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FAW TRUCKS

Being competent and smart

As one of the Jiefang star products, JH6 tractor has a high-end, bold and generous appearance. At the same time, multiple configurations of the vehicle are integrated to create the excellent performance.



Convex sun visor

large light blocking area, it increases the driving safety, and the double clearance lamps, with the strong visibility and long distance, guarantee the driving safety at night.

Advanced painting technology

The overall electrophoresis + robot fully automatically spraying finish paint, which is uniform, bright and fadeless is adopted for the cab; the primer + overall painting is adopted for the frame, and the double-layer paint film is more corrosion-resistant.

High-strength longitudinal beam

The high-strength 700L steel, 15000 tons of rolling process and one-time molding of longitudinal beams are adopted, with the frame rigidity and strength leading in the industry.

Braking pressure

The braking pressure is 12ba. The braking pressure is large, and the braking distance is shorter and braking is applied in a more timely way.

NBG INDUSTRIES SDN BHD



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FAW Trucks Malaysia

JH6 | TRACTOR



Power mirrors

The split power mirrors have the function of heating and defrosting so that users can feel the saloon experience.

All-steel cab

The all-steel fully enclosed cab meets the European standard ECE-R29 Occupant Protection Regulations; 100% rain test, effectively ensuring the tightness.

V-pole suspension structure

The V-shaped reaction rod arrangement is adopted for the rear suspension to effectively ensure the stability of the whole vehicle.

Multi-specification frames

There are different specifications of single-layer plates and double-layer plates to meet various working conditions of lightweight or overload.



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

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

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



Prime Mover 4x2, 6x2, 6x4

CAMC

DA DEAUTO INDUSTRIES SDN BHD (881055-M)

4x2
6x2
6x4

PRIME MOVER



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

Transmission
ZF Friedrichshafen
AG. 9/16 speed

Chassis
Double Layer

Rear Axle
Hub Reduction

6x4
8x4

MIXER TRUCK



CAMC- HANMA
345Hp
420Hp
EURO III

Transmission
ZF Friedrichshafen
AG.

Chassis
Double Layer

Rear Axle
Hub Reduction

4x2
6x2
6x4
8x2
8x4

RIGID TRUCK



CAMC- HANMA
375Hp
420Hp
EURO III

Transmission
ZF Friedrichshafen
AG. 9/16 speed

Chassis
Double Layer

Rear Axle
Hub Reduction

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MCVE 2026

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EURO 4

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

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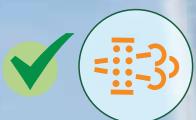


HINO 300 SERIES

EURO 5



Green Engine.
Entitled Road
Tax Subsidy



Diesel Particulate
Active Reduction
(DPR) System



Transmission
(AT - Sequential
Shift Gear)



Brake Override
System (BOS)



ELR (Emergency
Locking Retractor)



Engine -
Flat Torque



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UP TO 100,000KM**

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SINOTRUK HOHAN C3H SERIES



The image shows the front-left view of a white Sinotruk Hohan C3H Series truck. A red beam of light extends from the truck's front towards the interior features on the right. The interior features shown are:

- Cloud-like luxury seats
- D-shaped multi-functional steering wheel
- 12.8-inch suspended smart screen
- 12.3-inch colour-screen instrument

SAFE AND HIGH-END INTERIOR TRIMS



Cloud-like luxury seats



D-shaped multi-functional steering wheel



12.8-inch suspended smart screen



12.3-inch colour-screen instrument

“Building Trust, Delivering Excellence”

The C3H series light-duty truck is a premium product developed by SINOTRUK with a global perspective, integrating leading European truck technologies and built to international standards. It is designed for urban smart, comfortable and efficient logistics.

It is equipped with either manual transmission (MT) or automated manual transmission (AMT), setting benchmarks in quality and pioneering the future through innovation. The C3H series has also undergone a series of enhancements to its load-bearing system, while also adopting lightweight technology. With the same total weight, the application of lightweight technology in the C3H series increases its load capacity, thereby improving user benefits.

D-shaped multi-functional steering wheel

The steering wheel frame is made of magnesium-aluminum alloy, offering a lightweight structure, excellent grip, and enhanced function.

Cloud-like luxury seats

Cloud-like seats offering excellent lumbar support, evenly distributing hip pressure to reduce fatigue during long drives.

Quiet cab

The cab's sound insulation has been upgraded again, reducing noise to below 48 dB, so you can enjoy nighttime tranquillity even in a busy urban area.

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Digital display and electrically adjustable A/C

The screen integrates and displays information such as temperature, wind speed, and airflow mode. Featuring a high-end and stylish look, the zoned fault indicator layout is simple and convenient, making vehicle status information clear at a glance.

Luxury courtesy light

A true symbol of status and prestige

- Reverse camera and buzzer
- Power windows and electric side mirrors
- SINOTRUCK Smart Link - Intelligent vehicles management system

APPLICATION OF C3H SERIES MODEL



Light-duty bus



Van



Refrigerator truck



Oil tanker



Dropside truck



Stake truck

Note : 1. Prices, specifications & accessories are subjected to change without prior notice.

2. Product image for illustration purposes only. Actual product may vary.

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after market



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ISUZU

NO. 1 TRUCK IN MALAYSIA

LIGHT & MEDIUM DUTY

2025



TRUCK



LIGHT DUTY



MEDIUM DUTY

Smoothen
AUTOMATED MANUAL TRANSMISSION

EURO 4

EURO 5

*Source: Malaysia Automotive Association 2025

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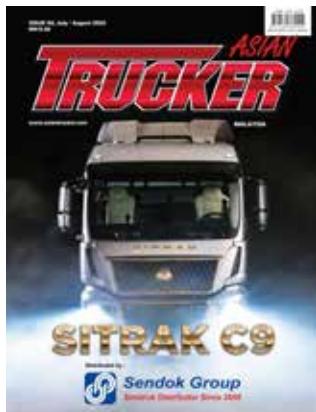
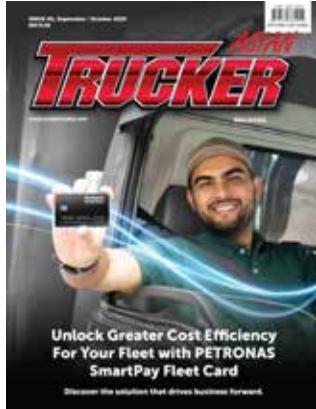
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Stakeholder Involvement

A stakeholder is a person with an interest or concern in something, especially a business. This could also be someone that is not working in the industry one is discussing. For instance, my neighbour would surely have an opinion about the trucks driving around the neighbourhood, or the prospect of their children getting involved in trucking.

In this issue we have a lot more content from associations, which are key stakeholders in the industry. Being closely involved with key players, they can measure the pulse, the sentiment of the industry. The voices of these associations are amalgamated, solidified and bundled as views representative of their membership and beyond. Oftentimes, it is the associations that lead a conversation and it is highly recommended to be a member of an association. Asian Trucker is involved with a number

of transport associations, and we appreciate that we can get first hand information about the changing business environment.

Academia, think tanks and universities are great places to look for insights into what will shape the industry too. Oftentimes, these organisations work in the background. Time we shone a spotlight on them, as we do with MITRANS. It has been a bit of an eye-opener to see how their work influences the industry, in the truest sense of them being stakeholders.

Stakeholders come in all shapes and forms. Especially our market updates have been known to be read by different groups of companies. The handover of new trucks is actionable market intelligence for different suppliers, competitors and even government agencies. In this issue, we devote a sizable amount of pages to featuring local news for you to extrapolate what you need to.

I take the stance that I want to report about the industry in other countries as it may be insightful for our readers to know what is happening in the world. Right now, I wouldn't exclude the thought that a Vietnamese company is contemplating expanding into Malaysia. Our neighbours make for excellent stakeholders, being trade partners and members of ASEAN. Asian Trucker's market analysis of the Vietnamese market may shed some light on the fast-evolving industry there.

Having an interest in a business is what can be said about the foreign brands that have been flocking to MCVE 2026. This year, we note that there is an influx of companies wanting to join the show from outside Malaysia. This is indeed good news as these stakeholders would add a layer of excitement and value to the event. Being the largest exhibition dedicated to the commercial vehicle industry in Southeast Asia, we can claim to have a few eyes on us now.

Currently, we are running an exciting photo contest. I encourage you to submit your entry as the prizes are worth your time and effort. While this is to be a fun activity, the background is a serious one. We too, want to make an effort to create awareness for roads safety. During the festive seasons, we note that there is an increase in accidents and, sadly, fatalities. Following this, we will have another activity coming up, asking the tricky questions: The Asian Trucker Pub Quiz will soon be announced. Watch this space!

Drive safe,

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

Stefan Pertz
Editor, Asian Trucker

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JAC Truck an Asset in Safe Delivery



Among the most popular JAC models is the JAC N80. Its tough frame is suitable for any application, featuring equidistance holes, for standard and flexible components installation. A feature worth mentioning for the application featured for this client is the tough axle. It is an AAM (American Axle & Manufacturing), equipped with high-power-density gears and finely ground teeth for smooth, low-noise operation, Phosphating-treated gears for superior wear resistance and extended durability. As such, delivery from China does not take long, allowing for quick adjustment for fleet operators needing to ramp up their capacities. Although, E Sheng Hardware (JH) Sdn Bhd only operates one such JAC vehicle, it stands out as unique in its configuration and use.

According to Mr Eason, Supervisor at E Sheng Hardware, the vehicle was purchased with safety in mind. "As part of our product range, we not only sell power tools, but also cement, bricks and other heavy materials". These need to be transported and handled with care. To Eason and his team, this is important as the brand name of the company will be closely linked to the performance of the delivery vehicle. Therefore, the small truck is equipped with a PALFINGER crane to make the loading and unloading not only easy, but safe.

The vehicle, the second truck operated by the Mantin-based business, is equipped with a bed made from Hardox steel. The body builder of record, Armstrong Tipper Sdn Bhd, is an authorised SSAB partner who knows about the benefits of using the specialist steel. "We know that some of the products we sell are tough on the truck's bed. This is why we want the most durable steel," Eason told Asian Trucker. Hardox steel is known to be tougher, but also lighter. For E Sheng Hardware, this

results in three advantages: lower fuel consumption, safer driving behaviour as a lighter vehicle exhibits shorter braking distances, and a more durable truck.

Equipped with EURO 4 engine technology, the JAC truck is offering superior fuel efficiency. Featuring ABS and Hill-Start-Assistance (HSA), the driver can fully concentrate on manoeuvring the vehicle. "We can deliver to any place in peninsular Malaysia and typically, we are sending a team of two. Especially when loading or unloading, it is important to have a second team member along to ensure that the load is handled correctly and safely." Referring to this requirement, Eason also commented positively on the space and comfort in the cab of the JAC truck.

JAC's N80 in EURO 4 specification uses a Cummins EURO 4 engine with EGR (Exhaust Gas Recirculation) technology, which reduces harmful emissions without requiring a separate AdBlue/DEF system. This ensures fuel efficiency and compliance with current regulations pertaining tailpipe exhaust. Not requiring the use of AdBlue also means that the vehicle is lighter, not having to carry an additional tank for the Diesel Exhaust Fluid.

With a view on a growing customer base, Eason is saying that additional trucks may be purchased very soon. For now, the JAC, the first ever in operation at E Sheng Hardware, has performed beyond expectations. Fuel efficiency, driving comfort and safety features have been positively highlighted by the driver. 

EVolve a better world



Electric



Intelligent



Environmental



Professional



Safe



Diversified choices



Linde Malaysia Welcomes New Euro V Fleet

On 10 December 2025 the ceremony kicked off at 10:00AM with opening speeches, a ribbon-cutting, key handover, and a hands-on training session for Linde's distribution team. Representatives from both companies, including senior leadership, technical staff, and operations managers, were present to witness the official handover of the new Euro V prime movers from Sino Truck Commercial Vehicles Sdn Bhd.

Asian Trucker sat down with Linde Managing Director Madam Peih Yoke Hoo, who explained the rationale behind the fleet upgrade. "When we evaluate a vehicle, we look far beyond a spec sheet," she said. "We assess how fuel efficiency supports our operational targets and reduces our environmental impact. We review safety systems because our drivers deserve the highest level of protection. These units provide tyre pressure & temperature monitoring, pedestrian detection, blind spot detection, and ADAS. Our aim is simple: Drivers should start their day safely and return home safely. These technologies strengthen that promise."

She added that the prime movers are equipped with Euro V engines, which will incur some additional operational expense to add Ad-blue, but will deliver Linde's commitment to reduce carbon emissions. Efficient engine design and advanced safety architecture place these within the standards which we uphold across our fleet.

From an operational perspective, Shahzad A Razi, Head of Distribution, highlighted the practical advantages these trucks bring to daily operations. "We follow a minimum vehicle specification, where safety stands as the foundation," he said. "We evaluated vehicle safety features, power output, fuel efficiency, and emissions. The Euro V engine gives lower greenhouse gas emissions, and the adequate engine power provides a decent power to weight ratio to safely haul our payload".

The new SITRAK C9 4x2 and 6x2 AMT prime movers feature a 10.518-litre inline six-cylinder turbocharged Euro V engine, producing 440 horsepower and 2 100 Nm of torque at 1 000 - 1 400 rpm. The transmission is an AMT with 16 forward and 2 reverse gears, optimised for heavy duty cargo. Suspension includes 3- or 4-leaf spring setups with air bellow options, supporting gross combination weights of up to 52 000 kg. Safety features include air-assisted dual-circuit brakes, engine exhaust valve brake, AEB, LDW, ACC, and tyre pressure monitoring. The C9H cabin provides driver comfort with air-ride adjustable seats, cruise control, speed limiter, and an advanced CAN bus instrument system.

Razi also emphasised the realities of fleet management. "Our fleet runs 24/7 and every hour of downtime affects deliveries, i.e. our revenue. A nationwide service network offered by Sino Truck Commercial Vehicles is important because it provides us the ability to respond in time. We plan for total cost of ownership across eight to ten years. When we compared available options, this model delivered the balance we needed between engine performance, maintenance costs and long-term value."

With these considerations, the new units join Linde's large existing fleet of trailers for hydrogen and industrial gas distribution, ready for immediate deployment. The additions are expected to strengthen operational performance while reducing the emissions across operations.

The ceremony concluded with a detailed walkthrough and hands-on familiarisation led by Sino Truck's technical specialists. Their team reaffirmed its commitment to aftersales support and continuous technical collaboration, ensuring a reliable partnership as the new units integrate into Linde's nationwide operations. 



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MFTBC Launches New Super Great in Taiwan

Mitsubishi Fuso Truck and Bus Corporation (MFTBC) has officially launched the new model of its Super Great heavy-duty truck in Taiwan. With the launch, in collaboration with official distributor Daimler Truck Asia Taiwan (DTAT), MFTBC is supporting enhanced efficiency and greater safety in heavy-duty transportation across a market where it has maintained a strong foothold for six decades.

The new Super Great model for Taiwan is the first full model change in Japan in six years since 2017. It was first unveiled at the 2023 Japan Mobility Show and launched there. Taiwan, with its high transportation demand within the Asian region, becomes the first overseas market for this model. It will be exported as a finished vehicle from MFTBC's Kawasaki Plant.

Supporting customer priorities of safety and convenience

The new Super Great model sold in Taiwan incorporates advanced safety devices that support the sophisticated and wide-ranging hazard response required for large trucks, aiming to ensure the safety of all road users.

One key feature, Active Brake Assist 6 (ABA6), uses a forward-facing camera and millimetre-wave radar to detect the risk of a collision with vehicles or pedestrians ahead while driving. When a potential danger is recognised, the system alerts the driver via the multi-function display, and if necessary, applies brake assistance to help mitigate or prevent a collision.

Active Side Guard Assist 2.0 is equipped with a radar on the right side of the vehicle. In addition to providing warnings when turning left, the system also issues an audible alert if it detects pedestrians or cyclists when turning right. Furthermore, when changing lanes to the left or right, the system warns the driver if a vehicle is detected in the adjacent lane, helping support hazard detection across a wider area.

Additionally, the vehicle is equipped with the Front Blind Spot Information System, a low-speed forward-collision warning function that detects pedestrians or bicycles approaching in front of the vehicle when starting off. The system issues an information signal or collision-warning signal on the multi-function monitor to alert the driver to potential danger.

Truckconnect, MFTBC's telematics service, is also available on the new Super Great. It enables checking of real-time information on vehicles in operation via the Internet. By providing greater visibility into fleet operations, the model addresses increasing customer expectations in Taiwan for improved safety and convenience.

Pre-orders have already exceeded 100 units

Pre-orders for the new Super Great model have surpassed 100 units as of November 2025, reaffirming MFTBC's role as a reliable pillar supporting Taiwan's logistics and business operations.

Another step towards Taiwan's next-generation commercial vehicle industry

DTAT CEO Jung Woo Park stated: "The launch of the New Super Great represents a pivotal starting point for the next generation of Taiwan's commercial vehicle industry. Equipped with advanced German engineering and flagship-level safety technologies, we are committed to helping our customers achieve greater efficiency and competitiveness, while accelerating the alignment of Taiwan's transportation ecosystem with global standards. DTAT will continue to serve as a trusted industry partner, working alongside fleet operators in Taiwan to build a safer, more sustainable, and forward-looking transportation landscape." 



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Gerimis Baiduri Heightens Logistics Efficiency with UD Trucks' New Kuzer

Gerimis Baiduri Sdn Bhd (Gerimis Baiduri), a homegrown logistics provider for the frozen and chilled industry, has taken delivery of five units of UD Trucks' New Kuzer light-duty model from LK Utara Sdn Bhd (LK Utara), a dealer of Tan Chong Industrial Equipment Sdn Bhd (TCIE), the authorized and sole distributor for UD Trucks in Malaysia. The new trucks at Gerimis Baiduri, will be utilized to enhance the productivity of its daily transportation activities.

A vehicle handover ceremony was held recently at Gerimis Baiduri's headquarters in Puchong, Selangor. The event was attended by Dato Liew Tiam Seng, Managing Director of Gerimis Baiduri, Loh Thim Choy, Chief Operating Officer of TCIE and Chong Boon Fui, Managing Director of LK Utara, in which a presentation of truck mock key was held to signify the completion of handover.

UD Trucks' New Kuzer was launched just several months ago in Malaysia. The truck was developed to offer greater productivity for companies and logistics operators through six key enhancements which are payload, performance, chassis, emission, durability and safety. Its performance and improved emission standard are delivered by a 5.2 Litre Euro 4 engine with advanced fuel injection system and six-speed overdrive gear box.

Dato Liew Tiam Seng, Managing Director of Gerimis Baiduri shared, "Since our establishment 25 years ago, Gerimis Baiduri has grown to become one of Malaysia's important logistics providers specializing in frozen and refrigerated trucks, offering customized solutions to all our clients. We emphasized on developing our people, instilling passion in them and creating progress together to deliver exceptional transportation services, with a focus on environmental sustainability and exceeding customer expectations."

He added, "Gerimis Baiduri's vision is to raise industry standards and become the leader in refrigerated trucking and logistics through efficiency, reliability and innovation. Our existing UD Trucks fleet has been helping us grow our business and gained customers' trust in the journey towards achieving this vision. Thus, we decided to expand our UD fleet with New Kuzer for its high payload, engine performance with cleaner emission and overall proven reliability. Furthermore, the good aftersales support and consultation we have been receiving from LK Utara and TCIE throughout the years have made our decision to stay with them an easy one."

Gerimis Baiduri has been a customer of UD Trucks since 2008 and now owns more than 100 units of its medium and light-duty commercial vehicles. "We trust this is a good investment and

we look forward for the New Kuzer to deliver better fuel savings and increase the productivity of our logistics operations through greater uptime," added Dato' Liew.

New Kuzer is available in 7.5 ton and 8.5 ton Gross Vehicle Weight (GVW), with the 7.5 ton variant offering a payload of 4,880kg which is over 600kg more than its predecessor model. With higher payload and robustness to carry more weight per trip, customers will be able to maximize deliveries and enhance productivity. In the long run, this efficiency can certainly help companies lower their operational costs.

Loh Thim Choy, Chief Operating Officer of TCIE said, "New Kuzer was developed as part of UD Trucks' commitment towards smart logistics and in meeting the growing need for reliable trucks. It is an efficient model especially for urban deliveries, helping our customers be nimble players in their fields. The advanced safety features and engine emission standards contribute to better durability, performance and cleaner environment, all of which Gerimis Baiduri and other customers will surely stand to gain from."

The safety features of New Kuzer include SRS Airbag, Anti-Slip Regulator (ASR), Anti-Lock Brake System (ABS), Electronic Brake-force Distribution (EBD) and Cab Tilt warning and reverse alarm. The cabin is certified by the ECE R29, a United Nations regulation on the safety and strength of commercial vehicle cabins for occupant protection. Meanwhile, the truck's LED head lamps ensure better visibility for the driver, thus further contributing to safety.

"We are honoured to continue to bring value to Gerimis Baiduri, who will be able to achieve greater impact from every delivery with New Kuzer. Our team is always ready to extend full support through the UD Extra Mile Services package which include benefits such as genuine parts, fixed-price maintenance plans with priority scheduling, 24/7 Res-Q roadside assistance and quality service for sustained uptime," added Loh.

Customers of UD Trucks' New Kuzer are also covered with a competitive warranty coverage of five years or 300 000km, whichever comes first. 

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Biforst Expands Pharma Cold Chain Capabilities in Malaysia

Cold chain logistics sits at the crossroads of precision delivery and brand reliability. On 8 January 2025, Biforst Logistics underlined its ambition in the sector with the launch of its new Foton Euro 5 refrigerated truck fleet in Armada Complex situated at Sendayan Tech Valley Negeri Sembilan, strengthening its support for the pharmaceutical and healthcare supply chain for this region.

The ceremony carried a formal weight befitting the investment. The launch was officiated by Undang Luak Johol Negeri Sembilan, Ke Bawah Kaus Yang Teramat Mulia Dato' Johan Pahlawan Lela Perkasa Sitiawan Laksamana Pertama (K.) Dato' Muhammad Al-Haj bin Dato' Haji Abdullah, alongside the Biforst Chairman. Guests included YBhg. Dato' Haji Najmuddin Sharif bin Sarimon, Chief Executive Officer of Invest Negeri Sembilan, YBhg. Mohamad Najib bin Mustafa, Pegawai Daerah Seremban, YBhg. Datuk Donald Choo, Chief Executive Officer of Handal BCM Sdn Bhd, Tuan Tan Say Tuan, Chief Operating Officer of Handal BCM Sdn Bhd, and Ustaz Mohd. Nazri Abu Zarim, Imam Masjid Sendayan.

Proceedings opened with reflections on Biforst's steady investment in infrastructure, future ready digital systems, and human capital. Beyond celebration, the speeches traced the increasing link between modern logistics and high-value sectors that rely on flawless temperature control and regulatory compliance.

The symbolic handover that followed allowed guests to examine 30 units of brand new fleet. Built with reinforced insulation, optimised load distribution, and real-time cold chain monitoring, the trucks are configured for point-to-point pharmaceutical movements. Beneath the bodywork, Euro 5 diesel engines operate with improved EGR technology to reduce emissions while lifting fuel efficiency. ABS, Electronic Brakeforce Distribution, and daytime running lights anchor the safety package, supported by digital tools that assist tracking, route planning, and preventive maintenance.

Biforst framed the deployment as strategic rather than cosmetic. "The new trucks are designed from the ground up to serve the pharmaceutical industry. They fulfil customers' expectations for efficient, high-reliability operations with a greener Euro 5 powertrain. The addition of this fleet strengthens Biforst position as a cold chain logistics service provider specialising in healthcare."

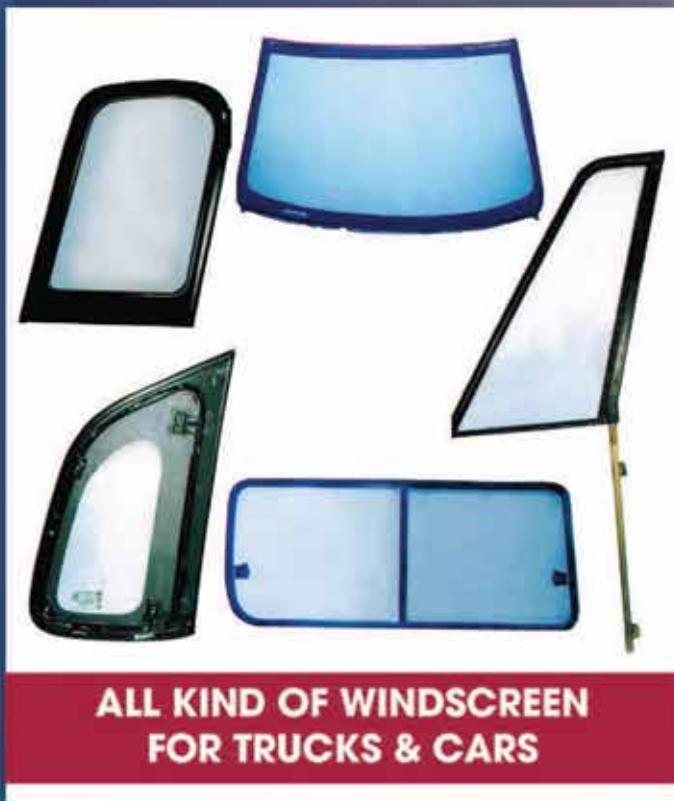
Selection criteria were shaped by service performance. "The trucks were selected for their Euro 5 engines, improved fuel management, and advanced safety features such as ABS, EBD, and daytime running lights. Together, they deliver higher efficiency and lower emissions across our operations."

The company linked its approach to broader organisational discipline. "We align our organisation under a common vision and mission to meet customer requirements, supported by infrastructure and new technologies. Sustainability is integral to staying competitive."



For Negeri Sembilan and the southern corridor, the investment signals a deeper play. The region serves as a rising logistics star artery, and additional fleet strength gives Biforst wider coverage, faster response times, and room to absorb new contracts and volume growth. The company described scale, customisation, and innovation as central differentiators. "With nearly 400 trucks in service, we maintain strong capacity while tailoring fleet solutions to customer needs. Digitalisation, paperless workflows, and green logistics initiatives reinforce this advantage and emphasising sustainability." Achieving KPI performance provides an empirical backbone to the positioning.

Training remains a constant in cold chain work, and Biforst emphasised the human layer as both foundation and safeguard. Drivers, fleet managers, and technicians sustain temperature integrity as surely as any onboard system. With the Foton Euro 5 trucks integrated into operations, the flow of pharmaceutical and medical products enters the network with stronger continuity, environmental responsibility, and operational control. 



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ISUZU Retains Position As The Market's Most Preferred Truck Brand For 2025



Japanese truck manufacturer, ISUZU, has achieved another historic milestone as it continues to gain the trust and confidence of Malaysia's truck market and emerged as the top-selling truck brand for 2025, a recurring annual victory achieved on the back of strategic initiatives in new product innovations, green technologies, and customer-centric approach.

With more than 6,880 units of commercial vehicles sold in 2025, ISUZU has consistently held the market's number one position in three distinct categories, namely overall truck brand for 12 consecutive years, light-duty truck brand for 16 years, and also taking a market lead in medium-duty truck brand. The total sales reflected a 7.2 percent increase in growth from the previous year. ISUZU's top performer, the ELF light-duty truck range, recorded a sales figure of 6,362 units, which represent 92.5 percent of the total trucks sold.

ISUZU Malaysia's Chief Executive Officer, Tomoyuki Yamaguchi shared, "ISUZU's continuous market-leading position in Malaysia is indeed a solid testament of our firm and constant commitment to quality, reliability and customer satisfaction. The value proposition of ISUZU is about emphasizing efficient transport solutions for all goods and people so as to create benefits that enrich societies.

"We deliver to the market, a diverse range of powertrains, advance safety innovations, strong dealer network and robust aftermarket support to help our customers optimize efficiency in an evolving business environment. Our success is very much attributed to people! They are our employees and partners who are the driving force behind the innovations, productivity and growth, and our valued customers who know our products and continuously choose ISUZU as their trusted logistics solutions provider. On behalf of the management, we sincerely thank all our key stakeholders for their unceasing commitment and loyalty," he said.

"ISUZU will remain committed to fulfilling our customers' needs, exceeding their expectations and helping them grow. We are resolute in our carbon-neutral strategy roadmap and advancing our products with cleaner emission standard to enable our customers to choose the best vehicles for their environmental responsibility and optimized productivity."

"Many of our customers now realize the importance of ESG (environmental, social and governance) and have started to embrace its practices. ISUZU aims to do much more in minimizing environmental impact, maintaining leadership and continuing to build prosperous and sustainable societies. Therefore, this

year in 2026 we have plans to launch additional new EURO 5 models to accommodate the market's needs," he added.

Making a significant stride in Malaysia's medium-duty truck segment by taking the market lead, ISUZU's medium-duty segment showed a stable sales performance over the year with 494 FORWARD range trucks sold in 2025. This represents a 63.6 percent growth from the previous year.

Yamaguchi also said, "Our medium-duty truck range is a practical workhorse, striking the perfect balance between performance, reliability, and versatility. With the availability of the Euro 5 FVR model with 6-speed Smoother AMT now, businesses are presented with a robust truck designed to be more fuel-efficient with significantly lower pollutants and long-term operating efficiency."

ISUZU's gear innovation, Smoother AMT, has been a crucial game-changer in customers' purchase decision. This transmission is automatically-controlled by electronic computers and a torque converter hydraulics system operates the clutch and throttle to match revs for the gear change required. Gear shifting is smooth and the consistent torque provides improved levels of efficiency with zero clutch wear and tear maintenance cost.

Additionally, 2025 was also a year where ISUZU achieved another major parallel milestone by surpassing 100,000 units of locally-assembled ISUZU ELF and FORWARD truck models that were rolled out from its ISUZU Hicom Malaysia Sdn Bhd (IHM) production facility in Pekan, since the plant began operations in 2007.

"We have a clear vision for the future – of what we want to achieve and contribute. Even after many years of leadership with the most diverse powertrains, ISUZU will not rest on its laurels and will remain committed in developing the industry with new truck innovations for the betterment of societies," he concluded. 



PUSPAKOM Accelerates Tech adoption to Ease Congestion in Branches Nationwide

PUSPAKOM Sdn Bhd (PUSPAKOM) is accelerating a multi-year programme to expand and modernise its vehicle inspection network nationwide and technology adoption, under its ongoing #MacamBaharu transformation, with a focus on strengthening service capacity and easing congestion at branches.

"#MacamBaharu reflects a deliberate shift in how we plan and deliver vehicle inspection services. Instead of short-term fixes, we are expanding capacity, upgrading facilities and modernising our processes so we can serve customers better as demand continues to grow," said PUSPAKOM Chief Executive Officer Mahmood Razak Bahman.

The programme covers the development of new branches, the relocation and expansion of existing facilities, and the progressive addition of inspection lanes, alongside technology-enabled processes, to support rising demand and evolving vehicle standards. In 2025, PUSPAKOM conducted 4.22 million vehicle inspections, with an average inspection time of 35 minutes per customer across its 53 branches nationwide.

Over the next few years, PUSPAKOM plans to bring new branches into operation in Kajang, Cyberjaya, Bukit Beruntung, Pelabuhan Klang and Pulau Pinang, while expanding and upgrading high-demand locations including Batu Caves and Kluang. Several of these have been approved by the regulator, the Road Transport Department (Jabatan Pengangkutan Jalan or JPJ).

Among the projects underway, the Kajang branch, targeted to begin operations in June 2026, is designed to handle up to 800 vehicles per day, making it one of PUSPAKOM's higher-capacity facilities. The Cyberjaya branch, scheduled for operations from May 2027, will support inspections for newer vehicle categories, including electric vehicles. The Bukit Beruntung branch, involving the relocation of the existing Wangsa Maju operations, is targeted for operations in June 2027 with a daily capacity of 440 vehicles, while the Batu Caves branch is being expanded into a larger facility with more than 45 percent increased capacity, from 352 to 512 vehicles per day, when completed in May 2027.

PUSPAKOM has also improved capacity at several existing branches. Following upgrades completed in 2025, the Alor Setar branch commenced operations in December 2025, increasing daily inspection capacity by 48 percent, from 340 to 504 vehicles per day, with separate lanes for private and commercial vehicles. The Seremban branch recorded an 18 percent increase in daily capacity, from 588 to 692 vehicles per day, after the addition of two inspection lanes in March 2025.

Beyond physical expansion, PUSPAKOM said its inspection operations are already supported by established digital systems, including its Computerised Vehicle Inspection System (CAVIS) version 4, which underpins inspection workflows, data capture and reporting across its branch network. Building on this foundation, PUSPAKOM is preparing to introduce additional artificial intelligence tools to support vehicle inspections, starting with undercarriage assessments, as part of efforts to further strengthen inspection consistency and quality.

PUSPAKOM has received approval from JPJ in December 2025 to implement an AI-assisted system to support undercarriage inspections conducted through its Mobile Truck Service (MTS), with deployment scheduled from April 2026.

"All final PASS or FAIL decisions will continue to be made by our Vehicle Examiners, in accordance with the Road Transport Act 1987 and the National Guidelines on AI Governance and Ethics (MASTIC)," Mahmood said.

Separately, PUSPAKOM is developing an artificial intelligence-based system known as ASTRA, which focuses on above-carriage inspection, governance and compliance, and is designed to strengthen inspection integrity, transparency and oversight across its operations.

ASTRA comprises five artificial intelligence modules designed to support inspection governance and oversight, including facial recognition for Vehicle Examiners, vehicle number plate recognition, chassis and engine number detection, as well as monitoring of safety helmet usage, inspection tool handling and Vehicle Examiners' movements during inspections. **T**

Cementing Business Proposition with CAMC Trucks



The delivery of the first CAMC trucks to Durable Group marks a milestone, supporting further expansion with dependable vehicles.

When talking to Stephen Yoong, Managing Director, Durable Group, one will quickly realise just how much he knows about concrete and the business of moving it. Having spent a decade working for one of the world's largest producers of cement, construction aggregates, and concrete, he decided to set out on his own in 2008. The recent hand-over of CAMC mixer trucks marked another milestone in his company's history.

Their first batching plant in Sungai Udang Melaka operated with four mixer trucks. Today, Durable Group has grown to more than 20 batching plants, with more than 150 mixer trucks forming the backbone of the operation. "Currently we are purchasing more mixer trucks, aligned with our expansion plan. And as of last year, we have married into a big group, which is the Chin Hin, a company which is listed in the KLSE Stock Exchange. So, of course our aim and our dream is to expand further," Yoong told Asian Trucker

Collecting the keys for their latest addition to the fleet, Yoong finally cast his eyes on the new CAMC trucks. The current order is for 30 units of 375hp Euro V CAMC 6x4, 9 m3 mixer trucks. After a slump in recent years, Yoong and his colleagues feel that the economy is picking up. "Currently, Johor is the hottest state with a lot of new business coming up for us. Soon, we will have 10 batching plants in that state." It is the first time that Durable Group is purchasing CAMC trucks, which are part replacement, and for the most part expansion of the fleet.

Taking the lead on the purchasing decision from Chin Hin Group, CAMC trucks came highly recommended. Previously, Durable Group would opt for Japanese trucks, however acknowledges that the Chinese truck makers have advanced by leaps and bounds and thus, Yoong is willing to give CAMC a try. In particular, fuel efficiency is a matter that has been on the checklist for the evaluation of the mixer trucks. "CAMC has impressed us with the data they were able to provide to support their claims that this is the right solution for us," he stated.

Considering the nature of the business, durability, "toughness" as he labels it, is another very important factor for Yoong when choosing trucks. Directly linking the performance in his business to the design of the vehicle, he commented that his only demand towards the Chinese manufacturer would be to reduce the weight of the vehicle. This would allow operators of concrete mixers to move more payload with each trip, which directly translates into higher efficiency and profitability. In this connection, he opined that the current law governing vehicle weights might be outdated and could be reviewed to be brought up to speed with the technology available today.

Meanwhile, although the new trucks are very comfortable and the business is expanding, Yoong has problems finding qualified drivers. "This is something that irks not just us, but many other operators." Competition for human resources with e-hailing, finding drivers for concrete mixers is indeed troublesome. While e-hailing offers flexible working hours, driving a concretetruck is a high-pressure environment: concrete has to be delivered to the work site on time, all the time and in the right quality. For specific jobs, pouring concrete is an artform that requires a lot of time. "This means the truck sits at the site, idling, and the driver cannot go anywhere."

Delivering concrete is a time-sensitive business and oftentimes, as Yoong knows, it can't be helped to cancel



an order. "Scheduling takes place the day before and if an order is cancelled, we really have a problem: concrete is about the only good that you cannot store. It is mixed fresh and delivered straight to the construction site." This requires trucks that are highly dependable with a high level of uptime, which he hopes to have found in the CAMC cement mixer trucks.

Speaking about his most memorable moments in his career, he proudly reported about having supplied concrete to PETRONAS for an offshore

installation. The set-up was as such that Durable Gorup deployed two floating platforms, one with a batching plant and one for mixer trucks to prepare the concrete. Again, in an environment like this, dependability is paramount.

Another reference project of the Durable Group is the Genting Premium outlet whereby during the peak delivery times, Yoong had an average of 1 000 cubic meters of concrete delivered per day for a duration of 100 days. In total, 150 000 cubic meters of concrete delivered by Durable Group went into the project. "We come back to the same issue: dependability of the trucks. Only with dependable trucks can you have the confidence to take on such a job."

Heading out to see the trucks leave in a convoy, dotting the highway in the highly visible orange of the corporate colours, he said that "If the after-sales service is good, there's no reason why we will not continue to support China trucks or why we won't support Deauto Industries Sdn Bhd and CAMC trucks." 



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Spotlight: Seremban R&R Southbound

The meaning of R&R in the Malaysian highway context, R&R stands for Rest and Service Area (officially Kawasan Rehat dan Rawat). It is distinguished from a "Lay-by" (Hentian Sebelah) by its scale and range of services. While a lay-by provides basic parking and restrooms, an R&R is a comprehensive hub mandated to offer petrol stations, diverse food courts, prayer rooms (surau), and additional amenities like ATMs or playgrounds. Strategically positioned every 80 to 100 kilometres, these facilities are essential for managing driver fatigue and ensuring vehicle readiness on long-haul routes.

A New Benchmark in Sustainability

Located at KM274.6 on the North-South Expressway (E1), Seremban R&R (Southbound) is a flagship site in the PLUS Malaysia Berhad network. In late 2024, it was officially reopened as Malaysia's first sustainable highway R&R, earning a Green Building Index (GBI) Gold Rating. The facility functions as a critical routine stop for drivers heading from the Klang Valley toward Melaka and Johor, balancing modern green technology with the high-volume demands of one of the country's busiest routes.

Traffic Use and Access

The site is designed to accommodate all vehicle types, with dedicated zones for heavy commercial vehicles. During a recent visit, Asian Trucker observed traffic moving steadily, with drivers pausing briefly for fuel or meals. One driver, Encik Azman Ghazali from Ipoh, noted, "I usually stop here to rest for a short while before continuing my journey." This reflects the strategic and efficient approach most commercial operators take when utilising the facility; prioritising a quick refresh before resuming their schedules.

Facilities in Practice

Seremban R&R Southbound offers a full suite of amenities, including diesel fuel, a significantly expanded food court (now eight times its original size), and modern surau facilities. Most outlets accept cashless payments, helping drivers minimise downtime. As a GBI Gold-rated site, the infrastructure incorporates solar energy, natural ventilation, and rainwater harvesting. While it provides high-quality comfort, it lacks dedicated driver lounges or overnight sleeping areas, keeping stops functional and focused on short-term recovery.



The Future: Terra ChargEV Hub Building on its sustainable status, PLUS and Yinson GreenTech have officially broken ground on Terra ChargEV, an integrated electric vehicle charging hub at this location. Expected to be operational in early 2027, the hub will feature 20 DC fast-charging points with speeds up to 350kW. This development is a major step toward supporting highway electrification, catering to both passenger cars and the growing segment of electric commercial vehicles.



Operational Context

As a public highway facility, Seremban R&R Southbound serves as a vital shared stop for trucks, buses, and private vehicles. Its primary value lies in its predictable, high-quality access to essential services within an eco-friendly environment. By catering to basic needs with modern efficiency, it remains a key node in maintaining the flow of goods and people across the Malaysian peninsula. 



Festive Season Truck Photo Competition

We are inviting drivers and fleet owners to share their most authentic and inspiring trucking moments this festive season. Celebrate your commitment to safe driving and showcase your truck in its festive best.

Theme: Safe Driving During Festive Seasons

How to Participate:

- Submit a high-resolution photo of your truck or a portrait of yourself.
- Include your name, fleet, truck details, and a short story (50–100 words).
- Submit online via: farrah@asiantrucker.com

Prizes and Recognition:

- Top three entries featured in Asian Trucker magazine.
- Certificates and digital recognition for winners.
- Sponsored prizes
- Social media shoutouts for standout submissions.

Timeline:

- Close: 28th February
- Winners to be announced early March

Judging Criteria:

- Originality and creativity
- Visual appeal
- Relevance to the theme of safe driving during festive seasons

Visual Ideas for Inspiration:

- Trucks decorated for CNY or Raya with driver portraits
- Drivers in uniform with trucks in scenic locations
- Close-ups of trucks with subtle festive touches, such as red envelopes or ketupat
- Action shots of trucks in motion with smiling drivers

Share your story, celebrate safe driving, and feature in our magazine this festive season.

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The 11th HINO Total Support Contest 2025

Empowering dealer excellence through skills training, service, and total support values, the HINO Total Support Contest presents itself in a new format.



Hino Motors Sales (Malaysia) Sdn. Bhd. (Hino Malaysia) proudly hosts the 11th HINO Total Support (TS) Contest, an annual platform that promotes excellence, teamwork, and customer-focused service among Hino's nationwide dealer network.

This year's contest brings together finalists from 11 authorised dealers across Malaysia, all selected after completing the preliminary round earlier this year. These finalists will be competing in the final contest today, showcasing their skills and teamwork. The event aims to strengthen dealer competency and uphold Hino's two core values, which are 'Providing Bestfit Products' and 'Total Support' to our customers.

Continuous Development and Team Collaboration

Since its inception, the Hino Total Support Contest has become a cornerstone of Hino Malaysia's dealer development program. It provides a structured environment

for dealer staff to demonstrate their knowledge, problem-solving abilities, and interpersonal skills through theory assessments, role-play simulations, and practical tests.

A major change for this instalment was the format of the contest with noticeably fewer participating dealers in the finals. According to HINO's management, this format focuses on quality rather than quantity. Instead of a mass-participation approach, HINO introduced a preliminary round to identify the most capable teams to compete at the final stage. This allows the contest to better showcase high-level skills, professionalism, and teamwork, ensuring a more meaningful and competitive experience for both participants and observers. This change is Kaizen itself: making the event the "Best of the Best" event rather than a general participant event. "We wanted to move away from Mass Event to Quality Event, where only the best will head to the final," Hiroshi Takahashi, Managing Director of HINO Motors Sales (Malaysia) Sdn Bhd told Asian Trucker.

Total Support Contest Categories

The Hino Total Support Contest 2025 is a dynamic competition that tests and celebrates the expertise of Hino dealers across five main categories: Sales, Service, Spare Parts, and Customer Success Operations (CSO).

Participating dealers would field teams with six members. As the competition is a "One-Stop Solution" Philosophy



/ Concept, this reflects a six-member team representing the Total Support chain: Sales, Service, Parts, and Customer Success Officer (CSO). This isn't about having a "large" staff, but a "complete" and "multi-skilled" staff.

"It is not about having more staff, but about having a complete and well-coordinated team. This structure allows us to evaluate how effectively dealers work together to deliver end-to-end support to customers. We need to cover the entire process from consultation and repair to parts availability and customer care" Takahashi explained.

1. Sales Consultant Category: Participants will explain the unique selling points of Hino vehicles, showcasing their ability to deliver compelling messages that inspire customer confidence.
2. Service Advisor Category: Participants will be addressing customer concerns about vehicle issues. Their evaluation is based on how clearly and confidently they explain technical problems to customers while demonstrating empathy and excellent communication skills.
3. Service Technician Category: Participants will work on diagnosing and resolving issues with Light Commercial Vehicles (LCVs). This practical simulation tests their troubleshooting skills and ability to perform accurate and efficient repairs, focusing on real-world maintenance challenges.
4. Parts Category: Practical activities include inventory management and using Hino's system to ensure efficiency in customer service.
5. Customer Success Operation (CSO) Category: Participants will resolve customer complaints through role plays, demonstrating empathy and communication skills.



For this instalment of the Total Support Contest, the HINO 200 Series was the truck chosen to be the vehicle to be worked on. Previously, the 300 Series has been used. Takahashi said that "One key focus this year is the human touch in an increasingly digital environment. While advanced diagnostic tools and Euro 5 technology are important, we also place strong emphasis on empathy, communication, and customer handling." Through categories such as CSO, we assess how participants manage customer concerns, explain technical issues clearly, and handle challenging situations. This reflects Hino's belief that Total Support is not only about fixing vehicles, but also about building trust and long-term customer relationships.

Exciting Rewards for Outstanding Performance

The Hino Total Support Contest 2025 offers an exciting range of rewards across both the Individual and Overall categories, with prizes that include cash incentives and an exclusive learning trip for selected winners. Altogether, the total prizes for this year's contest are valued at nearly RM100 000, making the event not only a showcase of skills but also a celebration of dedication, teamwork, and continuous improvement within the Hino dealer network.

A Commitment to Total Support

The contest reflects HMSM's ongoing effort to build knowledgeable, customer-focused dealer personnel who can deliver professional, reliable, and high-quality service to every Hino customer.

Through this annual initiative, HMSM continues to promote learning, teamwork, and collaboration, supporting the growth of its nationwide dealer network and reinforcing the company's mission to provide Total Support in every aspect of sales and after-sales service.

HINO aims to ensure that the contest remains challenging. Even though some of the contestants would have been in it a few times, they will have to repeatedly prove themselves. As the challenge evolves naturally with the industry, those contestants having participated a few times understand that technology is always evolving, and the truck they fixed years ago is not the same. Hence, they become students all over again. Commercial vehicle technology, diagnostics, and customer expectations continue to advance rapidly. Rather than making tests harder for the sake of difficulty, the contest stays relevant by reflecting real-world changes. Ultimately, this is ensuring that every participant, regardless of experience, is challenged to grow and improve. **T**



PFFLA: 45 Years of Support for Penang as Logistics Hub

The evening of 12 December 2025 was an exceptionally meaningful occasion. Industry players gathered in Penang to celebrate the 45TH anniversary of the Penang Freight Forwarders and Logistics Association (PFFLA). The event was officiated by YAB Chow Kon Yeow, the Chief Minister of Penang.

Distinguished guests, respected industry leaders, sponsors, past presidents, committee members, and fellow members of PFFLA, whose leadership and continued support play a vital role in strengthening Penang's position as a key logistics and trade hub were in attendance. Also in attendance were Dato' Dr. Vijaya Indiaran R. Vismalingam, General Manager of Penang Port Commission (PPC), Dato' Dr. Tony Chia, President of the Federation of Malaysia Freight Forwarders (FMFF), Mr. Jimmy Ang, Regional Manager of D&D Control (M) Sdn Bhd, En. Wan Ahmad Syatibi Wan Abdul Manan, CEO of Dagang Net Technology, En. Noorsuzamir bin Nordin, State Holder Relationship of Edaran IT Services, Dato Seri Lee Tiong Li, Chairman of Federation of Malaysia Manufacturer (FMM), and Kolonel Bersekutu (PA) En. Frank Tan, Principal Consultant of ISO Group.

The anniversary marks a milestone, reflecting decades of resilience, progress, and unity within the logistics and transportation industry. "This evening is more than a celebration of years; it is a tribute to the people, partnerships, and dedication that have shaped our journey, said Jay Shanker, President, PFFLA.

In his speech, he highlighted the strong collaboration between policymakers, port authorities, technology partners, manufacturers, and the freight forwarding and transportation community. Proudly recognised as the "Silicon Valley of the East," Penang has evolved into a powerhouse of innovation whereby it stands at the forefront of industrial growth, logistics capability, and international trade. During the event, PPC also took the opportunity to deliver a presentation on the Penang Port Development Plan.

At the heart of this is Penang International Airport (PIA), which continues to expand, and with the support of PILA (Penang International Logistics Aeropark), an integrated logistics facility, PFFLA is creating a seamless ground- to- air flow for cargo, e-commerce, and cold chain.

"This collaboration not only enhances supply chain efficiency but also strengthens Penang's role as a high-tech manufacturing and trade centre. PFFLA remains committed to supporting initiatives that drive innovation, connectivity, and economic growth in our region," he added.

The event reflects the association's journey and how the industry has transformed over time, adapting to change while staying united in purpose. Established in 1980 as Penang Airfreight Forwarders Association, known as PAFA, laid the foundation by representing Penang's airfreight forwarders and uniting the industry with a common voice.

It evolved in 1985 to become the Penang Freight Forwarders Association, known as PFFA. With the vision to include sea, land, and multimodal transport, earning recognition nationally and regionally through Federation of Malaysian Freight Forwarders (FMFF) and Federation of Asia-Pacific Air cargo Association (FAPAA).

Entering the modern era of 2025, whereby PFFLA now reflects its evolution into integrated logistics and supply chain leadership, championing digitalisation, infrastructure growth, and industry resilience. Members commented that the association has grown alongside Penang's remarkable transformation in discussions with Asian Trucker.

PFFLA has established its own Training Centre in 2012 to strengthen the industry's capabilities, develop future-ready professionals, and promote constant standards across freight forwarding and logistics sector. In the long run, this training centre serves as a pillar of, academic excellence in order to uplift the standards in the logistics industry.

"As we mark 45 years of legacy, we move forward together, ready for the next chapter of progress. We must also look forward standing united as an industry and continuously grow for the future ahead of us," Shanker closed. 





Association of Malaysian Hauliers Hold AGM

AMH 22nd AGM Concludes with Key Member Decisions on Governance and Membership Fees

The Association of Malaysian Hauliers (AMH) successfully convened its 22nd Annual General Meeting (AGM) on 10 December 2025 at the Ballroom of Botanic Resort Club, with members participating both physically and via an online platform.

The AGM provided an important platform for members to deliberate on governance matters, current industry challenges, and the future direction of the Association. Proceedings commenced with a doa recital, followed by the formal opening of the meeting upon confirmation of quorum by the Executive Secretary.

In his opening address, AMH President Soo Chee Yeong expressed appreciation to members for their continued trust and engagement. He highlighted the steady growth in AMH membership as a reflection of members' confidence in the Association's role as a unified industry voice, particularly in representing hauliers' interests at the national level.

The President also addressed key policy and operational challenges facing the haulage industry, including the overloading issue, regulatory compliance pressures, and the need for coordinated and realistic implementation timelines. While reaffirming AMH's support for long-term safety and infrastructure protection initiatives, he stressed the importance of balanced enforcement to avoid disruption to supply chain operations.

Voting Results on Key Resolutions

A major outcome of this year's AGM was the tabling and voting of two important resolutions, both of which were put forward to strengthen the Association's governance framework and long-term sustainability.

Resolution 1: Proposal to Increase Membership Fees

Members deliberated extensively on the proposed revision to the membership fee structure. Following the voting process, the proposal did not receive majority support, with a significant number of members expressing objections. As a result, the proposed membership fee increase was not finalised, and AMH will continue to maintain the current fee structure while taking members' feedback into consideration for future review.

Resolution 2: Creation of the Secretary General Position in AMH

Members also voted on the proposal to establish a Secretary General position within the Association. The resolution received overwhelming support, with only three votes objecting, and was therefore approved by a large majority.

The introduction of the Secretary General role is intended to further strengthen AMH's organisational capacity, enhance continuity in policy engagement, and support more structured and effective implementation of the Association's strategic initiatives. The voting results were officially announced by the President during his closing remarks, where he thanked members for exercising their voting rights and for contributing constructively to shaping AMH's future direction.

Associate Members and Industry Engagement

Following the conclusion of the formal AGM proceedings, AMH conducted the Introduction Session for New Associate Members, as outlined in the AGM notice and programme.

During the session, AMH welcomed Asian Trucker Media Sdn Bhd, Steelbro (M) Sdn Bhd, and Diamond Technique Sdn Bhd into the AMH network, reinforcing the Association's commitment to broader collaboration across the logistics and transport ecosystem.

The AGM concluded with post-AGM briefings, networking sessions, a group photography session, and a fellowship lunch, providing members and stakeholders an opportunity to strengthen engagement and industry cooperation.

AMH reaffirmed its commitment to representing the interests of hauliers through transparent governance, active member participation, and constructive engagement with regulators and industry stakeholders, in support of a safe, sustainable, and resilient haulage sector in Malaysia. 





Auto Maintenance and Repair Expo 2026



The 74th edition of the Auto Maintenance and Repair Expo (AMR) will return to the Capital International Exhibition & Convention Center, Beijing, from 13 to 15 April 2026. Informed by legacy and ushering in transformation for a sustainable future, this edition reflects trends in technological advancement and cross-sector collaboration within the supply chain.

With a focus on business growth and consolidating the industry's resources, AMR brings together after-sales services, commercial vehicles and components, road transport, and smart logistics. The exhibition will feature a redesigned layout covering over 80 000 sqm, hosting more than 1 300 domestic and international exhibitors. It aims to facilitate sourcing, information exchange, business services, and talent development, enabling enterprises to seize opportunities, identify new growth avenues, and establish competitive advantages.

As China's automotive ecosystem accelerates towards a cleaner and smarter future—driven by new energy vehicles, intelligent connectivity, and smart technologies—the aftermarket and road transport equipment sectors are reforming their business models. The widespread use of digital technologies has advanced vehicle inspection, repair and maintenance, transportation systems, and supply chain management, making them more integrated, eco-friendly, and innovative. This edition of AMR will showcase cutting-edge technologies and products addressing new market demands.

Spotlighting new energy vehicle maintenance and repair opportunities. The growth in new energy vehicle ownership has transformed the automotive aftermarket in China, accounting for over 10 percent of total cars as of June 2025. This trend increases the value of sectors such as electrical control system diagnostics, battery inspection, and recycling. AMR will spotlight comprehensive repair and maintenance solutions that enhance aftermarket service efficiency and encourage collaboration across the supply chain.

Traditional repair and maintenance businesses continue to evolve with advanced digital diagnostic tools enabling more efficient services. Industry leaders will showcase innovations such as fully automated wheel hub repair machines, high-performance

electric tools, and precision spray guns designed to improve workshop operations and increase revenue.

Mr Jichun Shen, Deputy General Manager of Shenzhen Anche Technologies Co Ltd, commented: "With the automobile inspection industry facing a crucial stage in its transformation, Anche is helping vehicle testing centres around China digitally transform through our smart inspection solutions. We hope to present these innovative services at AMR along with our new energy vehicle safety performance inspection systems, and explore new modes of vehicle examination with our stakeholders."

Unlocking growth for commercial vehicles and logistics throughout the value chain

The Commercial Vehicles & Road Transport Equipment zone will return, featuring intelligent connectivity, smart logistics, vehicle-infrastructure communication, and low-carbon transport. The zone will present innovations integrating drivers, vehicles, cargo, and infrastructure.

Displays will include advanced vehicle models, driving simulations, cargo fastening and logistics equipment, manual-loading accessories, unmanned delivery vehicles, and smart transport solutions. Concurrent events will include skills competitions for professional drivers and demonstrations of intelligent simulation equipment for training and safety management.



The Parts & Components sector will highlight commercial vehicle parts addressing maintenance, replacement, performance upgrades, and energy conservation. Products will range from core parts manufacturing to complete vehicle units and smart transportation applications.

Mr Yibo Wen, Deputy General Manager of Marketing, Zhejiang Ironstamp Auto Parts Co Ltd, stated: "With the smart unmanned delivery vehicles sector expected to grow rapidly, the 'Last Mile Delivery' concept is being implemented. Ironstamp aims to leverage AMR to scale up our automated door solutions within the commercial sector."

Customisation and cultural experiences target new trends and younger consumers. As younger car owners become the main consumer demographic, automobiles are increasingly a medium for self-expression. The Accessories & Customising sector will showcase off-road vehicles, pick-up truck customisation kits, rescue gear, auto detailing solutions, interior accessories, paint protection films, and more.

The exhibition will also host the National Creative Film Application Skills Competition, offering skills training and product demonstrations to support partnerships between suppliers, distributors, and end users.

Enabling market expansion and cross-border business development
As a leading automotive aftermarket show in the Asia-Pacific region, AMR facilitates business networking and resource matching, attracting overseas buyers from Africa, Central Asia, the Middle East, South America, and Southeast Asia. The show will expand international exposure through buyer invitations, overseas media promotion, and global networks, alongside forums offering insights into regional market expansion.

The show will also increase its international exposure through buyer invitations, overseas media promotion, and its global network, thereby bringing overseas procurers to the show and increasing the opportunities for partnerships. Various forums will also offer insights on market expansion into neighbouring countries. 





MCVE 2026: Beyond Exhibiting Products

The Malaysia Commercial Vehicle Exhibition 2026 (MCVE 2026) is more than a premier exhibition dedicated to the commercial vehicle sector. It provides a platform for stakeholders operating in Malaysia's commercial vehicle sector to engage in boundary-breaking conversations and knowledge exchange.

Realising the need for a far-reaching communications platform, organisers of the event have added numerous fringe events to nurture the exchange among the parties involved in road transportation. Organisers note that this year's instalment, the seventh time the event is being held, sees an influx of brands from neighbouring countries. It will be a more international MCVE this year.

Delegates can expect the event to be officiated with the VIP Drive-in, whereby the guest of honour will be shuttled to the venue in a truck provided by one of the exhibitors. The journey will be broadcast live from inside the vehicle into the venue. Running a series of Coffee Talks, the Association of Malaysian Hauliers (AMH) welcomes MCVE 2026 as an important platform that brings together industry players, technology providers, regulators, and logistics stakeholders to support the continued development of Malaysia's commercial vehicle and logistics ecosystem.

"AMH is pleased to support this event organised by Asian Trucker, in promoting industry engagement and showcasing advancements within the commercial vehicle and logistics sectors. MCVE provides an opportunity to highlight industry developments, operational challenges, and initiatives in fleet modernisation, safety, digitalisation, and workforce sustainability. Platforms such as MCVE enable constructive engagement to explore practical solutions that enhance operational efficiency and long-term sustainability. AMH looks forward to continued collaboration with industry partners and authorities," said Mohamad Azuan bin Masud, Secretary General, Association of Malaysian Hauliers (AMH).

Another track is the The CargoNOW Malaysia Conference and Exhibition. It unites shippers, carriers, service providers, and tech innovators under one roof. It is aimed at delivering cutting-edge insights in e-commerce, port operations, logistics tech and supply chain trends.

Leveraging LogiSYM's reputation as the leading supply chain symposium in the region, CargoNOW goes one step further to encompass the full supply chain ecosystem. With in-depth discussions, operator-led case studies, and deep-dives on shared visibility, predictive ETA tools, artificial intelligence, and industry digitalisation, it's where decision-makers meet innovation. No other event in the



region blends practical learning, high-level networking, and region-specific supply-chain strategies like CargoNOW Malaysia.

Understanding the need for exchange and ideation, the organisers are also ensuring that there are several sub-events to facilitate networking. "It is always a great pleasure for us to host the Asian Trucker Networking Night, as it is an enabler of business to be conducted," said Stefan Pertz, Organiser of MCVE 2026. With the final preparations now underway, a number of additional, new items are to be confirmed to be added to the program now. 



Events & Exhibitions

Intertraffic Amsterdam

Date : 10 - 13 March 2026
 Venue : RAI Amsterdam, The Netherlands
 Contact : <https://www.intertraffic.com/contact>

Intertraffic Amsterdam is firmly rooted as the world's leading event on smart, safe, and sustainable mobility. Discover emerging trends, experience innovative solutions, and connect with business leaders and government decision-makers shaping the future of mobility. Topics: Future-Proof Roads: Building Safe & Climate-Resilient Infrastructure,

Smart Traffic Management for a Safer and Greener Future, Drive the Future: Smart, Customized & Autonomous Mobility, Roadmap to Zero: Aligning Safety Goals with Asset Management Excellence, Revolutionizing Parking: Smarter Systems, Frictionless Experience, Urban Mobility Reinvented: Smart, Safe & Climate-Resilient

Auto Maintenance and Repair Expo

Date : 13 - 15 April 2026
 Venue : Capital International Exhibition & Convention Center, Beijing
 Contact : <https://auto-maintenance.cn.messefrankfurt.com/beijing/en.html>

As an international procurement platform in Asia Pacific's automotive aftermarket, the 74th edition of the Auto Maintenance and Repair Expo (AMR) will return to Beijing from 13 to 15 April 2026. Over the decades, AMR has dedicated resources to advance the automotive aftermarket. By offering comprehensive services and keeping pace with industry development, it has gained broad recognition from participants.

Building on a strong foundation developed over the last 40 years, AMR 2026 will actively embrace technological innovations and empower companies in industry transformations moving towards a sustainable future. The show will present latest achievements in digital transformation, green development, smart transportation, and industry upgrades in the aftermarket, producing seamless experiences and business opportunities for exhibitors in an expanded exhibition space.



Malaysia Commercial Vehicle Expo 2026 (MCVE)

Date : 14- 16 May 2026
 Venue : Malaysia International Exhibition & Convention Centre (MINES), Malaysia
 Contact : <https://www.mcve.com.my/#contact>

MCVE 2026, the Malaysia Commercial Vehicle Expo, will be held from 14–16 May 2026 at MIECC, Kuala Lumpur. It is Southeast Asia's largest commercial-vehicle exhibition, featuring trucks, buses, parts, components, fleet solutions and logistics technologies. The event gathers manufacturers, suppliers, hauliers, workshop operators, fleet managers and government agencies. With over exhibitors filling the space across 8 000 sqm, MCVE offers product showcases, industry seminars and networking sessions such as Coffee Table Talks and the Asian Trucker networking night. It serves as a key platform for discovering innovations, strengthening partnerships and understanding trends in the region's commercial-vehicle and transport industry.

Logistics Automation Expo

Date : 1-3 July 2026
 Venue : BITEC, Bangkok, Thailand
 Contact : <https://logisticsautomationexpo.com/contact>

the 3rd edition of Logistics Automation Expo, Thailand's only focused trade exhibition for warehouse infrastructure, warehouse automation, material handling equipment (MHE), storage solutions, transport and supply chain management. Taking place from 1-3 July 2026 at BITEC in Bangkok, this landmark event brings together logistics & supply chain professionals from across Asia and Southeast Asia to source new solutions, network and streamline supply chain operations.

Auto Parts & Vehicles Expo Philippines

Date : 23-25 July 2026
 Venue : World Trade Center Metro Manila, Pasay City, Philippines
 Contact : <https://www.apvexpo.com/meet-the-team/>

The Auto Parts and Vehicle Expo is a premier international B2B event dedicated to the auto parts and vehicle sector in the Philippines, including motorcycles, commercial, electric, and specialty vehicles. This expo serves as a platform for both international and local suppliers within the automotive industry to showcase the latest technologies and equipment, facilitating discussions on optimal industry solutions that aim to enhance efficiency and profitability for businesses in both the consumer and commercial automotive sectors.



Mitrans at UiTM: Building Safer, Smarter Truck Operations

Asian Trucker spoke with Profesor Madya Dr. Wan Mazlina Binti Wan Mohamed, Director of the Malaysian Institute of Transport (Mitrans) at Universiti Teknologi MARA (UiTM), and Ir. Ts. Dr. Ahmad Khushairy Bin Makhtar, Head of Training and Continuing Professional Development (CPD), to understand how the institute approaches truck safety, operational efficiency, and professional capability.

From Engineering to Real-World Truck Operations

With a background in aircraft maintenance and aerospace engineering, Dr. Wan Mazlina views transport as a system where planning decisions directly affect safety and operational outcomes. "Transport systems are living networks," she explained. "Every route and truck assignment has consequences for safety, efficiency, and logistics performance."

Dr. Ahmad Khushairy, trained in mechanical engineering with research experience in Japan, adds an operational perspective rooted in day-to-day realities. "Managing trucks is not only about moving goods," he said. "It is about designing operations that work safely and reliably under real operating conditions."

Managing Truck Operations on Campus

UiTM Shah Alam supports daily movement of service and delivery trucks alongside other vehicles. Mitrans coordinates internal truck planning, access, routing, and scheduling to ensure safe and efficient operations. "Freight and service vehicles cannot be treated in isolation," Dr. Wan Mazlina noted. "They must be planned together with other traffic to reduce risk and congestion."

Safety by Design

Safety at Mitrans is embedded in planning rather than addressed after incidents occur. Truck routing controls, access management, and driver requirements are continuously reviewed, reflecting best practices in commercial truck operations. "Our aim is simple," said Dr. Ahmad Khushairy. "Every truck should complete its journey safely, regardless of load or route."

Sustainability with Accountability

Sustainability efforts focus on measurable performance, including vehicle selection, fuel efficiency, and traffic management. These practices contribute to operational effectiveness and align with broader environmental goals. "Sustainability must be supported by data and planning," Dr. Wan Mazlina said. "Fleet decisions must make operational sense while reducing energy use and emissions."

Developing Truck Transport Professionals

Mitrans delivers CPD programmes for industry practitioners covering logistics, truck fleet management, safety management, and regulatory compliance. "Our CPD programmes are designed for

professionals facing real operational constraints," Dr. Ahmad Khushairy explained. "This includes fleet managers, logistics operators, and safety personnel."

Certified Halal Supply Chain and Halal Logistics courses also address compliance and operational integrity across trucking operations. "Halal principles extend to handling, equipment, and operational discipline," Dr. Wan Mazlina added.

Linking Truck Mobility with Responsibility

Mitrans combines academic insight with operational discipline, placing safety, sustainability, and professional development at the centre of truck transport planning.

"Our role is to prepare people who make better decisions," Dr. Ahmad Khushairy said. "That applies on campus and across the trucking industry."

For Mitrans, truck education is not confined to classrooms. It informs how trucks are managed today and how future professionals approach freight operations with responsibility and purpose. 





New Year's Fleet Resolutions for 2026

Turning Operational Pressure into Performance Advantage

By: MARK BUSCAGLIA

As fleets head into 2026, the operating environment continues to tighten. Fuel costs remain unpredictable. Regulatory oversight is increasing. Vehicle complexity is rising. At the same time, customers expect reliability, safety, and efficiency — often without tolerance for higher prices.

What's changed isn't just the list of challenges, but the margin for error. Many of the practices that sustained fleet operations for years are now under strain. The fleets that perform best in 2026 will not be the ones chasing every new technology or reacting to every disruption, but those that make deliberate operational shifts in how they manage maintenance, compliance, data, and change.

With that in mind, the start of a new year presents a useful moment for reflection. Below are four practical "New Year's fleet resolutions" that should be on every fleet leader's agenda for 2026 — along with the operational shifts already proving effective across the industry.

Resolution #1: Reframe Maintenance from Cost Control to Operational Strategy

Before:

Maintenance has traditionally been managed as a necessary expense — scheduled by time or mileage, evaluated by budget adherence, and addressed reactively when breakdowns occur. Unplanned downtime is often treated as unavoidable, and recurring issues are handled vehicle by vehicle rather than systemically.

What's changing:

Fleets are operating older vehicles longer, technician shortages are extending repair timelines, and inspection standards continue to tighten. Industry reporting increasingly shows that unplanned downtime now carries higher downstream costs than scheduled maintenance — including missed deliveries, compliance exposure, and customer disruption.

After:

Leading fleets are shifting from reactive maintenance to prioritized execution. Instead of asking, "When is this asset due?" they ask, "Which asset poses the greatest operational risk right now?" Maintenance decisions are guided by condition, utilization, safety exposure, and failure trends across similar vehicles.

What to focus on in 2026:

- Identify assets driving a disproportionate share of downtime
- Track recurring defects, not just individual failures
- Use inspections as early-warning signals, not just documentation
- Align maintenance priorities with operational impact, not calendar cycles

When maintenance is treated as a strategic lever rather than a cost line, fleets reduce disruption without necessarily increasing spend.



Resolution #2: Shift from Compliance Management to Compliance Confidence

Before:

Compliance is often handled through periodic checks, manual record gathering, and post-incident response. Data is spread across systems, spreadsheets, and emails, and audit preparation can consume weeks of staff time. Compliance teams operate separately from daily operations.

What's changing:

Enforcement agencies are using more digital tools, penalties are increasingly tied to repeat violations, and insurers are paying closer attention to compliance history. Fleets can no longer afford to treat compliance as a quarterly exercise.

After:

High-performing fleets build compliance confidence through visibility. They maintain an ongoing understanding of their compliance posture, identify emerging risks early, and correct issues before they escalate. Compliance data is no longer isolated — it informs safety programs, maintenance planning, and driver coaching.

What to focus on in 2026:

- Monitor compliance trends, not just pass/fail outcomes
- Identify repeat violations across vehicles or drivers
- Integrate compliance signals into daily operational reviews
- Shift conversations from “what went wrong” to “what’s emerging”

In a stricter regulatory environment, confidence — not just compliance — becomes a competitive advantage.

Resolution #3: Turn Telematics Data into Actionable Operations

Before:

Most fleets already collect vast amounts of telematics data — location, speed, diagnostics, idling, and driver behavior. Yet much of this data is reviewed after incidents occur or are presented in dashboards that don’t drive daily decisions. Alerts are often broad, leading to alert fatigue.

What’s changing:

Data volumes are growing faster than most fleets’ ability to act on them. At the same time, safety programs, insurers, and customers increasingly expect fleets to demonstrate how they use data to improve outcomes — not just collect it.

After:

Leading fleets are narrowing their focus from “more data” to “clear action.” Telematics insights are prioritized based on business impact and routed directly into operational processes. Instead of reviewing what happened last week, teams focus on what needs attention today.

What to focus on in 2026:

- Reduce alerts to those tied to clear action
- Define response paths for top safety and cost signals
- Use driver behavior trends for coaching, not punishment
- Connect telematics insights to maintenance, safety, and dispatch decisions

When data drives execution, telematics becomes an operational asset rather than an analytical burden.

Resolution #4: Prepare for Electrification and Technology Change — Operationally

Before:

Electrification and advanced vehicle technologies are often viewed as future procurement issues. Planning focuses on vehicle acquisition, while operational impacts — maintenance, scheduling, infrastructure, and training — are addressed later.

What’s changing:

Regulatory pressure, OEM timelines, and customer expectations are accelerating change. Early adopters are discovering that technology shifts affect far more than fuel costs — they reshape maintenance workflows, asset utilization, and daily operations.

After:

Prepared fleets focus on operational readiness first. They evaluate which routes and duty cycles are suitable for early adoption, involve maintenance and operations teams early, and plan infrastructure alongside scheduling and utilization changes.

What to focus on in 2026:

- Identify routes and assets suitable for early adoption
- Assess technician training needs ahead of deployment
- Model operational impact beyond fuel savings
- Build flexibility into technology and infrastructure decisions

The goal is not rapid adoption, but controlled, sustainable change.

From Resolutions to Results

Across these four resolutions, a common theme emerges: fleet operations can no longer be managed in silos. Maintenance, compliance, telematics, safety, and

technology strategy are increasingly interconnected, and decisions in one area ripple quickly into others.

The pressures facing fleets in 2026 are real — but so are the opportunities. Fleets that improve visibility, prioritize execution, and make data actionable are finding ways to absorb rising costs, reduce risk, and improve performance without raising prices.

As the new year begins, the most important question for fleet leaders isn’t whether change is coming. It’s whether their organization is positioned to turn that change into advantage. 



About Stave

Stave builds ServiceNow-native applications that unify fleet operations, data, and resources—simplifying processes today while preparing organizations for AI-driven efficiency tomorrow.

Mark Buscaglia a Technology driven Business Executive with 20 plus years as a Senior leader ranging from start-up to large enterprise organizations. An individual who brings a unique blend of strategy, technology, operations, risk, finance, personnel, security, business and process management skills and experiences. A strong focus on managing technology shift, digital transformations, cross-functional technology and business alignment, architecture-infrastructure, governance, program management and application development disciplines. A strong understanding of data enterprise data discovery, normalization, and business intelligence application.

Mark and his colleagues stand ready to help your fleet fulfill its New Year’s resolutions.



Customer Service: Stepping in and Stepping Up

Navin Manogaran, general manager and head of customer sales management, MAN Truck & Bus (M) talks about the intricacies of aftersales service.

AT: Tell us a bit about yourself and how you built your career in the commercial vehicle industry.

NM: I am 38 years old with Bachelors (Honours) Degree in International Business.

My professional journey began in 2015 when I joined Isuzu Malaysia as a Parts Executive shortly after completing my studies. This role provided a solid foundation in aftersales operations and introduced me to the commercial vehicle industry.

After two years, I advanced my career by taking on a leadership position with MAN Truck & Bus Malaysia, where I served as a Branch Manager. In this role, I gained valuable hands on experience managing branch operations, strengthening customer relationships, and driving business performance in a highly competitive market.

In 2020, I broadened my exposure by joining a Volkswagen dealership as the Head of Aftersales. This opportunity allowed me to deepen my expertise in passenger vehicle aftersales management while overseeing service quality, parts operations, and customer satisfaction.



Navin Manogaran is a Malaysian automotive industry executive currently serving as General Manager and Head of Customer Sales Management (sometimes referred to as Head of Customer Service Management & Network) at MAN Truck & Bus (M) Sdn Bhd the Malaysian subsidiary of the German commercial vehicle manufacturer MAN Truck & Bus SE. As anyone will attest, aftersales is perhaps one of the most important functions within any OEM operation. In this deep-dive, we learn all about his approach to customer satisfaction and how the many tools MAN Truck & Bus offers can help transporters to increase their uptime and, ultimately, their profits.

Eventually, I returned to MAN Truck & Bus Malaysia, stepping into this role. This marked a significant milestone in my career, allowing me to lead at a national level and contribute to the strategic development of MAN's aftersales business in Malaysia.

AT: How long have you been helming CSM?

NM: I have been serving as the Head of Customer Service Management (CSM) since August 2021, leading initiatives to enhance customer experience, strengthen service delivery, and drive continuous improvement across the organisation.

AT: How important is aftersales service to a brand like MAN? Is it one of the major strengths of the MAN brand?

NM: My favourite phrase is always "Aftersales sells the second truck".

This statement refers to the importance of aftersales. In today's extremely competitive marketplace, most commercial vehicles are equipped with the best and latest technology, especially in terms of safety and performance.

Aftersales is where we can differentiate our brand's strength, demonstrate our capability to support customer's needs and minimise vehicle downtime. I am proud that this is an area that we have consistently delivered in.

Our objective is clearly stated in the MAN tagline -- "Simplifying Business".

AT: CSM rolled out some key initiatives in 2025 such as online booking, service check-in and Mobile24. Please tell us more about these services and how they benefit MAN customers in Malaysia.

NM: At MAN, our strength is the digitalisation of our service -- from workshop appointment booking and service check-in to breakdown assistance and connectivity, everything is digitalised.

MAN Online Booking allows fleet operators and drivers to schedule service appointments directly through the MAN Malaysia website. This system simplifies planning and reduces downtime by ensuring that maintenance slots are secured in advance.



The benefits are:

- Faster and more convenient appointment scheduling
- Reduced waiting time at service centres
- Better planning of fleet maintenance and uptime

Digital Service Check-in benefits customers as it enables:

- Faster drop off process
- Clear communication of service requests
- Improved transparency and accuracy of job orders
- Minimised operational delay for fleet vehicles

For a commercial vehicle operator, even minor time savings translate into operational uptime and cost optimisation.

The MAN Mobile24 offers comprehensive breakdown support features, from on-site repair up to towing services, all inclusive. We provide coverage all over Malaysia. This support can be managed via a phone app which gives high transparency of each breakdown cases for both MAN and customers. The benefits include:

- Immediate response in emergencies
- Reduced downtime through coordinated repair actions
- Greater transparency via real time status tracking
- Consistent, high quality service via MAN's established network
- Peace-of-mind for long haul operators who depend on reliability and uptime.

AT: Used MAN Trucks are now available officially from MAN Malaysia. How has response been? What kind of refurbishments are done to the vehicles before sale? Typically, how old are these vehicles and what is the percentage of price discount compared to new MAN Trucks?

We have started these initiatives since the beginning of 2024 and there were a lot of coordination and legal requirements that needed to be fulfilled, presenting plenty of challenges to put our MAN TopUsed truck on the road.

However, from June 2025 onwards we managed to roll out this new offering successfully. To date, we have 10 units of MAN TopUsed trucks operating all over Malaysia and we are looking forward to increasing it to three-digit figures in 2026.

All TopUsed vehicles are eligible for two years' warranty on the entire vehicle. This reflects the confidence we have on the quality and condition of these trucks and the refurbishment we do before sale. We conduct thorough checking and rectification on all areas including the cabin, suspension and driveline.



For worry- and hassle-free operation, customers also have the option to sign up for any of our MAN Repair & Maintenance Contracts (RMC).

We select premium TopUsed trucks from the UK. Most of them are about four years old or less. From a price perspective, the difference can be lower by as much a 40% or more, depending on the model.

AT: Will MAN TopUsed Trucks cannibalise sales from new trucks?

NM: Used trucks and new trucks generally serve different customer segments. Global market data shows that a strong used truck business usually supports new truck sales rather than replaces them.

Our target market are SMEs looking for lower acquisition cost. Used trucks provide significant cost savings, making them attractive to smaller operators or new entrants to the business. We have many instances whereby MAN TopUsed customers actually bought new vehicles after having earned their trust, especially in terms of reliability.

A strong used truck market will also eventually lead to higher residual values, which will make new truck financing more attractive. We also believe that used truck sales can help expand our customer base.

Used truck buyers often opt for new trucks when their business grows. This supports a healthy cycle where used truck sales spur new truck sales and not cannibalise them.

AT: What other industry-leading, customer-focused initiatives from MAN can the market look forward to in 2026?

NM: MAN is pushing advanced fleet digitalisation globally, supported by its "Smart Innovator" strategy pillar. MAN Digital Services already provide connected fleet management, preventive maintenance intelligence, driver behaviour analytics and real-time vehicle health monitoring. MAN is systematically realigning its business around autonomous, connected, and low-emission technologies.

What customers can expect in 2026 are the following:

- More robust predictive maintenance features integrated with the MAN App
- Advanced telematics for route optimisation and fuel/energy efficiency
- Real time maintenance alerts and remote diagnostics to reduce downtime
- Connected driver assistance enhancements to increase safety compliance
- Enhanced service network and further expansions

In addition, MAN Malaysia has already extended its Shah Alam service centre's operating hours to 18 hours a day for better customer flexibility. This strong aftersales focus is expected to further expand in 2026 through:

- Additional extended operation service centres across the network
- Strengthened roadside support using Mobile24 integration.
- More customer lounges and driver friendly facilities (rest zones, showers, free WiFi)

These efforts reinforce MAN's commitment to setting a new benchmark for reliability in Malaysia.

AT: What were some of the major challenges faced by CSM in 2025 and moving forward in 2026?

We would describe 2025 as a successful year for MAN Malaysia in all four of our core businesses (Truck Sales, Bus Sales, TopUsed Sales and CSM).

Nevertheless, the most challenging part was the shrinking commercial vehicle market especially in the heavy vehicle segment. This challenges us from many different perspectives. For CSM, the impact would be on workshop throughput and reduced spending appetite among customers who opt for cheaper repair or service solutions outside.

Besides this, hiring quality technicians was also particularly challenging which affected workshop capacity till end of Q2 2025. This meant lots of efforts needed from remaining technicians who had to double their output to cater to workshop activities. The hiring process also had many limitations as those hired must be able to cope with fast-changing technology trends in MAN products.

Expanding our service network was also challenging in 2025 as the vehicle parc in certain areas were not promising. However, after much hard work from the MAN Network Team we manage to set new Service Support Workshops in East Malaysia and the East Coast of Peninsular Malaysia.

AT: Malaysia is a price sensitive market. The perceived high prices of MAN Genuine parts and lack of wide availability of more cost-effective OEM parts in Malaysia (compared to other European brands) could deter potential customers from choosing MAN. How do you plan to address that?

NM: Malaysia is undeniably a price sensitive market. We are fully aware that the perceived high prices of MAN Genuine Parts, combined with limited OEM alternatives, influences customer purchasing decisions. To address this, our approach has always been to focus on value, transparency and accessibility. Customers will then see MAN as a smart long-term investment.

Some of our on-going initiatives that specifically address market concerns include:

MAN Ecoline remanufactured parts

- Ecoline parts deliver MAN-certified quality at a significantly reduced cost compared to brand new components.
- They meet MAN's global quality standards and offer better long-term reliability than low-cost OEM parts.
- They help customers lower total cost of ownership (TCO) by providing more affordable options without compromising on uptime and safety.

Parts campaigns

- MAN Malaysia organises eight Parts Campaigns a year, two in each quarter to give our customers the opportunity to service or repair their vehicles very cost effectively.

MAN Repair & Maintenance Contract

- Cost-effective fixed monthly commitment.
- A straight line on maintenance cost with no surprises.
- Service and repairs by highly-trained professionals based on MAN standards.
- No compromise on the quality of parts used.
- Hassle free maintenance administration.

MAN ProfiDrive

- MAN's driver training programme ensures that drivers are well-trained on how to drive and handle a MAN vehicle optimally. This helps provide significant savings on total ownership costs.

Expanding service network

- A larger network means shorter travel distance for customers for their maintenance needs.
- This also means increased parts availability which reduces vehicle downtime, increase uptime and more business for customers.

Our mission is to ensure that customers see MAN not as a high-priced brand but as a high-value brand. By offering Ecoline parts, improving local availability, strengthening digital service integration and offering smarter pricing solutions, we aim to ensure that MAN becomes the most cost-effective premium commercial vehicle brand in Malaysia in the coming years.

AT: Lastly, what is your one key message to all current and future MAN customers out there? Why should they choose MAN?

NM: MAN is about consistency. I would encourage transport owners to choose MAN, because we do not just sell vehicles. We build trust, uptime and long-term partnership into everything we deliver. At MAN, our promise is simple. We keep your business moving, reliably and efficiently, every single day. MAN stands for 'Simplifying Business', including yours. 





Ever Freight's Bid For Reliability with HAMMAR Sideloaders

Having a strong service partner paired with a sophisticated product proves to be a performance enhance for Ever Freight's haulage division.



Although HAMMAR Sideloaders are a common sight in Port Klang, there are some operators that stand out when it comes to the use of this specialist equipment. Ever Freight Haulage (M) Sdn Bhd operates one of the biggest numbers of Sideloaders in the country. They are also the first one we hear of that has managed to secure a second-hand HAMMAR Sideloader.

A very energetic Chief Executive Officer, Mr Tommy Teoh, took the time to explain in depth how HAMMAR Sideloaders are instrumental to the success of his business. Within the group of companies, which is providing total logistics solutions, 130 trailers and 19 Sideloaders are deployed, making it one of the largest HAMMAR fleets in the country and the world. Currently, 60 prime movers are under the command of Teoh. "We have been loyal customers of HAMMAR for a very long time, having bought the first one in 2017."

When selecting his equipment, Teoh emphasises after sales service. "We have opted for the current brand of trucks based on the after sales service we are to receive. Yes, the hardware is important, but it is the moment when you have a problem when the true value of it is revealed. It is the same for the Sideloaders," he told Asian Trucker. Ever Freight might, in fact, be the perfect example to attest to the truth of this statement.

Out of the 19 HAMMAR Sideloaders, one was not bought as a brand-new unit but rather entered service in Ever



Freight as a second-hand unit. "I heard that one operator is shuttering their business, offering three Sideloaders for sale." He only had one question for the vendor: Is the unit still under maintenance contract with HAMMAR? Hearing that it is indeed still under contract, there was no stopping this deal from going through. Praising the professional service and the integrity of HAMMAR staff, Teoh said that any HAMMAR Sideloader under service contract by the Swedish brand is worth buying as a used unit as there would be no bad surprises lurking. "I would have taken all three, but two were already sold by the time I made my offer."

In particular, the hydraulics system requires attention in Teoh's experience. When servicing the Sideloaders in HAMMARs workshop, the technicians handling the job would be pro-active in notifying Ever Freight of any issue that could become a serious matter. "This allows us to prevent breakdowns and to ensure the machinery is in top condition at all times." When opting for either PTO or on-board engine for the Sideloader, Teoh further praised the service provided by the team around Chris Joon and Walter Joon. "The HAMMAR team is very helpful in consulting clients when it comes to specifying the model one needs and what configuration one should opt for. As with the trucks, Sideloaders perform best if the correct options are selected."

Road safety is a topic close to Teoh's heart. "I understand that any accident will have a negative impact on our brand. It is important to take any and all measures to ensure the safety of our drivers as well as any other participants



in traffic." What Teoh observes is that many drivers are new to the industry and therefore have little experience. Appreciating that the work is oftentimes stressful and that there is a lot to learn for the rookie drivers, Teoh has put in place training sessions to elevate the skills of his truckers. "For instance, if you wanted to, you could take shortcuts with the Sideloaders. However, then you are putting yourself and others in danger." According to him, HAMMARs are very well equipped with sophisticated safety features, but it is crucial that the drivers understand how to best use them. And why it is important to use the safety functions although work may be slowed down by using them.

Having upgraded his fleet with the latest HAMMAR Sideloaders, having recently taken delivery of them, Teoh also requested additional training on the equipment. The approach Ever Freight is taking is that all drivers should be able to operate the HAMMAR Sideloaders. There are no designated drivers for this type of trailer. Teoh explained that his business is operating 24/7 and that it is easier to manage if all drivers can operate any, and all the equipment.

Having driven trucks himself for ten years, Teoh can also anticipate the behaviour and expectations of his

drivers. "In an industry like ours, there is always some matter to attend to, some issues to handle. This is why using HAMMAR Sideloaders is important for us as they run hassle-free and make our lives a little easier." As many clients have limited space for container storage or do not feature loading ramps, the Sideloaders are often a godsend. Many of Ever Freight's clients oftentimes insist on the Sideloaders to be sent. In particular, in congested and tight spaces is where the HAMMAR Sideloader really shines. 





APAD Strengthens ICOP Safety Compliance Engagement with Johor Transport Operators



The Agensi Pengangkutan Awam Darat (APAD) continues to reinforce its commitment to road safety and regulatory compliance through an industry engagement session held with members of the Johor Sand & Granite Lorry Operators' Association at Daiman 18 Golf Club House, Johor Bahru.

The engagement session, attended by 45 operators and industry representatives, focused on enhancing understanding and practical implementation of the ICOP Keselamatan – Kenderaan Barang Berat, a key requirement under APAD's licensing framework. The programme forms part of APAD's ongoing advocacy to ensure that safety compliance is not merely

documentation-driven but effectively translated into daily operational practice across the transport and logistics sector.

During the session, APAD provided in-depth clarification on the expectations of a comprehensive safety management system, covering critical elements such as organisational structure, driver management, vehicle condition, hazard and risk control, as well as systematic record-keeping and performance monitoring. Particular emphasis was placed on aligning ICOP implementation with real-world operational challenges faced by fleet operators.

Participants demonstrated strong engagement through active question-and-answer discussions and

constructive sharing of on-the-ground issues, reflecting a growing maturity within the industry towards proactive compliance and safety ownership. The session also served as a two-way engagement platform, enabling operators to better understand regulatory intent while providing APAD with valuable feedback on practical constraints faced by the industry.

APAD expressed its appreciation to the Johor Sand & Granite Lorry Operators' Association for its close collaboration in organising the session and for its role in mobilising industry participation. Such partnerships are seen as vital in building a safer, more disciplined and sustainable land transport ecosystem in Malaysia.

This engagement aligns with APAD's broader objective to elevate safety performance across the commercial vehicle sector, in line with national road safety aspirations and regulatory requirements. 





Scania's L-cab Awarded NCAP's Five Stars

Scania L-cab awarded five stars in Euro NCAP's Safer Trucks programme

Scania is committed to enhancing road safety through a holistic approach that addresses all aspects of safe transport. This includes critical areas of safe transport, starting with security for the driver, providing them with the right prerequisites, followed by safe driving practices, advanced crash avoidance technologies, robust crash protection, and effective post-crash response. Our solutions ensure that every stage of a journey is safeguarded, helping to prevent accidents and minimise risks for all road users.

The tested vehicle, an electric version of the L-cab, is part of the utility segment, which covers vehicles such as refuse collectors and other vital service trucks.

The L-cab is a versatile low-entry cab designed for demanding urban and vocational operations. It offers exceptional direct vision – particularly when equipped with Scania's City Door, which enhances accessibility and minimises the risk of "dooring" incidents by opening within minimal space.

"At Scania, we put safety and our customers first, and that our L-cab has been awarded five stars by Euro NCAP is proof that we turn our commitment into

actions," says Lars Gustafsson, Head of Trucks, Scania. "This recognition is a milestone in Scania's long-term ambition to drive the shift towards a safe road without accidents."

The L-cab combines superior visibility with easy entry and exit, contributing to a safer working environment for drivers and crews. In addition to its ergonomic advantages, the cab offers active safety systems such as advanced emergency braking, lane departure warning with active steering, and a side-turn emergency brake that detects and reacts to cyclists turning across the vehicle's path.

Passive safety is equally strong, with driver and side curtain airbags providing additional protection. The cab's robust structure meets Scania's highest standards for occupant safety.

The L-cab is also fully integrated within Scania's modular system. This means drivers instantly recognise the layout and controls, providing familiarity, efficiency and comfort. The L-cab's versatility makes it suitable for a wide range of vocational applications, including tippers, concrete mixers and truck-mounted attenuators (TMA).



"Our customers expect Scania to be a trusted partner – delivering great comfort, user-friendly experience and top-class safety in one complete solution. Now we have independent proof from Euro NCAP that our trucks deliver on that promise," Gustafsson concludes.

About Euro NCAP and the Safer Trucks Programme

Euro NCAP (European New Car Assessment Programme) is a leading independent authority in automotive safety, with testing programmes dating back to 1997. Its star ratings help customers identify the safest choices available on the market, while encouraging manufacturers to exceed legal requirements and continually improve safety performance.

Work on Euro NCAP's Heavy-Duty Vehicle rating began in 2020, with the first results published in November 2024. The assessment is based on four stages of an accident: safe driving, crash avoidance, crash protection, and post-crash safety. 



The importance of Tatra FORCE vehicles

CAS 20 on Tatra Force 4x4 chassis is very agile in the terrain. It can move even off any road with astonishing speed.

According to the EU nomenclature, the Czech Tatra is a "small vehicle manufacturer". It has earned this characteristic primarily due to its typical annual production, and even if it were to double it, which is a quite realistic goal, it would still not exceed five thousand heavy trucks. This is the limit that the aforementioned nomenclature refers to.

Small in annual production, but great in its importance. Thanks to its completely different design, which the competitors cannot even come close to (for many technical reasons, also because it would be completely ineffective given the level of real usability for a typical customer), it is rightly ranked as the best and most affordable all-wheel drive HDV in the world.

Otherness is destiny

Tatra is different – has its otherness! For many decades, since 1923, it has been characterized by the "Tatra chassis concept" with a backbone tube and independently suspended and sprung axles, a directly air-cooled "Vee" engine, a transmission unit of its own design and the transfer case drop-box. Of course, the list of all this Tatra-specificity also included a cabin of its own design, in the last forty years a COE with a small branch to the bonnet cabin.

In 2009 and 2010, when they started working in Kopřivnice on a project for a then new heavy truck with essential structural subgroups of foreign origin (cabin, engine, main gearbox), it was believed that what they so affectionately called "Tatra-Tatra" will end soon. But in meanwhile has been launched the Tatra 815-7 model series, later called FORCE on the market in 2006. Primarily, it was a new "unified special" for the military and special services. However, after the introduction of the khaki variant, the first red applications of fire and rescue specials and later even purely civilian ones appeared in 2009.

Incarnation of original ideas

Why is Tatra FORCE, as the second model series of HDV from Kopřivnice and at the same time as a key model for the "military business", so important for the car manufacturer? First of all, because it is a modern incarnation of the aforementioned "spell" of Tatra-Tatra. Although it can be equipped with a liquid-cooled engine or a main transmission of foreign origin (engine: Cummins ISM, ISL, ISX, ISB or Caterpillar C9.3B, transmission: ZF TraXon, ZF Ecolife II or Allison) in the basic version, it remains faithful to purely Tatra aggregates.

In its design, we will again find, in addition to the completely obvious "Tatra concept" chassis, now improved with pneumatic suspension of the front axles or controlled rear axles, an original Tatra



The rescue special (VYA) built on the Tatra Force 6x6 chassis with an Allison 4500 transmission is equipped with a HIAB 2222 ATF-2 hydraulic crane.

T3 V8 or V12 air-cooled engine with a mechanical or electronically controlled injection pump (RE) in the Euro 0, Euro III or Euro V specification, an original Tatra transmission unit with electronic shifting, a Tatra additional/downshift gearbox and its own, simply cut cabin, this time with a spatial welded frame, which ensures its status as the safest cabin on the HDV market. If necessary, a ROPS/FOPS safety system is integrated into the cabin roof (only for two-doors, for four-doors "only" ROPS).

FIRE and FORCE cabins

The third generation Tatra FORCE vehicles (2023) use a two-door or four-door cabin and the engine is mounted behind the cabin – FORCE, or above the front axle – FIRE. In the case of using the FORCE cabin, the interior is without a tunnel, in the case of FIRE there is an engine tunnel in the interior. This is where the dimensional possibilities of both the interior and exterior of the vehicle come from, which of course retains a very low build. The overall height of the vehicle, whether with the FORCE or FIRE cabin, reaches an unprecedented value of 2860 +/- 30 mm. The magic lies in the size of the wheels used, respectively their tires. For FORCE 14.00 R20" and for FIRE 315/80 R22.5". Low overall height was one of the basic requirements when developing this series – the ability of the vehicles to be transported by standard NATO aircraft. Moreover, low overall height is also suitable for civilian use and especially for firefighting special vehicles.

Important basis for mobility

The third generation of FORCE vehicles, among other things responding to legislation in the form of GSR and CySe regulations, recognizes, among other

So far, four pieces of the CAS 30 Tatra Force III firefighting special have been created for the needs of soldiers in the colour RAL 6014.



things, the extreme importance of the segment of fire and rescue vehicles and special vehicles by developing the FIRE S, FIRE L (crew, four-door) and FIRE L AUS (Australia) cabins, as well as the FORCE S HAS (firefighter) variant. Vehicles in red, yellow or even khaki with specialized superstructures from KOBIT THZ, THT Polička, Rosenbauer and others serve all over the world. From the German Bundeswehr and THW to the Vienna firefighters, the Balkan states, Russian engagements, Indian airports, the Hawaiian fire brigade, the American firefighting forces, Australian customers near eastern Israel or even Palestine. Of course, Tatra fire and rescue special vehicles are widely represented in the Czech Republic and Slovakia. Many of them are built on the chassis of the Tatra FORCE series.

The fact that in the spring of 2025, the production of the original T815 vehicles with the well-known COE pressed and welded cabin, today the FORCE series is a typical representative, among others, of firefighting and rescue vehicles and a bearer of both the original Tatra-Tatra story and technology of foreign origin. However, it is still based on the "Tatra concept" chassis with pneumatic suspension of all axles (a world-wide unique feature for trucks in the weight category over 18 t). In addition, the FORCE series is destined for the development and preparation of prototypes of vehicles with alternative power trains. BEV, PHEV, FCEV, BEV-REX and others. The development and application of FORCE vehicles fully fulfill the "Tatra-Mobility" strategy. The production of firefighting and rescue special vehicles on Tatra chassis reaches up to 15% of the total annual production of the third oldest, still functional, car manufacturer in the world. 



A police assistant is supervising the peace in Prague. The special riot unit has a multifunctional vehicle on the TATRA FORCE 4x4 chassis.



Daimler Truck presents Mercedes-Benz NextGenH2

Following the development and successful testing program with prototypes of its first-generation fuel cell trucks, Daimler Truck presents the Mercedes-Benz NextGenH2 Truck. The fuel cell truck represents another development milestone for Daimler Truck on the path to sustainable transportation powered by hydrogen. In a small-series production run at the Mercedes-Benz plant in Wörth, 100 units of these further developed semi-trailer tractors will be manufactured and deployed with various customers from the end of 2026 onwards.

Achim Puchert, CEO Mercedes-Benz Trucks: "In addition to battery-electric solutions, hydrogen-based drives are crucial for the sustainable transformation of our industry. With the NextGenH2 Truck, we are taking the next technological step in fuel cell trucks. Together with our customers, we aim to introduce the small series with high range and near production-ready technology into daily transport operations from the end of 2026."

The engineering team retained the proven strengths of the first-generation Mercedes-Benz GenH2 Truck in the development of the new model. Liquid hydrogen enables ranges well over 1 000 kilometers on a single tank filling at full load. The proven cellcentric BZA150 fuel cell converts hydrogen into electrical energy on board.

Key upgrades include proven series components from the battery-electric Mercedes-Benz eActros 600, such as the latest generation of the integrated e-axle, the aerodynamically optimized ProCabin, the modern Multimedia Cockpit Interactive 2, and cutting-edge safety and assistance systems based on the current E/E architecture. Like its predecessor, the Mercedes-Benz NextGenH2 Truck is particularly suited for highly flexible and demanding long-haul applications.

Liquid Hydrogen Enables Ranges Well Over 1 000 Kilometers

In the development of hydrogen-based drives, Daimler Truck prefers the use of liquid hydrogen. At -253 degrees Celsius, liquid hydrogen has a significantly higher energy density compared to gaseous hydrogen, allowing more hydrogen to be stored, substantially increasing range and delivering performance comparable to

conventional diesel trucks. The capacity of the two liquid hydrogen tanks has been increased compared to the first generation of the Mercedes-Benz GenH2 Truck, so that a total of up to 85 kg of hydrogen can now be filled. Refueling is possible from both sides as both tanks are connected. Using the sLH2 refueling standard developed by Daimler Truck and Linde, the truck can be filled with liquid hydrogen within 10–15 minutes — as safe, fast, and simple as refueling today's diesel trucks.

Transporting liquid hydrogen requires less logistical effort, and liquid hydrogen tanks offer cost and weight advantages over gaseous high-pressure tanks. These benefits enable higher payloads, making deployments comparable with today's diesel trucks. Daimler Truck successfully demonstrated this at the end of 2023 during the #HydrogenRecordRun, when a Mercedes-Benz GenH2 Truck with a gross combined vehicle weight of around 40 tonnes covered 1 047 km on a single filling of liquid hydrogen.

Reliable and Efficient Fuel Cell Technology

The BZA150 fuel cell from cellcentric — a joint venture between Daimler Truck and Volvo Group — remains the heart of the NextGenH2 Truck's drive system. Two fuel cell units operate as a twin system with a total system output of 300 kW (150 kW each) and are space-savingly integrated in the engine compartment beneath the cab. Over years of intensive testing, the hydrogen-powered drive concept has impressed with its reliability and efficiency under real-world conditions. In early customer trials with the Mercedes-Benz

GenH2 Truck, hydrogen consumption, for example, averaged between 5.6 kg/100 km and 8 kg/100 km, with gross combined vehicle weights ranging between 16 and 34 tonnes.

In operation, the fuel cell generates electrical energy through the reaction between hydrogen (H_2) and oxygen (O_2). Together with a buffer battery, this powers the electric motors integrated into the e-axle, delivering strong propulsion. The only emission from this process is pure water vapor.

Series Components Deliver a Technological Leap

The Mercedes-Benz NextGenH2 Truck impresses through high technological maturity, thanks in part to the use of state-of-the-art components from Mercedes-Benz Trucks' series production vehicles. This includes the ProCabin — which is already offered in the Mercedes-Benz Actros L and the battery-electric eActros 600 — now featured for the first time in a fuel cell truck. Thus, the NextGenH2 Truck benefits from a nine percent improvement [1] in the drag coefficient compared to the previous cab.

The NextGenH2 Truck offers a high-level driving experience, on par with its battery-electric counterpart, the eActros 600. Dynamic power delivery thanks to instantly available high torque, smooth and comfortable handling, and low in-cabin and exterior noise are well-known advantages that the fuel cell truck, as an electrically powered vehicle using hydrogen as its energy source, can fully exploit. Even in demanding driving situations such as steep gradients or high payloads, the truck delivers up to 340 kW in Economy Mode and up to 370 kW in Power Mode.

At the heart of the energy storage system is a high-voltage battery developed by Daimler Truck with an installed capacity of 101 kWh [2]. This lithium-iron-phosphate (LFP) battery serves as a buffer for the fuel cell and stores energy during recuperation. The NextGenH2 Truck uses the same efficient in-house-developed electric drive axle as used in the eActros 600, with a 4-speed transmission (including two reverse gears) for optimal power delivery at all times.

Together, these components enable highly efficient energy recuperation when driving downhill or during braking, feeding

regenerated electricity directly back into the buffer battery — noticeably extending overall range and improving consumption.

The high-voltage components and the latest E/E architecture are also carried over from the Mercedes-Benz eActros 600. Thus, the NextGenH2 Truck features the latest advanced safety systems such as Active Brake Assist 6, Front Guard Assist, and Active Sideguard Assist 2, as well as compliance with current cybersecurity standards.

Innovative Solutions Enhance Customer Usability

Customer trials of the Mercedes-Benz GenH2 Truck provided valuable feedback for Daimler Truck's development team, directly influencing improvements in the NextGenH2 Truck and further increasing customer benefit.

Thanks to an innovative and space-saving arrangement of components in the Tech Tower behind the cab, this area is now significantly more compact. As a result, the wheelbase has been shortened by 150 mm compared to the previous model to 4,000 mm. This increases customer flexibility by enabling compatibility with various trailer combinations and a wide range of standard trailers within EU length regulations.

The Tech Tower also houses a new boil-off management system that meets all regulatory requirements for handling hydrogen, including parking the vehicle in enclosed spaces. An integrated cooling system ensures consistently

stable operating conditions even at very high ambient temperatures or demanding terrain.

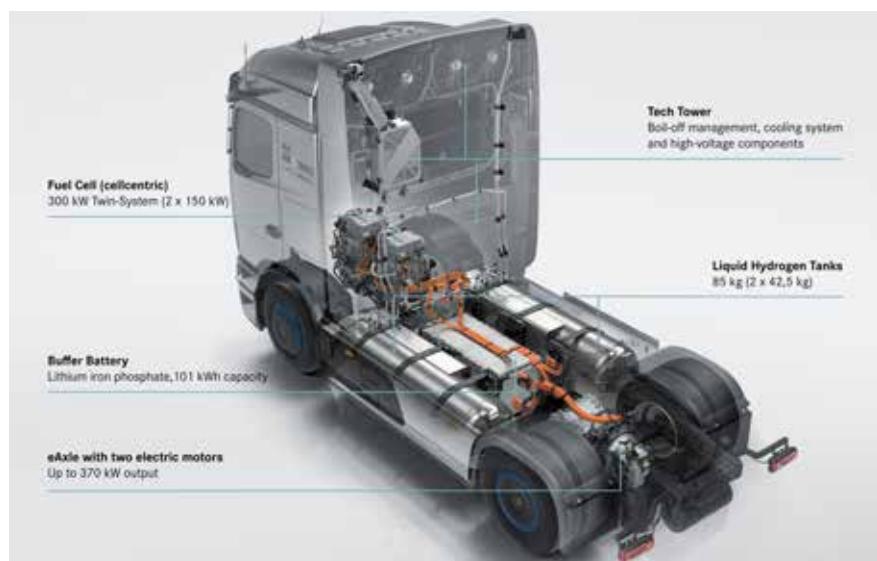
A new sensor system, which responds to the highly unlikely event of hydrogen leakage, now allows overnight stays in the truck's two standard beds fitted in the cab. This increases comfort and flexible usability of the truck, especially for long-haul drivers on multi-day assignments.

Additionally, a newly designed side panel with integrated crash elements provides improved protection of the liquid hydrogen tanks in the event of an accident. The aerodynamically improved panel features practical tread plates, improving both safety and accessibility while reducing aerodynamic drag.

Testing and Funding of the NextGenH2 Truck

Last year, Daimler Truck tested prototypes of the Mercedes-Benz NextGenH2 Truck under extreme conditions in the Swiss Alps — both during winter and summer trials — ensuring reliability under demanding operational scenarios. Insights gained from these tests are being incorporated directly into further development.

The development, production, and practical deployment of the NextGenH2 Trucks scheduled from the end of 2026 is supported by the German Federal Ministry of Transport (BMV) and the federal states of Rhineland-Palatinate and Baden-Württemberg within total €226 million. Series production of fuel cell trucks is targeted for the early 2030s. 



[1] Customer-oriented application in long-haul transport (highway driving, standard semi-trailer, 40 tons), value determined through simulation.

[2] Nominal capacity of a new battery, based on internally defined parameters.

HS Group Launches HOHAN C3H Light Truck

The vehicle is aimed to meet growing urban and regional logistics demand, complementing the group's portfolio.

HS Group has officially launched the HOHAN C3H Light Truck at a corporate gala dinner held in Subang, Selangor, marking a key expansion of its light commercial vehicle offering for Malaysia's logistics and distribution sector.

Positioned to serve urban delivery, regional transport, and fleet operations, the HOHAN C3H light truck is designed to deliver a balance of payload efficiency, durability, operating economy, and driver comfort, addressing the evolving needs of modern logistics operators.

The launch event was attended by senior representatives from China's heavy industry leaders, including Mr Lan Junjie, Director of International Business Department of Shandong Heavy Industry Group, Mr. Xue Hao, Deputy General Manager of SINOTRUK Southeast Asia Region, as well as representatives from SHACMAN, SHANTUI, and WEICHAI, underscoring the strong strategic partnership supporting the HOHAN brand.

Speaking at the event, HS Group Managing Director, Dato Seri Teoh Hai Hin, highlighted the strong market acceptance of Chinese commercial vehicles and the growing importance of the light truck segment.



"Light trucks play an increasingly important role in urban and regional logistics. The HOHAN C3H is engineered to offer fleet operators a practical, reliable, and cost-efficient solution without compromising safety or driver comfort," he said.

Teoh added that industry data from China Customs shows Malaysia imported approximately 8 000 heavy-duty trucks from China in 2025, accounting for nearly 70 percent of the national heavy truck market, reflecting strong confidence in Chinese commercial vehicle technology.

As the exclusive distributor of SINOTRUK HOHAN trucks in Malaysia, HS Group emphasized that the HOHAN C3H benefits from SINOTRUK's global engineering expertise, proven reliability, and a complete after-sales ecosystem.

"Choosing the right light truck is choosing the right operational tool. With the HOHAN C3H, fleet operators can

focus on improving delivery efficiency and controlling costs, while HS Group ensures dependable after-sales support and parts availability," Teoh added.

To support light truck customers nationwide, HS Group has strengthened its 3S (Sales, Service, and Spare Parts) network in Johor Bahru, Kuantan, Rawang, and Kota Kinabalu, supported by increased technical manpower, mobile service teams, and enhanced spare parts inventory. 





MAN Urges Transporters to Invest in Quality for Long-term Sustainability in Malaysia



MAN Truck & Bus SE (MAN SE) has urged Malaysian transporters to prioritise quality and lifecycle value when investing in fleet assets, stressing that true sustainability is achieved through durability, reliability and long-term efficiency rather than short-term cost savings.

During a two-day management visit to Malaysia, MAN highlighted that the commonly adopted “buy cheap, use and dispose” approach often results in higher total cost of ownership (TCO), unpredictable downtime and increased environmental impact. Vehicles with shorter lifespans typically face frequent repairs, lower availability and premature replacement, while also contributing to unnecessary waste when not properly managed at end-of-life.

Friedrich Baumann, Member of the Executive Board and Head of Sales & Customer Solutions at MAN Truck & Bus SE, said transporters who invest in well-engineered vehicles supported by professional maintenance are better positioned to build resilient and sustainable operations.

On the topic of alternative energy sources for transportation, Baumann stated that MAN clearly believes that it is Battery Electric Vehicle Technology (BEV) will be one that will become mainstream. Others, such as Hydrogen, will also play a role, but these would be specific applications where BEV may not be the best-suited solution. “We decided to view Hydrogen as an Internal Combustion Engine solution, ICE, although we have worked on certain projects using fuel cells.” He added that MAN engines are able to use up to B100 Biofuels, also significantly reducing CO2 emissions.

At the same time, Baumann made the clear statement that MAN will continue to invest in Diesel technology as it is crucial to further reduce fuel

consumption in order to support customers in their quest for profitability. "As one can imagine, all this adds a lot of complexity to the product management to develop new technologies and vehicles."

"True sustainability means maximising return on investment by operating vehicles efficiently, reliably and responsibly over many years. Quality engineering combined with professional maintenance ensures higher uptime, lower total cost of ownership and long-term business viability," he concludes.

Nobody wants to buy a truck, one needs to buy one. And that is where the relationship between the customer and truck manufacturer matters most – Friedrich Baumann

MAN emphasised that its commercial vehicles and engines are engineered for service lives exceeding one million kilometres without overhaul. To support fleet owners, MAN offers Repair and Maintenance Contracts with fixed monthly costs, expert servicing by trained technicians and the use of genuine MAN parts, enabling predictable operating expenses and improved vehicle uptime.

Operating a fleet of commercial vehicles, whether trucks or buses, requires more than purchasing a vehicle. It requires a strong and trusted partnership with the brand behind it. As he puts it: Nobody wants to buy a truck, one needs to buy one. And that is where the relationship between the customer and truck manufacturer matters most

Effective fleet operations depend on using the right vehicle for the right application, supported by a partner who understands the customer's business and has the right expertise and service capability to keep vehicles running reliably. A true partner stands by the customer when challenges arise and commits for the long term.

Baumann praised the effort made by the MAN team in Malaysia, stating that the momentum gained over the recent years has manifested itself in record numbers of deliveries. Part of the agenda for the visit to Malaysia is to assist with the implementation of the latest technology. "Having learned our lessons in Europe, we see the move to BEV now happening in other countries and can assist with that."



Managing Director for MAN Truck & Bus (M) Sdn Bhd (MAN Malaysia) Marc Appelt

On the subject of the hyper-competitive market now posed by the aggressive expansion of Chinese truck makers, Baumann elaborated that the approach MAN is taking is a different one to the often cut-throat price war fought by Asian brands. "Clearly, competing on the basis of the lowest price cannot be sustainable. We are determined to provide the best, most sustainable solutions that go beyond just providing hardware." It is this differentiation that has resulted in many customers returning to MAN after having tried Chinese brands, realising that the business proposition is a fundamentally different one.

Thomas Hemmerich, Head of Sales Area International at MAN Truck & Bus SE, added, "MAN offers technology solutions for nearly all transport applications, backed by highly trained and passionate teams on the ground who provide full operational support. This is even more important in the field of e-mobility. We are looking ahead to bring our battery-electric trucks and buses (BEV) technology to Malaysia."

MAN offers technology solutions for nearly all transport applications, backed by highly trained and passionate teams on the ground who provide full operational support - Thomas Hemmerich

However, Hemmerich stressed the fact that the business of trucking is first and foremost a people business. "One can have the best product in terms of technology; however, it is the attitude of the people dealing with any problems that arise that will determine customer satisfaction." He traces the strong performance of MAN Malaysia in the past year to this approach and the investment in their staff.

Having already proven its performance and reliability across Europe, MAN is confident in delivering the same value to Malaysian companies. While the local team is fully prepared to support this next step, the full commitment of government authorities is needed in investment in infrastructure and the introduction of incentives or subsidies to help companies adopt BEV technology.

Having been based in the region previously, Hemmerich stressed the importance of visiting overseas markets.



Mr Thomas Hemmerich, Head of Sales Area International

"An event like this, meeting customers and other stakeholders, is absolutely crucial for us to understand the needs and demands of the market." Markets are different and the insights gained from visits to individual countries allows for the organisation to adapt its products to the respective fine-grained requirements. In particular, Malaysia is very interesting for Hemmerich as there are more brands present than in other markets while he observes a high level of professionalism among transport companies. "This forces us to continuously push to improve ourselves on all levels and aspects of our operation."

MAN vehicles are built to last. We have actual customers with MAN trucks that have clocked more than 1.5 Million Kilometres without overhaul – Mark Appelt

Managing Director for MAN Truck & Bus (M) Sdn Bhd (MAN Malaysia) Marc Appelt explained that it is important for MAN to consistently deliver the latest, most up-to-date technology. This, in his view, is the true meaning of sustainability as it ensures both, low fuel consumption and high uptime paired with the ability to operate the vehicle for the longest possible lifespan. "MAN vehicles are built to last. We have actual customers with MAN trucks that have clocked more than 1.5 Million Kilometres without overhaul"

Discussing the implementation of new drive-line technology, Appelt elaborated that the adoption of BEV is also depended on the overall approach to vehicle purchases. "One cannot purely decide based on the cost of the vehicle but has to apply the idea of Total Cost of Ownership, TCO". According to him, this would be the more appropriate evaluation technique, which will then prove that MAN trucks are more profitable and sustainable in the long run.

Going forward, Appelt emphasised that it is the customers that are the focus of the operation in the country. This manifests itself in the fact that MAN has embarked on a large-scale training programme for their staff in order to be able to address any issues that any customer may face. Additionally, existing workshops are to be upgraded and new ones established.

MAN Malaysia delivered a strong performance in 2025. Although the prime mover segment contracted by more than 45 percent year-on-year to 1 207 units, MAN managed to increase its market share despite intense competition from Chinese brands. The German brand now shares market leadership among European manufacturers, reflecting strong customer confidence in its product quality, reliability and total cost efficiency.

Appelt traces part of the success in Malaysia to the introduction of the Top Used offering, whereby MAN is the only truck OEM in the country to offer certified used vehicles (Asian Trucker reported). Sourcing them from their UK dealers, these vehicles are typically four years old and will come complete with warranties by MAN Malaysia. "This offering has enabled us to tap into new market segments, especially targeting first time MAN buyers." Instead of taking away from the new truck business, the Top Used solutions would be differently positioned as the purchasing price may be lower, however the technology is not the latest, as used in new vehicles. Thus, Appelt said, customers would choose the vehicles from either offering according to their needs, rather than the cost.

MAN was in second position the express bus segment with a 32 percent market share among European brands. Demand for MAN bus chassis has remained strong into 2026, with the current order book at its highest level in 10 years. This comes on the heels of a tumultuous transition to the higher emission norms. What can be observed in Malaysia is that any step-up in emission class will always result in a significant re-buying effect. As the cost of higher emission class technology is higher, operators globally will invest in new trucks using the older technology, taking advantage of lower purchasing prices. 



Friedrich Baumann, Member of the Executive Board, Sales & Customer SolutionsA



Freight, Fleets, and Growth: Vietnam's Commercial Vehicle Market

Vietnam's commercial vehicle sector is quietly expanding, reflecting steady economic growth and the development of the country's transport networks. Trucks, vans, and specialised fleets are moving more goods across cities, industrial zones, and regional routes, keeping supply chains running efficiently.

Performance Metrics

The Vietnam Automobile Manufacturers' Association (VAMA) reported that its member companies sold 375 736 vehicles in 2025, a 10.5 percent increase from the previous year. Of these, 10 741 were commercial vehicles in December alone, showing consistent demand for freight and industrial transport.

Independent research from Astute Analytica puts the market value at USD 2.53 billion in 2025, with projections reaching USD 5.8 billion by 2035, representing a compound annual growth rate of 8.86 percent. These numbers reflect a sector that is growing alongside infrastructure projects, industrial expansion, and logistics development.

Market Segmentation

Trucks under six tonnes form the bulk of sales, accounting for around 58 percent of total units. Their popularity comes from balancing payload capacity with manoeuvrability, making them suitable for both city streets and regional routes. Engines under 150 horsepower dominate this segment, helping operators manage fuel costs and tight delivery schedules.

Light commercial vehicles (LCVs) make up roughly 26 percent of the market by value. Their growth is closely linked to e-commerce and last-mile delivery needs. Fleet operators are also increasing their investment in specialised vehicles, such as refrigerated trucks, construction tippers, and municipal service units.

Drivers of Demand

Infrastructure remains a key factor in market growth. Expanded expressways, port improvements, and industrial parks are creating longer, more efficient

freight corridors. Urban logistics and retail expansion are driving demand for lighter vehicles that can navigate congested city streets without slowing operations. At the same time, industrial production and exports support medium and heavy-duty truck sales.

Competitive Landscape

The market is a mix of domestic and international manufacturers. Thaco leads in light commercial vehicles, while TC Motor (Hyundai), Isuzu, Hino, and Ford cover medium and heavy-duty segments. Competition has helped improve vehicle specifications, aftersales service, and support networks, which directly benefits fleet operators.

Current State and Outlook

Internal combustion engines remain dominant, but VAMA noted that commercial vehicle performance remained steady throughout 2025, even with seasonal fluctuations in demand. Specialised vehicles are gaining traction, helping fleets handle construction, food distribution, and municipal services more efficiently.

Looking ahead, under-six-tonne trucks will continue to underpin urban logistics, while heavier vehicles will support industrial and regional freight. As infrastructure develops and supply chains expand, operators are increasingly looking for vehicles that combine reliability, efficiency, and flexibility.

Overall, Vietnam's commercial vehicle market is evolving. Fleets are becoming more strategic, integrating vehicle choice, route planning, and operational efficiency. With steady demand, improving infrastructure, and gradual adoption of specialised vehicles, the sector is well-positioned to support the country's industrial and logistics growth. 



Infrastructure as Road Safety Features

In a bid to reduce the number of accidents and fatalities on the roads, governments come up with policies and measures. Addressing the situation of tragic deaths on our road, annual road safety campaigns during the festive seasons for instance are one such measure. While a lot of debate focuses on driver behaviour and the safety features modern trucks feature, infrastructure may not be considered as something that can make a difference in road safety.

I like certain stretches on the North-South highway where the new tarmac does not generate any noise when rolling over it. When transitioning to the new road surface, it is as if the sound was switched off completely. Such quiet movement is a safety feature. Noise is always distracting and in the case of longer journeys, the droning noise is also contributing to fatigue.

Malaysia features a unique way of managing traffic with dedicated lanes for motorbikes. It has shown in scientific studies that moving these participants in traffic out of the four-wheeled vehicle population will drastically reduce the number of fatalities. For our truckers, this is also good news as there would be fewer of the most vulnerable motorists around them.

Generally, segregated infrastructure, such as dedicated cycle lanes, sidewalks, and overpasses or underpasses, protects pedestrians and cyclists. Overpasses have been reported to be reducing casualty crashes by up to 85 percent.

Sometimes, I make it a point to avoid certain intersections or entry points to main roads as there may be obstacles blocking my view. I have seen a number of corners of streets where there is a transformer housing placed in a manner that impedes on the view of the road one may want to enter. To reduce risks on the roads, we should have properly designed curves, wide lanes and shoulders, and skid-resistant surfacing to prevent loss of control.

When we talk about infrastructure in the context of road transport, we also need to address the need for sufficient and safe parking spaces. It is a known fact that Malaysian truckers would not always find a space to rest on the highway reststops. Resorting to stopping on the shoulder, along the road, poses risks for the drivers as well as for other motorists. (We can also look at reducing the number of trucks by way of allowing longer trailers, but that is a topic for another day).



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If we looked, we could find plenty more ways of how infrastructure can be designed and built in ways to enhance road safety. Whereas these measures would enhance road safety, they come at a cost. It is easy to see that much of what I have listed here requires more infrastructure, more land to be used etc. However, we can also argue that a human life is worth more than any piece of infrastructure. Considering the loss to the economy as a consequence of an accident of a fatality, it would not be a stretch to calculate that any investment in infrastructure that makes the roads safer actually provides a positive impact on the economy. The challenge could be to overcome budget constraints as city councils for instance would have to work with limited funds.

Maybe as a society we should have a different perception of infrastructure and demand that it be designed and built differently? With safety for anyone using any type of vehicle in mind rather than just trying to fit as many meters as possible or units into a budget? I wouldn't mind my taxes contributing towards that, seeing how much time I spend on the roads. 

Meyer Glitza Frese GmbH & Co. KG Launches ETG Electronic Clutch Actuators

Meyer Glitza is proud to announce the official launch of its ETG Electronic Clutch Actuator (ECA) product range in Malaysia, now available exclusively from Allegiance Malaysia Sdn Bhd.

This strategic partnership ensures that Malaysian fleet operators and commercial vehicle owners will benefit from Meyer Glitza – ETG Your Lifetime Partner, and service network.

How it works

An Electronic Clutch Actuator (ECA) replaces the traditional clutch pedal with an electronic system. It automatically engages/disengages the clutch based on signals from the vehicle's control unit, enabling "clutch-by-wire" in semi-automatic (Automated Manual Transmissions) or fully automated vehicles. This allows for the addition of features like launch control, anti-stall, and driver convenience by managing clutch operations electronically.

Most ECAs use an electric motor to control hydraulic fluid, which then moves the clutch mechanism (master/slave cylinders). Sensors monitor clutch position, engine RPM, and driver input (or lack thereof), sending data to a central control unit (ECU) via the CAN bus. The ECU processes this info and commands the electric motor to precisely control clutch engagement and disengagement.

Key features & benefits

The use of ECS eliminates the need for a manual clutch pedal and is thus simplifying driving. In using ECS, driver fatigue is reduced. ECS further enhanced driving comfort by provides assisted starts (like hill starts), launch control, and anti-stall functions. As a cost saver, ECS improve efficiency: they optimize clutch operation for better fuel economy and reduced wear.

Product Overview: ETG Electronic Clutch Actuators (ECA)

- Pedal-free operation: Replaces the traditional clutch pedal with advanced electronic control.
- CAN signal integration: Provides precise clutch management through seamless communication with vehicle systems.
- Prefilled with brake fluid: Simplifies installation and reduces maintenance steps.
- Plug-and-play functionality: Quick installation and easy replacement, minimizing downtime.

Benefits for Commercial Vehicles

- Enhanced driver comfort: Eliminates manual clutch effort, reducing fatigue.
- Lower maintenance costs: Prefilled and modular design ensures hassle-free servicing.
- Aftermarket reliability: Consistent performance backed by Meyer-Glitza Frese
- Exclusive availability in Malaysia: Distributed solely by Allegiance Malaysia Sdn Bhd, ensuring trusted local support. 



PE Appoints Hirzmann as Director Category Management



Oliver Hirzmann took over the role of Director Category Management at PE Automotive at the beginning of the year. Based on his many years of experience in the independent aftermarket – in various management roles related to purchasing, private labels, category management and business development – he will be responsible for purchasing, product management, inventory management and master data at PE. By consolidating responsibilities within the new Category Management department, PE aims to implement initiatives such as the market launch of new products, sharpening the brand profile of PE and Monark, reliable delivery capability and, last but not least, excellence in product master data management even more efficiently.

The category management directly supports the PE goals and thereby creating clear added value for trading partners through product range depth, availability, premium quality and high-quality product data – everything that makes daily life easier for their customers in the global commercial vehicle aftermarket and improves their competitiveness. 

Change of Name: Johor Transport & Logistics Operators' Association (JOTRAN)

Persatuan Pengusaha Lori Bahan Batuan Johor Johor Sand & Granite Lorry Operators' Association is pleased to inform members, associates, business partners and other stakeholders, that official approval from the Registrar of Society (ROS) on 22nd January 2026 to change the Association's name has been obtained.

The rebranding change of name is to align with the rapid growth of the logistics industry in Johor and symbolizes a modern, systematic

identity that encompasses the entire land logistics supply chain within the region. The details of Change of Name are as follows:

Current Name	Rebranded Name
Persatuan Pengusaha Lori Bahan Batuan Johor Johor Sand & Granite Lorry Operators' Association 柔佛砂石里同业公会 bahanbatuan@gmail.com	Persatuan Pengusaha Pengangkutan dan Logistik Johor Transport & Logistics Operators' Association 柔佛运输与物流同业公会 Jotran.official@gmail.com

All existing memberships, mandates, commitments, and collaborations remain unchanged Strategic engagements with government agencies, and industry partners shall continue. This rebranding does not affect the rights, responsibilities, or obligations of any party. Executive Secretary, Ms Jocelynn Ng, stands ready in case should further clarification be required. 

Knorr-Bremse Launches First Initiative for Entry into Green Tech



Knorr-Bremse plans to enter a new business field and invest in green tech as the global market leader for braking systems for rail and commercial vehicles. As part of an initial initiative, innovative green tech solutions are being sought in the areas of automated disassembly and critical raw materials recovery. With the help of artificial intelligence and robotics, high-tech components will be automatically disassembled and the raw materials recovered in the future. Start-ups and SMEs are now invited to apply for the Knorr-Bremse Circular Technology Award. The award comes with prize money

of EURO 25 000 for each of the four winners. It also includes a budget of up to EURO 150 000 for a proof-of-concept project if one of the winning companies wishes to implement its idea with Knorr-Bremse.

At the Handelsblatt conference 'Circular Economy 2026', Knorr-Bremse announced the launch of the attractive Knorr-Bremse Circular Technology Award for innovations in the circular economy areas of automated disassembly and critical raw materials recovery. Knorr-Bremse and the Heinz Hermann Thiele Family Foundation are cooperating with CIRCULAR REPUBLIC, the circular economy hub at Europe's largest innovation center, UnternehmerTUM. In close cooperation with the Technical University of Munich, UnternehmerTUM supports start-ups from the idea to market maturity, providing access to an excellent network of founders and industry. 

New 7t Swing Axle from BPW Makes Low-loaders Even More Efficient

With the new 7t swing axle for low-loaders, BPW is setting new standards for reliability, load capacity and efficiency – and at an extremely competitive market price. The completely redeveloped axle has been available since December 1, 2025. Designed for use in heavy-duty low-loaders, semi-trailers or semi-low-loaders the swing axle enables the safe transport of particularly heavy or bulky goods such as construction and mining machinery, large transformers, industrial plants and components of the wind power industry, for example for rotor blades, tower segments or generators. As a highlight, BPW offers a warranty of 800,000 kilometers or six years in on-road operation, which creates maximum planning security, reduces operating costs and at the same time impressively underlines the company's high-quality standards.

Robustness and reliability were the top priorities in the development of the new 7-tonne swing axle. Background: Trailers for special transports are usually very expensive and often in use for 15 to 20 years. The transported products are often extremely expensive goods and transporting them usually requires a special permit. An unexpected failure in such heavy transports is associated with high costs and effort. Therefore, operational safety has the highest priority. With the 800 000-kilometres guarantee for use on paved roads – twenty times the circumference of the earth at the equator – BPW is making a clear statement about the reliability of its new swing axle. In off-road operation, the warranty is 120 000 kilometres or one year.

The 7-tonne swing axle combines high load capacity with compact dimensions and low dead weight. This creates more design freedom for low-loader vehicle



manufacturers. The use of state-of-the-art large-scale production technology also achieves a weight saving of up to 5 kilograms per axle compared to other solutions on the market and around 24 kilograms compared to the previous model. This strengthens the payload reserves and improves profitability. 



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