery.

One major challenge has been manoeuvring the 40-foot trailer into dense urban flats and low-income housing areas. Roads are often narrow and packed with cars. ILHAM works with city councils and residents'

groups to clear parking and ensure access. Their driver, Rizal Baharuddin, navigates these tight spaces with expert care.

The public response has been encouraging. Visitors return with friends and family, and children have embraced the workshops and learning tools. The experience is often their first real encounter with contemporary art.

The project is currently self-funded. ILHAM is now seeking sponsors to help take the exhibition further, especially to rural and underserved communities in Sabah, Sarawak and beyond.

The first leg of the tour runs through July and August 2025 across Klang Valley. From there, the gallery will continue its journey, bringing art, stories and opportunity wherever it goes. 





Tesla Semi

Tesla, Inc. is an American electric vehicle and clean energy company founded in 2003. Elon Musk joined the company in 2004 as an investor and later became CEO. Tesla designs and manufactures electric vehicles, energy storage systems, solar products, and charging infrastructure to accelerate the world's transition to sustainable energy. Tesla produces vehicles including the passenger cars Model S, Model 3, Model X, Model Y, and a truck, the Tesla Semi.

Meet the Tesla Semi

The Tesla Semi is a battery-electric Class 8 truck designed for long-haul freight transport. It was first revealed in 2017, with initial deliveries starting in December 2022. The Semi is designed to offer high efficiency and lower operating costs compared to traditional diesel trucks.

Performance on the Road

- The Tesla Semi has a range of up to 500 miles (approximately 800 kilometers) on a single charge, depending on the variant.
- It is powered by three independent electric motors, which provide high performance and efficiency.
- The Semi can accelerate from 0 to 60 miles per hour in about 20 seconds when fully loaded.
- Tesla claims the Semi uses less than two kilowatt-hours of energy per mile, which can reduce operating costs compared to diesel trucks.

Powering Up

The Tesla Semi is compatible with Tesla's proprietary Megacharger network. These DC fast chargers can add up to 70 percent of the Semi's range in around 30 minutes. Tesla is actively working to expand the Megacharger network to support fleet charging at depots and logistics hubs.

Inside the Semi

The Tesla Semi features a centre-mounted driver's seat, providing improved visibility and control. The cab includes two touchscreens for vehicle data and navigation, and it is spacious enough for the driver to stand upright.





Onboard Safety

The Tesla Semi includes active safety systems such as:


- Automatic emergency braking
- Traction and stability control
- Jackknife prevention

It also receives over-the-air software updates to ensure safety and performance features are kept up to date.

Making and Moving

Tesla delivered the first production Semis to PepsiCo in December 2022. The company is scaling production capacity at its Nevada Gigafactory, aiming for an annual production rate of 50 000 units by 2026.

Powering the Future

The Tesla Semi offers a fully electric alternative to diesel trucks, with its extended range, rapid charging capabilities, and advanced safety features. It aims to lower operating costs and reduce emissions for companies adopting electric freight transport. 



Forward Thinking: Kian Chue Hwa Expands Into Workshops



Gathering on the 21st of July, the industry witnessed the opening of a new chapter for Kian Chue Hwa (Industries) Pte Ltd (following as KCH). With the completion of the take-over of ZF's workshop, located in 11 Tuas Drive 1, the company enters into a new era of growth through diversification and integration. Speaking exclusively to Asian Trucker was Mr Ivan K H Lin, Managing Director, Kian Chue Hwa (Industries) Pte Ltd to explain the reasoning behind the acquisition of the business unit and the plans for immediate future.

"In order to understand this move, we need to look at our 50-year history in the business. Since starting the business, we have been moving boxes, been a traditional distributor and dealer of spare parts. We believe that we have peaked in our growth doing so and we now need to find new ways to both, sustain and grow," Lin said. Management of KCH asked if there is this any more value if they continue to just buy and sell. In their evaluation they found that prices are becoming very transparent, while all the customers know who the suppliers are. Also, all the suppliers know who the customers are.

Looking at their parent company, Kian Ann Group, KCH modelled their next move after what has already been a success story for the holding: vertical expansion. While Kian Ann Group has been moving forward with the acquisition of brands in manufacturing, KCH would be taking the same approach but with a different direction. According to Lin, KCH will henceforth pursue opportunities in services and engineering. "Going into engineering, allows us to get closer to the customers." Being a new area of expertise, Lin admitted that there are a number of areas where the business would have to learn the ropes again.

Officially the first such take over, the workshop used to be a ZF operation. It was ZF's headquarters for the whole Southeast Asia. "And we have the opportunity to actually take over this premise, plus their local workshop service business, and the staff that has been working here," Lin stated. In the months to follow, other offices in the region will follow suit, with KCH Thailand partner AAC- Automotive Asiatic (Thailand) Co, Ltd to be the next in line.

"Going into engineering allows us to get closer to the customers."

Those familiar with the workshop will know that it is fully equipped and best suited to deal with drive trains of Diesel-powered vehicles. In view of the EV disruption, KCH has taken this deliberate step despite the new technology pushing into the



limelight. Lin and his team have carefully analysed the situation and acknowledge that there will still be a need for the kind of service they can now offer for a long time. "For instance, what are the chances that the military trucks will get replaced by electric ones? What are the chances that some off-road construction vehicles will be replaced with BEV?" he asked. Beyond that, the ZF portfolios also comprise a lot of components and parts that are needed no matter what the drive train technology is. At the moment, there is also still a debate about future commercial vehicles being fully electric, hybrid or hydrogen-powered.

Lin is confident in the partnership to be working out. KCH and ZF have been partners for the last 30 or even 40

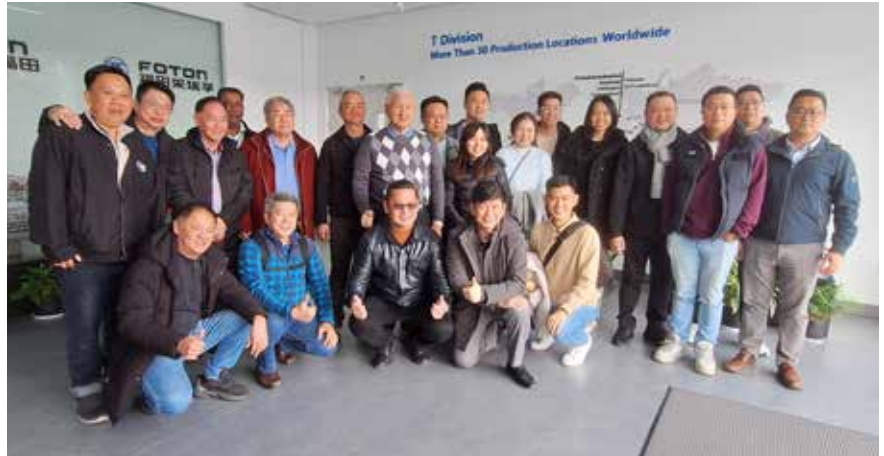
years. "Even when I asked my father, he cannot remember when the partnership started." According to the founder, this happened in the 80s. For Lin, the key to success is having a good brand, good partners, good market leaders as a partner. Then let's see how we proceed from there.

Having bought over this business, KCH learnt. It was then that they realised that is there a possibility to go beyond ZF transmission. Going to offer a wider range of services, beyond ZF's axles, one has to look at the whole ZF portfolio. Within it, there are five or six market-leading brands. For example, WABCO offers a lot of safety-related parts, which KCH could be integrating into their offering. It is this approach that is now opening up opportunities for growth within this expansion itself.

Kenneth Tang Teck Wei, Head of ZF Aftermarket, ASEAN & Taiwan, who was present at the event, commented that ZF Aftermarket is strengthening its presence across ASEAN. The brand is enhancing parts availability, service capabilities, and support through a growing workshop network in collaboration with trusted partners. This strategy allows us to maximize the mobility uptime, remain close to our customers, and deliver high-quality support to the mobility market.

"In Singapore, our partnership with Kian Chue Hwa Industries plays a vital role in supporting the market, and especially the local mobility ecosystem. Through this collaboration, we are better positioned to ensure consistent service uptime and transfer essential technical know-how to the local industry and building the service readiness for the market," he said.

Stemming from there, KCH will project its expertise into other drive train technologies, closing the circle. Electric vehicles will also require a trusted workshop to handle safety-related components, suspension and other part. Looking at the knowledge already within the group, Lin also suggested that KCH could offer engine overhauls for ICE, as what their Malaysian counterpart



Allegiance Malaysia offers. "Again, we apply concepts that we know have worked. If you look at Allegiance Malaysia a decade ago, they were a general workshop. Today they are acquiring competency. They become more and more of a specialist, up to the point where they can repair ECUs."

Fleet customers depend on certain partners. Everything cannot be done without a proficient partner or market leading partners to transfer the knowledge and the know-how. Therefore, KCH will be feeding on each other, feed on their subsidiary development while feeding on its own strength and feeding on their partner's strength. That this is working is evident in the fact that Allegiance Malaysia is one of the ZF Pro service outlets in Malaysia. "We still conform to the standards. And this is the commitment that we give to our customers as well. 100 percent of the parts is coming from ZF."

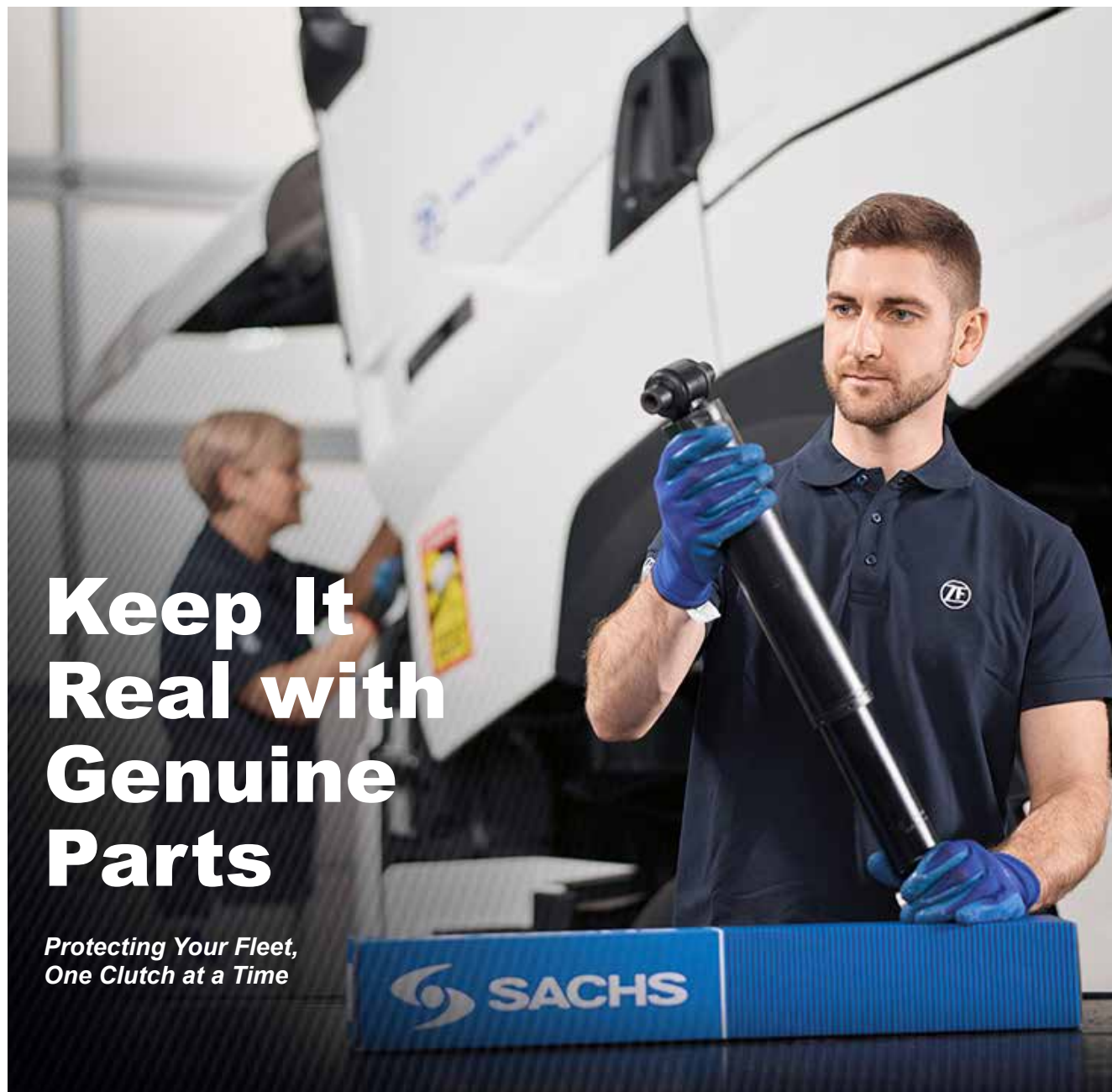
Expertise rests in the hands of qualified staff. With the takeover, customers will not only have a familiar location to bring their vehicles to, but they will also be dealing with the same people they are used to. Lin explained that the acquisition of ZF's workshop business was only possible with the condition that existing staff would stay on under the new leadership. "Of course, this was not an easy task for us to inject ourselves. As this is a totally new business for us, we had to learn it too. We didn't speak the language, had no idea about the processes and procedures." As a first step, Lin and his colleagues would make it a point to be in the office early and spend some time every morning with one member of staff.

***And this is the commitment that we give to our customers as well.
100 percent of the parts is coming from ZF.***

In the meantime, a professional workshop manager with a wealth of experience has been added to the staff roster to bridge between the two segments of the business. Additionally, KCH has engaged ZF's experts to work alongside them. Staff on exchange is going to aide KCH in transferring not only skills and knowledge, but also business culture. If possible, KCH would want to retain the feeling, the working culture of ZF, even though it is a local, separate business.

The event, held on this auspicious day had a purpose. KCH's message is that they are part of a transformation ZF is undergoing in order to be future ready. The reason why this transformation is happening is because the market is transforming. At the official opening of the KCH workshop, this was the message that Lin wanted to pass on to the partners gathered for the occasion.

In line with this approach, Lin also reflected on the visit to ZF in Shanghai in connection with he Automechanika Shanghai 2024. Having taken key customers to the event and to the ZF facilities in China, Lin's intention was to open eyes to this market transformation. Today, a ZF product is a quality product, regardless of where it has been produced. "It would be foolish to think that modern China production sites are incapable to meet the high standards of their European parent companies." Said market transformation is the driving force behind KCH's own transformation. **F**



Keep It Real with Genuine Parts

*Protecting Your Fleet,
One Clutch at a Time*

The lure of lower operating cost through the use of cheaper parts is omnipresent. As a recurring theme, OEM manufacturers point out that oftentimes, an offer can be too good to be true, as the parts and components may be counterfeit and therefore of inferior quality.

One such provider is ZF Aftermarket with its SACHS brand. SACHS genuine parts offer best-in-class durability, safety and reliability. Only fit the best. Standing for high performance and reliability, SACHS products are manufactured from high-quality materials. That is why numerous well-known automotive manufacturers equip their vehicles with SACHS' state-of-the-art products. And why, every year, millions of new vehicles equipped with SACHS genuine parts roll off the production line. SACHS lets operators choose the highest safety, longest product lifetime and highest performance. Their clutches and dampers are individually developed as OEM to use in their vehicles, perfectly fitting to the specific vehicle characteristics.

Enhanced Safety and Driving Comfort

As well as new vehicles, SACHS applies its OE expertise to spare parts production. That is why SACHS aftermarket shock absorbers and clutches are always state-

of-the-art for a safer, more comfortable drive. No matter what challenges the road presents, the chassis performance and dynamics of SACHS parts ensure perfect road grip and cornering.

Look Out for Counterfeit Parts

As Marco Neubold, Head of ZF Industrial Aftermarket, said, "The resemblance of counterfeit parts to genuine ones is often misleading, concealing the potential risks related to safety and economic impact." That's why we only fit genuine ZF parts.

Know The Risks of Non-Genuine Parts
Quality and reliability: Non-genuine parts may not meet the same standards



SACHS ConAct – Automated Clutch Actuation

With more than five million units produced since 2005, the SACHS ConAct system reduces stress on the driver, improves handling and integrates with electropneumatic driveline management. It eliminates hydraulics and keeps wear low. ConAct works in harmony with SACHS clutches to ensure comfort and long-lasting performance.

As stated in ZF's official ConAct product description, the system "ensures maximum ease of operation with particularly low wear" and "reduces maintenance costs"—reflecting ZF's focus on comfort, performance, and reliability.

as original equipment. They may be made from inferior materials or lack the precision required. Reduced reliability can lead to breakdowns, safety hazards and costly repairs.

- Compatibility issues: Non-genuine parts might not fit perfectly. This can cause malfunctioning systems or damage.
- Safety concerns: Inferior clutches, for example, can lead to clutch slippage and loss of control during driving.
- Voided warranty: Installing non-genuine parts can void warranty coverage.
- Shortened lifespan: These parts often wear out faster, leading to frequent replacements.

SACHS Clutches for Commercial Vehicles

SACHS clutches are tailored to specific requirements of vehicle manufacturers. The result is optimised performance. With a 3-year warranty, these clutches are tested to meet or exceed OE standards. A wide range of clutch solutions is available to suit workshop needs. Best-in-class facings protect the flywheel surface, reducing wear and increasing service life. Over 170 million SACHS clutches have been sold globally.




Risks Of Non-Genuine Clutches

The issue with non-genuine clutches is similar to the one described earlier: the oftentimes substandard materials used, and workmanship applied leads to premature component failures. This too, can pose a safety risk. The specific issues plaguing non-genuine clutches are:

- Lower performance and efficiency: Non-genuine clutches may reduce acceleration and gear responsiveness.
- Faster wear and breakdown: Poor materials wear faster, requiring frequent replacements.
- Inconsistent functionality: Shifting may become rough, affecting drivability.
- Safety risks: A failing clutch can cause sudden loss of power.
- Damage to components: Poor fitment may damage the flywheel or pressure plate.

Legal Liability

Beyond the hassle with unscheduled downtime and costly repairs, there are legal implications transport owners should consider when choosing their spare parts. Workshops may be held responsible should a part fail, even if the customer supplied it (Many workshops may not even accept customer-supplied parts, not knowing of the quality and source). If the manufacturer or origin cannot be identified, the law may treat the workshop as the manufacturer. The advice from ZF Aftermarket is to reduce risk, always use genuine parts from reliable sources. 



Tramigo: Powering the Logistics Revolution with Mission Critical Solutions

With people and vehicles moving about yards, transport owners need to be concerned about safety risks. This system can be their AI-based assistant safety officer.

In a world where mobility defines progress, one company has quietly revolutionised how we track, manage, and connect with our vehicles—Tramigo. Founded in 2002 and headquartered in Finland, Tramigo has grown from a bold startup into a global leader in vehicle tracking, fleet management, and IoT connectivity solutions.

What sets Tramigo apart is its unwavering commitment to innovation and its deep understanding of emerging markets. From the bustling streets of Southeast Asia to the expansive highways of Sub-Saharan Africa, Tramigo has embedded itself in the heart of regions where mission critical solutions are not just a luxury—they're a necessity.

A Technology Partner for the Logistics Industry

Tramigo's solutions are designed with logistics operators in mind. Whether managing a fleet of delivery vans in urban centers or coordinating long-haul trucks across borders, Tramigo's technology ensures real-time visibility, security, and operational control.

At the heart of Tramigo's offering is its T-Series hardware, including the rugged TF220 and the latest T25 Fleet eSIM. These devices are engineered to withstand harsh environments and provide features like:

- Remote immobilisation to prevent unauthorized use
- Tamper alerts for enhanced security
- Multi-voltage support for compatibility across vehicle types
- Multi-sensor ability on BLE Technology for CANbus, Fuel Management & Temperature Tracking

Smart Software for Smarter Decisions

Tramigo's fleet management platforms—TramigoCloud and TramigoApp—offer logistics managers a powerful dashboard to monitor vehicle locations, driver

behavior, fuel usage, and maintenance schedules. The system supports custom alerts, geofencing, and automated reporting, helping companies reduce downtime and improve delivery accuracy.

For enterprise clients, Tramigo also offers self-hosted server solutions, giving full control over data privacy and system customisation—an essential feature for government contractors and large logistics firms.

Seamless Global Connectivity

One of Tramigo's most innovative features is its eSIM technology, which provides multi-network coverage across borders to all its solutions. This ensures uninterrupted tracking and communication, even in remote or rural areas. Logistics companies benefit from reduced roaming costs and improved service reliability, especially when operating across regions like Southeast Asia, Africa, or Latin America.

Enhanced Safety with AI Dashcam Integration

In response to growing demands for driver safety and incident accountability, Tramigo has introduced

its AI Dashcam—a powerful addition to its fleet management ecosystem. This smart camera system uses artificial intelligence to monitor road conditions, detect risky driving behavior, and automatically record incidents such as harsh braking, collisions, or lane departures.

The AI Dashcam is fully integrated with TramigoCloud, allowing fleet managers to:

- Review video footage in real time or on demand
- Receive alerts for distracted or aggressive driving
- Analyse driver behavior to improve training and reduce accidents
- Provide evidence in case of insurance claims or disputes

Mission-Critical Operations and Push-To-Talk (PTT)

In high-stakes logistics environments, Tramigo supports mission-critical operations with ultra-reliable tracking, secure communication, and real-time coordination. Whether managing emergency deliveries, sensitive cargo, or government fleets, Tramigo's technology ensures uninterrupted service and operational integrity.

A key feature enabling this capability is Tramigo's Push-To-Talk (PTT) system. Integrated into the fleet management ecosystem, PTT allows instant voice communication between drivers and dispatchers, enhancing coordination and response times. This is especially valuable in:

- Emergency response situations
- Driver safety and incident reporting
- Real-time route adjustments and instructions

With encrypted channels and seamless integration into TramigoCloud, PTT ensures that logistics teams stay connected, informed, and agile—even in the most demanding conditions.

Enhanced Safety with AI Dashcam Integration

In response to growing demands for driver safety and incident accountability, Tramigo has introduced its AI Dashcam—a powerful addition to its fleet management ecosystem. This smart camera system uses Artificial Intelligence to monitor road conditions, detect risky driving behaviour (i.e smoking, fatigues, distractions etc) and automatically record incidents such as pre-collision, harsh braking, collisions, or dangerous lane departures.



The AI Dashcam is fully integrated with TramigoCloud, allowing fleet managers to:

- Review video footage in real time or on demand
- Receive alerts for distracted or aggressive driving
- Analyse driver behavior to improve training and reduce accidents
- Provide evidence in case of insurance claims or disputes

For logistics companies, this means greater transparency, fewer liabilities, and a safer working environment for drivers. Combined with Tramigo's tracking and immobilisation features, the AI Dashcam completes a comprehensive safety and security suite tailored for modern fleet operations.

Real-World Impact

Tramigo's technology has been deployed by logistics firms to:

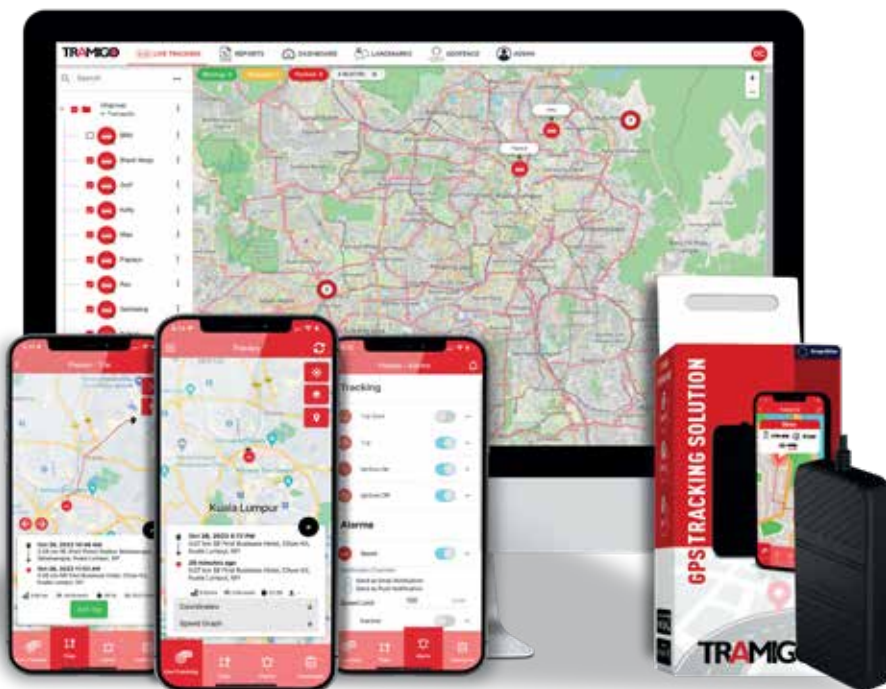
- Secure high-value cargo in transit
- Optimise delivery routes using real-time traffic data
- Monitor driver safety and reduce accident risks
- Ensure compliance with regulatory requirements

In one notable case, a logistics company in East Africa reduced fuel theft incidents by 40 percent after implementing Tramigo's remote immobilisation and geofencing features. Another firm in Southeast Asia improved delivery times by 25 percent through route optimisation powered by TramigoCloud analytics.

Looking Ahead

As logistics continues to evolve with automation, electrification, and AI, Tramigo is positioning itself as a future-ready partner. With ongoing R&D in AI-powered fleet solutions, analytics, predictive maintenance, and smart city integration, Tramigo is not just responding to industry trends—it's shaping them.

For logistics operators seeking a reliable, scalable, and intelligent mobility solution, Tramigo offers more than just technology—it offers peace of mind. **T**





Truck Efficiency Run Powered by KRONE

New competition proves: while technology sets the stage, it's the driver who makes the difference.

By: Gianenrico Griffini



The first Truck Efficiency Run powered by KRONE made its debut at the International ADAC Truck-Grand-Prix at the Nürburgring. Organised by ADAC Mittelrhein and ETRA Promotion, the event brought together drivers from across Europe for a unique challenge on the legendary Nordschleife.

Competing in three categories - Diesel, LNG, and Electric - the drivers set out to achieve the most efficient lap under real-world conditions. As well as showcasing different drive technologies, the event demonstrated the significant influence that drivers' skill, strategy and composure under pressure have on a truck's efficiency on the road.


It was an opportunity for the drivers to step outside their daily routine and take on a completely new challenge. Competing under pressure, on a demanding track, and in front of an audience was unfamiliar territory - and this experience alone provided valuable insights. The pressure, nerves, and spotlight all played a role in shaping the different results, but every participant took on the challenge with professionalism and commitment, making the first Truck Efficiency Run a memorable experience for all involved.

"The Truck Efficiency Run powered by KRONE puts the driver in the spotlight, showing how much driver skill, strategy, and precision are needed to optimise fuel consumption and unlock a truck's full efficiency," said Georg Fuchs, Managing Director of ETRA. "The Nordschleife was the perfect place for this unique challenge, and the results confirm that the driver truly makes the difference."

Beyond the strong results, the positive response from the drivers showed how much the event resonated with them: they welcomed the challenge and are keen to return: "Thank you for the fantastic weekend," said Dominik Kabelitz from Koch

International, who finished second in the Electric class. "The organisation and execution were excellent, and the whole event left a great impression. I'd be happy to participate again."

After the competition, participants also had the chance to experience the International ADAC Truck-Grand-Prix, enjoying the racing action, the unique atmosphere, and the community that makes this event a highlight of the season.

The Truck Efficiency Run 2025 achieved more than crowning champions: it proved itself as a concept that matters, sparking new conversations, and emphasising the vital role of drivers in efficient and sustainable transport. With strong feedback and growing interest, the stage is set for even more to come. 





Leadership on the Move: MAN Malaysia's New MD Brings Vision for Growth and Innovation

Newly-appointed Managing Director for MAN Truck & Bus (M) Sdn Bhd (MAN Malaysia) Marc Appelt has a simple message for all current and future customers of the illustrious German heavy commercial vehicle brand. "If you are playing the long game, MAN is the reliable partner for you. We have the right products and set-up to support and grow with your business," said the 1.91 meter-tall Appelt, who hails from the historic salt-mining town of Lüneburg in northern Germany.

The Economics graduate has spent the past 20 years at MAN and brings with him a wealth of experience in revamping workshop operations and enhancing productivity. As a member of the Commercial Board at MAN, he was in charge of driving sales and commercial activities all over the world. His stint as Finance Director based in MAN's Bangkok office back in 2012 and 2013 meant that he is familiar with the market and culture in the ASEAN region, having visited Kuala Lumpur regularly when the Malaysian operations were still in Rawang. His last position was as Head of Human Resources for Sales and Marketing based at the headquarters in Munich.

"My predecessor has done an amazing job in building a skilled, experienced and motivated team that is consistently delivering quality aftersales service and uptime demanded by customers. The current MAN set-up and network is extremely professional, which makes my task of growing the business easier," he said. Appelt's immediate priority is to expand the MAN network with new dealerships across the country in his mission to make MAN the preferred brand for fleet owners. In particular, Appelt likes fire fighting trucks. He told Asian Trucker that in Europe, this business segment is quite a big business for MAN. "When I was living in my hometown, I was in what is called Freiwillige Feuerwehr, the fire brigade made up of volunteers."

"As the first heavy truck with Euro V engines as standard in Malaysia, we have the most experience in helping transporters achieve fuel efficiency, reduce emissions and lower total cost of ownership (TCO). Our Euro V MAN Trucks are proven

and reliable solutions, having been operating here in real-world conditions since 2021. Currently, we also have a very strong and growing order book for our Euro V MAN Coach Chassis. I am convinced that MAN will capture a large share of the growing bus-coach segment in Malaysia," said Appelt, who stressed that MAN was not just selling a truck or bus but offering itself as a reliable partner to players in the transport sector.

Looking at the competitive landscape, Appelt noted that Malaysia is home to many brands, many of which are of Asian origin. In his view, there is room for either end of the spectrum of the supply: the new entrants with what could be described as product-only strategy or the approach of MAN with a rounded out offer, comprising of hardware and comprehensive services. "We are about to roll out even more support tools to enable our clients to achieve their best TCO." Highlighting the long-standing history of the MAN brand in Malaysia, he pointed out that clients can depend on a service network with complete coverage and competent staff, having decades of experience. "As a global trend, we see fleet sizes increasing. Modern fleet managers will need both, competent partners by their side as well as tools to manage their fleets in an environment that continues to be more and more competitive. Just offering a truck is not what most of our clients need or want from us."

Meanwhile, Appelt will start traversing up and down the country to personally get to know loyal customers in the steadily growing MAN family. **T**





Invigilo AI Looks out for Safety in Transport Yards

With people and vehicles moving about yards, transport owners need to be concerned about safety risks. This system can be their AI-based assistant safety officer.



Most often, when talking about safety around trucks, it is implied that it is the actual drive, on highways, trunk roads or in the city. However, when trucks move within their yards to be loaded, serviced or during shunting, there are risks to the health and safety of staff present around the vehicles. Safety vests or helmets may not be worn; people may simply trip and fall, thus being at risk of being injured. A yard may also be too large for the safety officer to have an eye on the entire plot at all times. This is where Invigilo's AI-backed solution comes in.

At the heart of the system are cameras, placed across the yard to cover every square metre of the space. AI video analytics for workplace safety empower high-risk worksites to prevent incidents before they happen by detecting unsafe actions and conditions in real time. Invigilo AI powers such a 24/7 camera network that delivers total surveillance with zero blind spots across an entire site.

"We understand ourselves as a safety company, not a tech company," Goh Jean An, Business Management and Partnerships Manager, Invigilo, told Asian Trucker. There are several advantages to using technology to support yard safety. Firstly, Invigilo's camera system can be used to cover the entire yard space. Secondly, it works 24/7, with no rest needed. Additionally, the system is active everywhere at all times. Also, it is in real time, which means accidents can be prevented, rather than be reviewed after they have happened. "Imagine the safety officer being at point A and something happens at point B, which could be far away, out of sight of the officer. Our system would detect any safety risks no matter where they occur."

Invigilo works in all sizes of spaces. Goh explained that they have installed as few as one camera to as many as 100 in one client location. The installation will take around two weeks as a server needs to be installed on site, cameras installed, and the system be set up in accordance with the requirements of the individual customer. Although Goh would point out that the cost of a life cannot be quantified and that the prevention of one accident may already pay for the system, customers need to be prepared to invest around 30 000 SGD for a typical set-up. Goh pointed out that there are other ways of securing personnel, however, the use of wearable tech, such as smart helmets, may pose constraints and could potentially be more expensive as there are several items needed to ensure the safety per person.

To get started on the journey of using AI-backed safety systems, Goh recommends that the safety officer gets involved early on and in depth. “We have to understand that the AI is to support the safety officer, not to replace it and therefore, the involvement of the person in charge is crucial.” Typically, the areas where Invigilo’s AI is most useful are:

PPE Non-compliance

Lack of proper PPE is automatically detected in real time, with versatile and bespoke configurations for different settings (hard hats and reflective vests for outside work, suits and masks for inside work).

Proximity to Energised Machinery

Our intelligent models can differentiate between energized and unenergized machinery to accurately detect dangerous proximity of personnel and workers to such machinery.



Line of Fire

Persons under a suspended load can be detected in real time for safety purposes, with added smart AI capabilities such as distinguishing relevant lifting personnel so as to prevent false alerts. Think loading containers with a stacker or sidelifter.

Missing Barricades

Falling hazards (at heights or on the ground) that require missing barricades can be detected instantaneously and intelligently by our AI.


Intrusion Zones

Intrusion zones can be intuitively drawn and configured by users, to allow instant detections of personnel in dangerous red-zones not meant for human traffic or have restricted access. Yards and workshops often feature marked walkways which can be treated like geofenced areas.

Work at Heights

Novel AI-driven height safety system detects the absence of safety harnesses and verifies their secure attachment to railings. As an example, in workshops where BEV vehicles are worked on, having their batteries installed on top of the vehicle, this would be an applicable scenario.

There are certain limitations, for instance, smoke is still an area where the system may not be able to distinguish between an unsafe and an intended situation. “For instance, we cannot detect cigarette smoke as it is too thin. Meanwhile, when welding, our AI may pick this up as a fire, triggering an alarm.”

From experience, Goh also knows that the input from their system needs to be applied correctly. Whenever there has been an incident, the staff needs to be trained, and the safety violation addressed and rectified. In case the system detects a safety violation, action needs to be taken to ensure that it will not occur again. In Goh’s view, this is the most important aspect. What may be seen as a surveillance tool will almost certainly be appreciated by staff within a short period of time when installed in a freight yard. “We have seen this before that people were afraid that they will be monitored unnecessarily, however, they quickly learn to appreciate the system.” Invigilo’s teams around the world hope that more businesses adopt their technology as they aim to get people back home from their job safely, no matter where they work. 



Tyre Longevity Unpacked: Standards, Physics, and Retread Excellence

Where Standards, Science & Strategy Collide

Modern tyres are marvels of structural engineering and compound chemistry, yet their real-world fate is decided by three intertwined forces: international standards, thermodynamic physics, and the art of retreading. When these pillars align, a casing can survive not just one service life but several, delivering unmatched value and safety. This article explores each pillar in turn, distilling decades of research and field practice into the essentials you need to keep fleets rolling profitably - and sustainably.

Part I - Standards: The Architectural Blueprint of a Tyre

Global Rulebooks

At the core of tyre performance lies a network of international standards that define everything from structural classification to operational limitations. ISO 4223-1:2017 sets the foundation, defining tyre classes, load and speed indices, inflation requirements, and retreading terminologies. Regulations like UNECE Vehicle Regulations and the EU Directive 96/53/EC further govern axle weight limits and vehicle dimensions, ensuring road safety and structural integrity. Countries like Malaysia mirror these with localised frameworks such as MS 1394 and MS 224 - both aligned with UNECE R109 for retreaded tyres.

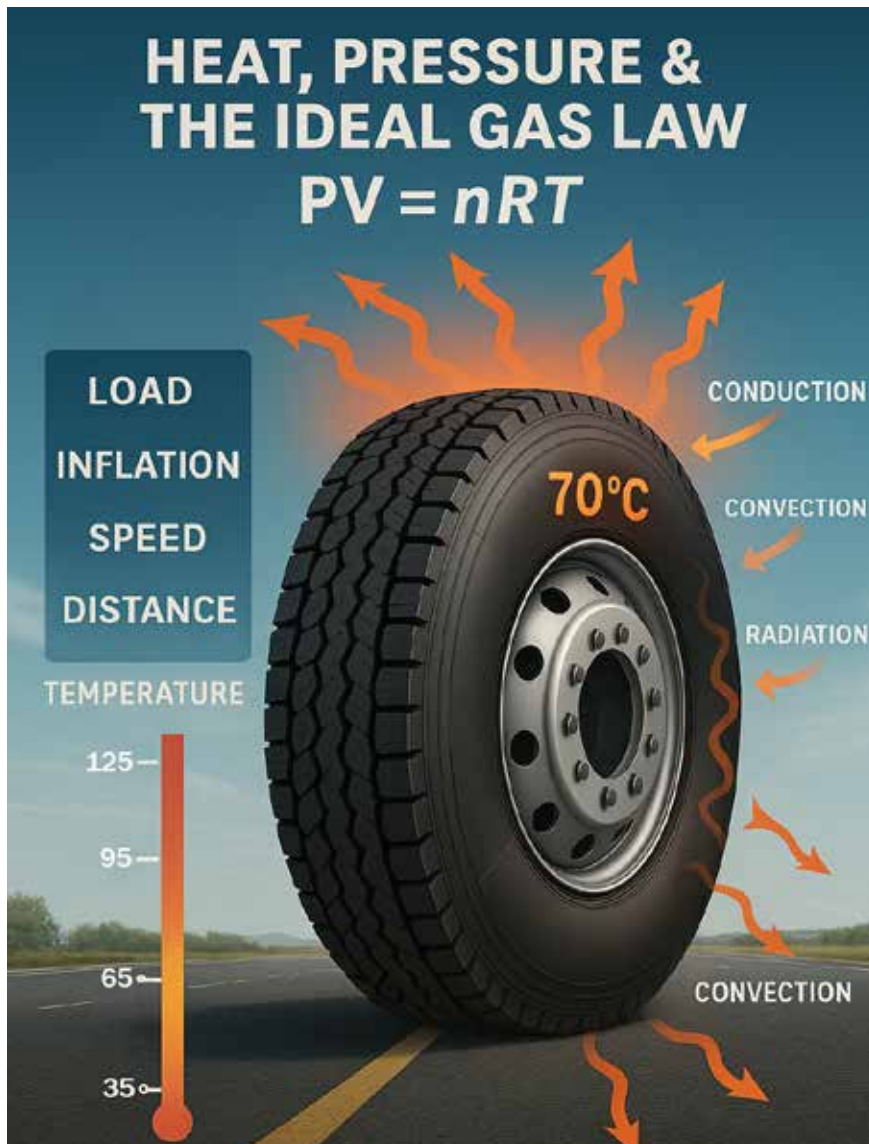
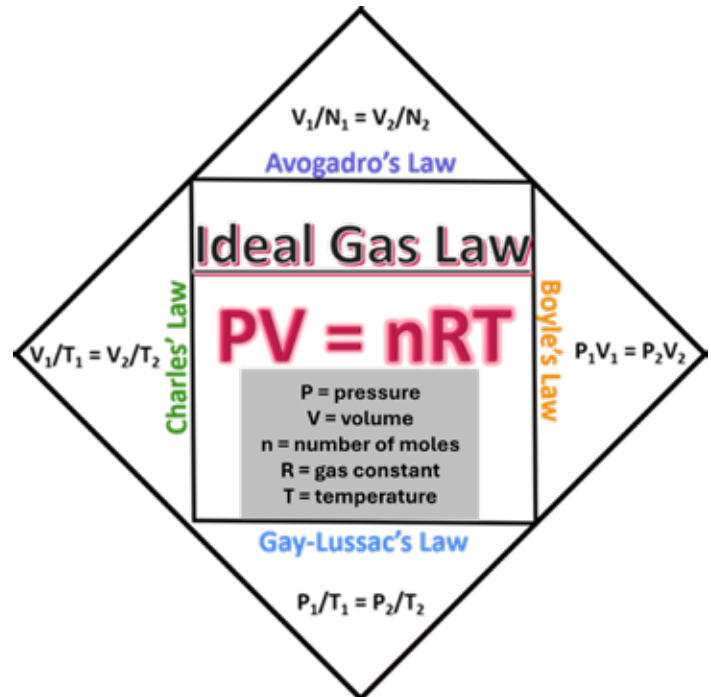
Why Casing Is King

A startling but true fact: up to 80 percent of a premium tyre's manufacturing cost resides in its casing. This structure - reinforced with high-tensile steel belts and precision-aligned plies - is the unsung hero bearing vehicle loads, absorbing impact, and enabling safe travel under extreme pressure and speed. When built to meet international standards and cared for diligently during its first life, the casing remains structurally sound far beyond the initial tread wear. In truth, a tyre's first life does not consume its full potential - it merely sets the stage. Retreading becomes not just an option, but a necessity to unlock the extended value embedded in its engineering. This alignment of durability is what defines a tyre's true lifecycle: the capacity to safely undergo multiple retread cycles before reaching structural fatigue.

Know-How and Technology

Two elements drive tyre excellence: know-how and technology. The former encompasses years of R&D, rubber compound optimisation, structural design, and thermal management strategies. The latter involves precision-engineered equipment: automated building drums, high-pressure curing presses, X-ray scanners, and advanced shearography units that detect internal inconsistencies invisible to the naked eye. But true mastery goes beyond machines and materials - it demands a deep understanding of tyre physics: the balance of force, friction, pressure, and temperature that governs performance. Without grasping both the theory and real-world usage, even the most sophisticated tyre can be misapplied, overstretched, or abused - prematurely killing its potential life. Traditional branded tyres are not merely built to meet standards; they are engineered to endure real-world operational extremes - load, inflation, heat, and distance - making them fully retreadable by design, but only if treated with the care their complexity warrants.

Part II - Physics in Motion: Heat, Pressure & the Ideal Gas Law



Understanding $PV = nRT$

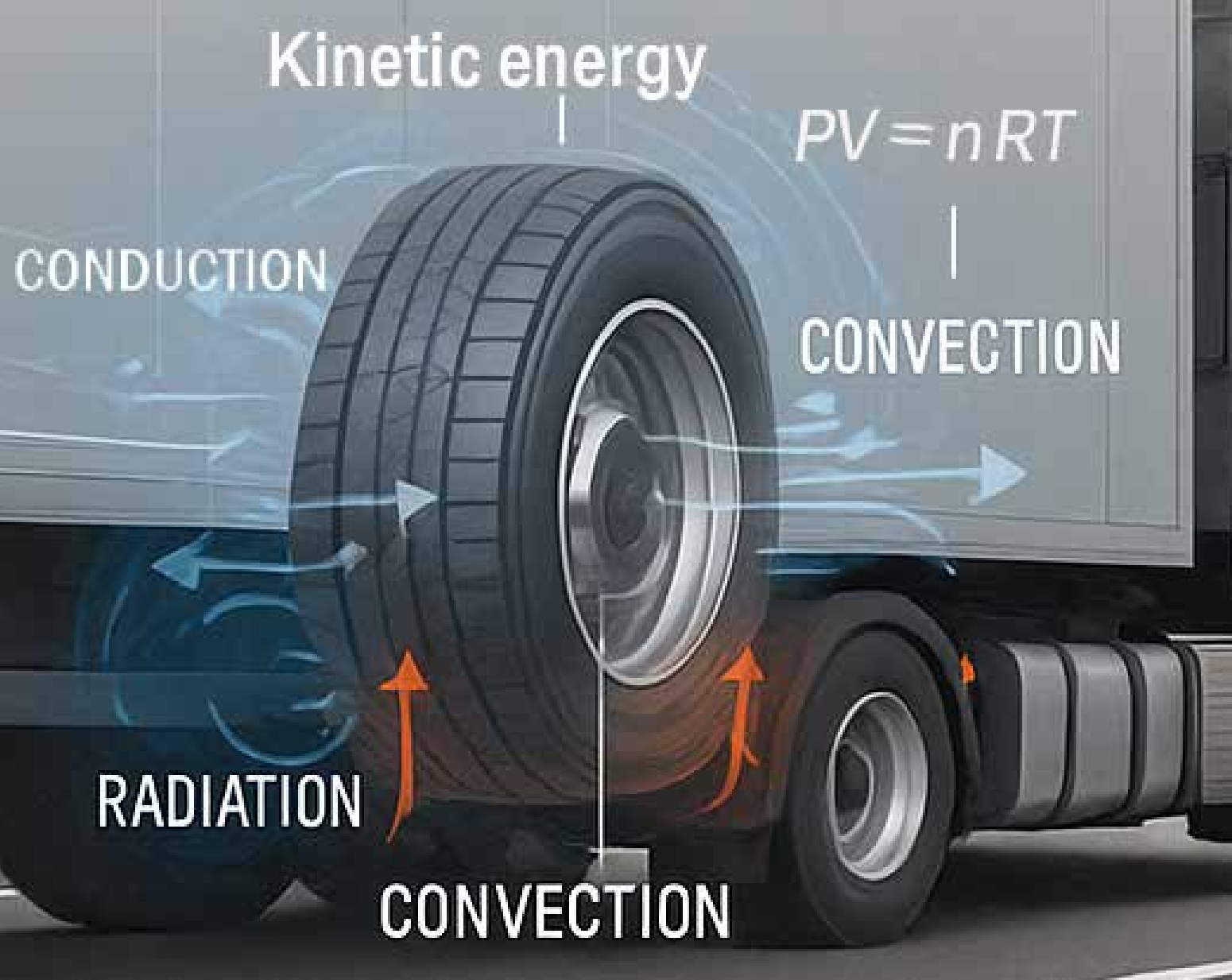
Tyre performance under load is governed by physics - namely, the ideal gas law: $PV = nRT$. In this equation, as temperature (T) rises, so do pressure (P) and volume (V), assuming the number of air molecules (n) remains constant. On Malaysian roads, surface temperatures can soar from 25°C to 65°C, and internal tyre temperatures may exceed 95°C during long hauls. This isn't just a number - it's a stress test for the entire casing.

Heat Generation and Its Effects

Heat builds in tyres due to hysteresis - the internal friction as rubber flexes and relaxes under rotation. Add to that braking torque, uneven road surfaces, and high-speed travel, and the core temperature climbs steadily. Once past 95°C, rubber begins to chemically age. At 120°C and beyond, the structural bonds between steel and rubber can fail. Hotspots appear. Beads loosen. Belts may separate. If sustained, these failures make the tyre unfit for safe retreading.

Balancing the Variables

The key variables affecting tyre performance - load, inflation, speed, distance, and ambient temperature - must be managed as a unified system, not in isolation. Want to carry heavier loads? Then either shorten your travel distance or reduce speed. Planning a long haul? Lower the load or ensure optimal inflation. It's a kinetic equation where every factor influences the next.



Critically, underinflation isn't just a minor oversight - it's a hidden overload. Running under pressure shifts the entire structural burden onto the casing, distorting tread wear, spiking internal temperatures, and accelerating fatigue. Misalignment between these variables invites excessive heat, compromises structural integrity, and leads to premature tyre death - a tragic waste of its engineered potential life.

Part III - Retreading Redefined: Built on Safety, Engineered for Endurance

Retreading is not just recycling - it's a precision craft built on three pillars: casing integrity, process excellence, and material quality. On the road, a properly retreaded tyre behaves no differently from a new one - governed by the same laws of physics and built to meet the same specifications. To be called safe, it must first grip - through well-defined tread patterns - and then endure, mile after mile. Safety begins with traction, but it is sustained through durability, and that depends entirely on three elements: the health of the casing, the precision of the process, and the performance of the material.

Casing: The Foundation of Retread Viability

Retreading begins long before new tread touches the casing. It starts with the original tyre's DNA - its brand, compound,

and internal construction. Premium casings are designed for multilife cycles, with uniform tension, reinforced layers, and robust bonding. However, condition at the end of first life is just as vital. Hidden defects - sidewall cracks, belt separations, or severe impacts - can disqualify an otherwise promising casing.

This is where tyre forensics comes in. Using shearography, X-rays, and meticulous manual inspection, experts look deeper than surface wear. They assess a casing's viability for a second or third life with precision bordering on medical diagnosis. Only casings that pass these tests proceed to the retread process.

The Retreading Process

Think of retreading as a surgical operation - meticulous, high-stakes, and built on precision. It begins with a full diagnostic scan, much like a tyre MRI. Non-destructive testing like shearography and X-ray imaging reveals hidden flaws invisible to the naked eye.

Next comes buffing and skiving - the worn tread is removed, exposing a clean, uniform surface. It's a delicate act: too shallow, and old material remains; too deep, and structural layers are



endurance and safety standards as a new tyre under MS 224 and UNECE R109. Only after passing this gauntlet is the tyre deemed ready to return to service - stronger, safer, and more sustainable than before.

The Role of Materials

The materials used in retreading are no afterthought. Modern retread compounds are engineered with the same precision as new tyres - for grip, wear resistance, heat tolerance, and rolling efficiency. Whether it's long-haul logistics or off-road construction, there's a specific formula tailored for every job. Some brands offer dozens of formulations, optimised for different terrains, climates, and operating loads. It's not just rubber; it's chemistry in motion.


Sustainability and Safety

Retreading is also a sustainability champion - and a powerful enabler of ESG goals. Each successful retread saves up to 20 kg of CO₂ emissions, prevents the extraction of around 100 kg of raw materials, and conserves over 26 litres of crude oil compared to manufacturing a new tyre. At scale, these savings translate into measurable reductions in carbon footprint and resource consumption - key metrics in any responsible Environmental strategy. Socially, retreading supports local industries, reduces waste in landfills, and promotes safer roads when governed by strict quality standards. From a Governance perspective, certified retreaders adhering to UNECE R109 and MS 224 demonstrate compliance, traceability, and commitment to high-performance manufacturing. Importantly, retreaded tyres are not inferior to new tyres when built on quality casings and produced under regulated standards - with failure rates statistically on par with new ones. Safety is never compromised when ESG and engineering move in tandem.

The Multilife Mindset

But the success of a retreaded tyre also depends on a multilife mindset. This means regular maintenance, proper inflation, timely rotation, and strategic removal before damage occurs. With the right approach, a single casing can deliver two, three, or even more lives, reducing cost-per-kilometre by up to 40 percent. It's not just about reuse - it's about maximising design, extending value, and redefining lifecycle thinking.

Built Right. Maintained Smart. Reused Safely

Tyre longevity is no mystery. It is a science rooted in global standards, governed by physics, and extended through the precision of retreading. When load, pressure, speed, distance, and temperature are managed in harmony, a tyre will perform not just once - but repeatedly - without compromising on safety, value, or sustainability. 

compromised. Then, it's time for surgical repair. Like a specialist repairing bone fractures, technicians mend sidewall cuts, punctures, and tread separations with millimetre-level accuracy, restoring the casing's structural integrity.

Once the patient is prepped, the new tread is applied. Using either pre-cured strips or uncured rubber, it's laid on with exacting tension and alignment. Then it enters the curing chamber, where heat and pressure - carefully calibrated - forge the new tread to the old casing in a chemical rebirth. The airflow inside the chamber is regulated with surgical precision to avoid hotspots, warping, or uneven curing.

Finally, every retread undergoes a final inspection - a no-compromise quality check where nothing escapes scrutiny. It must meet the same



Snapshot of the Philippine Truck Market

Visiting Manila, Asian Trucker went to find out what operators in the Philippine commercial vehicle market are concerned about and how they address market needs.

The Philippines are an interesting country for anyone involved in road transportation. Being an archipelago consisting of more than 7 000 islands, boasting some 13 million registered motor vehicles, it poses a unique set of challenges and opportunities. In 2024, the gross value added (GVA) generated from the land transportation industry in the Philippines reached approximately 423.09 billion Philippine pesos. This reflects a significant increase from the previous year's total. Land transportation in the country is dominated by public utility vehicles such as jeepneys, buses, and taxis, along with private vehicles. Asian Trucker visited the Philippine Commercial Vehicle show, held in the SMX Exhibition Centre, 3rd to 5th July, to find out about the way the transport industry works in the country.

PowerTrac

Here too, Chinese brands have gained popularity. Powertrac proudly displayed a number of vehicles at the show. Talking to Asian Trucker was as Edric Ryan C. Llamosa, Sales Account Executive.

He described the business as "Our company is a main supplier of heavy equipment in the Philippines, including heavy equipment. We offer light and heavy-duty trucks, also the parts and add services to our customers." When asked about their participation in the show, Llamosa said that the brand would want to share with their community. It is to be a demonstration to potential clients on how the quality of their units is able to help them on their daily business and transactions.

Their portfolio included Sinotruk, XCMG and Longking. These vehicles are very popular among those delivering raw materials, food stuff or clothing to the provinces. On display was a "flying wing" type trailer, which according to him is a popular configuration. In contrast to curtain siders, these have been found to be better suited to maximise space on the trailer. "So, they will profit on every delivery they have."

Asked about his experience with the Chinese brands, Llamosa told Asian Trucker that his clients have been satisfied. He stated that it is imperative that the vehicles are subjected to the mandated service and maintenance scheme in order to give the most uptime and best profitability. "We are confident in the trucks. One of the biggest companies in the Philippines, San Miguel, is using vehicles we sold them in large infrastructure projects." San Miguel Corporation might be best known for being a brewery, however, nowadays the company is also heavily involved in building highways and airports.

While the current economy is very upbeat, partly because of the many large infrastructure projects going on and the ambition of the Philippine government to improve public transport nationwide, there are challenges. The main challenge for local transporters at the moment is access to finance. While companies might want to expand, their growth is stifled as banks do not offer suitable financing solutions. "Hence, we are trying as much as we can to assist our clients in finding the best financing offers."

Llamosa urged visitors to experience the best of the Philippines: local street food, Fort Santiago and of course the beaches of Boracay are the highlights not to be missed.

Addressing Road Safety Issues

Recently, both speed limiters and the privatisation of vehicle inspection services have been in the limelight in Malaysia. These matters seem to be an international interest. Participating in the show was Platinum Legacy Vortex Cooperation. Their Managing Director, Atty. Lester G. Cavestany, told us about their offering to install such devices. "We understand ourselves as a provider of road safety systems. Our last project was the supply of motor vehicle inspection systems," he told Asian Trucker. Back in 2019, the Philippine government initiated the privatisation of vehicle inspection services. Having investigated the matter, Cavestany could



confirm that such services had been successfully implemented in other countries. "What such services require is constant upkeep and updating. This is something that a government cannot do easily, thus the private sector is better suited to handle this." Wanting to expand the business, Cavestany looked at other opportunities to grow within this industry. He found that a law had been enacted in 2016 to manage the installation and implementation of speed limiters.

However, there had been very little action taken on this matter and Platinum Legacy Vortex Cooperation saw this as a chance as the issue with the speed limiters is similar to the one described in the matter of the privatisation of vehicle inspection: the government needs help from the private sector. Cavestany explained that there needs to be a national certification body which will then appoint dealers, which will be monitored and verified, in order to fully implement the law. "Essentially, we start with the testing and certification of the electronic devices to be fit for the intended purpose," he added, stating that there have been severe safety risks previously with uncertified electrical components. For now, Platinum Legacy Vortex Cooperation is the first certified provider of speed limiters.

Elaborating on the need for the devices, Cavestany said that the truck market in the Philippines is one where second-hand vehicles are very popular and those would oftentimes not be fitted with speed limiters.

How 2GO About Road Transport

As a transport owner and logistics service provider, 2GO was ideally placed as an exhibitor at the event. Some of the truck and bus OEMs would also be familiar with the brand, as they are oftentimes importing the vehicles or move them around the country on their way to a new owner. 2GO operates through specialised business units that work seamlessly together to deliver efficient and integrated logistics solutions for customers and stakeholders.

"At the core, we are a logistics service provider. We offer transportation, warehousing and e-commerce support, among other transport related services," Dona Syd Ubales, Executive Manager of 2GO, said. Not to be mistaken for another service provider using pink as their corporate colour, 2GO has 19 ports of call in the Philippines with Manila being their main location.


Road transportation makes up a large portion of the business and it is noteworthy that 2GO is moving a lot of construction equipment, including trucks to islands with ongoing infrastructure projects. "If you have a construction site, you need trucks to move materials. And we get the trucks to these islands, where they are needed."

What has been noted by 2GO is that customers are shifting their behaviour when asking for transport services. "We are, undisputedly, the fastest and most reliable. Clients understand that when timing and dependability matter, cost is and should not be the main criteria. Especially when it comes to moving raw materials to an island, you cannot afford any delays." Ubales particularly likes LCVs, which "look like our babies, clad in magenta colour."

Otobai is Getting into Tight Alleys

Being known as the home of the Jeepney, the Philippines have an array of vehicles that may not be found in other parts of the region. On display at the Otobai Motorcycle Assembly OPC stand were several 3-wheelers. "We offer transport solutions covering two, three and four-wheelers, using either combustion engines or electric powertrains," Christopher John P. Retardo Corporate Sales Manager told Asian Trucker. In particular, 3-wheelers are popular in the country according to him.

The reason for the popularity is two-fold: firstly, they are less capital intensive to purchase, while the second reason is the fact that the vehicles are better suited to move about the narrow roads of many cities in the Philippines. On display is a refuse collection vehicle specifically designed to move about alleys between roads. "Big trucks cannot enter such alleys, and we have come up with this vehicle, which can roam the alleys." At the time of visiting the show, the vehicle on display was the first of this kind according to our host.

As manoeuvrability is key, the 3-wheeler on display uses a sequential gearbox, similar to what motorbikes use, with the addition of a reverse gear. A tipping mechanism makes disposing of the collected waste easy. As the driver would have to exit and enter the vehicle often, it is built in manner that allows for easy access while protecting the driver from the elements. A fan, mounted in the windscreen, provides cooling airstreams. As a standard item, the "Racal" is available within two days. 

Highways: The Great Enablers

I have just driven on the Pan Borneo Highway from Kuching to Miri. Finally, I managed to take a trip down that route that has gained so much attention in the media recently. It has been an experience as one would have to really go and see it to understand what exactly the Pan Borneo Highway signifies. Connectivity, safety and opportunities are the terms that immediately come to mind.

A realisation that the participants of the tour had, was that the expansion of the Pan Borneo Highway is not just about prestige, but about road safety. Overtaking, when necessary, is now safer as one will have two lanes to manoeuvre. Meanwhile, the truncated travel times can reduce the impact of fatigue.

This new connectivity also creates opportunities to design EV/hydrogen-ready systems from the ground up. Charging stations, depots, and maintenance hubs can be planned and built without the retrofitting challenges of older urban centres. Sprinkled between the suburbs of Kuching for instance, one will already find a number of stations ready to receive hydrogen-powered vehicles. These newly built stations are also ready to service trucks, featuring high roofs and ample space between the rows of pumps.


One frequent traveller I spoke to said that the completed highway linking Miri to Sibu reduces travel time by three hours. Business is made much easier thanks to the highway. Meanwhile, as YB Dato Sri Haji Abdul Karim Rahman Hamzah, Minister of Tourism, Creative Industry & Performing Arts, pointed out during the flag-off event of the Sarawak Roadtour with Cam Co-Star, there are opportunities for parks catering to campervan and RVs dotted along the highway.

Shortly after the tour of Sarawak I found myself stuck in a traffic jam. A car had a bad crash on the other side of the road, and everyone slowed down to gawk. Such instances make me think that we may need to have additional highways traversing peninsular Malaysia, not wider ones. Come the next festive season, it will be exciting to see how the West Coast Highway makes a difference. I am certain that the traffic going up north will be dispersed, making this trip a lot more bearable. Another highway, running parallel to the North South Highway could do the same on the south-bound stretch from Kuala Lumpur. If there is an accident or



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high volume of traffic, one traverses and uses another highway. Maybe that adds a few kilometres, but overall, I believe, it would keep traffic flowing better. I am also missing something that cuts from Segamat to Mersing. On the SuperNiceTour2022 we drove from Penang to Kuantan. Via Kuala Lumpur. Maybe there aren't enough people travelling between the two towns, so it is not feasible to have an alternative route? On that note, I would not want Taman Negara to be touched for any such highway project!

A few more smartly placed highways could also relieve the burden on the roads by trucks moving goods. Dispersing instead of banning them could give the passenger vehicles the space they need to commute. Everyone wins. From interviews I conduct, I learn that most goods are basically moved just on a few major arteries. I say let's unclog them as we all like to get to our destination without being slowed down in traffic jams. 



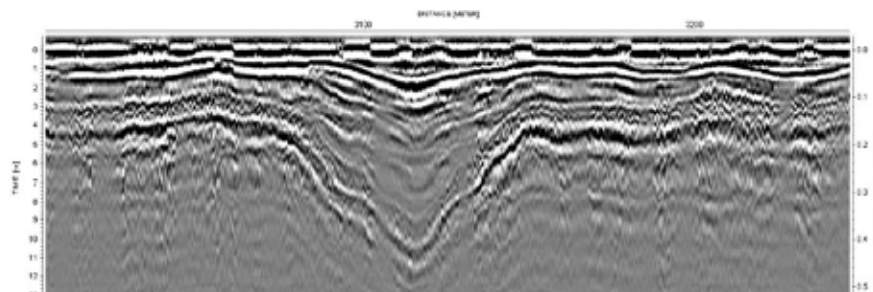
Putting Safe Roads on Solid Grounds

The quality and safety of a road both depend on the ground it is built upon. When we drive over the tarmac put in place by the construction company, we should be able to trust that it is a solid surface. However, sometimes we hear about road surfaces sinking or sinkholes appearing. These phenomena can be linked to the composition and movements of soils underneath them. Experts in assessment of the surface and grounds below, Guideline Geo has ways to scan what's beneath.

New Roads


Before one is to build a road, it is advisable to check what the soil looks like. If it is a soft soil with lots of water movements in it, a route may not be suitable to be used to build a road on. Using radar and seismic waves, Guideline Geo can either scan or map large surface areas. Moving their equipment over the surface, using frequencies between 500 MHz and 1.2 GHz, Danial Fikri Rani, Application Engineer, Guideline Geo (M) Sdn Bhd, and his colleagues can assess the grounds. Besides checking the quality of the soil, Guideline Geo is able to detect infrastructure, such as cables, which could be buried in the soil, but missing in plans.

Depending on the frequency used, the resulting scan will be either just a few centimetres shallow or up to four metres deep. "The more time you spend with the radiogram, the more fluent you are with interpreting the data. For example, if the subsurface material tends to hold water, then you will not get anything out of your Ground Penetrating Radar (GPR). From such results, you can deduce that there is a layer of clay, as clay holds a lot of water." One consequence of ground analysis can be that a road will not be built in a straight line, but meandering, avoiding unsuitable grounds. Danial recommends that one uses different technologies, such as seismic waves to assess the grounds to work around the limitations each one has.



Existing Roads

Using the GPR, a non-destructive investigation method offered by Guideline Geo, one can collect dense data points, at highway speeds and map the total thickness of the asphalt as well as internal layering or voids. "Using this method, we can detect damages to a road surface early on and prevent severe damage." Analysing the grounds beneath the tarmac,

When we see a road caving in, it subsides as a result of the earth beneath moving it. One can simply re-surface that spot, filling up the dip. However, if there is more movement underneath, the road subsidence will recur. Analysing the ground will allow for a permanent repair of the surface. Older infrastructure is subject to fatigue. Again, when re-building roads it is advisable to scan the grounds to avoid damaging cables, pipes and other infrastructure. Danial says that "Bridges can also be scanned on a regular basis to assess the condition of the rebar." According to him, local highway operator PLUS is using their equipment to routinely scan their roads. 

Company Snapshot: Guideline Geo

The historical roots of Guideline Geo AB are long and winding. The two predecessor companies, ABEM and MALÅ Geoscience, have merged and separated several times since their founding in 1923, when Aktiebolaget Elektrisk Malmletning (ABEM) was founded to produce electrical equipment for mineral prospecting. Shortly afterwards, the Swedish Geological Survey (SGU), the company that developed the first EM loop for mineral and metal detection, established an office in Malå, in northern Sweden.

ABEM and MALÅ joined forces in the early 1990's and were incorporated into Guideline Technology AB between 2007 and 2011. The groups consolidated to Guideline Geo in 2012, as the world's premier provider of technological solutions for mapping and visualizing the subsurface through GPR, Resistivity, Seismics and TEM.

ENGINEERING PERFORMANCE. DRIVING SUSTAINABILITY.

REDUCE IMPACT. MAXIMIZE TYRE LIFE.
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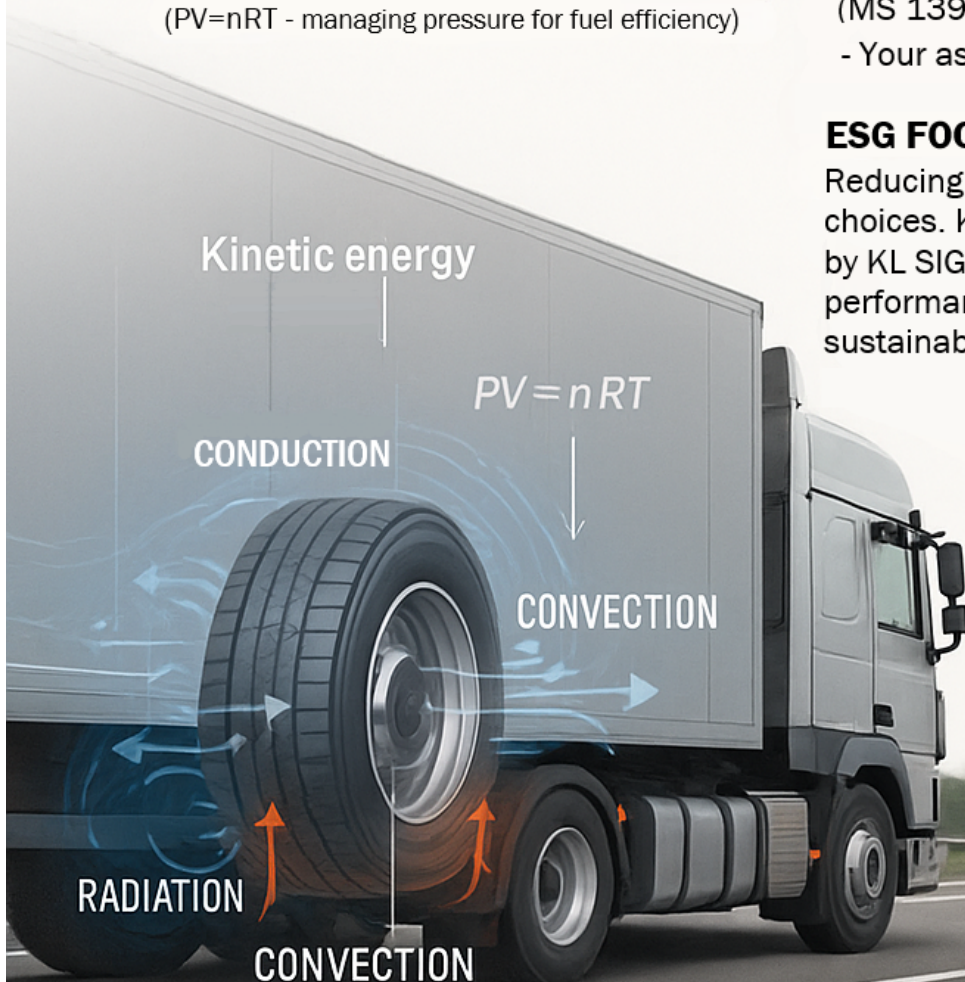
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($KE = 1/2mv^2$ | $F=ma$)
- **Tyre Heat Management**
(Conduction, Convection, Radiation)
- **Tyre Performance Standards**
(MS 1394 | MS 224)
- Your assurance of safety & quality.
- **Gas Law Compliance**
($PV=nRT$ - managing pressure for fuel efficiency)

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