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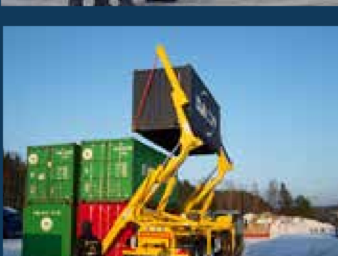

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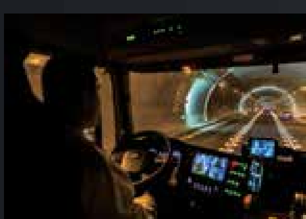

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6x4

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EURO III

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**Chassis**
Double Layer

**Rear Axle**
Hub Reduction

6x4
8x4

## MIXER TRUCK

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345Hp
420Hp
EURO III

**Transmission**
ZF Friedrichshafen
AG.

**Chassis**
Double Layer

**Rear Axle**
Hub Reduction

4x2
6x2
6x4
8x2
8x4

## RIGID TRUCK

**CAMC- HANMA**
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420Hp
EURO III

**Transmission**
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AG. 9/16 speed

**Chassis**
Double Layer

**Rear Axle**
Hub Reduction

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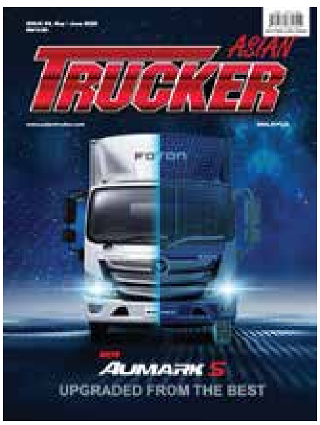
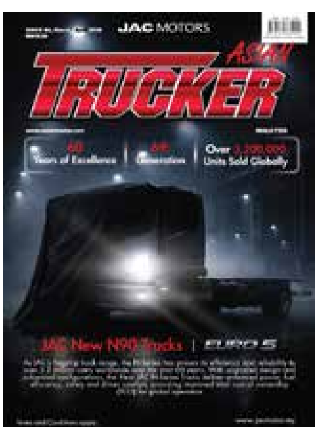
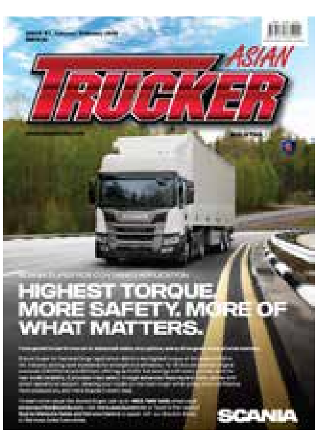
YOUR GUIDE TO ALL THINGS TRUCK

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# Up Close and Personal

It is one thing to know about a subject; and an entirely different matter when one gets up close and personal with it. The last weeks have been significant for me as I have been able to get a much closer look at some of the people, trucks and market situations I have been writing about.

The big event was the Sinotruk New Energy Partner Conference in Hanoi, Vietnam. Of course, I was aware that Vietnam is becoming an economic powerhouse, but seeing it was something else. After 25 years, I returned to Hanoi where things had changed, but at the same time they hadn’t. Traffic, a favourite topic to discuss when Vietnam is mentioned, was of course as dense as always. Just as dense as the information that was flowing during the Sinotruk event. As a reflection of just how much there was to take in, our cover story is accordingly long.

I have also reported about Hengst getting heavily involved in the Indonesian market. Knowing that there were boots on the ground and a warehouse, a closer inspection could not have been avoided on a recent trip to Jakarta. Meeting Hengst’s local partners has also afforded me with insights into how the transporter in the country operate and how their mindset differs from the Malaysian approach. Not all of this may find its way into my writing as it oftentimes is context and background information rather than reportage.

Getting involved in the official launch of a new dealership also afforded me to gain valuable insights. The challenges, opportunities and overall thinking required to get something like that off the ground are likely diagonally opposite to that of running an established business. What will be interesting in the case of Dongfeng Heavy Industries is to follow their development and growth closely, chronicling their journey.

Being invited to TASCO for the second time in a short period of time allowed for interesting conversations regarding the rapidly changing economical circumstances the industry operates in. Although I receive highly sophisticated reports from research companies, nothing beats to have a finger on the pulse of things by having direct access to those that are immediately affected by policies, geopolitical developments and technological advancements. Now having the biggest fleet of electric prime movers, TASCO will be in my peripheral view for more than just the coverage of the handover ceremony.

Our next issue will be bringing you exclusive coverage from the IAA in Germany. As a point of discussion, some brands would argue that one should not write about products that are not yet available while others would take the stance that early coverage would be beneficial in order to socialise ideas, concepts and to pre-sale what is coming next. I like to be up close and personal with the brands in their home markets as this allows me to get a better understanding of how they approach things. Now, you would say that I should know, hailing from Germany. However, as I have been out of the country for a long time, a visit to any of the European brands’ headquarters is as much a discovery as it is for me to visit the Japanese, Chinese or Indian makers.

Hopefully, you too, could let me in on some of your more intricate dealings within the transport business: it could only be helpful for me to get a better understanding. I could be considered nosy, but I will ague that by knowing you better I can also be of service at times when I receive inquiries from people looking for goods and services. That is why I want to get up close. Personally.

Drive Safe, Do Share Knowledge

Stefan Pertz
Editor, Asian Trucker

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# SHACMAN X5000 PRO Handover Marks New Chapter for Yong Lorry Transport

Fleet decisions in fuel logistics are rarely defined by presentation or first impressions. They are shaped by operating pressures, safety requirements and the need to keep vehicles moving reliably day after day. At Yong Lorry Transport Sdn Bhd, those considerations formed the foundation of the company's decision to introduce the SHACMAN X5000 PRO into its operations.

The handover ceremony in Klang brought together representatives from Yong Lorry Transport, BHPetrol, YonMing Group and SHACMAN Malaysia. Beyond the ceremonial aspects, the occasion marked a notable milestone for the transporter, representing its first adoption of a Chinese-built heavy-duty truck within a fleet that has traditionally relied on European platforms for fuel distribution operations across Peninsular Malaysia.

The programme also highlighted the nature of Yong Lorry Transport's business. Established around petroleum logistics, the company specialises in the transportation of petrol, diesel and bulk products under long-term service arrangements. Its operating model has been built on consistency, reliability and the ability to meet the demanding requirements of fuel distribution, rather than rapid expansion.

Founded in 1990, Yong Lorry Transport currently operates 26 tanker units dedicated to BHPetrol's operation, alongside a further seven units serving the bitumen segment. Its fleet supports a combination of long-haul and regional distribution activities, including depot-to-station deliveries and airport-related fuel transport assignments.

Against this backdrop, the considerations behind fleet renewal remain straightforward. The questions Yong Lorry Transport asked were: What supports safer transport operations? What delivers greater efficiency in an environment of rising operating costs? What helps maintain uptime across demanding schedules? And what level of aftersales support is required to keep vehicles operating productively throughout their service life?

For BHPetrol, the introduction of the SHACMAN X5000 PRO represents an opportunity to evaluate a new platform under actual operating conditions. Considering the nature of the goods moved, the safety track record is the most important aspect for BPetrol when appointing a distribution partner.

"Since this new truck has all the specifications that we need, we want to try it. Hopefully, we will be able to gain


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an advantage using this brand and the use of it will give us good feedback," said BHPetrol Assistant General Manager (Distribution), Abdul Hadi bin Mahmood.

"We are very particular in terms of cost, especially in distribution operations. Hopefully, with this efficiency and cost-effectiveness, we can continue to do business effectively."

His comments reflect the realities facing fuel distribution operators today, where cost pressures continue to influence procurement decisions and where fuel efficiency and maintenance requirements play an increasingly important role in long-term fleet planning.

For Yong Lorry Transport, the decision to introduce the SHACMAN X5000 PRO reflects answers to many of those operational questions. Safety remains the primary consideration, followed closely by fuel efficiency and the ability of the vehicle to meet the requirements associated with fuel transport operations, including ADR specifications where applicable to the company's operating scope.

Operations Manager Muhammad Saleh bin Mohamad Said said that those factors ultimately guided the company's evaluation process.

"The most important thing is safety. The second is fuel efficiency. We chose this truck because the specifications suit our operations, especially for petrol and diesel transport. The new technology available on the truck will help improve our operations moving forward," he said.

The purchase also reflects changing perceptions of Chinese heavy-duty trucks within professional fleets of heavy duty trucks, particularly as vehicle technology and specifications continue to advance.

"For me, Chinese trucks are already as good as those made in Europe now. In terms of specifications and quality, they are comparable, while the overall cost is more affordable for our company," he said.

When asked what ultimately gave the company confidence in the SHACMAN brand, Saleh pointed not only to the truck itself, but also to the broader support structure surrounding it.

"We have also had a long relationship with YonMing. Before purchasing the truck, we worked with them for our spare parts need, repairs and breakdown support. That gave us confidence in the support available after the purchase of the vehicles," he said.

The relationship between Yong Lorry Transport and YonMing Group predates the purchase and extends beyond vehicle acquisition. Over the years, the company has relied on YonMing for spare parts supply, repair services and breakdown support across its fleet. That familiarity and support network have helped provide confidence as the company introduces a new truck platform into service.

To support the transition, driver familiarisation and product training sessions were conducted as part of the handover programme, ensuring operational readiness ahead of deployment.

YonMing Group Managing Director Alex Kau highlighted the importance of service infrastructure and aftersales support in maintaining fleet performance over the long term.

"Our customers understand that we not only offer a good truck, but also peace of mind service through our service network, spare parts availability and 24-hour breakdown service," he said.

The SHACMAN X5000 PRO will now enter service across Yong Lorry Transport's fuel distribution routes nationwide. Its success will ultimately be measured not by the handover ceremony itself, but by its ability to deliver reliability, uptime and operational consistency in the demanding environment of fuel transport.


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# Shaziman Transport Strengthens Fleet with 11 New Mercedes-Benz Actros Trucks

Shaziman Transport Sdn. Bhd. has further strengthened its fleet with the delivery of 11 new Mercedes-Benz Actros Euro V prime movers, reaffirming its long-standing confidence in the Mercedes-Benz truck brand. Currently, the fleet has a strength of nearly 500 trucks, supported by a large network of specialized trailers serving customers across Peninsular Malaysia. This Fleet handles the transportation of petroleum products, LNG, LPG, chemicals, aviation fuels, and other hazardous goods, making it one of Malaysia's leading specialized bulk liquid transportation companies.

The handover ceremony was held at Shaziman Transport's depot and attended by key representatives from both companies. The latest delivery brings Shaziman Transport's total acquisition of Mercedes-Benz New Actros to an impressive 117 units since the company first began using the model in 2014.

Over the past decade, the Mercedes-Benz Actros has established itself as one of the preferred heavy-duty truck solutions for transport operators seeking reliability, fuel efficiency, driver comfort and operational profitability. For Shaziman Transport, the continued investment in the Actros reflects the company's commitment to operating a modern, efficient and dependable fleet to support its growing logistics operations.

To commemorate the occasion, Jacky Tan, General Manager of Hap Seng Trucks Distribution Sdn Bhd, presented a special Mercedes-Benz Actros scale model to Mr. Ginderpal Singh, Managing Director of Shaziman Transport Sdn. Bhd., as a token of appreciation for the company's unwavering support and partnership over the years.

Speaking during the handover ceremony Tan said "We are truly honoured by the trust and confidence that Shaziman Transport has placed in Mercedes-Benz Trucks over the years. Reaching a milestone of 117 Actros units is a remarkable achievement and reflects the strong partnership that we have built together. Beyond supplying trucks, our commitment is to support our customers' business growth through reliable products, professional aftersales services and solutions that help improve operational efficiency. We sincerely thank Mr. Ginderpal Singh and his team for their continuous support and look forward to many more years of success together."


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Singh highlighted that reliability remains one of the key reasons Shaziman Transport continues to invest in the Mercedes-Benz Actros. The company’s decision to choose the Mercedes-Benz Actros was driven by three key priorities: safety, reliability, and efficiency. At Shaziman Transport, safety is at the heart of everything they do, in consideration of the type of goods transported. The Actros offers advanced safety technologies, excellent fuel efficiency, strong performance, and a high level of driver comfort.

These features not only help Shaziman Transport to operate more safely but also improve productivity and reduce operating costs long term. Another important factor was Mercedes-Benz's reputation for engineering excellence and dependable aftersales support. Wanting a vehicle that aligns with the company’s commitment of being "The Safer & Better Transporter," while giving drivers the confidence and comfort to perform at their best every day. Ultimately, as he put I, the Actros was not just a truck purchase; it was a long-term investment in safety, operational excellence, and delivering the highest level of service to our customers.

"In the transport industry, vehicle reliability is critical to our business success. The Mercedes-Benz Actros Euro V has proven itself to be a reliable truck throughout our years of operation. Its performance, durability and operational efficiency have enabled us to meet our customers' expectations while maintaining high fleet availability. This confidence is what continues to drive our decision to invest in the Actros for our growing fleet."

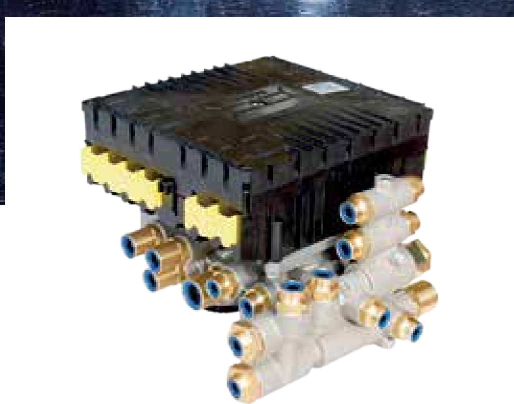
Singh told Asian Trucker that aftersales support is one of the most important factors when selecting a fleet partner. While Shaziman Transport’s vehicles are relatively new, they operate 24 hours a day transporting fuel, chemicals, and other hazardous materials. Even a single vehicle breakdown can disrupt operations and impact customers' supply chains. In Singh’s opinion, aftersales is not just about fixing breakdowns but about preventive maintenance, fast technical support, readily available spare parts, and minimizing vehicle downtime. Having a reliable aftersales team gives us confidence that our fleet will continue operating safely, efficiently, and at maximum uptime throughout its service life. “Ultimately, we don't measure aftersales by how often we need repairs, but by how quickly and effectively our partner supports us whenever assistance is required. That level of support is invaluable in our industry,” he said

The Mercedes-Benz Actros continues to be recognised for its advanced safety features, fuel-efficient powertrain and driver-focused design, helping fleet operators optimise total cost of ownership while meeting increasing demands for sustainability and transport efficiency. The model has earned a strong reputation among transport operators for delivering consistent performance under demanding operating conditions. The Actros units supplied to Shaziman Transport are built to ADR specifications for the transportation of dangerous goods. Given the nature of our operations, transporting petroleum products, chemicals, LNG, and other hazardous cargo, safety is the highest priority.

Already using biodiesel across operations, depending on the location and fuel availability, Shaziman Transport’s fleet currently operates on B10, B12, and B15 biodiesel blends. One of the advantages of the Mercedes-Benz Actros is that it is compatible with biodiesel blends of up to B20. This gives greater flexibility as Malaysia continues to expand the use of higher biodiesel blends in support of national sustainability initiatives. “As a company, we are committed to reducing our environmental impact while maintaining the highest standards of safety and operational reliability. Having vehicles that are ready for higher biodiesel blends supports that long-term commitment and future-proofs our fleet for the industry's evolving requirements,” Singh added.

Following the handover ceremony, representatives from Hap Seng Trucks Distribution joined the Shaziman team for lunch at the depot, providing an opportunity to strengthen relationships and exchange views on developments within the logistics and transportation industry.

As Malaysia's transport sector continues to evolve, partnerships between vehicle manufacturers, distributors and fleet operators remain essential in driving productivity, safety and long-term business sustainability. The latest fleet expansion by Shaziman Transport serves as another testament to the confidence that leading transport operators continue to place in the Mercedes-Benz Actros as a trusted partner for their business operations.



# MPH Logistics Scores with MAN's TopUsed

When looking to expand their fleet with used vehicles, Penang-based transport owners MPH Logistics Sdn.Bhd turned to MAN for advice. Considering their business as a container haulage company and looking for vehicles that were priced competetively to Chinese brands, MAN recommended their trucks sold under the TopUsed programme.

The company was founded by Mr. Fong Kong Meng in 2008 and currently has 25 trucks with 150 skeleton trailers including the newly acquired MAN TopUsed trucks. Fong told Asian Trucker that "These vehicles are additional capacity. We opted for MAN TopUsed, which are being sold in Malaysia without any downgrades. These vehicles are running on the original EURO VI emission technology."

TopUsed gives Malaysian fleet operators access to used MAN trucks. The programme is designed for operators who need dependable assets for daily movement through Kuala Lumpur's dense corridors, regional distribution routes across Peninsular Malaysia and long-haul operations that connect industrial hubs. MAN Malaysia sources vehicles that are three or four years old.

All trucks sold under the programme come from the MAN UK lease fleet under the Comfort Super Repair and Maintenance Contract. When these units are sold in Malaysia, these coverage levels support Malaysian fleets that run high annual mileage and rely on predictable lifecycle planning.

The extensive after sales support of MAN Malaysia, their nationwide coverage that extends into Singapore was the deciding factor that gave MPH Logistics the confidence to purchase these trucks. The five trucks came with two years warranty coverage of the entire vehicle and a five years Repair Maintenance Contract. "Our analysis showed that none of the other used truck dealers are able to compete this package for customers," Fong said.

Fong highlighted that the trucks are within four years of manufacturing with lower genuine mileage. With the engine capacity of 13 Litres and boasting 470 hp, he expects that they will provide very good fuel saving for long and short haul. "Essentially, we are looking at competitive pricing and very low cost of ownership." Having taken delivery two months ago, he reports that MPH Logistics' drivers really enjoy driving it.

As the vehicles are specced for the European market originally, they boast functions that may not be commonly available in Malaysia yet. With idling shutdown, and a host of safety features, Fong and his team expect to achieve significant fuel savings. The comfortable interior with latest displays features a cabin with almost all controls being digitalised. The fuel savings and low cost of ownership with stress-free maintenance for five years for the TopUsed trucks are expected to give MPH Logistics a competitive advantage as "Almost none of the dealers can compete on this," according to Foong.

Summing up the experience thus far, he gave the following review: "No noise from exterior, just pure German power. The engine power, transmission shifting and axle layout: Everything fitted so well that hardly any pressure felt by drivers."



# ISUZU Malaysia Hands Over Giga EXR Prime Movers to Customers in East Malaysia

ISUZU Malaysia Sdn Bhd (IMSB), through its Sarawak-based dealer partner KM Mobil Sdn Bhd, recently delivered several remainder units of its GIGA EXR52UU (EXR420) Manual Transmission prime mover trucks to three customers.

The customers included Bintulu Container Services Sdn Bhd which received one unit, Perfect Drive Logistics Sdn Bhd which received one unit, and Reliable Status Sdn Bhd with one unit. A vehicle handover ceremony was held recently at KM Mobil ISUZU Showroom in Bintulu to celebrate the occasion, with IMSB's Chief Operating Officer Masashi Nuijima and KM Mobil's Regional Manager Kenn Tan in attendance.

IMSB's Chief Operating Officer Masashi Nuijima said, "ISUZU GIGA EXR prime movers were built for long-haul transport, cargo, and tankers through its powerful engine horsepower and robust stature combined with superior performance, efficiency and safer drive. Our GIGA truck range has played a key role in the country's development and construction industries and contributed significantly to the success of our customers and our brand.

Meanwhile, KM Mobil's Regional Manager Kenn Tan commented, "On behalf of KM Mobile, I would like to thank all our customers who had chosen the GIGA EXR prime mover vehicles to support their demanding haulage needs. Their trust in us highlights the value of a strong relationship and we remained committed in serving their future requirements.

The trucks that have been handed over were the last remaining units from the ISUZU GIGA Prime series that has successfully served the Malaysian market over the last several years.

On this, Nuijima further said, "The market had continuously trusted and chosen ISUZU to be Malaysia's top truck brand, and we are determined to maintain this sturdy position by proactively offering a diverse range of newer powertrains with advance innovations to help our customers optimize their business efficiency."

Currently, IMSB offers the widest range of commercial vehicles in the market. The company recorded a resilient sales figure by selling over 6,880 commercial vehicles in 2025, which led the brand securing the number one spot for light-duty truck brand for the 16th consecutive year and the overall truck brand for the 12th year.

In line with its global corporate philosophy, which is 'ISUZU ID', in time to come IMSB aims to offer newer and more enhanced value in transportation to meet the growing and evolving demands in the logistics and haulage market, as well as to better address carbon neutrality and contribute to the enrichment of societies.

# IVECO and PETRONAS Lubricants International Renew Long-Standing Partnership

IVECO, one of Europe's leading commercial vehicle manufacturers, and PETRONAS Lubricants International (PLI) have officially renewed their long-standing strategic partnership for an additional five years. The agreement extends the partnership through 2032, reinforcing a collaboration that has driven innovation, performance, and sustainability in the commercial transport sector for more than 50 years.

The renewal ensures the continued supply and joint engineering of a comprehensive range of lubricants designed for commercial vehicles. From advanced engine oils to transmission fluids, brake fluids and coolants, PLI and IVECO will continue to formulate solutions specifically engineered to meet the demanding operational requirements of IVECO's commercial vehicle portfolio across Europe.

**A Legacy of Technical Excellence**

This milestone reflects the sustained success of the co-branded IVECO URANIA engine oils and IVECO TUTELA technical fluids, developed through decades of joint R&D and a shared commitment to delivering high-performance, energy-efficient solutions that maximise vehicle uptime and extend component life. The ranges are also the only fluids recommended by IVECO.

The partnership's rapid pace of innovation was recently highlighted by the launch of Urania Next 0W-16. This breakthrough – the first SAE 0W-16 engine oil developed specifically for heavy-duty applications – delivers exceptional fuel efficiency, reduced $CO_2$ emissions, and extended oil drain intervals. Furthermore, the formulation is Euro 7 ready, supporting improved efficiency and emissions performance for IVECO's latest generation of engines.

Domenico Nucera, Chief Quality & Operations Officer, Iveco Group, commented, "The renewal of the agreement with PETRONAS Lubricants International confirms the strength of a long-standing collaboration built on shared technical expertise and a common ambition to continuously improve performance, efficiency, and sustainability across our vehicle and powertrain portfolio. Through the co-engineering of our IVECO URANIA and IVECO TUTELA ranges, we are able to deliver solutions that maximise vehicle uptime, optimise total cost of ownership, and support our customers and dealer network with the highest standards of quality and reliability."

**Driving Dealer and Customer Value**

The renewed agreement also places a strategic focus on the IVECO dealer network. Beyond providing cutting-edge products, PLI will implement targeted initiatives aimed at strengthening dealer engagement and reinforcing customer awareness of IVECO's officially approved lubricants. These initiatives are expected to support dealer business growth across European markets, while helping customers benefit from enhanced vehicle reliability and optimised total cost-of-ownership.

Domenico Ciaglia, Group Chief Strategy & Transformation Officer of PETRONAS Lubricants International (PLI), said: "This partnership renewal demonstrates what can be achieved through a long-term forward-thinking collaboration, with consistency, and a shared commitment to excellence. Through continuous product innovation, we have been able to co-develop market-leading solutions such as the Urania Next 0W-16 engine oil formulation, seamlessly integrated into IVECO's ecosystem. This collaboration enables us to deliver greater value to the industry by combining our expertise and driving innovation together.

Looking ahead, PETRONAS Lubricants International remains fully committed to supporting the IVECO Group with forward integrated reliable, high-performance products and solutions that create lasting value for its network and customers.

This renewed collaboration further reinforces the foundation of PLI's broader strategic roadmap, demonstrating how technical excellence and trusted partnerships can drive sustainable, long-term value internationally."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# CCM Puts Their Dangerous Goods into the Safe Hands of MAN Trucks

Marking the opening of a new chapter in the company's history, a handover of the first two units of MAN TGS trucks held on 29th July 2029 in Ipoh took place. Receiving the units was North-South Transport Sdn Bhd, which is part of the Chemical Company of Malaysia (CCM) Group. This is the first purchase of MAN Trucks in the history of the company.

The current fleet size of North-South Transport Sdn Bhd's is in the high nineties with the fleet being a multi-brand composition of mostly European makes. Like many others, North-South Transport is facing a shortage of good and reliable drivers. Management hopes to address this by offering truckers the latest and safest vehicles as their equipment.

The move to purchase the MAN trucks was motivated by rising operating costs that the company hopes to counter by deploying the latest engine technology in their vehicles. Commenting on this matter was CCM Group Managing Director Mr Tan Chee Heng. "With new Euro V engines, there is the additional cost of Diesel Exhaust Fluid, AdBlue, but it's a trade off as we strived to be more environmentally friendly."

Another issue the company is aiming to tackle with the addition of the two Germans is high maintenance and spare parts cost. Thanks to the comprehensive service and maintenance contract offered by MAN Malaysia, the company would have transparent control over their expenses. Being covered under these agreements will also allow North-South Transport to focus on their core business, transportation of chemicals, instead of having to divert attention to the maintenance schedule. Tan hopes to be striking a balance between efficient transportation and lowering our $CO_2$ emission.

Carrying Chlor-Alkaline chemical products, safety is the main consideration for any truck purchase by the group. Fully loaded with ADAS (Advanced Driver Assistance Systems), the MAN trucks feature Lane Assist, EBS,ESP,ASR,EBA and Cruise Control as standard features. With a spotlight on dangerous goods being transported, Tan and his team are well aware of the enforcement; aiming to boost awareness to create safe road conditions for truck operators and private vehicles, these features are highly important.

Looking at the mission profiles, Tan concluded that the new trucks are best suited to meet the demands of daily operations. "We operate throughout Peninsular Malaysia and we plan to test the trucks through all the terrains and hill climbs."

Evaluating the trucks on several criteria, the overall total cost of ownership made them highly attractive for the group. "MAN's approach to efficiency with its lighter kerb weight and using smaller powered engine interest us. The main deciding factors are a combination of operating cost, reliability, safety and driver comfort."

Demonstrating how easy the trucks are to operate, underlining the notion of the vehicles offering the highest level of comfort, Tan invited his colleagues from various departments to be a trucker for a short drive within their compound. "With only a minimum of instructions by a MAN driver trainer we can manage to operate these vehicles. This shows how well evolved they are, emphasising the points we made earlier when picking these vehicles."


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# AGX Logistics Crowned Champions in Scania Ecolution ‘A Good Company’ Competition 2025 Under Truck Category

The Scania Ecolution ‘A Good Company’ competition is open to companies under the Scania Ecolution partnership, where Scania and a participating company would work together towards optimising fuel efficiency in the fleet. Both parties would agree on a set of fuel- and carbon-reduction targets and achieve these by utilising Scania’s sustainable transport solutions and Scania Digital Services, which are designed to optimise each vehicle.

Scania's Fleet Management System Control Package, part of Scania Digital Services, provides data to fleet managers which can be accessed via the My Scania portal and Scania Fleet app. Fleet managers can monitor the fuel efficiency and carbon reduction performance of each vehicle and its assigned driver, support their operational decisions, and identify potential improvements.

The 'A Good Company' competition is currently unique to Scania Southeast Asia and is conducted in Malaysia and Singapore. Each market has different operating conditions, customer profiles, and transport requirements. Because of these differences, direct comparisons would not provide meaningful insights. The focus is not on comparing countries, but on helping each customer improve against their own baseline.

AGX Logistics is the Scania Ecolution ‘A Good Company’ Champion of 2025 under truck category, after achieving the highest percentage of improvement in carbon reduction compared to the previous year. This marks the company’s first-ever victory in the competition. The winners are companies that have demonstrated a strong commitment to improving fuel efficiency and reducing emissions through Scania Ecolution. Their results reflect continuous improvement in areas such as driving performance, vehicle utilisation and maintenance, showing that sustainability and business profitability can go hand in hand.

AGX commenced operations in 2005, operating out of a single Malaysia office. Since then, the company has built a solid reputation throughout the world as an innovative and flexible provider of logistics services. Over the past 21 years, their successful entrepreneurial history with a significant positive growth encouraged them to expand into Singapore, the Philippines, Myanmar, Korea, Vietnam, Cambodia (via associate), Thailand (via associate) and China (via investment).

As member of international logistics networks and platforms, they demonstrate a highly dedicated and client-centric team approach, providing global access to more than 1 500 network members worldwide.

"Sustainability has always been a key focus for our company. Winning the 'A Good Company' award is a great honour and a reflection of the effort we've put into building a safer, more responsible driving culture within our operations. We would like to thank Scania for recognising and promoting safer and more efficient driving practices through initiatives like these competitions. They not only motivate companies like ours to keep improving but also support the wider goal of reducing environmental impact and creating a more sustainable transport industry.," said Jayasielan Gopal, Managing Director of AGX Logistics (M) Sdn Bhd .

**Ecolution: Partnership for Business Performance**

Since 2024, Ecolution has been part of Scania's standard customer offering for new Scania trucks and buses. Customers receive Inclusive Maintenance together with the Scania Fleet Management Control Package, which forms the foundation of an Ecolution partnership. Rather than asking customers to join a separate sustainability initiative, Ecolution is integrated into the brand's Total Solutions approach. By combining fuel-efficient vehicles, connected services, maintenance and data-driven insights, Scania then helps customers improve both sustainability and operational performance. Every customer has different business priorities and may be at different stages of their sustainability journey. Scania sees their role as a provider of the tools, support, and expertise to help them achieve their own operational and environmental goals.

Scania's purpose is to drive the shift towards a sustainable transport system. Ecolution combines Scania's fuel-efficient vehicles, digital services, connected data and maintenance expertise to help customers continuously improve fuel efficiency and reduce CO2 emissions. The competitions are an extension of that partnership. They recognise companies and drivers who have demonstrated consistent improvement and encourage others to make the most of the tools and insights available through Ecolution. For Scania, the value of running these initiatives is not simply to reward winners. It is to promote best practices, encourage continuous improvement, and demonstrate that sustainability and profitability can go hand in hand.

The recipe for Scania's Ecolution's success is having a sustainable partnership with customers in driving the shift towards a sustainable transport system. Through those partnerships, Scania was able to have many firsts in Malaysia, such as being the first to make B100 biodiesel compatibility as a standard in their vehicles since 2018; the first to launch the Ecolution partnership in 2019, the first to introduce the Future Sustainability Leaders Fund formerly known as Master Sustainability Leaders Fund in 2019. Also, being the first to deliver a Euro V truck in Malaysia in 2021, and the first to pilot test transport operation with B100 biodiesel in 2023. Scania also introduced our most advanced and fuel-efficient Super powertrain in 2023 and made Ecolution standard since 2024 by including Maintenance and Scania Fleet Management System Control Package with new trucks. Many transport companies today have their own sustainability goals, but they also need solutions that make good business sense. Ecolution helps Scania's customers reduce emissions while improving operational efficiency by combining Scania's fuel-efficient vehicles, connected services, maintenance, and driver training into a partnership focused on continuous improvement. The Ecolution 'A Good Company' and 'A Good Driver' competitions build on this approach by encouraging customers and drivers to consistently improve their performance. They also encourage continuous learning and demonstrate that sustainability and profitability can go hand in hand.

# Events & Exhibitions

## IAA Transportation 2026

**Date:** 15 – 20 September 2026
**Venue:** Hanover Exhibition and Trade Center, Hannover, Germany
**Contact:** https://www.iaa-transportation.com

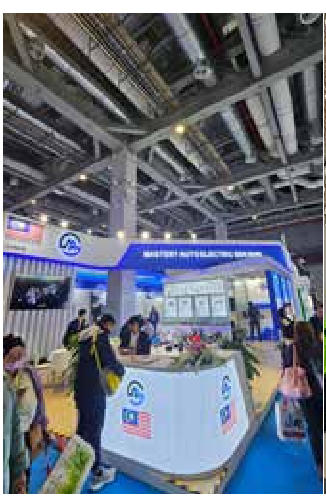
Ticket IAA TRANSPORTATION 2026 will once again showcase an impressive range of innovations in commercial vehicle technology. A particular highlight is the Test Drive program, which gives visitors a chance to experience the latest, most efficient, and most connected transportation solutions firsthand. This offering has generated tremendous enthusiasm, and even greater demand, in the past, which is the reason why it's being expanded even further for IAA TRANSPORTATION 2026.

The spotlight falls squarely on Hall 11 at the Hannover exhibition grounds. A new hall concept gives exhibitors MAN Truck & Bus and Volvo Trucks the generous floor space they need to offer visitors test drives straight from their stands. Each test drive will launch directly out of Hall 11 and is staged for maximum impact.

## Automechanika Jakarta 2026

**Date:** 24 – 27 September 2026
**Venue:** Nusantara International Convention Exhibition (NICE), Jakarta, Indonesia
**Contact:** https://automechanika-jakarta.hk.messefrankfurt.com/

Automechanika Jakarta maximises networking opportunities for both exhibitors and visitors. Through a dedicated team and an advanced matching system, this programme connects exhibitors with potential buyers by arranging one-on-one meetings based on specific sourcing requirements during the show




## Singapore Urban Mobility Week

**Date:** 4 – 6 November 2026
**Venue:** Suntec Singapore Convention & Exhibition Centre, Singapore
**Contact:** https://sgurbanmobility.com/

The Singapore Urban Mobility Week (SUMW) is a premier biennial event, connecting global transport leaders, policymakers, solution providers, and industry experts who are passionate about shaping the future of urban mobility.

Jointly organised by the Land Transport Authority of Singapore, MSI Global Pte Ltd, and MP Singapore, with support from the Ministry of Transport, the inaugural edition will take place from 4 – 6 November 2026, under the theme, Drive the Future Autonomous Innovation, Smart Infrastructure, and Urban Mobility.

## Bauma China

**Date:** 23 – 27 November 2026
**Venue:** Shanghai, China
**Contact:** https://bauma-china.com

As the benchmark event for Asia's construction machinery industry, bauma CHINA 2026 has announced a landmark strategic upgrade with the launch of its groundbreaking "One Show, Two Venues" concept. The trade fair will be held across two venues in Pudong, Shanghai: the Shanghai World Expo Exhibition & Convention Center (SWEECC) from November 23 to 26, 2026, and the Shanghai New International Expo Centre (SNIEC) from November 24 to 27, 2026.

Industry leaders, including Komatsu, LiuGong, and Sunward Intelligent, have already confirmed their return. The launch of the "One Show, Two Venues" format has generated significant interest and active participation from leading brands in the sector.

## Malaysia Commercial Vehicle Expo 2028 (MCVE)

**Date:** 15- 17 June 2028
**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.

# MAN Brings Regional Body Builders Together in Shah Alam

On 18 May MAN Truck & Bus Malaysia hosted its APAC Body Builder Days 2026 programme in Shah Alam, bringing together body builders and industry representatives from across the region for two days of technical discussions and networking.

Asian Trucker attended the event, which welcomed participants from Thailand, Indonesia, Taiwan, Japan, Germany and Malaysia. The programme focused on strengthening cooperation between MAN and body builders involved in specialised applications, including fire-fighting vehicles and airport ground support equipment. A key message participants were hearing is that, despite a difficult year 2025 for Malaysia's commercial vehicle industry, MAN Malaysia delivered an outstanding performance and strengthened its competitive position.

Although body builders are rarely in the spotlight, they play an important role in the commercial vehicle industry. Their work determines how a chassis is transformed into a vehicle suited for a specific task, whether that is responding to emergencies, operating at airports or supporting industrial operations.

To share knowledge and update their partners, the MAN ClusterAustralasia Team led by Ghino Galantinus organised a gathering for over 40 bodybuilders from around the region.

That theme was evident throughout the conference. Discussions centred on how vehicle applications are becoming more demanding, requiring closer cooperation between manufacturers and body builders from the early stages of development.

Technical sessions covered subjects such as body installation requirements, PTO selection, vehicle interfaces, control modules and aftersales support. Participants also shared experiences from their respective markets and discussed the challenges of developing vehicles for different operating environments and regulatory requirements. Galantinus and guest speaker, John-David Schnackenberg, Head of Application and Body Builder Management, Truck, MAN SE, shared the latest technological updates from MAN, especially the new Euro VI specification D26 Efficiency engine that powers all new MAN Trucks henceforth.

One area that attracted considerable attention was the growing role of digital tools in vehicle integration. MAN introduced participants to its MAN PAL platform, which provides access to technical documentation, mounting instructions and vehicle interface information for body builders.

Electrification was another topic raised during the conference. As commercial vehicles gradually adopt alternative powertrains, body builders are facing new considerations beyond traditional mechanical and hydraulic systems. Battery technology, thermal management and electrical interfaces are becoming part of the conversation. "MAN advocates true sustainability: A total cost of ownership approach, focusing on fuel efficiency, reduced maintenance costs and long-term durability over a five to 10-year lifecycle," Thayalan Subramaniam, General Manager, Head of Sales & Customer Solutions, MAN Truck & Bus Malaysia Sdn Bhd said.

In a post-event reflection, Ghino Galantinus, Commercial Vehicle Strategist at MAN Truck & Bus, summed up the relationship between chassis manufacturers and body builders in a simple way. Customers can look forward to higher torque at lower rpm and even better fuel consumption with up to three percent savings compared to MAN's Euro V diesel engines.

"The truck chassis is only half the vehicle. The other half is the body, and the body is where customer value actually lives," Galantinus told Asian Trucker.

The event concluded with a briefing on the MAN Asia Pacific Certified Body Builder programme, which aims to strengthen technical standards and cooperation between MAN and selected body-building partners across the region.

Marc Appelt, Managing Director of MAN Truck & Bus Malaysia told Asian Buses that "MAN continues to receive strong customer feedback for vehicle performance, reliability and operating efficiency, reinforcing confidence in the brand. Thus, MAN Malaysia remains committed to supporting customer growth and business sustainability through dependable products and long-term partnerships."

Commenting on the overall competitive landscape, Appelt remarked that Malaysia should ensure a level playing field for heavy commercial vehicle brands. Import duties and CKD requirements create inefficiencies, limit innovation, raise prices and impact the long-term viability and sustainability of long-term investors like MAN.

While much of the commercial vehicle industry's attention is often directed towards trucks and buses themselves, the discussions in Shah Alam served as a reminder that the finished vehicle is the result of collaboration between multiple parties. For MAN and its regional partners, that collaboration remains an important part of delivering vehicles that meet increasingly specialised customer requirements.

# Dongfeng Heavy Industries Officially Launched

*The company makes a debut with the introduction of comprehensive range of heavy duty trucks to address current needs of transport industries.*

On Friday, 12 June, major industry stakeholders gathered at the Saujana Hotel: Dongfeng Heavy Industries Sdn Bhd officially launched their business as official dealer of Dongfeng trucks by introducing a comprehensive range of heavy-duty trucks to the Malaysian market. Addressing the demands of local transport owners, the business is headed by industry veteran Mr Quek Wang, Executive Director of Dongfeng Heavy Industries. Dongfeng Heavy Industries will be operating from Jalan Meru as their headquarters following their appointment as official distributor late last year. Truck models chosen as initial line-up are to be complimentary to each other, covering tippers, cement mixers and prime movers. Dongfeng Commercial Vehicles is a leading manufacturer known for its innovative, durable, and high-tech commercial vehicles. During the event, the assembly agreement between Dongfeng Heavy Industries Sdn Bhd and Gemilang Coachwork Sdn Bhd was signed, while several purchase agreements with clients were also finalised.

During the official launch, Quek Wang introduced his team, dedicated to the brand, as well as the products in detail. "We understand the concerns of transport companies and thus, have decided to introduce this latest generation of Dongfeng heavy duty trucks. In particular, we would like to point out that these vehicles comply with EURO V emission standards, using tried and tested engine and drivetrain technology from leading manufacturers." On display during the launch were 4x2 and 6x4 prime movers, 6x4 and 8x4 tippers as well as 6x4 cement mixers. According to Quek, these vehicles are complimentary to each other, and he is expecting customers to order a mix of these vehicles. The vehicles are to be imported as CKD variants with Gemilang Coachwork Sdn Bhd as assembly partner on record.

**About DongFeng Heavy Industries Sdn Bhd**
Dongfeng Heavy Industries Sdn Bhd is the official Malaysian distributor for Dongfeng trucks, offering a comprehensive range of heavy-duty commercial vehicles tailored to the local transport, haulage, and construction sectors. Headquartered in Jalan Meru, Selangor, and led by industry veteran Quek Wang, the company focuses on delivering reliable EURO V-compliant prime movers, tippers and cement mixers. Through its strategic assembly partnership with Gemilang Coachwork, Dongfeng Heavy Industries combines proven Chinese truck technology with local manufacturing expertise, strengthening aftersales support and providing transport operators with durable, cost-effective fleet solutions across Malaysia.


Representing Dongfeng Commercial Vehicles, Wang Long, Chairman of the Board & Party Secretary, China Dong Feng Motor Industry Imp & Exp Co Ltd extended heartfelt congratulations to its Malaysian partners on the opening of their new dealership. Underscoring the commitment of Dongfeng Commercial Vehicles, he said that "This milestone reflects Dongfeng's continued commitment to strengthening its presence in Malaysia while enhancing customer support and aftersales services." Dongfeng Heavy Industries is expected to play a key role in expanding market reach and delivering greater value to transport and haulage operators nationwide.

"The three newly launched commercial vehicles unveiled today are strategic products developed specifically for the Malaysian market. They are the result of extensive market research and have been tailored to meet local operating conditions and industry requirements. Combining Dongfeng's advanced manufacturing capabilities with localised engineering expertise, these vehicles reflect our commitment to delivering solutions that truly meet customer needs," Long said. Talking to Asian Trucker, he said that, as a principal, these vehicles will support the growth of Malaysia's logistics, construction, and infrastructure sectors, helping customers reduce operating costs, improve efficiency, and create greater value.

On the appointment of Gemilang Coachwork, Quek commented that their Johor-based supplier is uniquely positioned as the ideal assembly partner for Dongfeng Heavy Industries. "They bring decades of precision manufacturing expertise, advanced production engineering capabilities, and rigorous quality control processes to the table," he said. Beyond conventional vehicle assembly, Gemilang Coachwork's strength lies in integrating complex systems, managing stringent compliance requirements, and maintaining consistent build standards across diverse vehicle platforms. "Our proven ability to transform CKD units into reliable, market-ready commercial vehicles makes us a perfect fit as a strategic partner for Dongfeng's growth ambitions in Malaysia," Pang Jun Jie, Director of Gemilang Coachwork said during the signing of the assembly agreement during the event.

During the launch of the vehicles, an OEM-supplied add-on was of particular interest to the transporters gathered for the event: Fitted with a secondary air conditioning unit, using a separate battery, the 6x4 prime mover was in the limelight. Through the auxiliary unit, the cab can be cooled without having to run the engine. "We hope this feature to be in demand, especially now that the Diesel prices have gone up dramatically," Quek said.

The trust in the quality of the Dongfeng vehicles also stems from the fact that the brand is generally considered as the second national automotive brand. In particular, Dongfeng has been supplying to the Chinese military, which means that the trucks will be designed and tested to extremely rugged conditions. "We will not say that these trucks will never break down, however, considering the way they are constructed and built, we are confident that they can offer a high amount of uptime." As part of the event, Dongfeng Heavy Industries signed several sales agreements with clients, cementing the position of the distributor further.

**About Dongfeng**
Founded in 1969, Dongfeng Motor Corporation has accumulated 57 years of automotive manufacturing expertise and has delivered more than 63 million vehicles worldwide, establishing itself as one of the most trusted and respected brands in the global automotive industry. Dongfeng has built a comprehensive industrial ecosystem covering complete vehicles, powertrains, new energy technologies, and intelligent connected vehicle solutions. Dongfeng products are exported to more than 100 countries and regions around the world. Guided by an unwavering commitment to quality and driven by continuous technological innovation, the company is dedicated to providing reliable, efficient, and sustainable transport solutions for customers worldwide. These principles form the foundation of Dongfeng's successful and enduring international presence.

Over the years, Dongfeng has invested heavily in research and development, advanced manufacturing technologies and strategic international partnerships, enabling the brand to expand its presence across Asia, the Middle East, Africa and Latin America. Its truck portfolio combines robust engineering, fuel-efficient powertrains and modern safety features aimed at meeting the evolving requirements of fleet operators.

Today, Dongfeng continues to strengthen its position in global markets through innovation in connectivity, alternative energy solutions and intelligent transport technologies. With a focus on reliability, operational efficiency and customer support, Dongfeng remains a significant player in the international commercial vehicle industry.


# The 10 000th HOHAN Truck Rolls Off HS Group's Assembly Line

It was a proud moment, when on 24th of July 2026, the 10 000th unit of HOHAN-branded trucks rolled of HS Group's assembly line. It was a MAX 6×4 model, their heavy-duty commercial truck model.

To better serve the local market, Hong Seng began truck assembly operations in 2003, initially focusing on rebuilt trucks. The assembly of HOHAN trucks commenced in 2011, leveraging on the benefits a local assembly will offer, paired with the experience from the previous assembly of rebuilt vehicles. These advantages include tax incentives and lower overall taxation, which translates into better affordability for customers. Meanwhile, the need for a trained workforce signifies local employment opportunities.

Addressing the gathered guest for the occasion, HS Group Managing Director, Dato Seri Teoh Hai Hin said "Our partnership with SINOTRUK began in 2011. Over the past fifteen years, we have worked together through every stage of market development, customer service, product validation, after-sales support, and brand building."

From the first batch of vehicles entering the Malaysian market to this milestone of welcoming the 10 000th HOHAN truck, this achievement represents not only business growth for HS Group, but, more importantly, the trust that customers have continuously placed in them, Teoh added.

Forming the backbone of the sales network, HS Group's assembly staff count of 500 produce an average of six units per day. The models manufactured in HS Group's plant are the MAX and NX with three variants each, two variants each of rigid tippers and mixers, three cargo truck variants and finally, one light truck model with a second variant to be introduced soon.

"Our assembly operations have continuously improved in terms of efficiency and quality assurance. As modern trucks incorporate more electronic systems, the assembly process now involves more electrical work. At the same time, we have strengthened our workforce by developing a larger pool of skilled and competent personnel," Teoh was heard saying. However, one of the biggest challenges for such operations remains finding manpower, particularly the shortage of skilled and competent personnel required for modern vehicle assembly is adding layers of complication.

With the next generation of trucks being electrified, HS Group is also gearing up for the assembly of such vehicles. It was confirmed that the organisation is actively

working towards developing the capabilities required for electric vehicle (EV) assembly.

Finally, Teoh and his colleagues ensured witnesses to the event of the high quality and that the vehicles are assembled according to the standards of the principal. Through maintaining close and continuous communication with the principal regarding assembly processes, production efficiency, and quality control this is ensured. As a principal, Sinotruk also has resident personnel permanently stationed at HS Group's assembly facility to provide on-site technical support, monitor assembly quality, and ensure that all processes comply with the manufacturer's standards.

The principal regularly updates on the latest technologies, standards, and assembly methods. In addition, assembly personnel receive training from qualified trainers appointed by the principal to ensure every vehicle is assembled in accordance with the required specifications and quality standards.


# MyLorry Technology Solutions Gets a Nod from Ministry of Transport

The Malaysian transport ministry has accredited companies to provide telematics services to commercial vehicle operators as part of a phased initiative to improve road safety through better monitoring of drivers and vehicles. Its minister, Loke Siew Fook, said that these had met the standards set by the road transport department (JPJ) and were now recognised telematics service providers.

Loke said AI-powered telematics systems can detect speeding, dangerous driving, and signs of driver fatigue through onboard cameras. Among those receiving the seal of approval is MyLorry Technology Solutions Sdn Bhd. Loke said some systems can also require drivers to undergo alcohol and drug tests before starting a journey, with the engine prevented from starting if the driver tests positive. He said operators would not need to purchase the hardware outright, as recognised providers offer telematics through subscription packages costing between RM60 and RM300 a vehicle a month.

Under the ministry's roadmap, the first phase from now until next year will focus on voluntary adoption, followed by the development of a centralised commercial vehicle driver database in 2027. A proposed third phase, beginning in 2028, will consider making telematics a licensing requirement for commercial vehicles, subject to industry readiness and the development of the necessary government systems.

"At this stage, there is no question of making it mandatory. We will encourage its adoption first and hope it helps transform our road safety landscape," Loke said during an official event to award the accreditation.

MyLorry Technology Solutions Sdn Bhd, has been passionate about helping logistics companies thrive. Their vision is to elevate logistics efficiency by providing innovative technology solutions that empower businesses to streamline operations and maximize profitability. At the core of their business is a comprehensive fleet card system offers a powerful integrated payment solution designed to optimize fuel management and vehicle-related expenses.

Stemming from there, their AI-powered solutions have been deemed suitable to be used to help to reduce the number of road fatalities. MyLorry Technology Solutions links streamlined reporting to road safety. Insurance claims and downtime for repairs are just among the many factors that impact the financial performance of a transport owner in view of road safety. Through their solutions, transporters can gain valuable financial insights through robust expense tracking and reporting features. Dealing with sentive data, MyLorry Technology Solutions promises unmatched Security: prioritizing clients' peace of mind, a set robust fraud protection measures ensures the security of every transaction.

Vincent Eik Chu Yew, Global Group CEO of MyLorry Technology Solutions sent a heartfelt "thank you to the Ministry of Transport (MOT), JPJ, APAD, MIROS, and PDRM" for making the Telematics Initiative Launch Ceremony held on 29th June 2026, a meaningful milestone.

"We are grateful for the opportunity to contribute towards building a safer, smarter, and more digitally connected transport ecosystem for Malaysia. Together, we move Malaysia forward," Yew told Asian Buses.


# Sendok Group Provides a Preview of Line-Up Introduced at Sinotruk's New Energy Partner Conference

*The gathering was not about just the truck, but demonstrating business cases through an ecosystem approach.*

(Left to Right) Stefan Pertz, Dato' Sri Toh Keng Tiong and Gwee Bok Wee discussing Malaysian market conditions

With the transition to electricity-powered commercial vehicles moving ahead in leaps and bounds, Sendok Group is on the verge of introducing a range of BEV (Battery Electric Vehicles) to the Malaysian market to complement their portfolio. A Malaysia-based commercial vehicle and auto-parts conglomerate headquartered in Klang, Selangor, specializing in used parts trading, truck manufacturing and rebuilding, and international trade, the group operates over 20 affiliated entities and might be best known as a distributor of Sinotruk-branded trucks.

Hanoi, Vietnam provided the backdrop for a preview for selected customers of Sendok Group as they attended the Sinotruk New Energy Partner Conference 2026, held 20 to 23 July. Vietnam is currently the fastest growing economy in Southeast Asia; the economic growth spurring the sales of heavy-duty trucks by the ten-thousands per year. Gathering were 1 000 delegates hailing from the Australasian sales network of Shandong Heavy Industry Group (SDHi) partners. overs core equipment sectors including power systems, commercial vehicles, construction machinery, agricultural equipment, intelligent logistics, and marine transportation equipment.

This New Energy Partners Conference marks Shandong Heavy Industry Group's first international conference dedicated exclusively to new energy vehicles outside China. It brought together partners from 62 countries to unveil the Group's global new energy strategy under a unified vision.

THandling the Sinotruk portfolio for Sendok Group, Ms Gwee Chin Hwee, Director made it the primary objective learn about the brand's comprehensive new energy product portfolio and technological capabilities, while adapting its global strategic roadmap to meet Malaysia's needs, product development


Weichai's new micro grid solutions are part of the electrification ecosystem


direction and implementation plans. By attending the conference, she also aimed to align with the principal's transformation strategy, promote green logistics solutions under the Belt and Road Initiative, and accelerate the low-carbon transition of the global commercial vehicle industry. As a platform, the event was held to strengthen strategic collaboration with partners across multiple markets, implementing tailored market development programmes in key countries such as Malaysia.

"We aligned with the strategic direction of Sendok Group offering a comprehensive range of services beyond heavy duty trucks. The conference demonstrated how to stablish an integrated ecosystem encompassing complete vehicles, charging infrastructure and aftermarket services," she commented. Summing it up, she stated that in order to achieve economies of scale, Sendok Group is aiming at accelerating the large-scale deployment of new energy commercial vehicles across a wide range of operating applications.

**Preparing HOWO TX-EV Launch**

In particular, Sendok Group joined the event with the backdrop of their imminent introduction of the Sinotruk HOWO TX-EV series and the T3H e-Light to the Malaysian market. The Howo TX series, using diesel engines, has been carried by Sendok Group for more than ten years; and now they are introducing the EV line up of the series. The TX-EV series will include a full range of trucks including prime movers, dump trucks , cement mixer trucks, cargo and special purpose vehicles. The models to be imported by Sendok group will feature charging/ swapping options for the battery. When designing these vehicles, Sinotruk considered that fleets would have to gradually make the change to electric propulsion. In consideration of this, the platforms were adapted, resulting in 57 percent parts similarities for the HOWO TX series. Commenting on this, Sendok group's management pointed out that one of the strengths of the group is the ability to provide tailored product solutions.

Covering the mission profile requiring light duty trucks, the T3H model will be available in both, diesel and battery electric variants. While light duties are not the focus here of the series, this model will complement the Sinotruk truck range in Malaysia.

Inviting existing customers representing the mining, haulage and logistics industries to attend the partners conference and exhibition to preview the EV trucks line up, transporters could gather firsthand information on the Sinotruk- EV solutions. As part of the agenda, an knowledge exchange meeting was held between Sinotruk leaders and Sendok Group's customers to exchange opinions, articulate market specific requirements and to gain a better understanding of market needs as well as the direction the OEM is taking with the product development.

Joining the event was Mr Lee Kheng Tek, General Manager, Sepadu Fleet Sdn Bhd. Already operating a small fleet of electric vans, his curiosity lay in seeing what new truck models Sinotruk would be introducing via Sendok Group as his company is aiming to rapidly increase the number of vehicles operating under their brand.

Asked about the experience of running a BEV fleet, Tek confirmed that the assumption that electric vehicles are offering a clear advantage through reduced service and maintenance cost. "Indeed, there are two profit drivers. First, while there is downtime, it is lesser than we have to factor in with ICE vehicles. Secondly, we can confirm that the services cost less as there are fewer parts that need fixing or replacing and there are lesser fluids that need to be dealt with during routine service," he told Asian

Mr Ren Wenchao, Vice General Manager, Southeast Asia Division II, Sinotruk International

Trucker. Based on his experience and to leverage the established customer base, Sepadu Fleet is strategically positioning itself to capture opportunities in Sinotruk's expanding BEV technology beyond its conventional ICE fleet solutions.

**Defining "New Energy"**

Battery electric vehicles gaining popularity in Malaysia requires distributors to widen horizons and to introduce an entire ecosystem, rather than just the vehicle. When discussing a departure from fossil fuels, one is not just talking about battery-electric vehicles (BEVs): In Sinotruk's approach is to refer to "new energy" as a comprehensive portfolio of clean-energy technologies designed to reduce carbon emissions throughout the entire vehicle life cycle. It extends well beyond BEVs.

During the event, Gerhard Zehetgruber, Head of Development and System Management, who is based in the Sinotruk R&D Center located in the city Steyr in Austria addressed the question "Why is SINOTRUK No.1 in both the traditional fuel vehicle market and the new energy market?" He detailed that this "No.1" is not just about sales figures, but represents Sinotruk's deepest R&D accumulation, the most complete industrial chain layout, and the most comprehensive scenario data.

However, what matters even more in his view is that in the new energy transition of overseas markets, the brand has the confidence to achieve No.1 again together with all partners globally. In the Chinese new energy heavy-duty truck market, annual sales in 2021 were only about 10 000 units. It increased 23-fold in five years to 230 000 units in 2025. China's new energy heavy-duty truck market continued its rapid growth in the first half of 2026, with steadily rising sales. He attributed this to the market having shifted from a policy-driven to market-driven approach.

In the past, growth relied mainly on policy support. Today, lower battery costs, maturing technology, improved range, expanding charging infrastructure, and new business models have significantly reduced Total Cost of Ownership (TCO). As a result, market demand is now driven by economic benefits rather than policy. Currently Sinotrul works under the assumption that the year 2026 will mark the start of rapid growth in the global new energy commercial vehicle market, driven by three key factors.

1st: the Middle East conflict, especially around the Strait of Hormuz, has driven fuel prices higher and increased supply risks.

2nd: climate change and decarbonization goals are accelerating the adoption of new energy vehicles. Supportive policies worldwide create strong opportunities for our products.

3rd: —and most importantly—the maturity of China's new energy commercial vehicle technology, experience, product, business models and industrial chain are now ready for global export. In the meantime Sinotruk already exports into over 50 countries worldwide.

In view of this, the brand intends to fully leverage three core advantages: technological in-house R&D strength, global distribution and service network, and full-ecosystem overseas expansion capabilities.

"We are building three major supporting fields, after-sales service, spare parts assurance, and technical support & training, to enhance customer profitability, expand

distributor business, and strengthen Sinotruk's strategic position, creating a sustainable win-win ecosystem.

Sinotruk's guiding principle is that the operating application determines the most appropriate technology. Rather than promoting a single solution for every customer, we select the technology that delivers the greatest environmental and commercial benefits for each specific use case.

The product portfolio currently comprises three principal technology pathways:

- BEVs: Ideal for closed-loop operations such as ports, terminals and mining sites, where charging infrastructure can be readily established. These represent the most mature commercial solution and are the first products being introduced into the Malaysian market.

- Hydrogen Fuel Cell Vehicles: Best suited to long-haul transport operations where extended range and rapid refuelling are essential. Hydrogen is regarded as a key technology for achieving deeper long-term carbon reduction.

- Hybrid Vehicles: Designed for operations where charging infrastructure remains limited. Hybrid technology provides an effective transitional solution, bridging the gap between conventional diesel vehicles and fully electric transport.

In Malaysia, the strategy is firmly application-led. On our local shores, Sinotruk will initially focus on introducing battery-electric vehicles into operating environments where they can deliver immediate commercial value, before gradually expanding into additional technologies as market conditions and infrastructure continue to develop.

**Market Drive Approach**

In partnership with Sendok Group, Sinotruk determines the most appropriate New Energy product portfolio for the Malaysian market. The aapproach is guided by three fundamental principles: market-driven planning, application-first thinking and optimum total cost of ownership.


**ASEAN Perspective**

At this stage, the term "New Energy" remains both relevant and valuable, particularly within the ASEAN commercial vehicle market.

Firstly, the adoption of new energy commercial vehicles across Southeast Asia is still in its early stages. In Malaysia, for example, battery-electric heavy-duty trucks account for less than one per cent of the market, with many fleet operators still assessing the technology before making investment decisions. The term "New Energy" therefore provides a clear distinction from conventional diesel-powered vehicles and helps reduce the learning curve for prospective customers.

Secondly, "New Energy" represents far more than an alternative powertrain. It encompasses an entirely new transport ecosystem that includes charging infrastructure, energy management, aftersales support, battery lifecycle management and residual value considerations. This fundamentally differs from the traditional diesel vehicle business model.

Finally, commercial vehicle electrification remains at an early stage globally. Across Southeast Asia, infrastructure, customer awareness and service capabilities continue to evolve. As such, "New Energy" has become widely recognised as the industry's collective direction of travel. As these technologies eventually become mainstream, the terminology will naturally become less significant, much as the distinction between digital and analogue technologies has largely disappeared over time. To support the introduction of New Energy vehicles, Sinotruk runs over 40 training centers around the world, with more than 300 staff. Supplementing the hardware, the brand has developed a comprehensive EV training system including both theoretical lessons and practical training.

In the context of new energy solutions, Sinotruk does offer both, Hydrogen and Hybrid options as well. However, it is acknowledged that it may not yet be the right time to push for them. Hydrogen has its own set of problems with the transportation and storage of the propellant, while Hybrid vehicles are limiting payload due to their higher weight resulting from the additional components mounted onto them. Hybrid solutions may have their place in specific applications, such as quarries, where the trips are short and limited.

HOWO T3H e-Light Truck

Rather than offering the same products in every market, The OEM, together with the local distributor tailor the portfolio to suit each country's specific operating environment, customer requirements and policy landscape. An assessment is based on three key considerations.

**1.Core Operating Applications**
The starting point is to identification of the country's principal commercial vehicle applications and matching each to the most suitable technology.

For example, container haulage operations at Malaysia's Port Klang involve fixed routes that are well suited to battery-electric tractor units. Similarly, mining operations in East Malaysia operate within controlled environments, making battery-electric tipper trucks an ideal solution.

**2.Energy Infrastructure and Government Policy**
Charging infrastructure is a fundamental prerequisite for successful market adoption. Where high-capacity charging networks remain underdeveloped, we prioritise applications where customers can establish dedicated charging facilities, such as ports, industrial sites and mining operations, rather than prematurely introducing long-distance electric transport solutions.

At the same time, we continuously monitor government initiatives, including import duty exemptions, road tax incentives and other policy measures, enabling us to adjust product introductions, pricing strategies and market timing accordingly.

Commercial vehicles are productive business assets, meaning investment decisions are ultimately driven by economic returns.

Factors for an analysis therefore consider local electricity and diesel prices, labour costs, maintenance expenditure, vehicle utilisation rates and expected operational efficiency. Only when a new energy vehicle demonstrates a clear whole-life cost advantage over a conventional diesel alternative do we recommend its introduction into a particular market.

This disciplined approach ensures customers achieve genuine commercial benefits alongside meaningful reductions in carbon emissions.

**3. Growing Total Cost of Ownership Advantage**
High diesel prices across Southeast Asia continue to increase vehicle operating costs, while commercial electricity tariffs remain comparatively stable.

For many fleet operators, fuel accounts for more than 30 per cent of total operating expenditure. As a result, battery-electric vehicles are increasingly able to deliver substantial whole-life cost savings, particularly for high-mileage operations. As customers gain confidence in the technology and experience these economic benefits firsthand, market acceptance is expected to accelerate significantly.

**Knowledge Transfer for Better Performance**
Leading the delegation of Malaysian


businesses to visit the conference and exhibition was Mr Gwee Bok Wee, Group CEO / MD of Sendok Group, who's objectives were discussed during an offsite. "Not only as the CEO of Sendok Group, but also being the President of the Malaysia Commercial Vehicle Traders Association's (MCVTA), I am working with the Malaysian government to accelerate the adaptation of electric trucks in Malaysia." Being able to see first hand what the Chinese principal is adding to the pipeline of products and support services allows him to translate this into tangible needs in the home market.

With the backdrop of the Malaysian government paying subsidies for diesel, Gwee opined that the adaptation of electric trucks would be suitable way of reducing the outflow of money from the government coffers. He noted that most of companies already making a transition to electric trucks are located in the Klang Valley. "This is where most large companies are located that are pushing their ESG agenda." In his view, the lack of charging stations, relatively low fuel cost and the lack of success stories talking about the adaptation of BEV is a stumbling block for many.

As an accepted paradigm, the adaptation of electric vehicles in confined, tightly controlled areas has always been the spearhead of the shift to new energy vehicles. Weichai, a company within the SDHi Group provides engines for trucks as well as gen-sets. "We have seen their micro grid solutions here and this is a phantastic approach for us to push into market segments where the operations are not located near major power supplies."

Having worked with Sinotruk on the adaptation of new energy vehicles for a number of years already, Gwee is confident that the group can rapidly respond to an increase in demand. As an assembler of commercial vehicles, the manufacturing site has already been prepared to be able to assemble BEVs. In view of increasing oil prices, BEVs might become more attractive now. "Having been here has been very beneficial for us as we have a better understanding of which market segments we should target now, considering the upcoming model line-up." An interesting fact in this connection is the design approach Sinotruk has taken: up to 50 percent of the new energy vehicles share parts with their ICE brethren. This means that the supply of spare parts is better secured with less strain on the distributors having to stock more parts or having to obtain components in a rush.

**Growing Together**

Talking to Asian Trucker about the relationship between Sinotruk and Sendok Group as Mr Ren Wenchao, Vice General Manager, Southeast Asia Division II, Sinotruk International. The cooperation with Sendok Group dates some 15 years back, with the introduction of new energy vehicles, Ren is aiming to further strengthen the ties with the long-term partner.

"Especially considering EV trucks, we know we need to provide additional support to our distributors. The product solution, of course, comes first. As OEM, we understand the EV truck much better than our distributors. The question becomes how to give our end users a good solution, which comprises of the product and services around them," he said

While the product, the truck, this is the first item to consider, the second is the technical training. To transfer knowledge and render on-the-ground-support, Sinotruk is deploying special teams to export markets. An engineering team, mainly focused on the EV truck has been set up as an independent department with the export organisation.

Beyond the technical aspects, Sinotruk is also ramping up marketing efforts. "If we want to promote the EV truck more, we will need to invest more on the marketing and the promotion." Exhibitions, advertisements, promotions, and other campaign activities will be deployed to support distributors. And the fourth is the after-sales service, which is always most important to the truck seller.

In acknowledgement that BEVs are fundamentally different, Sinotruk will also need to move away from traditional vehicle service Sinotruk has formed an independent small department and team, specialised in the after-sales service of the new energy vehicle. Said team specialise in the after-sales service of the new energy vehicle. Inside the general after-sales service department,


Ren also assured buyers of Sinotruk BEVs that there will be sufficient parts supply for these vehicles available in Malaysia. Summing it up, Ren stated that these measures taken indicate that the perception of transportation is changing. It is no longer just about specifying the truck correctly, but to have a complete ecosystem supporting the vehicle.

**Business Cases Emerging**

Representing the Johor Quarries Association, Dato' Sri Toh Keng Tiong had a particular interest in the Sinotruk vehicles aimed at the deployment in construction sites and, of course, quarries. Representing some 100 member companies, Toh set out to learn more about the electrification of transportation during the event. "We realise that we do not have sufficient information about this new technology. Having been here has been very beneficial for me to get a better understanding of how this all fits together," he told Asian Trucker.

In his view, "It is all about business! Our members do not enjoy subsidies for the diesel fuel. Hence, if we can prove that the electric trucks are more profitable, then we will surely see more of them being put to work," Toh said. Quarries, often being located outside the main power grids, would suffer from lack of access to sufficient electricity supply. Of particular interest was Weichai's presentation of micro grid solutions. These power generators, just like modern trucks, now offer a range of solutions to produce electricity.


**Malaysian Delegates at the Sinotruk New Energy Partners Conference**

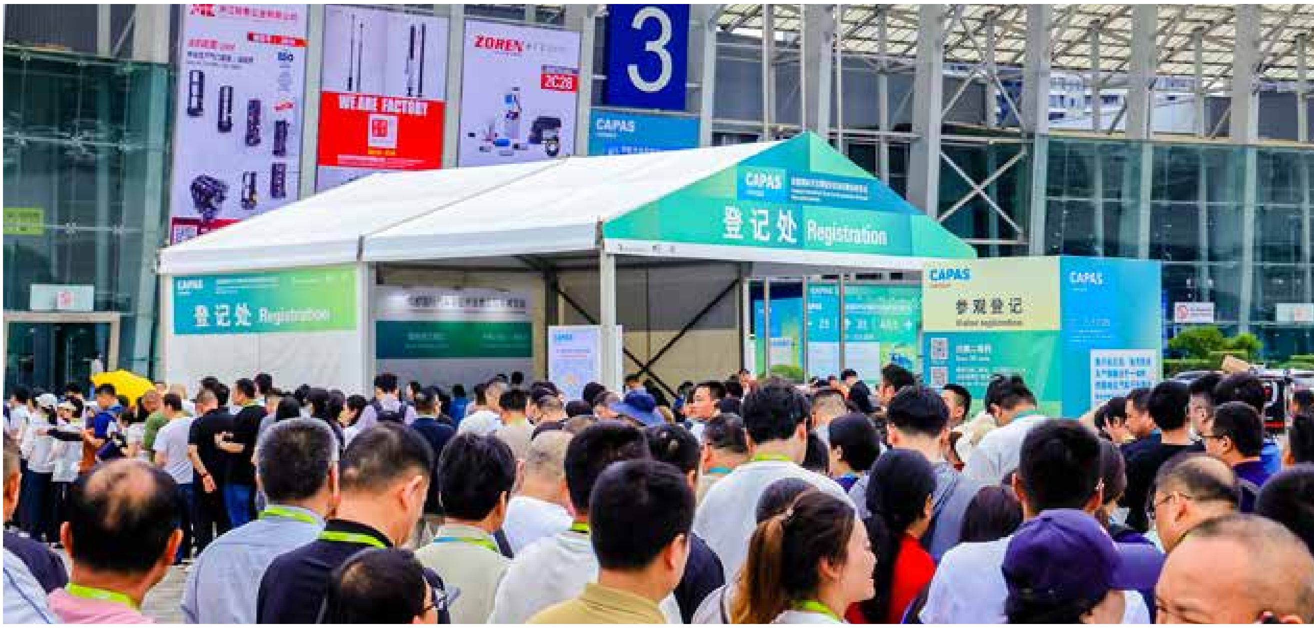

Through the participation in the event, Toh was able understand more about Sinotruk, their organisation and their future development. He learned about the new EV product, and how they can be beneficial to helping the industry segment his association is representing. "We want to go further, be more environmentally friendly. So, mining is a very interesting business in view of electrification."

As no business exists in a vacuum, Toh opined that certain stakeholders need to step up their efforts in the bid to accelerate the EV transformation. "If we look at neighbouring countries, we will find that they have already made this a big part of policy-making." He suggested that instead of subsidies on the fuel, incentives for the purchase of electric trucks should be given. The math would be simple as the subsidies would have to be paid over the entire life-span of the vehicle. Meanwhile a grant for the purchase of the vehicle is a one-off. "And we already hear that electric vehicles are starting to be more profitable than ICE-powered ones while being better for the environment."

**Things to Come (to Malaysia)**
Part of the event was an exhibition of newly launched trucks. Of particular interest were the vehicles bearing the Sinotruk branding. Ms Gwee Chin Li, representing CAM EV, Sendok Group's electric mobility arm was present during the trip to engage with potential buyers of the Sinotruk BEV. "We see that the portfolio of electric vehicles is very comprehensive, with prime movers, cement mixers and light trucks," she said. Highlighting the experience of Sendok group in the light commercial vehicle segment using electricity as propulsion system, she pointed out that the Sinotruk Howo T3H would be the next model to be made available in Malaysia.

"We are also planning to bring in the heavier trucks very soon. However, we see that this vehicle has the biggest potential as it suits the needs of our market very well at this stage of development of the charging infrastructure." Product launches and demonstrations have been planned for the coming weeks and months according to her.

During the conference, SINOTRUK unveiled its new energy logo, S-EV. The logo embodies the brand's core vision of committing to green commercial transportation and represents three core values: sustainability, intelligence, and shared value. To date, SINOTRUK has introduced new energy solutions in over 50 countries, fully covering a wide range of scenarios including ports, mining, logistics, and engineering infrastructure, offering global customers low-carbon, highly adaptable green transportation solutions. Commenting on this, Gwee urged industry leaders in Malaysia to "Look out for this logo. It is going to be our guiding light for the adaptation of new energy technologies and a symbol of trust, as demonstrated by Sinotruk."




# CAPAS 2026 concludes collecting resources for supply chain innovation in Southwest China's automotive industry

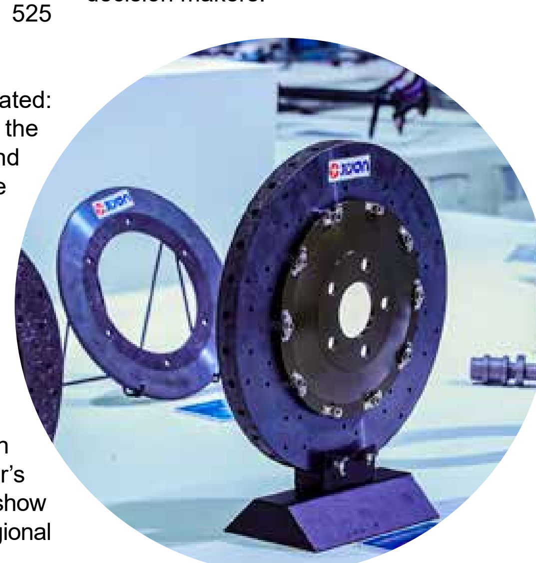
The 12th edition of the Chengdu International Trade Fair for Automotive Parts and Aftermarket Services (CAPAS Chengdu) concluded successfully at the Chengdu Century City New International Exhibition and Convention Center. To link industry resources with Southwest China's automotive market, this edition thoroughly covered commercial vehicles, new energy and intelligent connectivity, aftermarket services and automotive culture. With cutting-edge exhibits, targeted business matchmaking and enriched concurrent events, CAPAS reinforced its role as a platform that connects vehicle manufacturing to the aftermarket, in addition to supporting wider industry coordination and resource integration. It earned strong praise from participants across the three-day show. CAPAS 2026 saw 23 525 visitors, with 805 exhibitors taking up 53 000 square meters of space.

Mr James Yu, General Manager of Messe Frankfurt (Shanghai) Co Ltd, stated: "We are pleased by such positive feedback as it shows we are moving in the right direction, building CAPAS Chengdu into a strategic platform for trade and export opportunities in Southwest China. Ultimately, our mission is to improve resource connectivity across sectors, and to shape a collaborative, future-ready automotive ecosystem that empowers both domestic and international businesses to grow with the direction of the regional industry."

**CAPAS Chengdu Presents a Holistic View of the Value Chain to Receive Strong Recognition from Exhibitors**

The Commercial Vehicle Zone focused on electrification, covering products, technology, maintenance and talent development, drawing in many leading brands. For example, Mr Xiao Junyang, Head of Overseas Business, Chitian Motor Corporation, said: "We promoted our new energy mining trucks at this year's CAPAS to accelerate our expansion in the Southwest mining market. During the show we were able to meet local dealers, parts suppliers and end customers, gained regional market insights and improved local aftermarket networks and systems."

The upgraded New Energy and Intelligent Connectivity Zone showcased a wide range of NEV, intelligent driving, core technologies for electrification, and hydrogen fuel solutions. Mr Shi Lidong, Deputy General Manager, Chengdu Tongguang Wanglian Technology Co Ltd, mentioned: "We focus on vehicle intelligence based on China's 'new four modernisations' [electrification, vehicle intelligence, connectivity and shared mobility] for the automotive industry. On the first day we have already successfully connected with automakers, first-tier three electric suppliers, large industrial parks and investment groups. After three years of exhibiting, we have seen notable progress in electrification and vehicle intelligence, with an improvement in visitor quality, many of whom are decision makers."



The new Remanufacturing Display Area spotlighted the industry's shift from traditional maintenance to sustainable remanufacturing across the supply chain. Mr Wang Haiyan, Chairman of Chongqing Yuxiang Auto Parts Remanufacturing Co Ltd, said: "The Southwest of China is a strategic gateway to Central Asia, and CAPAS's location gives us a channel to reach domestic and overseas buyers. During the show we met customers from Africa, the Middle East and more, who focus on product quality and warranty support with many expressing clear cooperation intent. CAPAS not only helps us find target customers but also confirms that remanufactured products can succeed in overseas markets."

The Repair Zone also drew keen interest from both exhibitors and visitors alike. For example, Shanghai Xuyang Huihong Electromechanical Sales Co Ltd, showcased energy saving spray and bake paint booths, large scale VOC treatment systems and a German engineered fully automatic car wash. Mr Wu Weiguo, Director of Aftersales, said: "The Southwest is one of the leading regions in China for vehicle ownership and a key market for us. Visitors to our booth were professional and decision oriented. We met buyers from Russia, Uzbekistan and Vietnam, which underscores the exhibition's international reach."

**Concurrent Events Won High Praise and Sparked Dynamic Exchange**

Deepening engagement with Southwest China automotive industry, CAPAS staged 27 concurrent events covering supply chain collaboration, commercial vehicle electrification, the circular economy, talent development, automotive culture and more. The programme provided an efficient, results oriented platform for industry exchange and practical cooperation.

At The 2026 Industrial Chain Supply-Demand Matchmaking Series Events – Changan Session, Mr Jiang, Manager, AutoChips Inc, said: "At the event we made initial contact with the carmaker Changan Automobile and will continue our progress on collaboration. The event was well organised and supported our brand exposure and lead generation." Meanwhile, at the China Automotive Ecosystem Partnership Conference, Mr Lin Huichun, Director of Training at the Belt and Road School, Beijing Normal University, said: "Building an automotive ecosystem is not about one brand going overseas; it requires coordinated domestic and international cooperation across the whole Chinese supply chain. Parts suppliers should follow vehicle exports and align on technology, manufacturing, services and finance. This conference effectively connected those areas."

Additionally, the Logistics Electrification Conference 2026 – Chengdu united commercial vehicle brands, logistics firms, charging operators and supply chain companies. Mr Zeng Qiongliang, Chairman, Shanghai Motorman Technology Co Ltd, noted: "The Southwest China road freight market combines mountainous terrain with the rapid rise of local fleets. Traditional operators now face challenges around electrification and digitalisation. During the conference, we explored three coordinated strategies: lifecycle digital management, a closed industry loop and AI-driven dispatch. Attendees welcomed these measures as reference for a regional transition."

Elsewhere, the New Energy Vehicle Industry Education Integration Zone introduced the used-vehicle reconditioning training section this year, offering standardised training, and earning strong praise from trainers and attendees. Mr Li Yunliu, Founder of the Jin Liuhe Numerical Intelligent Sheet Metal Spray Course Research and Development Center, said: "The Chengdu–Chongqing region has lots of vocational colleges and a solid automotive industry, so the sessions were packed. The new reconditioning training was a highlight. It included 13 companies, involved in drafting national standards, demonstrating core reconditioning skills and an integrated, end-to-end solution. Teachers and students praised the training for closely matching real job requirements."

**International Buyers Converged at CAPAS, Matchmaking Delivers Notable Outcomes**

This year's CAPAS welcomed visitors from 28 countries and regions, including Australia, Brazil, Kazakhstan, Thailand and more. Overseas buyers from Central Asia, South America and Southeast Asia also participated in the VIP Buyers Business Matching Programme.

Meanwhile, Mr Xu Qiang, President, Chengdu Commercial Vehicle Industry Chamber of Commerce, noted a positive outcome: "This year I saw clear growth in the commercial vehicle sector, and hydrogen energy exhibits drew special attention. Several buyers in our delegation reached procurement and cooperation agreements. I also finalised deals with companies including Fuda, purchasing parts and engine components for Sinotruk."

# Shell Commercial Fuels: Thought Leadership

## *The people and fleets powered by Shell FuelSave Diesel*

When your fleet delivers the news to 10 million people each day, reliability cannot be compromised. Readers – and the vendors who support them – depend on consistent, on-time distribution. And while maintenance matters, the fuel running your vehicles is just as important to overall performance. This is why Thairath Group, Thailand's leading newspaper, shifted to advanced diesel fuels to keep papers moving nationwide. They're part of a broader trend across Asia, where businesses are choosing more efficient diesel options to improve fleet performance*.

**An effective diesel fuel for commercial trucks in Asia**

Today, diesel continues to power eight out of every ten vehicles heavy-duty fleets operate around the world.[2] It's still the primary fuel that keeps goods moving and businesses running. So, as costs rise, how can operators meet growing demand while maintaining fleet performance and profitability?

For Thairath Group, advanced diesel fuel is a smart solution – Shell FuelSave Diesel gives its fleet maintenance team confidence that their vehicles will perform reliably, day after day."The heart of our business is punctuality, so we must be confident that our vehicles won't break down out on the road," says Pongpeerapat Chayanuwat, Deputy Director Maintenance & Vehicle Department, Thairath Group.

Compatible with modern diesel engines and after-treatment systems, advanced diesel fuels help operators improve vehicle uptime while reducing fuel and maintenance costs – contributing to greater operational efficiency and lower total cost of ownership (TCO).[2]

**What makes advanced diesel fuels different?**

Advanced diesel fuels like Shell FuelSave Diesel works by improving engine performance with active ingredients that keep fuel systems clean, drive injector performance and enhance combustion efficiency.

**Key additives include:**

- **Deposit control additives**
  Helping to clean the injector nozzle and internal diesel injector deposits (IDIDs), which maintains combustion efficiency, improves fuel economy, and delivers a reduction in black smoke.[3]

- **Combustion improver**
  Keeping the exhaust gas recirculation (EGR) system clean, supporting its proper function and reducing maintenance needs. A well-maintained EGR system contributes to reliably low NOx emissions.[3]

- **Anti-foaming agent**
  Improving operational efficiency by reducing refuelling time and the risk of spillage by suppressing foaming.

- **Dehazer**
  Enhancing water separation to protect against filter plugging and microbial growth – helping to improve the performance and reliability of a fuel system.

- **Corrosion inhibitor**
  Protects key fuel system components from corrosion, helping to reduce maintenance needs and the risk of breakdown and therefore helps to protect your equipment investment.[2]

Working together to keep the engine running smoothly, these additives help fleets improve their fuel economy, lower their maintenance costs and achieve a more consistent mileage (especially in fleets where vehicle utilisation is naturally high).


**Commercial diesel with engine protection for lower maintenance costs**

Consistent performance during high utilisation is a critical factor for Thairath Group, with the additives in advanced diesel fuels having a significant positive impact on its fleet operations.

“We regularly check engine parts, and (since using Shell FuelSave Diesel), we’ve noticed there are fewer problems with the engines,” Chayanuwat says. “Injector nozzles, which are usually covered or clogged with deposits, are much cleaner. Now, I’m confident that my fleet can operate effectively.”

Thairath Group is not the only commercial fleet in the region using advanced diesel fuels to improve vehicle reliability and reduce maintenance costs. Perceptive Logistics, a 250-strong Malaysian fleet specialising in container haulage, faced similar challenges before making the switch to advanced diesel fuels – which now help to maintain efficiency through high vehicle uptime.

“Using Shell FuelSave Diesel, we see fewer engine issues and less truck downtime,” says Annie Goh, General Manager, Perceptive Logistics. “This led to a 3% drop in our maintenance costs.”*

**A fuel-saving diesel for on-road heavy-duty transport businesses in Asia[4]**

Fuel economy is another reason fleets are turning to advanced diesel fuels to power operational efficiency. For TB Transport 1976, a heavy-duty delivery fleet in

Thailand, fuel innovation offers an opportunity to address rising operating costs. “Our vehicle efficiency using Shell FuelSave Diesel has decreased our fuel consumption from 35 litres/100km to 32.7 litres/100km,”* says Pariwat Thongnok, Owner, TB Transport 1976.“ It also helps us to avoid costly repairs and extends the replacement cycle of our injectors.”

Thongnok’s drivers have also noticed the difference in their vehicles, which helps them to increase their own incomes.

“After switching to Shell FuelSave Diesel, I can feel the vehicle operating better,” says Nattaporn Sriravi, Driver, TB Transport 1976. “I’m now more confident that we’ll be able to deliver products on time – keeping customers happy.”

**Improving operational efficiency and lowering TCO for commercial fleets**

By increasing their fuel economy with advanced diesel fuels, commercial fleets can improve their operational efficiency – helping to address rising costs by reducing their fuel consumption.

This is the case for AMRMR Forwarders in the Philippines, a third-generation business that has been working with Shell for more than 60 years.


Like other fleets, the team at AMRMR Forwarders has seen lower maintenance costs and extended vehicle lifespan from their use of advanced diesel fuels. They've also achieved significant improvements out on the road – in the litres of fuel they use, and the mileage drivers can travel.

"One of our routes that used to consume 200 litres, is now down to 190 litres,"* says Rodolfo Joaquin (Rocky) P. Nisce, Chief Operating Officer, AMRMR Freight Forwarders Inc. "Multiply that by the number of trips and number of days we use that route – it means big savings."

This has led to a direct impact on the fleet's TCO. "Shell FuelSave Diesel has led to greater earnings in our trucking business," Nisce explains. "Fuel is one of the bigger expenses, and the transition has helped us make significant cost savings in this area."

**Advanced fuels: A pragmatic solution for commercial fleets**

As seen by the businesses above, advanced diesel fuels offer a practical way to improve fleet performance without having to replace vehicles or their powertrains. A simple switch in fuel can deliver enhanced returns for customers, the drivers behind the wheel and the fleet managers working tirelessly to keep everything moving as it should.

Advanced diesel fuels can also help fleets to address the challenge of rising costs. By improving fuel economy and vehicle reliability while reducing maintenance needs, moving to these fuels can contribute to greater operational efficiency and lower TCO for fleets.

With the right fuel, fleets can take confident steps towards more resilient, future-ready operations. That's why Shell FuelSave Diesel is more than your average fuel. It's a practical way for fleet operators to help their business navigate uncertain times – improving performance and lowering costs all at once.

**Sources / Disclaimers**

[1] Market Growth Reports, "Diesel as Fuel Market Size, Share, Growth, and Industry Analysis, By Type, By Application, Regional Insights and Forecast to 2035," 2026.

[2] Shell FuelSave Diesel is compliant with EN590 (which is commonly used across Asia), as well as JIS K 2204 in Japan, GB 19147 in China and BS VI in India.

[3] Helps to clean and protect key fuel system components such as fuel injectors from the build-up of performance robbing deposits and hidden internal injector deposits. Compared to regular diesel without performance additives and with the same level of biocomponent. Black smoke benefits in heavy duty engines up to and including Euro III. Actual effects and benefits may vary according to vehicle, driving conditions and driving style.

[4] This additive formulation includes a corrosion inhibitor, consistent with the version only available in Asia, and continues to deliver effective dehazing performance

*The performance outcomes described are based on customer experience and operational observations. Results are not guaranteed and may not be representative of all customers. Actual performance may vary.

# Isuzu Malaysia's "Truck for Life" Blood Donation Campaign Garners Strong Community Support


Isuzu Malaysia Sdn Bhd's (IMSB) nation-wide mobile 'Truck for Life 2026 Blood Donation Campaign', which was launched in April this year has concluded successfully after a three-month long donation drive throughout the country.

The campaign is part of IMSB's larger corporate social responsibility (CSR) commitment and aimed at supporting the National Blood Centre and local hospitals in sustaining blood supply reserves for life-saving medical situations. The campaign drew encouraging participation from close to 1 000 voluntary donors and participants, comprising employees, customers and members of the public, who came together to contribute towards this meaningful cause.

'Truck for Life' kicked off with the first donation drive that was held at IMSB's headquarters in Damansara Uptown, Petaling Jaya at the end of March.

Following that, 'Truck for Life' spent three months on the road, making its way to 16 stops across IMSB's dealership centres in Peninsular Malaysia and East Malaysia. Throughout the campaign, approximately 80 percent of participants successfully donated blood, reflecting the strong support and commitment shown towards this meaningful cause.

IMSB's Chief Operating Officer, Masashi Nuijima, said, "On behalf of IMSB, we would like to sincerely thank every single person who has displayed compassion by participating as donor in this 'Truck for Life' blood donation drive. Every drop of donated blood is a precious gift for the treatment and extension of the lives of others and we are truly grateful for making this campaign a successful one. It is a privilege to know that our collective efforts will help to sustain the blood supply of the National Blood Centre and local hospitals in sustaining blood supply reserves for life-saving medical situations."


"This blood donation campaign is an important effort under our multifaceted CSR initiatives that go beyond our core business environment. It did not only reflect a holistic approach towards our ESG commitment, but also strengthens it as it is very much aligned with Isuzu Group's wider purpose of sustainability and bettering the lives of communities."

He also added that 'Truck for Life' was more than just a demonstration of IMSB's continuous commitment to community welfare. The campaign was organised to provide convenience for customers, dealership employees, partners and members of the public to donate blood and get theopportunity to play a role in contributing to life-saving healthcare initiative.

"The trucking industry has often been called as the life-blood of the economy. Without it, societies will not grow as commercial activities and developments would be at standstill. Likewise, for the meaningful cause that our 'Truck for Life' campaign supports, without sufficient blood supply for hospitals and patients across the country, life-saving efforts would be in a very critical situation and this is a scenario we do not wish to happen. 'Truck for Life' has also helped in creating a bigger widespread of awareness amongst Malaysians about the importance and benevolence of donating blood and saving lives, and this is also an important achievement to us," Nuijima said further.


# TASCO Now has the Biggest EV Prime Mover Fleet in Malaysia

*Receiving the latest batch of trucks, TASCO Berhad has commissioned SANY's electric trucks as the start of the next phase in their ESG journey.*

Having started on a path to reach their ESG (Environmental, Social, and Governance) goals several years ago, TASCO Berhad has been having their finger on the pulse of times, now initiating their next phase on their path to sustainability. Solar power already in place, the next logical step for TASCO was to capitalise on the two megatrends of increasing scrutiny of customers regarding environmental protection and electrification of transportation. With seven SANY electric trucks added to the fleet, the company now operates the biggest electric prime mover fleet in the country. Speaking to Asian Trucker about the event was Andy Lee, Group CEO, TASCO Berhad, who provided insights into how the trucks will be used to add to the company's bottom line.

As per the sales literature, the SANY trucks are best suited for short distance haulage operations. "This is where we are going to deploy them, with Westport as the basis for charging these trucks," Lee told Asian Trucker. TASCO will utilise these vehicles to move containers between the ports and depots. According to Lee, the decision was supported by positive feedback from current clients of the group, whereby top shelf brands have made positive experiences with the vehicle and the new propulsion technology. The final decision was made for SANY after a thorough evaluation of no less than 15 brands.

A crucial aspect of the decision making process was the evaluation of the ecosystem around electric trucks. Lee explained that the charging infrastructure was one of the key considerations. Acknowledging that there are charging stations lacking, and that the service network for ICE-powered vehicles is better established, TASCO has concluded that the missions carried out need to be aligned with the current prevailing conditions. For now, the optimal number of charging stations TASCO is using will be five to re-charge the seven BEVs.

Further, aftersales support is a concern for any operator, however, TASCO might be in a unique position when it comes to the spare parts supply. As electric trucks are still a novelty, distributors may not yet have developed the right mix of spare parts to be kept in reach, and parts failures may not have yet been ablet to be patterned. "We are a freight forwarding company with reach into China. Should we really urgently need a spare part that is not on hand, then we simply acquire it through our own transportation network, which also includes air freight," Lee said. In his words, this would be a bi-directional relationship with the truck supplier, a true partnership.

However, TASCO is confident in their decision as the vehicles are backed by the support provided by Trans Link Solutions with Managing Director, Edward Tan Kim Siong taking charge of building the network in Malaysia. Tan said during the hand-over "A lot more work needs to be done by the stakeholders involved to fully transition to new energy sources powering our trucks. We can see TASCO as a pioneer though, someone we should support as this delivery will mark a blueprint." He thanked the TASCO management for the trust in the newcomer to the Malaysian market.

**The Truck in Focus**

The Jiangshan E490AS 4x2 battery-swapping electric tractor has been developed for demanding short-haul and port operations where uptime, payload and durability take priority. At the heart of the truck is a centrally mounted Suzhou LEGO electric motor producing 250 kW continuously and up to 360 kW peak, with an impressive 2,800 Nm of peak torque delivered through a six-speed FAST transmission. Energy is supplied by a 350 kWh EVE battery pack, enabling operators to minimise downtime through battery swapping rather than lengthy charging sessions. In charging more, 60% of the power is supplied by dual-gun fast charging for 30 minutes.

For operators, the chassis is equally noteworthy. Built around a heavy-duty 300 x 80 mm double-layer frame (8+7 mm), the E490AS has been engineered to withstand the rigours of continuous freight movement. A 7.5-tonne front axle is paired with a 13-tonne drive axle featuring both inter-axle and inter-wheel differential locks for improved traction under challenging operating conditions. Conventional 3-leaf front and 4+3 rear leaf spring suspension further reinforce its load-carrying credentials, while drum brakes with ABS and regenerative braking provide dependable stopping performance.

Designed with an 80-tonne gross combination weight capability and a 4 000 mm wheelbase, the E490AS combines a robust chassis with a practical operating range suited to regional distribution, container haulage and port logistics. The result is an electric tractor that delivers the strength and durability fleet operators expect while offering the operational advantages of battery-swapping technology.

With the requirements of the industry towards the infrastructure changing, Ean Yong Hian Wah, Chairman, Port Klang Authority, took a keen interest in the event. "It is imperative that we all work hand-in-hand to further accelerate the implementation of new energy systems for the transport sector," he said. One of the ideas that was discussed during the event was to have a "green lane" within the port's premises, giving priority to electric vehicles as an incentive to opt for BEV prime movers.

Witnessing the hand-over was Paul S Carnell, Advisor, Quality Performance Improvement Group, Corporate Sustainability Group, Global Governance (Purchasing Team/RGO), Yusen Logistics (SAO) Co Ltd. To him, this is not just a vehicle hand-over, but a significant step into the next phase of the group's ESG ambitions. Having initiated a drive into sustainable solutions three years ago, the trucks are now the next area to look into. "We noticed that our competitors have been monitoring us closely, seeing how these initiative impact our business, especially in Thailand. Now, in Malaysia, we will now blaze another trail with the heavy investment into these trucks."


From an operational point of view, TASCO has put in place a number of initiatives to extract as much knowledge as possible from the pilot project of using the seven SANY electric


vehicles. "We added a regular meeting, which we call Hypercare, to analyse everything around the use of these vehicles, including Trans Link Solutions in the discussions." Driver training has already been conducted to familiarise the drivers with the new vehicles and the driving style needed to get the most out of the vehicles. In particular, the recharging cycles have been discussed in depth as the current infrastructure requires a different approach than topping up diesel. "We call the trucks in for charging at a relatively high remaining charge."

It is said that electric vehicles will eventually be more cost effective, using lesser parts, and requiring fewer lubricants. Given the job profiles, order volume and the schedule of the vehicles to haul containers, it is expected that the SANY trucks will have their first major service due after 300 days. "This is where we will see how well we have done with our planning and how we can further enhance the performance," Lee stated.

The road-proven MAN eTruck

# One Year of Electric Trucks from MAN


Made-in-Germany battery packs being installed in the MAN eTruck chassis

One year after the historic launch of series production of electric trucks, MAN Truck & Bus is drawing a positive conclusion: around 1 300 heavy-series electric trucks have been manufactured at MAN's Munich plant since then. The electric lion has thus become a firmly established part of the commercial vehicle manufacturer's series production – and a central building block in MAN's transformation towards locally emission-free freight transport.

**One year of experience in mixed production**
What began a year ago on the basis of an entirely new manufacturing approach has quickly established itself as a robust industrial concept: at the Munich headquarters plant, electric and diesel variants of the MAN TGS and TGX truck models continue to be produced in fully integrated mixed production on a single line.

This flexible manufacturing process makes it possible to produce vehicles precisely in accordance with customer orders and market developments – regardless of the type of drivetrain. The transformation is clearly visible at MAN's Munich plant today.

Current manufacturing capacity remains at around 100 trucks per day, irrespective of drivetrain. Production Board Member Michael Kobriger draws an interim conclusion:

"The production of electric and diesel trucks on a single line has proven its worth in the first year of series production and offers MAN a high degree of flexibility with regard to demand, variant diversity and delivery capability. With our ambitious quality standards, we will continue to do everything in our power to support our customers on the road to the future."

Whilst diesel trucks initially receive axles, tanks and exhaust systems, the electric models are fitted with their batteries and electrical components. More than 5,000 employees have been specifically qualified in high-voltage technology as part of this transformation.

Axel Karnasch, Plant Manager Munich, says: "The parallel production of electric trucks and conventionally powered vehicles once again demonstrates the exceptional capabilities of the Munich plant. Precision, passion and excellence are lived practice here, always placing quality and the associated customer benefit at the forefront."

With the further electrification of the portfolio and the planned launches of series production of the light and medium series at the Kraków plant later this year, MAN is clearly pressing ahead. The production team in Poland is currently making intensive preparations for the series manufacture of the first eTGL and eTGM vehicles. Series production of the 12-tonne MAN eTGL will commence there shortly. With the eTGM, MAN has already presented a further electric model in the 16-tonne segment, which will likewise be manufactured in Kraków and rounds off the electric truck product portfolio to cover 12 to 50 tonnes.

The Nuremberg plant, finally, has evolved from a pure engine site into a development and production location for both state-of-the-art diesel engines and alternative drivetrain concepts, following the establishment of MAN's inhouse battery production there. The bus plants were pioneers in this respect. The Starachowice site in Poland was the first

MAN plant within the production network to be comprehensively prepared for the production of electric vehicles, with the launch of the MAN Lion's City E city bus in 2020. The MAN Lion's Explorer E has been built in Olifantsfontein for two years. Series production of electric city buses was recently extended to the Ankara plant, where the MAN Lion's Coach E – the first fully electric coach from a European manufacturer – will also roll off the production line in future. Delivery of the first vehicles is planned for the end of this year.

MAN's MUnich plant has produced more than 1,300 units of MAN eTrucks

**The Electric Lion has Arrived on the Road**

Alongside the stable production ramp-up, the market is also developing positively. The MAN electric truck is today in daily use with customers, covering a wide variety of applications – whether in distribution transport, automotive logistics as a low-liner, on construction sites, or in long-haul operations. The MAN electric truck can also be configured for municipal use or as a fire engine. Depending on the intended application, the truck can be configured in different ways. When fitted with seven batteries and a gross capacity of 623 kWh, ranges of up to 830 kilometres can be achieved without intermediate charging. The battery packs developed and produced by MAN itself at the Nuremberg plant are a central success factor in the transformation. They enable tailored solutions for a wide variety of transport requirements and underline the technological depth of the MAN product portfolio.

**Electrification as the Key to MAN's Decarbonisation**

Around 95 per cent of MAN's total greenhouse gas emissions arise during the use phase of vehicles sold by MAN (Scope 3, Category 11). The electrification of the MAN vehicle portfolio is therefore crucial to achieving the company's climate targets. With the launch of series production of the battery-electric MAN eTGX and MAN eTGS trucks at the Munich site, MAN has completed the transition from testing to scaling. After one year of series production, it is clear: the electric truck is no longer a pilot project, but an industrial series product of growing importance for customers, markets, and the reduction of MAN's emissions throughout the use phase. A further lever is the decarbonisation of MAN's own transport processes: the company is advancing the gradual electrification of its inbound logistics and, in 2025, carried out corresponding tenders for the deployment of batteryelectric trucks covering up to 165 million kilometres per year within the MAN logistics network. Series operation has been under way since the beginning of this year.


# Hengst Brings Proven On-Highway Filtration Expertise to Mining Equipment with Its Local Indonesian Partner

Following the strong growth of Hengst Asia Pacific in Singapore, Hengst began expanding into neighboring Southeast Asian markets, with Indonesia identified as one of its key priorities. Starting with a lean local team of just three people, the company has steadily built its presence over the past two years. A major milestone was reached in 2024 with the establishment of a dedicated parts warehouse in East Jakarta, significantly strengthening local inventory and customer support. As filtration becomes increasingly important in Indonesia, where fuel quality can vary considerably, Hengst sees significant opportunities to help protect engines and improve equipment reliability.

PT Arkadiya Fourhaka Indonesia (AFI), a member of the ARKATO Group, provides equipment, aftermarket parts, and technical support solutions for Indonesia's mining, forestry, agriculture, and transportation industries. Through its nationwide Operations and Field Technical Support team, the company delivers on-site mechanical services, equipment commissioning, operator training, and life-cycle cost optimization to help customers maximize equipment performance and reliability. Beyond its core supply chain responsibilities, Arkadiya's Supply Chain Management (SCM) function also leads product sourcing, portfolio development, commercial initiatives, and business development. Working closely with leading global manufacturers, the team identifies and introduces premium products that address the evolving needs of the Indonesian market. This integrated approach has enabled Arkadiya to broaden its customer base beyond the ARKATO Group while strengthening relationships with external customers across Indonesia. The partnership with Hengst represents an important milestone in this strategy, further expanding Arkadiya's premium aftermarket portfolio with world-class filtration solutions for the heavy equipment industry.

With more than three decades of experience in Fleet Management Services (FMS), PT Uniteda Arkato has built a deep understanding of the operational demands faced by Indonesia's mining industry. Supporting major gold, nickel, and coal mining operations has reinforced the importance of equipment reliability, premium aftermarket parts, and responsive technical support in maximizing fleet availability and minimizing operating costs. According to Banu Taqwa Esa, Parts & Supply Chain Manager at PT Arkadiya Fourhaka Indonesia, these operational insights have shaped Arkadiya's approach to product development and aftermarket solutions. Leveraging expertise within the ARKATO Group, Arkadiya has developed a portfolio of premium products and technical services tailored to the mining, forestry, agriculture, and transportation sectors. The Group has also diversified into agriculture through a 100-hectare commercial corn plantation and the distribution of agricultural machinery, reflecting its continued commitment to supporting multiple industries. This operational experience and market understanding provide a strong foundation for Arkadiya's partnership with Hengst, combining global filtration technology with local expertise to deliver long-term value for customers across Indonesia.

According to Esa, Parts & Supply Chain Manager at PT Arkadiya Fourhaka Indonesia, the partnership with Hengst represents a strategic step in strengthening Arkadiya's premium aftermarket portfolio for Indonesia's heavy equipment industry. While Hengst is widely recognized for its OE and aftermarket filtration solutions in the on-highway sector, the company's extensive product range is equally suited to the demanding operating conditions of mining and other off-highway applications. Leveraging Arkadiya's established supply chain capabilities, technical expertise, and operational experience, the partnership aims to introduce Hengst's premium filtration solutions through existing customer networks while progressively expanding into the wider Indonesian market. In an industry where purchasing decisions are driven by proven performance, technical support, and long-term reliability, both companies see customer confidence as the foundation for sustainable growth.

Arkadiya has been an authorised Hengst distributor for the past two years. “Naturally, there are other brands present in the Indonesian market. However, we trust in Hengst as a brand because we believe that we can grow together,” Esa explained. Hengst has been a known brand in the on-highway market, having gained the trust of fleet owners over the years. From there stems the trust by Arkadiya that filtration solutions aimed at other industries and segments will perform equally. It was the strength of the Hengst brand in the truck and bus market that led Arkadiya to become an official partner.

Addressing the challenges, i.e.a geographically dispersed network, shipping times and response times, Hengst has since ramped up the stockpiling of parts in-country. The Hengst warehouse in Jakarta services parts distributors on a regular, sped-up interval. “While this warehouse does not stock all of our line items yet, we are gradually increasing the products available here. Right now, our priority is to cover the items that are of the highest importance to keep large fleets running,” Frank Maergner, Head of Sales APAC, Hengst Asia Pacific Pte Ltd, told Asian Trucker. As a priority, Hengst Indonesia covers a comprehensive off highway range including some filter kits Germany does not do for now. “The PT Hengst warehouse gives us the flexibility to do products which are needed locally or suited better for local market conditions,” he added.

One of the challenges parts distributors are facing are the vast distances that one has to cover. The size of Jawa can require several days of travel to deliver goods. At the same time, this means that clients would seek out more dependable and reliable spare parts. “This plays into our hands as we are positioned as an OEM supplier,” Maergner added. European commercial vehicle brands are in high demand, presenting Hengst with the opportunity to supply their filters to their strategic partners. He noted that Indonesia is highly dependent on road transport to cover large distances. Being able to quickly dispatch parts from the local warehouse is giving Hengst an edge in Indonesia.

Considering that the Indonesian brand is active in the heavy equipment market, management saw an opportunity to become a distributor of filtration products for the Heavy Equipment. “I think this is, the opportunity for us, because the product is German, which carries a lot of weight in Indonesia.” With European truck brands active in Indonesia, Arkadiya is also able to offer those the OEM products that they need to ensure maximum uptime.

Looking ahead, Maergner believes Indonesia presents strong growth opportunities for advanced fuel filtration solutions, particularly as the industry adapts to the increasing use of B50 biodiesel. While the higher biodiesel blend supports Indonesia's renewable energy ambitions, it also introduces new technical challenges for fleet operators, especially in fuel cleanliness and water management. Biodiesel is naturally more hygroscopic than conventional diesel, making efficient water separation increasingly important to protect modern fuel systems, extend component life, and maintain engine performance.

Esa said that this is another area where Hengst's filtration expertise can provide significant value to Indonesian operators. "As fuel specifications continue to evolve, fleet operators are placing greater emphasis on protecting their fuel systems while maintaining equipment reliability and minimizing operating costs," he explained. "Solutions such as Hengst's Blue.maxx fuel pre-filter help address these challenges through high-efficiency filtration and effective water separation, enabling operators to achieve better equipment reliability and lower maintenance costs”.

Indonesia is a very cost-driven market, whereby end-users may only apply the metrics of cost as an evaluation of a spare part. However, the ambition of Arkadiya is now to educate the market that a quality product may have a higher price, while providing exponentially better performance. Moving forward in collaboration with Arkadiya, Hengst is committed to strengthening their presence in Indonesia through a combination of market education, technical support and closer engagement with fleet operators. “This is manifested in the fact that we have just increased the number of palette places in the warehouse to hold more inventory at any given time.

By working closely with fleet operators, workshops, and maintenance teams, Arkadiya is committed to demonstrating the long-term value of premium filtration solutions through improved uptime, lower operating costs, and greater equipment reliability.

For Esa, the partnership with Hengst is about more than supplying filters. "Our ambition is to bring world-class filtration technology closer to Indonesian customers by combining Hengst's engineering excellence with Arkadiya's local expertise. Success is measured not only by the products we supply, but by the value we create for our customers," he concluded.

# FUSO Malaysia Introduces the New FJ Series


*The FUSO FJ Series is ready Malaysian roads with enhanced performance, comfort and reliability*

Hap Seng Trucks Distribution Sdn Bhd (HSTD), the authorised distributor of FUSO trucks in Malaysia, has officially introduced the new FUSO FJ Series, featuring the FJ 1926R and FJ 1928R, designed to meet the evolving needs of businesses seeking a dependable, efficient, and high-performance medium heavy-duty truck solution.

Built with FUSO's renowned engineering expertise and powered by advanced Mercedes-Benz technology, the new FJ Series delivers exceptional power, enhanced driver comfort, and improved operational efficiency , making it an ideal choice for a wide range of commercial applications including logistics, transportation, construction, and distribution industries.

**Powerful Performance with Proven Engineering**
At the heart of the new FUSO FJ Series is the robust 6.4 liter 6S20 diesel engine, powered by Mercedes-Benz Technology, engineered to deliver strong pulling power, fuel efficiency, and durability for demanding operations.

The FUSO FJ 1926R produces 188 kW (260 hp) of power and 900 Nm of torque, while the FUSO FJ 1928R delivers increased performance with 210 kW (280 hp) of power and 1 120 Nm of torque. Both variants provide excellent low-end torque performance from 1 200 to 1 600 rpm, ensuring smooth acceleration and reliable performance even under heavy loads.

Available with advanced transmission options, the FJ 1926R is equipped with a 6-speed manual transmission, equipped with genuine FUSO PTO (power-take-off), while the FJ 1928R features a 9-speed manual transmission with crawler gear, providing improved flexibility, easier operation, and optimal power delivery across various driving conditions.

**Designed Around Driver Comfort and Safety**
Recognising the importance of driver productivity and well-being, the new FUSO FJ Series incorporates several features designed to enhance comfort during long-distance operations.

The fully suspended cabin helps reduce vibration and improve ride quality, while the air suspended driver seat provides additional support and reduces driver fatigue, especially when travelling on uneven road conditions.

For improved stability and confident handling, the FJ Series is equipped with front and rear stabilisers, enhancing road grip particularly during cornering and high-speed driving. Safety features such as the Anti-lock Braking System (ABS) further support safer braking performance by helping to prevent wheel lock-up and reducing stopping distance on slippery surfaces.

**Built Tough for Business Demands**

Developed for demanding commercial applications, the FUSO FJ Series features a heavy-duty reinforced chassis designed to provide greater vehicle stability and load-bearing capability.

With a gross vehicle weight (GVW) of 19,000 kg, the FJ Series offers the strength and versatility required by Malaysian businesses operating in various industries. The combination of robust construction, reliable components, and efficient performance ensures long-term durability and operational confidence for fleet owners.

**Added Confidence with Comprehensive Warranty Support**

To provide customers with greater ownership confidence, the new FUSO FJ Series comes with a 5-year warranty or 400 000 km, whichever comes first, demonstrating FUSO's commitment to delivering quality, reliability, and value throughout the vehicle ownership journey.

Jacky Tan, the general manager of Hap Seng Trucks Distribution said:" The launch of the new FUSO FJ Series marks another important milestone in our commitment to providing Malaysian businesses with reliable, efficient, and high-performance transportation solutions. The FJ 1926R and FJ 1928R are developed to deliver the performance that customers need, featuring a powerful 6.4-litre engine powered by proven Mercedes-Benz technology, offering excellent fuel efficiency, higher torque output, and strong pulling capability for demanding operations.


"With Euro V compliance and enhanced engineering, the new FJ Series is designed to help businesses achieve greater productivity while optimising operating costs. Whether it is for long-distance transportation, logistics, or heavy-duty applications, customers can have confidence in the FJ Series to deliver outstanding durability, performance, and reliability throughout their business journey.

"True to our 'Ready for the Road' promise, the new FUSO FJ Series is built to support drivers and businesses with the strength, efficiency, and confidence needed to take on every challenge ahead."

With the launch of the new FUSO FJ Series, Hap Seng Trucks Distribution continues to strengthen its position in delivering reliable commercial vehicle solutions that empower businesses across Malaysia.

# The Future of Trailer Safety Starts with Intelligent Braking

*Why trailer EBS is becoming essential for modern fleet operations*

As the commercial transportation industry continues to evolve, trailers are no longer simply passive equipment following behind the tractor. They have become an integral part of fleet performance, influencing road safety, operational efficiency and digital fleet management.

With increasingly stringent safety regulations and growing pressure on fleet productivity, Trailer Electronic Braking System (EBS) is rapidly becoming a necessity rather than an option.

Why Conventional Trailer Braking Is No Longer Enough
One of the biggest challenges in heavy commercial vehicle operation is braking inconsistency between the tractor and trailer.

Traditional pneumatic braking systems rely solely on air pressure transmission, resulting in slower brake response times. During emergency braking or difficult road conditions, this delay can cause:

- Trailer pushing the tractor during braking
- Wheel lock-up
- Jackknifing
- Trailer swing or instability
- Increased stopping distance
- Uneven brake and tyre wear
- Higher maintenance costs

As fleet sizes grow and logistics operations become increasingly demanding, these issues directly affect safety, vehicle uptime and total operating costs.

**WABCO Trailer EBS: Smarter Braking for Safer Journeys**
WABCO Trailer EBS replaces conventional pneumatic-only control with electronic brake management, allowing the trailer braking system to react significantly faster and more precisely.

The result is:

- Faster brake response
- Shorter stopping distances
- Better brake balance between tractor and trailer
- Improved vehicle stability
- Greater driver confidence during emergency situations

By ensuring synchronised braking performance, Trailer EBS helps create a safer and more predictable driving experience.

**More Than Braking: An Intelligent Safety Platform**
Modern Trailer EBS is more than just an electronic braking system. It serves as the intelligence hub for multiple advanced trailer safety functions.

**ABS – Anti-lock Braking System**
The integrated ABS continuously monitors wheel speed and automatically adjusts braking pressure to prevent wheel lock-up.

Key benefits include:
- Improved steering control during emergency braking
- Enhanced vehicle stability
- Reduced tyre wear
- Better braking performance on low-traction surfaces

**RSS – Roll Stability Support**
Rollovers remain one of the most serious risks for high-centre-of-gravity trailers.

Roll Stability Support continuously monitors:
- Wheel speed
- Lateral acceleration
- Trailer load condition

If the system detects an impending rollover, it automatically applies braking intervention before the driver may even recognise the danger.

Even when the tractor itself is not equipped with Roll Stability Control (RSC), Trailer RSS still provides valuable stability support to reduce rollover risk.

**ODR – Operational Data Recorder**
Trailer EBS also functions as a valuable data source for fleet management.

The Operational Data Recorder (ODR) stores hundreds of trailer operating events, including:
- Vehicle speed
- Axle load
- Distance travelled
- Brake usage
- Brake wear
- Roll stability events

Fleet operators can retrieve this information remotely or through diagnostic software such as SmartBoard®, OptiLink™ or ODR Tracker.

The data enables fleet managers to:
- Identify repeated overloading
- Detect improper trailer utilisation
- Optimise maintenance schedules
- Reduce downtime
- Improve driver behaviour
- Lower operating costs

**Open Platform for Future Expansion**
Today's fleets require more than mechanical reliability—they require digital connectivity.

WABCO Trailer EBS provides an open intelligent platform capable of supporting over 40 expandable functions, allowing operators to customise solutions based on vehicle application and operational needs.

This scalable architecture helps optimise trailer performance throughout its entire lifecycle while supporting future digital fleet technologies.

**Supporting the Next Generation of Trailer Regulations**
As safety standards continue to evolve worldwide, Trailer EBS is increasingly becoming the benchmark for modern trailer design.

For example, China's latest trailer safety regulations require new trailers to comply with upgraded braking performance standards, with Trailer EBS becoming a mandatory requirement for many applications from July 2026.

The trend reflects a global movement towards higher standards in commercial vehicle safety, efficiency and intelligent transport systems.

**Smarter Control. Safer Operations.**
Trailer performance directly impacts the overall safety, efficiency and profitability of every fleet.

By combining faster electronic braking with advanced stability control, intelligent diagnostics and digital connectivity, WABCO Trailer EBS helps fleet operators reduce risks while maximising vehicle uptime and operational performance.

Whether improving road safety, lowering maintenance costs or preparing fleets for the future of connected transportation, Trailer EBS has become one of the smartest investments in modern commercial vehicle technology.

In summary, WABCO Trailer EBS is system, suitable to enhance road safety through intelligent control. Tried and tested, it is a reliable Safety for every Journey and the German OEM encourages transport owners to add it, independent of legal mandate.

# Unsafe Driving Is Southeast Asia's Hidden Fleet Cost

*Why fleet operators are moving from accident reporting to real-time risk prevention*

For many fleet operators across Southeast Asia, road safety has traditionally been viewed as a compliance issue. Today, that mindset is changing.

Growing pressure from regulators, customers, insurers and the public is forcing fleets to look at unsafe driving through a different lens: as a business risk with direct implications for profitability, operational performance and brand reputation.

The challenge is significant. Across the region, unsafe driving behaviours such as distraction, fatigue, speeding and tailgating continue to contribute to a large proportion of road incidents. In Indonesia alone, more than 155 000 traffic accidents are recorded annually, with nearly 90 percent linked to human factors such as fatigue, distraction and non-compliance. Meanwhile, Thailand continues to experience one of the world's highest road fatality rates, with fatalities during major holiday periods reaching approximately 69 deaths per day during the country's "Seven Dangerous Days" road safety campaigns.

While the human cost of these incidents remains the primary concern, the commercial consequences are becoming increasingly difficult for fleet operators to ignore. Accidents can trigger vehicle downtime, cargo delays, insurance claims, legal disputes, productivity losses and reputational damage. Even near misses can create hidden costs through higher fuel consumption, vehicle wear and tear, and increased operational risk.

"In Southeast Asia, unsafe driving isn't just a road safety issue anymore. It has become an operational challenge that affects everything from business continuity to customer experience," said Ezanne Soh, Associate Vice President, Southeast Asia, Geotab.

"Fleet operators today are expected to deliver goods faster, operate more efficiently, and maintain higher safety standards, often simultaneously. That means preventing risk before it escalates has become a strategic priority."

## Unsafe Behaviours Often Go Unseen

Many of the most costly incidents do not occur without warning. Distracted driving, mobile phone usage, driver fatigue, tailgating and harsh driving behaviours frequently develop long before an accident takes place. Yet many fleets only gain visibility after an incident has already happened.

Traditional telematics solutions provide valuable information such as vehicle location, speed and engine performance. However, they often cannot explain what caused a risky event or provide the context required to improve driver behaviour.

This visibility gap is particularly challenging across Southeast Asia's diverse operating environments. Drivers may move between congested urban centres, cross-border transport corridors, industrial zones and remote highways, often within the same journey. Conditions can change rapidly, making it difficult for fleet managers to identify dangerous behaviours before they result in costly incidents.

"Drivers across Southeast Asia operate in some of the most dynamic traffic environments anywhere in the world," said Soh. "Risk can develop in seconds, whether it's a moment of distraction during stop-start traffic, fatigue on a long-haul journey, or a sudden reaction to unpredictable road conditions. The challenge for fleets is identifying those risks early enough to prevent accidents altogether."

## Shifting From Reaction to Prevention

As a result, many transport operators are increasingly adopting AI-powered video intelligence as part of their broader fleet safety strategy. Geotab's GO Focus Plus AI dash cam was developed to help fleets make that transition from reactive incident investigation to proactive risk prevention.


The dual-facing AI dash cam combines video intelligence with telematics data to detect behaviours such as distraction, fatigue and tailgating in real time. When a risky event is identified, the system delivers immediate in-cab voice coaching, enabling drivers to self-correct before the situation escalates.

The impact of this approach can be substantial. Recent large-scale deployments of GO Focus Plus have demonstrated reductions of up to 90 percent in tailgating incidents and 95 percent in mobile phone usage after drivers received proactive coaching and alerts. Rather than generating more data for fleet managers to analyse, the goal is to create immediate opportunities for safer decision-making behind the wheel.

"Technology is most effective when it empowers drivers rather than overwhelms them," said Soh. "When an alert is delivered at the exact moment a risky behaviour occurs, the driver has an opportunity to make a safer choice immediately. Over time, those small interventions help build lasting behavioural change across the entire fleet."

**More Than Accident Reduction**

While safety remains the primary objective, the benefits often extend beyond incident prevention. Video-backed fleet intelligence can help operators reduce unnecessary idling, identify inefficient driving habits and better understand operational risks. The combination of video evidence and telematics data also provides fleets with greater clarity during accident investigations, insurance claims and regulatory inquiries.


In markets such as the Philippines, where enforcement mechanisms increasingly rely on technology and automated evidence collection, having visual context can be particularly valuable. GPS data may indicate where a vehicle was, but video intelligence can help explain what actually happened.

The result is improved accountability across drivers, fleet managers and insurers, while also helping protect drivers from false accusations and disputed claims.

"We're seeing greater demand for context, not just data," said Soh. "Fleet operators want to understand why an event happened, not simply that it happened. When you combine video intelligence with telematics data, you gain a much clearer picture of risk and a stronger foundation for driver coaching, operational improvement and accountability."

**Building a Stronger Safety Culture**

Perhaps the most significant shift occurring across the industry is cultural rather than technological. Historically, safety programmes often focused on investigating incidents after they occurred. Increasingly, fleets are recognising the value of creating a continuous coaching environment where drivers are supported before incidents happen.

Integrated within the MyGeotab platform, GO Focus Plus enables safety managers to identify recurring risk patterns, prioritise coaching opportunities and recognise improvements across their driver workforce. By focusing attention on the events that matter most, fleets can spend less time reviewing footage and more time reinforcing positive driving behaviours.

"The future of fleet safety is proactive rather than reactive," Soh concluded. "The fleets that succeed over the next decade will be the ones that create a culture where safety is embedded into everyday operations. AI and video intelligence are important tools, but ultimately the goal is simple: protect drivers, reduce risk and help businesses operate with confidence."


# Handing Over the DAF Steering Wheel

By Arjan Velthoven, TTM.nl

After 25 years with DAF Trucks, including four years as President and CEO, Harald Seidel is leaving the company. He leaves DAF with a touch of nostalgia, but his decision has been carefully considered. “We have achieved a great deal together. Now it is time for the next chapter.”

The concept for this interview seemed straightforward. We would drive to DAF’s headquarters in Eindhoven, where a beautiful DAF truck would be waiting for a scenic drive, during which we would interview outgoing DAF CEO Harald Seidel. How fitting it would have been to capture Seidel behind the wheel, focused on the road while sharing his thoughts. But things turned out quite differently. It was us behind the wheel and Seidel in the passenger seat, because DAF’s ‘employee number one’ does not have a truck driving licence.

You have been President of all DAF employees for four years, served nine years on the Board of Management, and yet you do not have a Class C driving licence. How is that possible, Mr Seidel?

"For many years it was one of my good intentions, because you really should be able to drive your own products. But lack of time is the main reason why it never happened. Looking back, I do regret that."

**How would you describe the state of DAF Trucks as you leave?**
"Extremely good. We have a strong team that is ready for the future. With the complete New Generation DAF range, from XD to XG+, the largest cab in the industry and a full zero-emission portfolio, DAF is in an excellent position. The past four years have been all about electrification for me. When I started, there was mainly a plan. We then launched the Electric Truck Assembly facility, further developed our electric trucks, started production and learned together with dealers and customers how electric transport really works. It goes far beyond simply selling a truck. Today, you are selling a complete solution. You look at charging infrastructure, energy management, the business case and how a transport operator needs to adapt its entire operation. We have gone through that learning process together with our customers."

**What do you consider your greatest success as President?**
"Receiving the International Truck of the Year award twice. The first time, I thought it was probably something you experience only once in your lifetime. When it happened a second time, it felt like tremendous confirmation of DAF’s innovative strength and quality. But ultimately, it is not a personal award. It is recognition for the entire DAF team. Everyone contributed to it. That is probably what I am most proud of."

**And what was the most difficult part?**
"The moments when you have to disappoint customers. We have travelled a road of trial and error with our electric trucks. At one point, we deliberately decided to postpone series production because the quality was not yet where it needed to be. Then you have to tell customers that their truck will arrive later than agreed. Those are not pleasant conversations. That is why

I personally visited several customers to explain why we made that decision. Today, I see that those same customers are ordering more new electric DAF trucks. That tells you the delay was ultimately the right choice."

You have been active within RAI Association and previously ACEA. How do you view the European truck market?
"I see a healthy market, but also a sector that is under considerable pressure. Transport operators are facing high costs, extensive regulation and an enormous sustainability challenge. At the same time, in my view, they still receive too little appreciation. I often say that road transport is the lifeline of our economy. Without trucks, supermarket shelves would be empty and industry would come to a halt. That realisation deserves much greater recognition. The profession of truck driver also deserves more societal appreciation. In addition, the European automotive industry is under tremendous pressure. We are investing billions in new technologies and sustainability. We fully support those objectives, but manufacturers cannot deliver the transition on their own."

What would you most like to see change in the truck and transport sector?
"The framework conditions need to improve much faster. The electric trucks are here. Now the business case for transport operators and the charging infrastructure must follow. You cannot achieve sustainability with just a few charging stations along the motorway. Governments, energy companies and industry need to work together far more intensively. I also hope that in Brussels, the competitiveness of European manufacturing will be considered at least as important as sustainability targets. The two must go hand in hand."

Your departure marks a break with tradition. Many DAF Presidents moved on to PACCAR in the United States. You are not.

"That opportunity certainly existed. I would also have enjoyed working in the United States for a number of years. But in the end, my family situation was decisive. Four years ago, I expected that by now all of our children would be living independently. A year ago, it became clear that two of our three children were still living at home and that we actually need one another very much at this stage of life. For me, family always comes first. I am happy when my family is happy."

**Were you always able to switch off from work**?
"Yes, I was actually quite good at that. Once I closed the office door behind me, my mind was free. Of course, a lot is expected of you. You are almost always switched on. But I was always able to keep my work in perspective. That is partly due to my Catholic background and the values that come with it. I have never attached much importance to status, money or power. I have always been more interested in humility and being of service to others."

So you are not going to PACCAR. Am I right in understanding that you are retiring?
"Formally, I am taking early retirement and bringing my career at DAF to a close. But I certainly will not be putting my feet up. There are several interesting opportunities coming my way, both executive and non-executive. I will definitely take on something new, but deliberately not within the automotive or transport sector. My first priority was to devote all my attention to ensuring a smooth handover to my successor. You will hear soon enough what comes next."

**What do you wish the new DAF President, Jim Walenczak, and DAF Trucks?**
"I hope DAF remains true to its unique culture. DAF was founded by two brothers: one brought innovation, the other entrepreneurship. That combination is still embedded in the company's DNA today. Even though the Van Doorne family has not owned the company for many years, DAF still feels like a family business. People look after one another, help each other and do everything possible together for the customer. You could see that during the semiconductor crisis, when everyone thought creatively about keeping production running. I wish Jim every success in strengthening that culture as DAF moves towards its 100th anniversary in 2028. It is precisely that combination of innovation, entrepreneurship and togetherness that makes DAF Trucks special."

**Will you always consider yourself a DAF man, even after leaving?**

"Absolutely. After 25 years, you never really leave a company like this behind. DAF will always have a place in my heart."

In previous interviews, you appeared to have an entire catalogue of sayings and words of wisdom. Do you have one final quote for our readers?

Seidel laughs briefly before answering without hesitation.

"The moment you think you know everything, you stop learning."

"I have experienced that myself. When I was Chief Financial Officer, I thought I knew DAF inside out. But when I became President, a completely new world opened up to me: factories, dealers and customers. You only learn when you continue to listen. The same applies to the development of our trucks. One of the greatest compliments I ever received came from a transport operator who is part of our customer advisory board. He climbed into the New Generation DAF and said: 'You have truly listened to us.' That may well be the most important lesson I am taking with me. Stay curious. Keep listening. Because only then do you continue to improve."


# Volvo Trucks Malaysia Strengthens Customer Relationships Through Golf Invitational 2026


Volvo Trucks Malaysia successfully hosted the Volvo Trucks Golf Invitational 2026 at Kota Permai Golf & Country Club on 18 June 2026, bringing together customers, business partners, industry stakeholders, and friends of the brand for a day of friendly competition, networking, and relationship building.

The tournament attracted 100 participants from across Malaysia's transport and logistics industry, reflecting Volvo Trucks Malaysia's commitment to maintaining strong customer engagement beyond business transactions.

While the automotive industry often revolves around product launches and technology showcases, the Volvo Trucks Golf Invitational was organised with a different purpose – to create meaningful opportunities for customers and partners to connect, exchange ideas, and strengthen the relationships that have been built over many years.

Speaking at the prize-giving ceremony, Johan Larsson, Managing Director of Volvo Trucks Malaysia, expressed his appreciation to all participants and partners who contributed to the success of the event.

"At Volvo Trucks, we believe that strong partnerships are built not only through business discussions but also through meaningful interactions and shared experiences. Today's tournament is our way of saying thank you to our customers, partners, and friends who continue to place their trust in us. Your support has been instrumental in our success, and we look forward to strengthening these relationships for many years to come."

Larsson also extended special thanks to representatives from various government ministries and agencies who joined the tournament, acknowledging their continued support in advancing Malaysia's transport and logistics industry.

Beyond the competition on the golf course, participants enjoyed a day of camaraderie and networking with industry peers in a relaxed environment, reinforcing the collaborative spirit that continues to drive the industry forward.

The Volvo Trucks Golf Invitational 2026 reflects Volvo Trucks Malaysia's ongoing commitment to customer engagement, partnership development, and creating platforms that bring the transport community together.

# Use of Technology in Enforcement

Recently, I had a chat with a prominent Malaysian figure involved in road safety. Quickly, the discussion landed on matters related to road safety. In the view of my learned colleague, modern technology should play a much bigger role in enforcement. The advantages were clear, and in his view, the industry would likely agree with this. Pondering this, I found that, indeed, there are some interesting aspects worth looking into.

Besides the ability to deploy technology 24/7, it would also offer unparalleled consistency in assessments. There would not be very little room for interpretation or the ability to tweak findings. This means that enforcement would be very fair as everyone will be treated the same, consistently as per the set parameters.

One of the strongest arguments for technology-assisted enforcement is its objectivity. A camera, sensor or telematics system has no bias, no emotions and no external influences. It records what happened, when it happened and, depending on the technology employed, often why it happened. This reduces disputes between motorists and enforcement officers while increasing public confidence in the fairness of the enforcement process.

Naturally, no technology is perfect. Equipment requires calibration, maintenance and regular verification to ensure accuracy. However, these are technical issues that can be managed through proper standards and certification. Human judgement can still play a role where circumstances require interpretation, but the initial evidence should be gathered through reliable technological means. In this way, technology supports officers rather than replacing them.

Collecting data is only one part of the equation; making it accessible to the right stakeholders is equally important. Enforcement agencies, road authorities, fleet operators and even insurance companies could all benefit from having timely access to verified information within clearly defined legal and privacy frameworks.

Data analytics can reveal patterns that individual incidents cannot. Authorities may discover that certain road sections consistently experience speeding, harsh braking or overloaded vehicles. This allows investment to be directed towards improving road design, signage or infrastructure, rather than relying exclusively on punitive measures. Likewise, fleet operators can identify drivers requiring additional training before a serious accident occurs, turning enforcement into a proactive rather than reactive exercise.

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The availability of reliable data also enables policymakers to make evidence-based decisions. Instead of relying on assumptions or isolated incidents, future legislation can be developed using comprehensive information collected over months or even years. This creates a virtuous cycle where technology not only supports enforcement but continuously improves the overall road transport ecosystem.

Ultimately, technology should not be viewed as a replacement for enforcement officers, but as a force multiplier. It allows limited resources to be deployed more efficiently, improves consistency and transparency, and helps build public trust in the enforcement process. As Malaysia continues its digital transformation, embracing technology in traffic enforcement is no longer simply an option: it is an essential step towards creating safer roads.

# MFTBC Establishes FUSO Academy Dubai Training Center

*New regional training center to support technical and non-technical capability development across Middle East/Africa network*

Mitsubishi Fuso Truck and Bus Corporation (MFTBC) has established a new regional training center, FUSO Academy Dubai, in Dubai, United Arab Emirates, which commenced operations on July 1st , 2026. The center will support capability development across its distributor and dealer network in the Middle East and Africa (MEA).

Operated by FUSO Commercial Vehicles Middle East & Africa FZE, MFTBC's regional office responsible for overseeing truck and bus operations across the Middle East and Africa, FUSO Academy Dubai serves as a regional hub for both technical and nontechnical training. The new center operates under globally consistent training standards defined by FUSO Academy, MFTBC's global training headquarters, while delivering programs tailored to the specific needs of the Middle East and Africa region.

The facility spans approximately 362 square meters and includes two training classrooms equipped for electric vehicle training, a dedicated sales and soft skills training room, and an E-Lab for diagnostics and electrical systems training. The center enables a combination of classroom-based and hands-on practical learning. The establishment of FUSO Academy Dubai follows MFTBC's transition to a fully standalone regional operating model on April 1, 2026, following its separation from Daimler Truck AG and the formation of the ARCHION Group. As part of this transition, the new training center was established to further strengthen capability development across the MEA region and support future business growth through dedicated regional training resources.

The center will support a wide range of roles across the network, including technicians, service advisors, sales personnel, and management, through structured training programs designed to enhance service quality and operational efficiency, while strengthening technical competencies to support the ongoing transition toward more advanced technologies, including zero-emission vehicles (ZEVs), across the MEA region.

These efforts will contribute to faster vehicle diagnostics, improved repair quality, enhanced preventive maintenance capabilities, and more specialized support for advanced vehicle technologies, helping maximize vehicle uptime and customer satisfaction. Through this initiative, MFTBC reinforces its commitment to developing a capable and future-ready network in the MEA region, supporting long-term business performance and customer satisfaction.

# Scania Hands Over First Hybrid Truck to FMV in Joint Development Project


Scania handed over the first of three hybrid trucks to FMV (the Swedish Defence Materiel Administration) as part of a joint development project. The vehicles will be evaluated by the Swedish Armed Forces across the three service branches and will contribute to increased knowledge of how hybrid technology can be used to meet military requirements.

The first handover takes place in connection with Eurosatory in Paris. FMV has purchased three hybrid trucks from Scania as part of a joint development project, with the aim of testing and further developing the technology in close dialogue between industry, authority and end user. The hybrid trucks will be used to better understand the opportunities that electrified powertrains can bring to military applications. These include fuel-efficient operation, the possibility of silent movement using electric propulsion, and the ability to use the vehicle's battery and generator to supply power to external equipment, such as command posts, sensor equipment or temporary camps.

Scania's hybrid solution is a plug-in parallel hybrid, where the combustion engine and electric motor can power the vehicle either separately or together. This provides flexibility across different types of missions and environments. The electric motor contributes instant torque, strong manoeuvrability at low speeds and the possibility of silent movement for limited periods. The electric range is approximately 70 to 80 kilometres, depending on use, load and conditions.

The vehicle can also be used as a mobile energy platform. This means it can supply electricity to external equipment even when the vehicle is stationary, something that is becoming increasingly important in modern defence operations where command, sensors, communications and other equipment require reliable power supply close to the operational area.Today, diesel generators are often used to supply power to external equipment. The difference with a battery solution is that power can be supplied completely silently, creating new opportunities in environments where acoustic signature and detection risk need to be reduced.

The battery capacity of the current solution is 208 kWh. At around 75 percent state of charge, this corresponds to approximately 156 kWh of available energy. The vehicle can provide around four hours of continuous AC power supply, and the battery can be charged from 0 to 100 percent using the combustion engine in approximately 45 to 60 minutes at idle.

"The defence sector is facing changing requirements, where power supply, mobility and flexibility are becoming increasingly important. Through this cooperation with FMV, we can develop and evaluate hybrid technology under real conditions, while also demonstrating how Scania's industrial capability can contribute to future defence solutions," says Stefano Fedel, Head of Scania Commercial.

Scania is now exploring how the production of hybrid trucks for defence applications can be industrialised, with the aim of making the solution part of the company's modular system. This would enable the technology to be adapted to different vehicle configurations, missions and defence customer requirements.

"We see clear potential for hybrid solutions in heavy military vehicles. It is about combining robustness and mobility with new opportunities for power supply and quieter operation. For Scania, this is an important step in the development of future defence solutions," says Fedel.

The project strengthens the collaboration between FMV, the Swedish Armed Forces and Scania around the heavy wheeled vehicles of the future. For FMV and the Swedish Armed Forces, the vehicles provide an opportunity to test the technology operationally. For Scania, the project provides valuable knowledge in the work to develop hybrid solutions that can be scaled up and adapted to the requirements of the defence sector.


# National Training Week (NTW) Forum

***Building Future-Ready Logistics: Industry Leaders Chart the Path Towards Resilient Supply Chains***

On 28 July 2026, Southern University College (SUC) successfully organised the National Training Week (NTW) Logistics Forum 2026 under the theme "Future-Ready Logistics: Building Resilient Supply Chains Through Talent, Technology, and Industry Collaboration." The forum brought together logistics industry leaders, academics, students, and professionals to discuss strategies for strengthening Malaysia's logistics sector in an increasingly volatile global environment. The forum featured an esteemed panel comprising Mr. Venkata Giri, Advisor of Persatuan Usahawan Logistik Semenanjung Malaysia (PULSE); Dr. Teo Bee Yap, Executive Director of Skynet Worldwide (M) Sdn. Bhd.; and Ms. Jocelynn Ng, Executive Secretary of the Johor Transport & Logistics Operators Association (JoTran). The session was moderated by Assistant Professor Dr. Renugala Shollunayagam, Head of the Department of Marketing, Faculty of Business and Management, Southern University College. Together, the panellists shared valuable insights into developing resilient, technology-driven, and sustainable supply chains that will shape the future of Malaysia's logistics industry.

A key focus of the forum was defining what constitutes a resilient and future-ready supply chain in today's rapidly changing business landscape. Drawing lessons from the COVID-19 pandemic, geopolitical conflicts, and climate-related disruptions, the panellists agreed that resilience extends beyond crisis management. Organisations must establish robust operational processes, continuously adapt to emerging challenges, embrace innovation, cultivate organisational capabilities and strong integration that enable long-term sustainability. Industry experts also highlighted several emerging risks that require immediate attention, including talent shortages, cybersecurity threats, rapid technological advancements, geopolitical uncertainty, ESG compliance, and stronger regional networking.

Automation, intelligent sorting systems, the Internet of Things (IoT), integrated information-sharing platforms, and internally developed digital systems were identified as technologies that will redefine logistics operations over the next decade. Nevertheless, the panellists emphasised that technological advancement should complement rather than replace human expertise. Successful digital transformation requires organisations to balance automation with informed human decision-making. For many Malaysian SMEs, digitalisation remains challenging due to financial constraints, limited technological capabilities, and resistance to organisational change. The speakers encouraged businesses to begin with incremental improvements, optimise existing operational processes, and leverage available government initiatives to accelerate their digital transformation journey.

Talent development was identified as one of the most pressing priorities for the logistics industry. The panellists observed that many young people continue to perceive logistics primarily as truck driving or transportation-related work, overlooking the diverse career opportunities available across maritime logistics, aviation, rail transportation, customs, e-commerce fulfilment, warehousing, digital supply chain management, and information technology. Employers emphasised that future graduates should possess not only strong technical knowledge but also digital competencies, communication skills, emotional intelligence, ethical values, leadership qualities, discipline, and problem-solving capabilities.

On sustainability, the discussion acknowledged that although ESG practices are becoming increasingly important, many logistics companies remain at different stages of implementation. Greater education, stronger industry association initiatives, practical compliance mechanisms, and authentic sustainability practices are necessary to prevent greenwashing and ensure that environmental responsibility contributes to long-term operational competitiveness rather than merely enhancing corporate image.

The NTW Logistics Forum concluded with a shared commitment to preparing Malaysia's logistics sector for the future through stronger collaboration, continuous innovation, and investment in human capital.

# Volvo Trucks at IAA 2026: New Drivelines and Technologies

New possibilities for customers, the transport industry, and society will be at the heart of Volvo Trucks' presence at the IAA 2026 exhibition in Hanover, Germany. The Volvo Trucks' stand will showcase the full scope of the company's trucks, technology, and services that can deliver the most value to customers – maximizing the return on their investment, boosting efficiency, and strengthening their business for the future.

Volvo will showcase its latest electric, gas, and diesel drivelines, that will support customers no matter where they are on their decarbonization journey. All while helping them thrive in their day-to-day operations and meet their productivity and uptime goals. Volvo will have eight trucks on display and a further seven trucks available to test-drive.

Test-drive Volvo's electric truck with up to 700 km range: One of the highlights will be that test drives will start directly at the Volvo Trucks stand in hall 11.

Visitors will get the chance to test-drive the new Volvo FH Aero Electric with extended range up to 700 km, put the new, more fuel-efficient D13 engine through its paces, and even test the future hydrogen-powered combustion engine truck that will be launched before 2030.

President Roger Alm sees it as a great opportunity to bring customers and Volvo's trucks together where it matters most: "With the test-driving track right by our stand, we want to show our new trucks and drivelines at their best – on the road!"

# Daimler Truck, Volvo Group and Toyota Motor Corporation Sign Binding Agreement for Toyota to Join Cellcentric as Equal Shareholder

Daimler Truck AG (Daimler Truck), the Volvo Group (Volvo), cellcentric and Toyota Motor Corporation (Toyota) have signed a binding agreement for Toyota to join as an equal partner and shareholder in cellcentric, with each owner to hold a third each. The agreement follows the previous non-binding agreement signed at the end of March this year. Completion of the transaction is conditional upon obtaining regulatory approvals. Through the collaboration, the parties intend to strengthen cellcentric's position as a leading developer and manufacturer of fuel cell systems for heavy-duty commercial applications.

Upon completion of the transaction, Toyota will become an equal partner in cellcentric together with Daimler Truck and Volvo. The parties plan to collaborate on equal terms, with the aim of strengthening cellcentric's technological lead, industrial scale and competitiveness in heavy-duty fuel cell technology. Through collaboration with industry associations and partners across the entire hydrogen value chain, the partners aim to actively support the development of hydrogen supply and infrastructure and unlock the hydrogen ecosystem.

cellcentric will continue to operate as an independent and autonomous company and serve a broad range of customers in heavy-duty on-road and off-road transport, as well as other heavy-duty applications such as coaches, stationary power generation, rail and heavy off-highway equipment. Daimler Truck, Volvo, and Toyota will continue to compete independently in all other areas of their respective businesses.

cellcentric develops, produces, and commercializes fuel cell systems for use in heavy-duty commercial vehicles and other applications with comparable requirements. cellcentric is a joint venture of Daimler Truck AG and the Volvo Group founded in 2021. The company leverages the know-how and extensive experience gained from decades of developing fuel cell systems by its predecessor companies. cellcentric's goal is to become a leading global manufacturer and tier 1 supplier of fuel cell systems and thus make a contribution to climate-neutral and sustainable transportation.

# BAIC FOTON eView Connect Lands in Thailand, Pioneering a New Model for Green Logistics in Southeast Asia

CP FOTON officially launched the eView Connect new energy van in Bangkok, Thailand recently. This is more than just a new product launch. Senior executives from CP Group and FOTON International, along with the first batch of customers, strategic partners, financial collaborators, nationwide dealers and local media attended the event, witnessing this important step of BAIC FOTON in advancing the electrification of commercial vehicles across Southeast Asia.

The Thai government is pushing forward with green transformation. The '30@30' target set by the National Electric Vehicle Policy Committee — aiming for electric vehicles to account for 30 percent of total automotive production by 2030 — has become a key industry benchmark. There is growing demand for electrification in the logistics and transport sector, while notable challenges remain: adequacy of charging infrastructure, charging speed and overall operational efficiency.

To adapt to the local charging infrastructure in Thailand, the eView Connect is equipped with CATL's 3rd-generation liquid-cooled batteries. It supports 2C charging speed and offers two battery capacity options: 50.23 kWh and 66.67 kWh. The vehicle is compatible with both AC slow charging and DC fast charging, and the batteries come with a warranty of 8 years or 400,000 kilometers. Going forward, we will also explore a battery-swapping version to meet diverse operational needs. Built on a dedicated all-electric platform, the model features comprehensive upgrades in intelligent configurations and NVH performance. It effectively reduces noise and vibration, delivering a much more comfortable ride for urban delivery drivers.

Five eView Connect vehicles were showcased side by side at the launch event. Through product presentations, scenario demonstrations and user case sharing, BAIC FOTON presented the full picture of the model's design philosophy and real-world applications. Five enterprises from diverse industries took delivery of the first batch of vehicles on site, including a global logistics leader, an IT retailer, a car rental service provider, a commercial retail platform and an investment institution. They came to take possession of the vehicles rather than just viewing exhibits. More than a display model, eView Connect serves as a practical workhorse operating across cities, industrial parks and warehouses throughout Thailand.

# Hino and Mitsubishi Fuso Launch Joint Data Analytics Service Combining Connected Vehicle Data

ARCHION Corporation group launched a new data analytics service in July, 2026 that integrates connected vehicle data from Hino Motors, Ltd and Mitsubishi Fuso Truck and Bus Corporation. The service, which will be provided by Hino Computer System Co Ltd, is designed to support solutions for logistics and infrastructure challenges.

Under the newly launched service, HCS will add connected vehicle data insights from Mitsubishi Fuso trucks into Logita, its logistics big data platform that supports the resolution of road and transportation infrastructure challenges as well as urban and transportation policy planning. In addition to Hino vehicle data, the platform will add data insights of Mitsubishi Fuso trucks, enabling broader analysis with improved quality and coverage. By utilizing commercial vehicle big data, the service visualizes and analyzes traffic volumes, vehicle movement patterns, and road usage conditions, providing insights tailored to customer needs.

The integration of connected vehicle data across different commercial vehicle manufacturers for social and industrial applications represents a groundbreaking initiative and will be the first* of its kind in Japan's commercial vehicle industry. Furthermore, this project represents another tangible synergy within the ARCHION Group to deliver value to the transportation ecosystem through CASE-related technologies.


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