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**Chassis**  
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**Rear Axle**  
Hub Reduction

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**Chassis**  
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**Rear Axle**  
Hub Reduction

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**CAMC- HANMA**  
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420Hp  
EURO III

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

**Chassis**  
Double Layer

**Rear Axle**  
Hub Reduction

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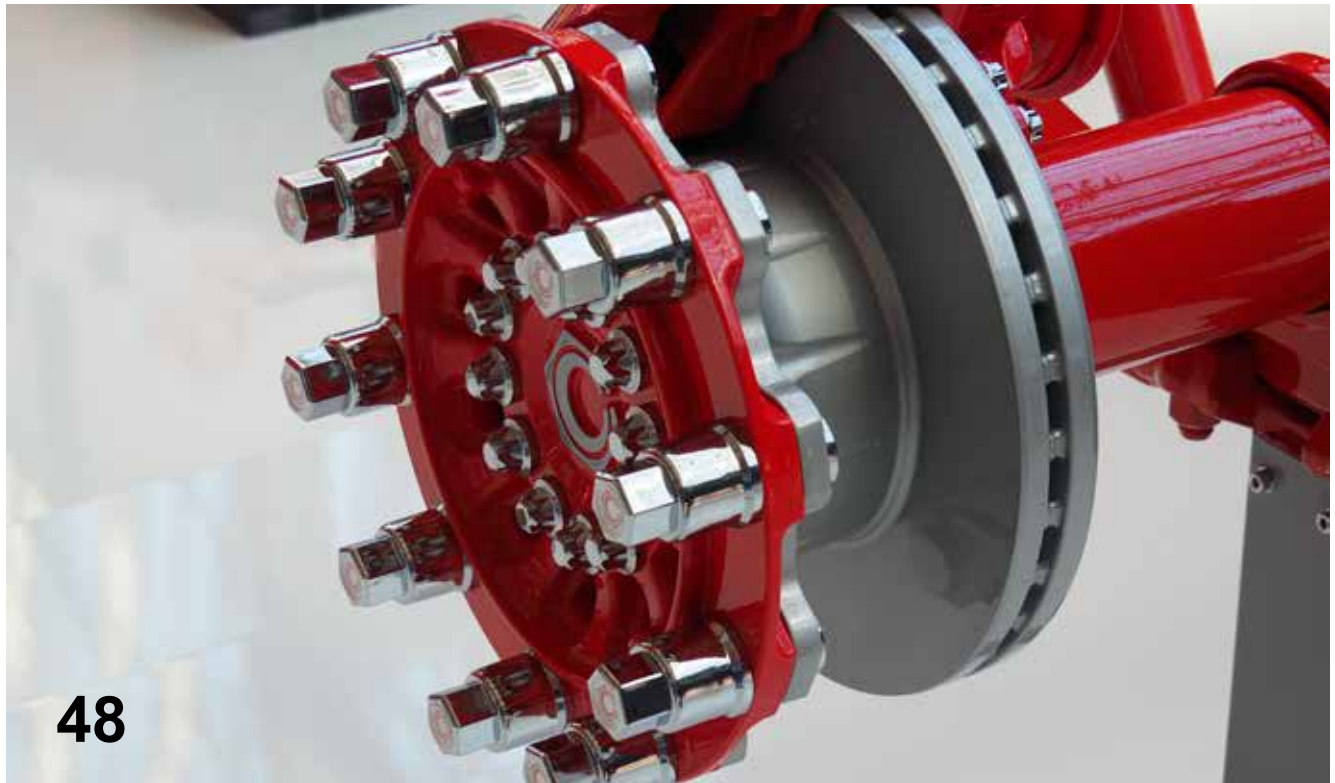
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 Sabah: Miles 4 1/2 Jalan Tuaran, Lot No. 353, Taman Cempaka, Likas, 88450 Kota Kinabalu, Sabah, Malaysia. Tel: (088) 393 663 Fax: (088) 424 223

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#### HEAD OFFICE

Lot 5, Jalan Utarid U5/15  
Seksyen U5,40150 Shah Alam  
Selangor

#### CONTACT

017 624 5515  
info@jacmotors.my  
www.jacmotor.my

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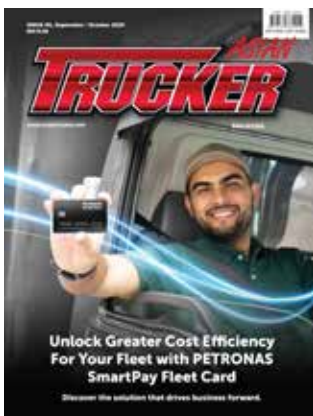
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## EDITORIAL

**EDITOR** Stefan Pertz  
**WRITER** Farrah Syaheira  
**GRAPHIC DESIGNER** Tony  
**PHOTOGRAPHER** Jacqueline Tan  
Stefan Pertz  
Tony

## CONTRIBUTOR

Mark Buscaglia  
Milan Olšanský

## ADVERTISING

Nicole Fong  
Nicole@asiantrucker.com

## SINGAPORE

Floyd Cowan  
Floyd@asiantrucker.com

## THAILAND

Songyot Kamontavikun  
Songyot@asiantrucker.com

## ASIAN TRUCKER DRIVERS CLUB

Sponsorship / Membership  
info@asiantruckerclub.com.my

## CIRCULATION, CONTRIBUTIONS and SUBSCRIPTION

info@asiantrucker.com WEBSITE and E-NEWSLETTER  
www.asiantrucker.com

## PUBLISHED BY

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## Now the Assets Really Matter

**W**e have a situation on our hands, and we are not in control of it. The conflict in the middle east, perhaps something we can call a black swan event, surely was not something we could have anticipated. Politics and loyalties aside, the impact on the economy is what concerns the transport industry in Malaysia.

Feeling the pressure from increased costs, it is now that the assets deployed will be deciding factors in how successful companies emerge after the situation has been resolved. It can be expected that the fuel prices will remain high for some time, supply of spare parts may be reduced and even new vehicles may arrive delayed.

Operating reliable, well-maintained vehicles, could now be where the ROI really shows. In this issue of Asian Trucker I have a few articles that

are loaded with insights into how the situation can be addressed. For instance, Scania emphasises their fuel-saving technology used in the Super truck alongside their digital solutions. The Port of Tanjung Pelepas bets on new energy vehicles, while DKS Logistics banks on a new fleet of Howo trucks to carry their long-term plan forward.

Spare parts, of course, play a crucial role in running a successful transport operation. It is remarkable to know that Hengst is a trusted OE supplier for six out of seven European truck brands. I am looking at what makes them so successful in our Thought Leaders section. Adding to that, ZF is talking to us about the benefits of using genuine parts, which often perform longer and better.

Although not sold here, we can learn a lot from the Ford management in our exclusive interview conducted by a fellow member of the International Truck of the Year. Thanks to our affiliation with this organisation, we have access to other markets, being able to tap into their knowledge as well. If anything, we can see if we are aligned with global trends and best practices.

And of course, we have one of the best platforms to exchange information, thoughts and evaluate money-making assets in our country: The Malaysia Commercial Vehicle Expo. For the seventh time now we bring together the industry to talk about what we are passionate about: road transportation. I am a firm believe that trucks need to be touched, felt and experienced in order for a purchase decision to be made. I am buying certain things online without ever having seen them.

However, in the case of the single most important asset for any transporter, the ability to have a closer look is crucial. Which truck is the right one for you of course depends on your mission, but regardless of brand or model, the truck will always be the deciding factor for your success. Once a vehicle has been purchased, there is no turning back. Which is why there should not be a rush put on the decision which truck to buy.

Right now, there will also be transporters with creative solutions to deal with the current pinch. Some may be anecdotal; others may be even best practice case studies. I am looking forward to hearing your story on how you made the trucks the most important asset and how you made it count right now.

Drive safe and economical,

Stefan Pertz  
Editor, Asian Trucker



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# SCANIA

# ISUZU Delivers 10 Elf NPR Pro to East Malaysia's Retail Brand Servay Evergreen



plans to purchase more units of this model as well as ISUZU's medium-duty trucks as we anticipate future growth."

Timothy Chin, Sales Manager of WMM Ventures Sdn Bhd shared, "The truck has an outstanding capability in reducing fuel consumption and fuel cost of an average 20%, depending on factors like load capacity, driving habits and vehicle maintenance. This is a significant cost saving for businesses. The model also offers a range of safety features for greater peace of mind. We are certain the NPR85UKL model will effectively serve Servay Evergreen's business needs."


**S**ervay Evergreen Sdn Bhd. (Servay Evergreen), a full-fledged departmental store hypermarket and retailer chain with over 80 branches across Sabah and Sarawak, has recently taken delivery of 10 new units of ISUZU ELF NPR PRO 85UKL Euro 4 (NPR85UKL) truck model from WMM Ventures Sdn Bhd., an ISUZU dealer in East Malaysia. A vehicle handover ceremony was held at Servay Evergreen's Central Distribution Centre to celebrate the occasion, which also signified the company's expanding business operations.

The NPR85UKL's engine is compact-in-size yet capable in producing a maximum torque of 354Nm at 1,500 rpm. The engine's Diesel Oxidation Catalyst innovation effectively reduces Carbon Monoxide (CO), Hydrocarbons (HC) and Particulate Matter (PM) emissions, thus making the NPR PRO an environmentally friendly and cost-efficient truck.

Servay Evergreen, based in Kota Kinabalu, is a homegrown retail company which started more than 35 years ago with its first supermarket opened in Miri. Since then, the company had been focused on growing its hypermarket and supermarket business throughout Sabah and Sarawak, but today it also has other business areas including transportation, hotels and property development.

Its safety enhancement features include SRS Airbag with pretensioner seatbelts to reduce impact and injury, Anti-lock Braking System (ABS) and Electronic Brake Force Distribution (EBD) to automatically distribute the ideal brake force. The long life-span LED headlights help to increase the night vision for the driver, contributing to greater safety.

ISUZU Malaysia's Chief Executive Officer, Tomoyuki Yamaguchi shared, "ISUZU is honored to further support Servay Evergreen's transportation needs with the NPR85UKL model from our top-selling ELF range. The truck raises the bar in fuel management with its powerful engine and a host of other practical upgrades that our customers can fully leverage for their business efficiency and adaptability."

The truck body is spacious with increased load capacity, enabling companies to deliver more in lesser number of times thus further reducing fuel cost. 

At the handover ceremony, Micheal Lai, Manager of Servay Evergreen Sdn Bhd explained the reasons for choosing the ISUZU NPR85UKL model, "We are glad to have received the new trucks which will be used for transporting goods to our Servay and Servay Express outlets throughout Sabah. Our company has been using other ISUZU NPR models as well as the medium-duty Forward model for several years now and the vehicles are all still performing very satisfactorily. We

trust the brand for its reliability, in addition to the competitive price and after sales service package that ISUZU offers."

"We are confident the NPR85UKL will help our business gain a competitive edge, thanks to its great fuel efficiency, cleaner emission and lower maintenance costs in the long run. After testing the vehicle, we are very satisfied with its sufficient power with full permissible loads. The quality and reliability of the truck with expected minimum downtime will also eliminate disruption in our delivery schedule and ensure the smooth running of our transportation operations. We have





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## MFTBC Establishes Fuso Tech Centre India as Global Engineering Hub

**M**itsubishi Fuso Truck and Bus Corporation has established a new base, Fuso Tech Centre India Private Limited (hereafter “FTCI”), in Kanchipuram, Tamil Nadu, India, which commenced operations on March 9, 2026. Building on the technical expertise cultivated within the Daimler Truck Group structure, MFTBC has reorganized and consolidated these capabilities within its own organization to further strengthen them. FTCI will serve as MFTBC’s global hub, undertaking a wide range of product engineering and operational functions.

The new office, with a total floor area of 2,847 square meters, features collaborative workspaces, a design studio, advanced HIL (Hardware-in-the-Loop) testing facilities, and a diagnostic laboratory. The HIL facilities enable sophisticated control testing without the need for physical vehicles, enhancing development safety, speed, and precision. Through these advanced facilities, various functions – including

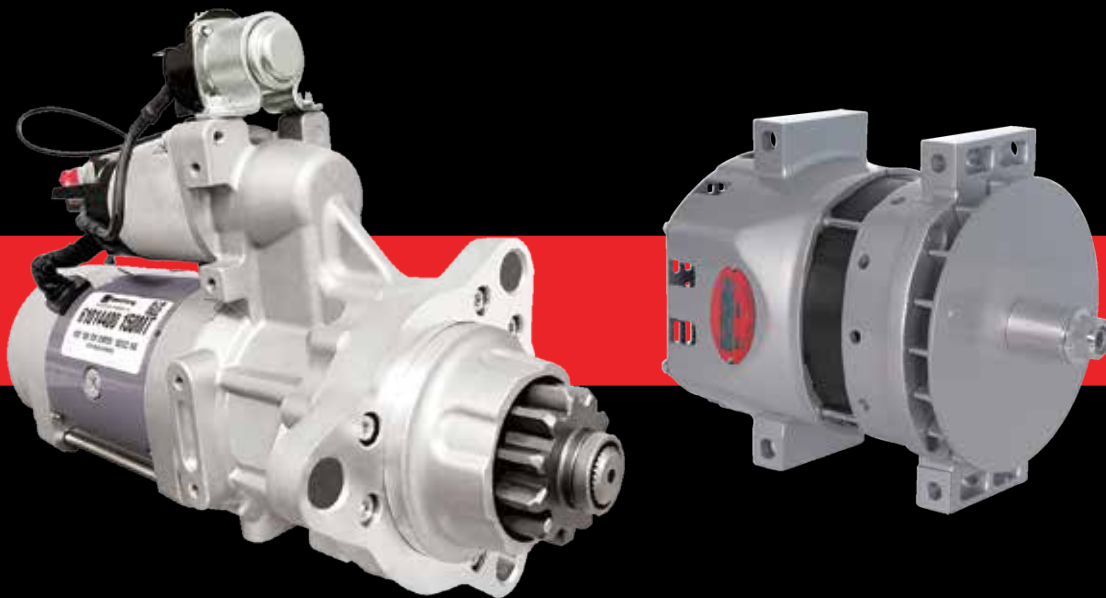
development, customer service, cost engineering, IT and digital solutions, and procurement – will work in close coordination to provide cross-functional support for MFTBC’s operations.

By enhancing each stage of the product development process, from design and validation to diagnostics, the company aims to improve both development speed and quality. In addition, the new structure enables faster response to change and more agile decision-making, strengthening mobility and collaboration across MFTBC’s global business operations. Since 2013, MFTBC has been supplying certain medium- and heavy-duty trucks to overseas markets from the Oragadam plant in Chennai, India.

The plant is operated by Daimler India Commercial Vehicles (DICV) as one of Daimler Truck’s global production bases. Located near the Oragadam plant, FTCI will function as a strategic global technology and innovation hub dedicated exclusively to supporting MFTBC. Through close collaboration with DICV and its production facilities, FTCI will strengthen MFTBC’s integrated value chain—from product development to production and after-sales services—and further enhance its core role within the global network. **F**



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## Selangor's KDEB Waste Management Receives 51 UD Trucks Medium Duty Croner

**K**DEB Waste Management Sdn Bhd (KDEBWM), a wholly-owned entity of the Selangor state government which manages domestic waste collection and public cleansing services for the state, took delivery of a total of 51 units of UD Trucks medium-duty Croner Euro 5 model, with the vehicles already deployed for waste collection.

KDEBWM received the UD Croner trucks from a single purchase order that was placed through Tan Chong Industrial Equipment Sdn Bhd (TCIE), the exclusive authorized distributor of UD Trucks in Malaysia. Due to the substantial size of the order, delivery of the trucks to KDEBWM was conducted in multiple batches over several months, aligning with quality control measures and body-building procedures.

The most recently delivered batch saw TCIE handing over 23 units of Croner Euro 5 trucks for waste collection and management in Sepang. The occasion was commemorated with a vehicle handover event held at the premises of Sepang Municipal Council and was attended by Dato' Haji Ramli Mohd Tahir, Managing Director of KDEBWM, Dr Hajah Ani binti Ahmad, Yang Dipertua of Majlis Perbandaran Sepang, and Loh Thim Choy, Chief Operating Officer of TCIE.

Dato' Haji Ramli Mohd Tahir, Managing Director, KDEBWM shared, "All of the new UD Trucks Croner Euro 5 vehicles that we have received are already on the road performing their duties, and have proven to be a great choice in further enhancing our fleet and efficiency. We selected the UD

Trucks Croner Euro 5 due to its engine performance, reduced emissions, enhanced operational uptime, notable 19-tonne body size, spacious cabin that prioritizes crew comfort, and reliable support consistently provided by TCIE.

"KDEBWM is currently serving 12 municipalities in Selangor, managing waste collection from residential areas, public parks, and industrial and commercial areas. The new UD Trucks Croner Euro 5 vehicles are great addition especially during high season waste collection where timeliness and efficiency are important. Moreover, many of the municipalities under our purview have newly developed areas that now require waste collection. With additional collection tasks in our hands, we need reliable trucks that can perform well and assist us in keeping the surroundings of Selangor clean and healthy," he said.

All of the UD Trucks Croner Euro 5 chassis units for KDEBWM were procured in an open tender bid secured through a collaboration with a third-party truck body builder partner of TCIE. KDEBWM started owning UD Trucks' commercial vehicles in 2016 with seven



trucks. Today, with all the 51 new trucks, KDEBWM has increased its UD Trucks fleet size to almost 150 units.

Keiichiro Ochiai, Region Director for Southeast Asia & East Asia, UD Trucks said, "We are very pleased that our Croner Euro 5 truck meets all the requirements of KDEBWM, to help perform its highly important role of keeping Selangor clean. This truck carries multiple features that will improve uptime, productivity, cost efficiency, and reduce environmental impact. Overall, the combined advantages of UD Trucks Croner Euro 5 will ensure that the job will get done faster, better, and safer."

Meanwhile, Loh Thim Choy, Chief Operating Officer of TCIE further shared during the handover event, "TCIE is honored to serve the needs of KDEBWM with our UD Trucks Croner Euro 5 medium-duty vehicle. The truck is built to provide reliability, safety, efficiency, and versatility to meet specific requirements of various transportation tasks, such as waste management. We are committed to providing comprehensive support to KDEBWM as it fulfils its essential public service responsibilities. **F**

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## Trans Link Solutions Links SANY to the Southern Region of Malaysia

*Unique as a privately owned Chinese brand, SANY has been gathering momentum in Malaysia. Trans Link Solutions celebrates their success with the opening of their second workshop.*



Standing proudly in the middle of a newly developed business park the second workshop brandishing the SANY logo has recently been officially opened by Trans Link Solutions. As indicated in a previous interview with Asian Trucker, the brand has a lot of promising potential. Tapping into the southern market, the workshop is located near the Senai airport, serving clients in Johor and beyond. In an exclusive interview with David Liew Woon Yew, Director, Trans Link Solutions (Southern) Sdn Bhd, we find out all about what customers can expect and what further ambitions Trans Link Solutions has.

A veteran of over 25 years in the shipping and forwarding industry, Liew jumped onto the opportunity when he was offered to helm the southern branch of Trans Link Solutions. "I believe in the potential of this brand. There are a lot of Chinese brands now pushing into Southeast Asia, but SANY is different." Liew is no stranger to the SANY brand as he would handle the imports of their vehicles into Malaysia in his previous job as well as using some in the haulage operations of his past employer. "From my experience there I know that these trucks are very reliable and value for the money."

Trans Link Solutions headquarters is located in Port Klang. Covering the market around Northport and Westport, the next strategic location to put a flag was Johor. Here, too, transportation revolves around two major ports. Furthermore, a lot of cross border transportation is conducted from bases and depots in Johor. To add to that, a vibrant sand and granite transportation sector is always demanding powerful trucks to move their goods.

Other applications the SANY trucks are suited for according to him are timber transport and ISO Tanks. Therefore, the



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initial line-up of SANY trucks sold in Johor includes prime movers in 4x2, 6x2 and 6x4 configuration as well as tipper trucks. "And we are just a moment away from also offering electric trucks," Liew proclaimed.

The attraction in the brand, as Liew puts it, is in the fact that the company is not state-owned, like so many others. "SANY is a privately held company. Which makes the very independent in their decision making and approach to market needs," he said. According to him, SANY re-invests a substantial amount of their profits back into research and development. Up to ten percent of profits will be ploughed back into their R&D, making it one of the most innovative brands in the market.

Taking the lead from there, Trans Link Solutions also decided to be different: the workshop is dedicated to SANY, although the truck population is currently very small and thus there is plenty of capacity. The premises have been modelled using the SANY brand guidebook and would be exactly as how a SANY-owned workshop looks. "We have already sold a number of trucks. However, it will now take a while before they come back for their first services."


Ready to take service and maintenance jobs, the workshop boasts a total of seven bays, ready and poised. As soon as the vehicle population has grown, Liew also expects to be tapping directly into the IT infrastructure of the principle. Citing this level of support, it is the reason why the management has decided not to become a multi-brand operation. Spare parts are also on hand already and the supply chain has been secured via the main office in Port Klang. Parts required for service and repairs can be sent to Johor within 24 hours, ensuring that customers do not have to face pro-longed downtimes.

Meanwhile, Liew also mused about how Chinese trucks have developed over the past 20 years. What we have come to know when they first launched have been vehicles that were rather basic and oftentimes very closely resembling trucks of European brands. "You can say that they have been largely dependent on copying others, however that has changed." Through joint ventures and a focus on in-house research and development, the Chinese automotive market has drastically changed over the past 20 years though. Chinese truck makers have learned to exploit some of the advantages they have. For instance, the sheer size of the country allows them to harvest data from thousands of trucks driving really long distances and thus, racking up tremendous mileage.

Where Liew admittedly sees a slight disadvantage though for the Chinese brands is the consideration of a complete package. In terms of offering tools, support and service beyond the actual hardware, the European brands would still have an upper hand according to him. However, he sees that the Chinese brands are catching up on this as well, with SANY being one of them making it an effort to provide value-add support to their customers. Though, in Liew's view, Chinese OEMs could still be a little bit bolder in carving out their respective niches, making a name for



themselves: "Think of safety and there is only one truck brand that you will think of. This is where the Chinese still need to be a little bolder in their communications." One area where Chinese truck brands may need to ramp up their efforts is ESG, whereby this is a focus for many of the European truck makers. Liew is confident though that this is on the agenda of SANY and their peers.

As a message to the market, Liew asked for customers to come forward to give the SANY trucks a try. "We may be a new brand in the truck segment, however, SANY has a long-standing track record in other segments in Malaysia. For instance, it is a household name in port operations. We know SANY from our work with them importing their vehicles and we made that bold move. Why not follow us in this?" 





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## Could the FUSO TF Canter be the Answer to the Fuel Price Hike?

With diesel prices on a drastic rise, fleet operators are being forced to re-evaluate the fundamental economics of their vehicle choices. The traditional assumption that “bigger engines deliver better performance” is increasingly being challenged by modern powertrain engineering. Nowhere is this more evident than in the FUSO TF Canter equipped with the 4P10 3.0-litre engine, which demonstrates how intelligent design can outperform higher-displacement alternatives in real-world operations.

At the core of the TF Canter is a 2.998L inline-four, turbocharged and intercooled Euro 5 engine that produces 110 kW (150 PS) at approximately 3 500 rpm. This output matches that of significantly larger 5.2L engines, which are also common, but with a markedly different efficiency profile. The smaller displacement inherently reduces fuel consumption per combustion cycle, translating directly into lower diesel usage—a critical advantage in today’s cost-sensitive environment.

Torque delivery further reinforces this efficiency narrative. The 4P10 engine generates 370 Nm across a broad and exceptionally flat plateau. It delivers this torque from 1 350 and maintains it up to 2 840 rpm. The maximum torque is maintained over a long range of revs. Importantly, peak torque is achieved as early as 1 350 rpm, meaning the engine requires less throttle input to initiate and sustain movement. In contrast, larger displacement engines tend to produce higher peak torque figures. It is around 420 Nm in the case of a 5.2L unit, but often with a narrower or more peaky delivery curve. This results in less efficient drivability, especially in urban stop-start conditions where consistent low-end torque is essential. The bigger engines typically require up to 1 600 rpm to reach maximum torque and drop off at 2 6000 rpm: Shorter flat torque.

Weight is another decisive factor. The 3.0L 4P10 engine is approximately 30–35 percent lighter than its 5.2L counterpart. This reduction in engine mass directly contributes to improved payload capacity. In practical terms, operators can carry more revenue-generating cargo without exceeding gross vehicle weight limits. When combined with FUSO’s wide wheelbase range of 3 400 mm to 4,750 mm, the TF Canter offers superior flexibility in body configuration and load optimisation—an increasingly valuable attribute as logistics operators seek to maximise every trip.

From a power-to-displacement perspective, the 4P10 engine delivers approximately 50 PS per litre, significantly outperforming larger engines that typically operate below 30 PS per litre. This highlights the advanced engineering behind the TF Canter, where efficiency is not achieved by compromise, but by extracting maximum usable performance from every unit of fuel consumed.

Fuel efficiency gains are further amplified in real-world driving. The combination of small displacement, flat torque curve, and reduced engine weight ensures lower fuel burn under load, while also minimising the need for frequent gear changes. This contributes to smoother drivability and reduced driver fatigue, particularly in congested traffic conditions.

In an era defined by volatile fuel prices, the FUSO TF Canter’s 3.0L Euro 5 engine presents a compelling case for downsized, high-efficiency powertrains. By delivering equivalent power, superior torque characteristics, and enhanced payload potential compared to larger 5L engines, it positions itself as the ideal solution for operators focused on cost control, productivity, and long-term profitability. **F**



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teams are very satisfied with the fuel-efficiency, durability and performance of the UD Trucks fleet.

“Alam Flora’s responsibility goes beyond collecting waste - we will also keep to a schedule to prevent trash from piling up. Thus, having reliable trucks and strong aftermarket support from our vehicle partner is crucial. Apart from all the features of UD trucks meeting our needs, TCIE’s reputation for aftermarket care and extensive service network also played a key role in our decision to purchase such a large number of the vehicles. Overall, this has been a good investment to enhance the operational competency of our public cleansing services.”

UD Croner is equipped with a powerful 6-cylinder engine for long haul and heavier loads. The truck can cope with the toughest demands in various operational conditions, and its highly reliable automatic transmissions are optimized for logistics and waste compactors. Meanwhile, UD Kuzer offers great versatility for any urban environment, and the optimized driveline with fuel coaching technology ensures better efficiency. The UD vehicles for Alam Flora are mounted with Terberg Malaysia’s advanced Olympus rear-loading compaction waste collection body and bin lifter technology.

TCIE Chief Operating Officer Loh Thim Choy shared, “The successful deliveries of 173 UD Croner and Kuzer trucks marked an important collaborative step in supporting Alam Flora in its role, as one of the leading environmental management companies dedicated to preserving public cleanliness. TCIE is committed to building a long-lasting relationship with Alam Flora and we will render any support that is needed for further advancing their solid waste management and public health priorities.”

## Alam Flora Receives 173 New Trucks from UD Trucks

*Additional vehicles to be deployed for expansion of public cleansing capacity and efficiency.*

UD Trucks Malaysia and sole distributor partner, Tan Chong Industrial Equipment Sdn Bhd (TCIE), have handed over a total of 173 new trucks comprising the medium-duty UD Croner and light-duty UD Kuzer models to Alam Flora Sdn Bhd (Alam Flora), a concessionaire company appointed to provide solid waste collection and public cleansing services for the Federal Territories of Kuala Lumpur and Putrajaya, as well as the state of Pahang.

The trucks were procured with the aim to further expand Alam Flora’s solid waste collection and public cleansing capacity, as well as to increase its operational efficiency. As a result of the large order size, delivery of the trucks to Alam Flora were carried out in batches to align with production quality control and customizing of truck body for productive waste collection.

The final batch of delivery was celebrated with a vehicle handover event held at the premises of truck body builder partner in this deal, Terberg Malaysia, in Balakong, Selangor. The event witnessed five units of UD Croner being officially handed over to Alam Flora. Attendees at the event included Alam Flora Chief Executive Officer Shariman Yusuf bin Mohamed Zain, TCIE Chief Operating Officer Loh Thim Choy, TCIE Deputy General Manager for After Sales Service Tanasegaran Kesavan, Terberg Tractors Malaysia Chief Executive Officer Boo Wei Ching, and Terberg Zenith Malaysia Managing Director Jeremy Boanson-James.

UD Trucks Region Director for Southeast Asia & East Asia Keiichiro Ochiai said, “UD Trucks and TCIE have worked tirelessly together to deliver on our commitment and we are grateful for the confidence and trust that Alam Flora has in us. Our customers’ trust represents an authentic barometer of our reputation in the market, and this underscores the capability, dependability and versatility of UD Trucks.”

Alam Flora Chief Executive Officer Shariman Yusuf Bin Mohamed Zain shared at the handover event, “Alam Flora is committed to advancing solid waste management and prioritizes public health through all our services. Our new Croner and Kuzer trucks have been deployed to the various concession areas for waste collection and I’m glad to highlight that our fleet

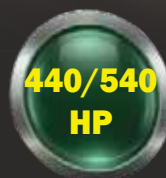


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## CIDC Dinamik Boosts MAN’s Service Network on the East Coast

*Bolstering MAN Truck & Bus’s service along the east coast, CIDC Dinamik is ready to deliver expertise, parts and service above and beyond the call of duty.*

In recent years, Malaysia’s east coast has seen a boost in economic growth. The corridor is expected to further grow with the East Coast Railway Link adding resources and mobility. In tandem, the population of commercial vehicles has grown, given MAN Truck & Bus a growth market for their vehicles. To support the rapidly growing population of MAN trucks, the German marque has appointed CIDC Dinamik Sdn Bhd to be one of their service partners looking after operators in and around Kuantan.

Having had a successful career with another European commercial vehicle brand, Mr Yee Chun Han, Managing Director, CIDC Dinamik Sdn Bhd, decided to set out on his own in 2025. Having been approached by a number of brands, he picked MAN to be one of those he would want to focus on in July 2025. At the time of writing, an expansion of his existing workshop was underway, paving the way to create more capacity to service MAN vehicles in his private dealership.

For now, CIDC Dinamik can handle between four to six vehicles a day. Yee aims to increase that number, and is currently recruiting as well. Many in the industry lament the difficulty in hiring: Yee’s recipe for success lies in an open communication and short, direct lines of reporting. Hence, he sees that he is able to attract talent that is aligned with his ambitions and the need to ramp up his capacity. Adding capabilities to service buses is the next step for CIDC Dinamik. Current investments are aimed at procuring the tools required to carry out service and maintenance tasks on MAN bus chassis. “We plan to have a dedicated bus bay here soon.”

According to him, the setting-up of his workshop has been a challenging time. The training of staff to be able to handle MAN’s vehicles needed to be juggled with the many bureaucratic dealings. Like many others, Yee also said that he hoped that the authorities could streamline their processes.

“What I have observed is that several of the leading transporters in this area have started to purchase MAN. Additionally, we can see that MAN is more aggressive in selling their vehicles here now. This is a great opportunity for us,” Yee told Asian Trucker. His confidence is further boosted by knowing that his workshop is forming the centre of three surrounding industrial areas, making it easy for most transporters to get to him within under half an hour. “The port, and several



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big brands in Oil & Gas operating here make this a fantastic, central location for our kind of business.”


True to the saying that it is the after-sales that sells any truck beyond the first, Yee is putting an emphasis on the delivery of a fast and efficient service. Genuine parts, complete with warranty and guarantees are stocked at CIDC Dinamik along with the MAN-approved options. A total of 500 000 RM worth of parts is on hand. In collaboration with MAN, CIDC Dinamik is supporting the rapid growth of MAN in the area by having ample parts available. Considering that CIDC Dinamik is a young company with limited monetary resources, the parts are sold on consignment basis. “I am not aware of any other brand offering this, which helps us a lot. We must bear in mind that the truck population on the east coast is less, thus stocking parts can become a risky and expensive aspect of the business. However, now we can carry all the parts we may need at all times. This translates into faster service for the customers.”

Concurrently, his seven technicians are being trained in Shah Alam by MAN Truck & Bus. Being familiar with the brand-proprietary systems and procedures as well as the intricacies of working on the vehicles, ensures that the customers will receive service as if it was administered by MAN Truck & Bus itself.

Reflecting on the current market trends and challenges, Yee is stating that he believes that there will be a shift in

paradigms: multi-brand workshops are the future. This would allow a workshop to take on more vehicles, thus increasing throughput. This would also address a challenge he is facing operationally when the approval for the work takes longer than expected. “We understand that bigger jobs require a more deliberate approval process, but at the same time, we have to then deal with limited space to juggle.” As customers would also operate multi-brand fleets, a workshop could become a true one-stop-shop.

Amidst rising numbers of Chinese truck brands available in Malaysia, Yee still opted to favour the European truck. In his view, and this has been a long-standing truism, uptime is what operators are looking for. When it comes to comparing OEMs, he opines though that a lower initial investment into a commercial vehicle not necessarily translates in low Total Cost of Ownership (TCO). “You have to consider a lot more than just the sticker price: spare parts availability, service intervals and re-sale value in addition to the cost per kilometres.” When looking at all these, Yee is convinced that the traditional, Continental trucks still have the upper hand, however, he admits that there is also a market for the Chinese challengers.

Yee and his team also have a powerful message for those wanting to maximise their profits from their MAN trucks. “Service on time, service using correct, approved parts and best sign a service and maintenance agreement with the OEM.” 



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# Kota Kinabalu Opens Revamped Isuzu Outlet

Isuzu customers in Kota Kinabalu will now be able to enjoy a fresh retail experience following the opening of the refurbished WMM Ventures Isuzu 3S Centre today.


Located strategically at the crossroads of Jalan Tuaran, Jalan Damai and Jalan Kompleks Sukan, the new WMM Ventures Isuzu 3S Centre features the latest Isuzu Corporate Identity (CI) while showcasing the range of offerings from Isuzu including the popular D-Max and ELF trucks.

The new outlet was officially opened today by CEO of Isuzu Malaysia Tomoyuki Yamaguchi who said that the newly revamped outlet augurs well with the growing demand for Isuzu vehicles in Sabah.

"Sabah remains a key state for the Isuzu brand. Our products are ideally suited to the challenging conditions here, particularly with the rugged terrain and long distances between towns. The dependability, fuel efficiency and

excellent driving characteristics of our products are among the main reasons why Isuzu vehicles are exceptionally popular. By improving on our network, we hope to provide our customers with a better ownership experience," said Yamaguchi.

Featuring a new showroom that has been revamped to incorporate a new hero car display, delivery bay, customer lounge and merchandise area, the new outlet is better equipped to provide a modern, state-of-the-art experience to customers featuring the latest in digital and virtual technology.

Identifiable through the new Isuzu Corporate Identity, the revamped WMM Ventures Isuzu 3S Centre is located on Lot 493 Likas, Jalan Tuaran Kota Kinabalu with its opening hours from 8.30am till 5.30pm from Monday to Saturday and from 10.00 am till 3.00pm on Sundays and public holidays. 

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## Mr. Tyreman: Malaysia's 24/7 Tyre Solution

Asian Trucker sits down with Mohd Zahir bin Jahaya at Tyreman's Klang branch. A passionate and hardworking entrepreneur, Zahir has built a reputation for reliability, operational discipline, and customer focus in Malaysia's commercial transport sector. He is the driving force behind Mr Tyreman, the flagship brand of JGE Empire Group Sdn. Bhd., which provides 24/7 roadside tyre assistance across Peninsular Malaysia.

Since its founding in 2013, Mr. Tyreman has grown from a single mobile operation into a multi-branch network, covering trucks, buses, light commercial vehicles, and industrial machinery. The company now services corporate fleets, logistics companies, express delivery operators, and government vehicles, providing both urgent roadside support and scheduled maintenance solutions. Zahir's story illustrates how experience, industry knowledge, and customer-centric thinking can transform a modest SME into a trusted national brand.

### A Humble Beginning on the Road

Zahir's journey began behind the wheel. He was first a lorry driver and later a civil servant, roles that provided him with practical insight into fleet operations. "I started with just attending to breakdowns on the road. After six months, I realised I needed staff to help me handle more jobs professionally," he recalls. These early years taught him not only how tyres fail under different conditions, but also how downtime impacts operations and schedules.

In Tanjung Malim, Zahir began his first service offering: roadside assistance for vehicles with tyre issues. Initially, he worked alone, responding to calls at all hours and managing every aspect of each job personally. This hands-on approach allowed him to understand the logistical and technical challenges that drivers face, and it shaped his philosophy of proactive service and customer trust.

### Balancing Government Work and Entrepreneurship

For the first two years, Zahir balanced his government role with his growing business. He often worked evenings and weekends, responding to calls and

performing on-site repairs. "I wanted to see if the business could grow before I took the risk of leaving my government job," he explains. By 2015, with several staff members already on board, he decided to focus fully on Mr Tyreman, opening the first shop in Behrang.

This move marked a turning point. The shop allowed Zahir to combine tyre sales with repair and breakdown support, creating a comprehensive solution for fleet operators. "Fleet companies didn't just need roadside help. They also needed tyres supplied, not just fixed," he notes. The dual approach of supply and service became a key differentiator in a competitive market.

### Branch Expansion and Strategic Coverage

Following Behrang, additional branches were opened in Ipoh, Gopeng, Klang, Sungai Buloh, and Bandar Parklands. Each location was chosen strategically to cover high-density transport corridors and industrial hubs. Today, Mr Tyreman has a network of business partners and subcontractors spanning Peninsular Malaysia, allowing rapid response to breakdowns along major highways, industrial zones, and urban transport routes.

According to company materials, the service operates through a central call centre that receives emergency tyre failure calls, dispatches technicians based on the location, and documents

each job before sign-off. The company states an average response time of under two hours for roadside rescue, depending on distance and conditions.

“We want to cover all major transport corridors efficiently, so fleets can rely on us wherever they operate,” Zahir says. Future expansion plans include the West Coast Expressway, East Coast, and southern Malaysia, ensuring that fleet operators have access to reliable tyre support across the country.

### **Serving the Full Spectrum of Commercial Vehicles**

Mr. Tyreman services a wide range of commercial vehicles, from heavy trucks and buses to light commercial vehicles and industrial machinery. The company is also preparing to expand into passenger vehicles and motorcycles, investing in equipment and technical expertise to support these segments.

“Our goal is to be a one-stop solution for fleet operators, whether they need tyres, roadside assistance, or maintenance advice,” Zahir explains. Mobile services handle urgent breakdowns, while branches manage tyre sales, scheduled maintenance, and fleet support, providing a complete end-to-end solution.

### **Operational Excellence and Technical Expertise**

A central tenet of Tyreman’s approach is operational discipline. Each job is documented, photographed, and reported back to clients, allowing fleet managers to track service completion without attending on-site. “We send proof of every job we do. This way, clients can trust that the work is done correctly,” Zahir says.

The company follows a structured roadside assistance workflow: call centre intake, technician dispatch, on-site assessment, agreement on the required job, service execution, and customer sign-off.

Zahir also stresses the importance of fundamental tyre maintenance. “Even the most expensive tyres will not perform if the air pressure is not correct,” he notes. Tyreman monitors air pressure, tread wear, and alignment during every service, ensuring optimal tyre performance and lifespan.

The company maintains a structured workflow, integrating in-house staff with trusted subcontractors to guarantee timely service. When demand peaks, jobs are assigned strategically to avoid delays, and all work is logged and traceable through a centralised system. Tyreman also offers responsible tyre disposal services, ensuring compliance with environmental and corporate standards.

### **Customer Trust and Corporate Clients**

Mr. Tyreman’s focus on customer trust has been a key driver of growth. Major clients, including logistics, express delivery, and corporate fleets, rely on consistent reporting and transparency. Zahir explains that detailed documentation and ETA updates allow fleet managers to plan operations efficiently.

“Tyre service is about trust, maintenance, and being there when the fleet needs you most,” he says. Many clients have remained loyal since Tyreman’s early years, demonstrating the value of consistent service and reliability.

### **Industry Insight and Tyre Management**

Zahir’s experience reflects broader trends in Malaysia’s commercial transport sector. Fleet operators face challenges such as heavy traffic, variable road conditions, and diverse vehicle types, all of which influence tyre wear and maintenance schedules. Mr. Tyreman’s proactive approach, combining breakdown response with scheduled maintenance, addresses these challenges comprehensively.

He also provides practical advice for fleet operators: ensure correct tyre pressure, monitor wear consistently, and prioritise reliable service providers. “Even if you buy the best tyres, if air pressure is wrong or maintenance is neglected, they won’t last,” he explains.

### **Looking Ahead**

Looking forward, Zahir plans to continue expanding Mr. Tyreman’s coverage, integrating more technology for fleet tracking, and diversifying service offerings to include cars, motorcycles, and specialised industrial machinery. His focus remains on operational excellence, technical expertise, and customer satisfaction.

By combining practical experience, strategic expansion, and a customer-focused approach, Zahir has turned a small roadside service into a trusted national brand. For Malaysia’s fleet operators, Mr. Tyreman represents reliability, transparency, and a model of how attentive service and operational discipline can drive sustainable growth. **T**



# Powering ahead with EURO V MAN Trucks in Malaysia



Today, most prime movers sold are equipped with EURO V engine technology. Leading the way in Malaysia, MAN Truck & Bus had already introduced their EURO V compliant engines way ahead of the official legislation in 2020. Blazing a trail with their first customers giving them the seal of approval, the German brand can already tap into a wealth of experience transport owners have with the latest truck generation using the now common powertrains. Today, more and more transport owners are embracing low-emission trucks. One such customer is Gateway in Kuantan.

In his own words, Mr Rishinsa Yusoff, Managing Director of the Gateway Group of Companies (Gateway), views his company as one that has carved itself a market. "Although we are not as big as our peers in Port Klang for example, we have a solid base of loyal customers, and our order books have been filled to a satisfactory level." Currently operating 39 prime movers to transport mostly chemicals, the MAN trucks Gateway has in use are performing to expectations. As stated in an earlier interview with Asian Trucker, Gateway places a strong emphasis in safety. "And safety is one thing that traces back to the driver comfort a truck is offering."

Addressing the competition, offering lower cost alternatives, Yusoff opines that there has to be a difference in the user experience if the price of a truck is lower. In his view, cheaper trucks are lower priced because they lack cabin comfort and may not offer the same specs as the European trucks in his fleet. "Fatigue is a major issue, and we feel that MAN trucks, both the previous and current generation EURO V variants, offer an unparalleled level of comfort. Especially the suspension needs to be highlighted as a major contributor to safety and comfort." Customers appreciate the fact that Gateway has opted for higher specs, giving them peace of mind as well, citing safety and reliability being their major concerns.

Optimistically looking ahead, Gateway is planning for expansion. Within the second quarter of 2026, more trucks are to be received while an order for another two units of MAN EURO V trucks is about to be placed. Yusoff's aim is to have a total fleet size of 50 prime movers in 2027 to meet the increasing demand for transportation along the East coast of peninsular Malaysia.

Yusoff lauded the efforts MAN Truck & Bus has made to enhance the service network in their area. "Now we have much easier access to spare parts and service, which has greatly improved our business performance too," he told Asian Trucker.

Although the workshop he refers to is an independent one, Gateway puts the trust in CIDC Dinamik as technicians would have been trained by MAN and procedures implemented to be on par with MAN-owned and operated workshops. In line with the upgrade of the service network, MAN has also signalled the roll-out of their in-house Fleet Management System (FMS), a move that Yusoff welcomes a lot.

To fully realise their potential, EURO V and VI engines require Diesel Exhaust Fluid (DEF, commonly referred to as AdBlue. A common topic in connection with this is the added cost of the DEF transporters have to bear. However, Yusuff explained that there is another issue plaguing the industry that is driving up fuel consumption: inefficiencies and long waiting times at depots which require the trucks to idle. Time and again, hauliers have been called to collect containers from depots, only to find that they would have to wait several hours. "Because of this, it is very hard for us to determine if the AdBlue really adds cost to our operation. Our routes, cargo and client requirements have changed, making it hard to compare fuel consumption one-to-one with the older trucks." The team around Yusoff is currently conducting in-dept research on the differences in fuel costs with and without the use of DEF, which includes the impact from the Diesel subsidies. **T**



# Enjoying the Festive Season Starts with Road Safety

**C**learly, Konsortium Port Dickson (Konsortium PD) is winning when it comes to matching the seriousness of road safety with the joy of the festive seasons. Their approach could be entered into many road safety related competitions, and they would likely score high as well. Here is what Mr. Richard Tee Chu Wong, Managing Director of Konsortium Port Dickson Sdn Bhd, said to accompany the photo encapsulating their efforts:


“The festive seasons are very special times. This year, even more so as two of the major festivals are happening at that same time. We want to celebrate these with our colleagues and their families. However, we understand that the spirits are high during these times and that people’s minds may not be fully focused on safety when they are on the road. We echo the sentiment of the authorities that the number of fatalities on our roads will have to be reduced and that it takes effort from everyone.

Road safety is a life-long concern. It is something that affects us at work as well as in our private lives, even though any incident may have happened at work. Therefore, we have a tradition of

a 100-day countdown towards the festive seasons. During that time, we implement programmes to remind all our staff of the importance of road safety measures. To stay safe on the road requires coaching.

What we could advise is safety is part of your life. In today’s world, there are a lot of factors affecting our focus: of course, the handphone, the gadgets, the technology, and also the stress. We may not know what problems people are facing. They might be stressed about their monetary commitments, life choices, and so many things that govern you when you are on the road. We go back to the basics in assessing the fitness of drivers to do their jobs, health management, sleep patterns and journey planning. Admittedly, it sounds very monotonous, stereotypical, but actually it’s very important.

Many of our staff, especially our truck drivers, are from the neighbourhood. Our business is a part of the local community and therefore, we look beyond the working hours when it comes to road safety. We had curious incidents where a trucker was involved in a road accident with one of his relatives. This goes to show that any accident could impact you and your immediate family. Konsortium PD engages with family members, we often involve them in our road safety programmes. If we feel that there could be issues at home, we try to offer assistance.

And when it comes to the celebrations, we involve everyone, know that they are all part of our effort to make Malaysian roads safer. 



# Asian Trucker Photo Competition: The Winners

The Asian Trucker Photo Competition, themed “Safe Driving During Festive Seasons”, highlights the discipline and responsibility shown by drivers across the industry. Each submission reflects real-world practices that keep roads safe during one of the busiest travel periods of the year.

We thank all participants for their contributions and commitment to safety. The selected winners stand out for their strong safety habits and clear storytelling. Prizes will be distributed to winners in the coming days.



**Top 1:** Vincent Eik

**Fleet / Company:** MYLORRY TECHNOLOGY SOLUTIONS SDN. BHD.

**Vehicle:** Isuzu F-Series

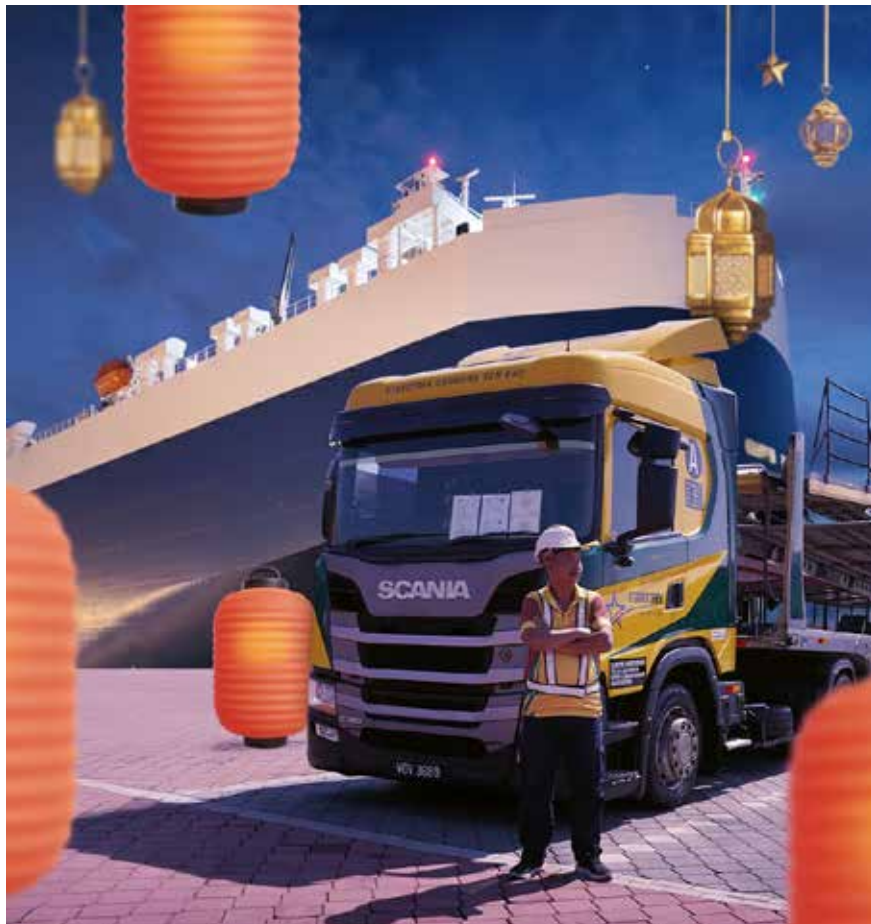
**Winning Story:** Festive seasons bring higher delivery demand and busier roads. Vincent Eik manages this pressure with discipline and planning. Using digital tools to optimise routes and monitor schedules, he performs thorough safety checks on brakes, tyres, and lights before every trip. He prioritises proper rest and maintains speed discipline, ensuring safety for himself and other road users. His dedication to professional driving earned him the top spot in the Asian Trucker Photo Competition.

**Top 2:** Muhammad Faiz Bin Abdul Rahman Putera

**Fleet / Company:** SWM ENVIRONMENT SDN BHD

**Vehicle:** HINO 500


**Winning Story:** Festive seasons bring heavier traffic and longer hours on the road. At SWM Environment Sdn Bhd, drivers understand that safety always comes first, no matter how busy the schedule. Before every trip, each truck undergoes routine checks to ensure it is roadworthy. Drivers are reminded to stay alert, patient, and focused. Sharing the road with families travelling home, the team prioritises safe returns above all else, making sure everyone, including their own drivers, arrives home safely.



**Top 3:** Mohd Azhar Bin Mohd Fozi

**Fleet / Company:** STARRTREK CARRIERS SDN BHD

**Vehicle:** SCANIA G360 + BLIZZARD 4

**Winning Story:** Before every trip, Mohd Azhar treats his truck as he would a friend. He performs a careful check of the tyres, listens for anything unusual under the hood, and conducts a final inspection before departure. These habits protect both his cargo and the people he shares the road with. Developed over years of experience and guidance from mentors, they reflect his belief that road safety is not a matter of luck, but of preparation, care, and responsibility. 



# The Evolution of Braking Systems

The braking systems used on buses today are the result of decades of continuous engineering development. What began as simple mechanical linkages has evolved through pneumatic actuation, friction material advances, electronic control, and most recently, regenerative energy capture. This article traces that technical evolution, examining the key developments, when they occurred, who led them, and what each change meant for the vehicles themselves.

## Mechanical and Hydraulic Systems

Early bus braking systems relied on mechanical actuation. Cables, rods, or linkages transferred force from the driver's pedal to the wheel brakes. While this approach was adequate for lighter vehicles, it required significant driver effort and produced uneven braking force distribution as vehicle weights increased.

Hydraulic systems emerged in the early to mid-twentieth century, using fluid pressure to multiply pedal force. These systems offered improved actuation compared with mechanical linkages. However, hydraulic systems presented two limitations for heavy bus applications. Brake fluid could boil under sustained heavy braking, leading to loss of braking force. Additionally, no fail-safe mechanism existed if hydraulic pressure was lost.

## Same Goals

All modern braking systems aim to achieve the same goals: faster braking, safer handling, and reduced brake fade. Brake fading is a significant safety issue; it is a focus in the development of brake systems. Brake fading is the temporary,

sudden reduction or loss of stopping power caused by excessive heat buildup in the braking system, typically during heavy, repeated braking or long downhill descents. It occurs when brake pads overheat and produce gases (pad fade) or when brake fluid boils (fluid fade), resulting in a spongy pedal and longer stopping distances.

## Air Brakes

Compressed air systems became the standard for heavy buses in the mid-twentieth century. An engine-driven compressor charges air reservoirs, storing compressed air for repeated braking cycles. When the driver applies the brake pedal, air pressure actuates diaphragms or pistons in brake chambers, applying friction at each wheel.

Spring brake chambers represented a critical advancement in fail-safe braking. These chambers contain large mechanical springs held compressed by air pressure during normal operation. If the system pressure drops below a safe threshold due to a leak or compressor failure, the springs apply the brakes automatically. This principle became a fundamental safety standard for heavy vehicles globally.

Drum brakes were the standard friction hardware throughout this period. The enclosed design of drum brakes made them simple to manufacture, but heat buildup during repeated heavy stops could reduce braking effectiveness.

### Disc Brakes

Disc brakes began replacing drum brakes on bus applications in the late twentieth century. A ventilated rotor exposed to airflow provides superior heat dissipation compared with enclosed drums. This results in more consistent stopping performance, particularly under repeated heavy braking conditions that are common in urban service.

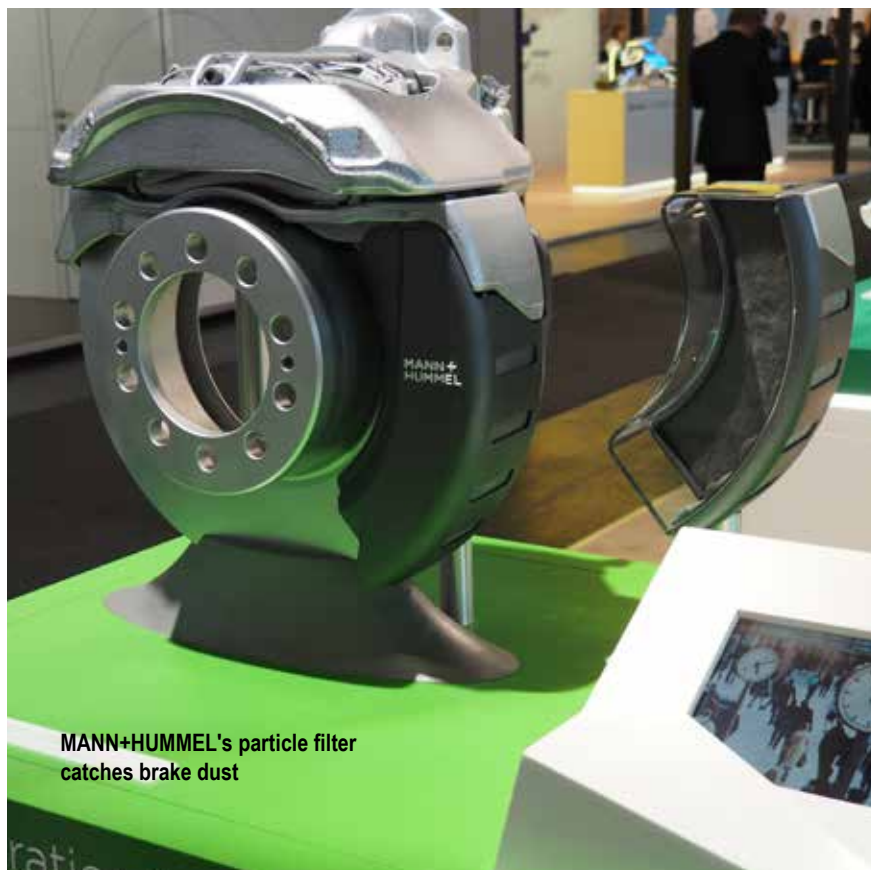
Knorr-Bremse, Meritor and WABCO were among the primary suppliers that adapted heavy-duty disc brake technology to commercial vehicle applications. Front axles typically converted first, followed by rear axles as the technology matured. Maintenance procedures for disc brakes differ from drum brakes, with pad replacement requiring less time than drum brake relining.

Disc brakes have become quite common. However, the development from Frederick W. Lanchester's patent for the disc brake in 1902 for early automobiles, to modern systems used in commercial vehicles, only took off over half a century later. Air disc brakes for heavy commercial vehicles were first developed in Europe during the 1970s and 1980s, with companies like Knorr-Bremse, Meritor, and WABCO leading the way for trucks and buses. Knorr-Bremse introduced hydraulic disc brakes on Setra S200 buses in 1973.

As a breakthrough moment, Renault first used air-brake system callipers (type D2) on their R420 Trucks in 1988.

### Meritor supplied the components.

By the 1990s, companies like Knorr-Bremse, Bendix, and Wabco were standardizing air disc brakes (e.g., SB7 type) on trucks and buses. Due to the higher cost of disc brakes, commercial vehicles and trailers can often be found to have been designed with drum brakes on rear axles.



**MANN+HUMMEL's particle filter catches brake dust**



**Modern Brake fluid is highly evolved**

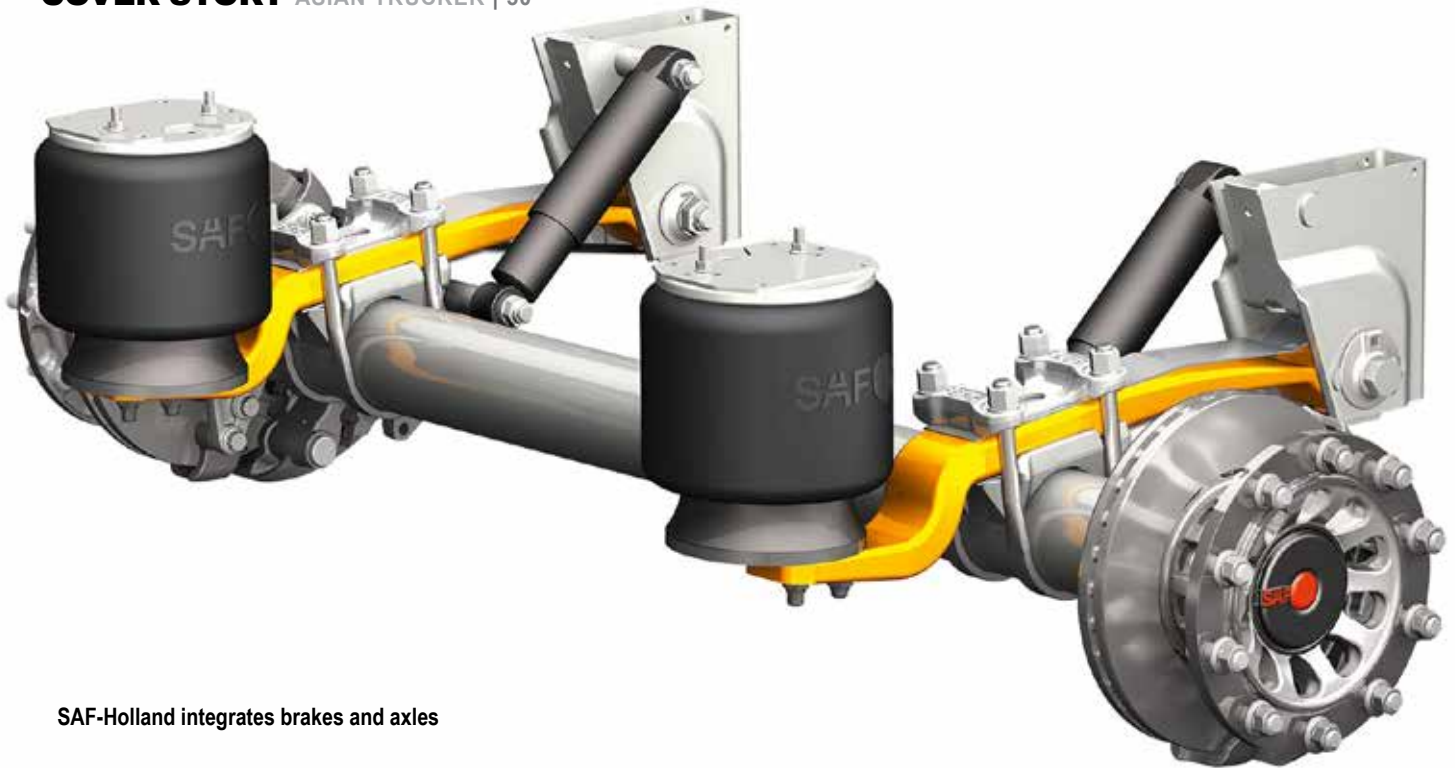
Haldex, emerging as a market leader, played a significant role in the development of disc brakes as a standard, supplying over 1.7 million air disc brakes, particularly in Europe, where they became widely used on all wheel positions. Haldex devotes a significant amount of space on their website to its "History of Air Disc Brakes".

Comparing disc brakes to drum brakes, the most significant differences are the superior stopping power of disc brakes, excellent heat dissipation, and better performance in wet conditions. These attributes make them ideal for driving at higher speeds (highway applications). However, they are more expensive. Drum brakes are durable, cheaper to manufacture, and suitable for rear wheels. They are often used on trailers. Drum brakes are prone to overheating and fading.

### Anti-Lock Braking Systems

Bosch commercialised anti-lock braking systems (ABS) for heavy commercial vehicles in 1981. ABS uses wheel speed sensors to monitor individual wheel rotation. When a wheel decelerates at a rate indicating impending lock-up, an electronic control unit modulates brake pressure via solenoid valves. This allows the driver to maintain steering control during full brake application.

ABS became standard equipment on many bus models throughout the 1980s and 1990s. The system is



**SAF-Holland integrates brakes and axles**

particularly effective in wet or low-traction conditions where wheel lock-up is more likely to occur.

It is worth noting that in Malaysia, ABS is mandatory for motorbikes of a certain engine size, with discussions going on to extend the compulsory use to motorbikes with lower engine capacity. Meanwhile, ABS and EBS are not mandatory for commercial vehicles in the country.

**Systems: Integrating Braking and Axles**  
WABCO launched electronic braking systems for commercial vehicles in 1996. EBS replaces many pneumatic control signals with electronic ones. Sensors monitor pedal position, wheel speed, and system pressure. Electronic control units distribute braking force across axles with greater precision than purely pneumatic systems.

Onboard diagnostics record fault codes with timestamp data. Workshop technicians retrieve these codes using diagnostic software, allowing for more efficient troubleshooting compared with visual inspection alone. EBS also enables integration with other vehicle systems, such as transmission retarders and stability control.

Increasingly, axles and brake systems are becoming more integrated components whereby the term axles

also describes the complex braking system attached to it. Providers such as SAF-Holland and BPW offer solutions that combine these two vital components. SAF-Holland, for example, integrates braking through its proprietary INTEGRAL disc technology, which features a two-piece design where the disc is cast onto a toothed adapter ring bolted directly to the hub. This design reduces thermal stress, prevents cracks, and improves service life.

**The Jake Brake**

Jacobs Vehicle Systems introduced the compression release engine brake in 1961. The system, which has been in production since, opens exhaust valves near the top of the compression stroke, releasing compressed cylinder pressure and converting engine energy to retarding power. This form of auxiliary braking is particularly effective at higher speeds.

It was the first practical mechanism for altering on demand the valve timing on a truck diesel engine, thereby converting the engine to a power-absorbing machine. The modified engine can continue to power the truck in normal operation, allowing service brakes to remain cool for emergencies. Invented by Clessie Lyle Cummins (1886-1968), this device has contributed significantly to highway safety.

The first effective device for using engine compression to slow down large trucks while they travel down lengthy, steep slopes at steady speeds was invented in 1957.

**Retarders and Intarders**

Hydraulic and electromagnetic retarders provide another form of auxiliary braking. These devices mount on the driveline or transmission output shaft and generate retarding force independent of engine speed. Several manufacturers developed these technologies for commercial vehicle applications.

Retarders reduce the workload on foundation brakes, extending the service life of brake linings, drums, and discs. They also provide additional braking capacity on long descents where sustained brake application could otherwise lead to fade.

Although the widespread use of retarders occurred much later, the first patent was filed in 1903. French engineer Steckel filed the first patent for a retarder utilizing Foucault currents (eddy currents). Three decades later, in 1936, French engineer

Raoul Roland Raymond Sarazin developed the first electromagnetic retarder application on vehicles, using a single central induced disk. This marked the first vehicle application.

The first commercialisation is registered in 1946: the 450-model electromagnetic retarder was marketed in France for vehicles up to 18 tonnes, developed by Raoul Sarazin. During the 1950s, the ELMA company (later Telma) perfected electromagnetic retarders, allowing trucks to manage steep descents. An example of these slopes is the 14-17 per cent grade of Laffrey in France, which was driven without using friction brakes, leading to widespread adoption in Europe for trucks and coaches.

While electromagnetic systems were developed in Europe, the 1960s saw the advancement of hydraulic (hydrodynamic) retarders by Voith and Allison in 1965 and Telma introduced the "Telmatic" water-cooled electromagnetic retarder (1970), and ZF began developing the integrated "Intarder" concept.

Based on the same idea but using different approaches can be found in the Electromagnetic Retarder created by Telma and the Hydrodynamic Retarder (Voith/ZF). The former uses Foucault currents generated by electromagnetic fields to create braking torque without physical wear. Meanwhile, the latter utilizes oil (or water) between a rotor and stator to create drag, transferring kinetic energy into heat for dissipation through the vehicle's cooling system.

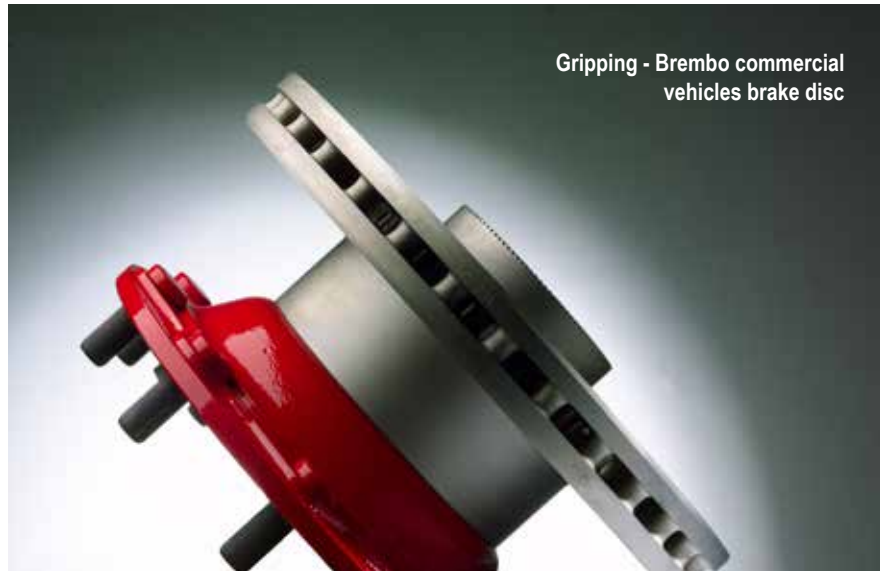
As an example of the effectiveness of such systems, one can look at the Swedish brand Scania. In 1993, their unique Retarder was launched. Controlled by a dash-mounted lever or via the brake pedal, the automatic downhill speed control was an innovation much appreciated by drivers. Use of the wheel brakes could be reduced by up to 75 per cent.

Credited with the invention of the integrated retarder is the ZF Friedrichshafen AG (ZF Group). Nowadays, commonly known as the Intarder, the company first introduced this wear-free brake system in 1992. MAN Truck & Bus was the first

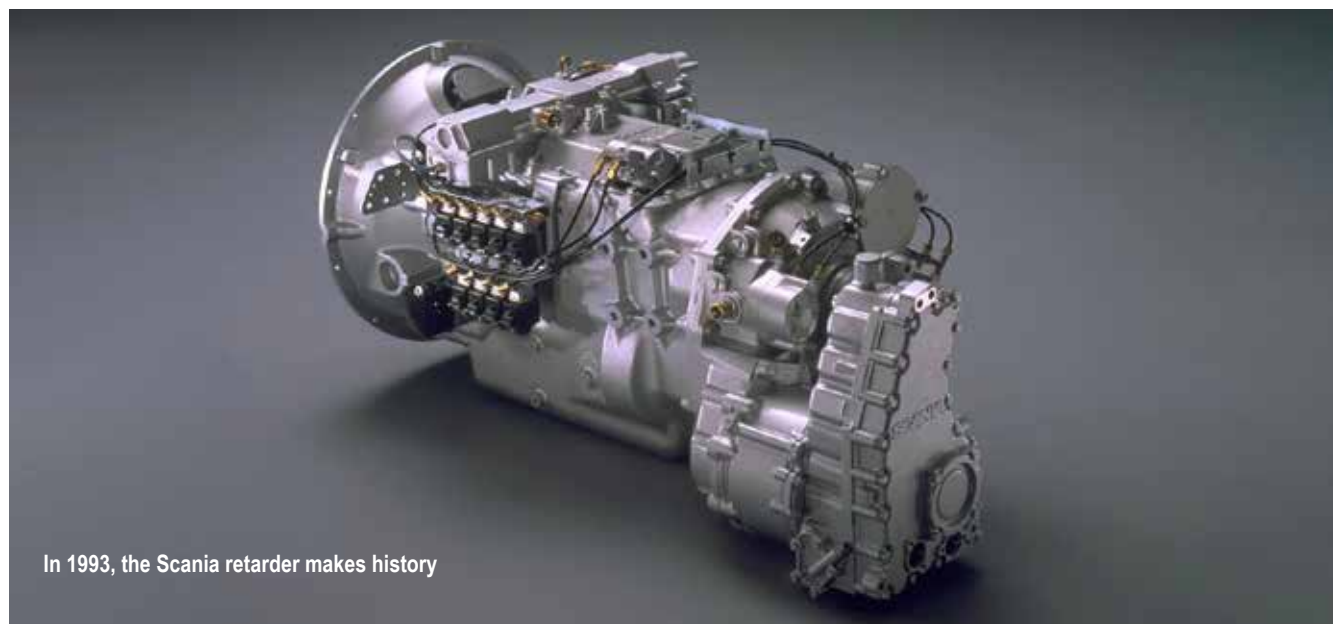
manufacturer to implement the ZF-Intarder in its commercial vehicles

In contrast to retarders, an Intarder is integrated into the transmission in a space-saving way. Consequently, it can be attached to manual and automatic transmission systems more easily. This also allows for optimal integration into the vehicle's brake management, including the cruise control function.

The Integral Retarder handles a sizeable portion of the braking demand, thereby reducing the frequency of brake maintenance. And since there is no mechanical friction or wear to shock the drivetrain, the Integral Retarder extends the life of your brakes and lowers maintenance costs.



Gripping - Brembo commercial vehicles brake disc



In 1993, the Scania retarder makes history

Hendrickson's INTRAAX AAT-25K-HN uses drum brakes



Regenerative braking changes maintenance patterns for bus fleets. Friction brakes on electric buses experience reduced wear compared with conventional vehicles, extending replacement intervals. However, new service procedures are required for high-voltage components and brake-by-wire systems.

The Integral Retarder from Allison Transmission, for example, is a key component designed to enhance braking performance in your vehicle. The Integral Retarder uses the vehicle's transmission fluid to create resistance and absorbs the energy through the drive shaft, delivering braking power to the wheels. This resistance converts energy into heat, which is then dissipated through the cooling system.

### Regenerative Braking

Regenerative braking entered production bus applications with hybrid and battery-electric models. During deceleration, the traction motor operates as a generator. Kinetic energy converts to electrical energy and charges the battery system.

### From Fluids to Braking by Wire

Brake fluid is one of the most critical yet often overlooked elements in vehicle safety engineering. Its evolution mirrors the increasing complexity of braking systems. Brake fluids have progressed from rudimentary oil blends in early

#### Milestones in Brake Development

Several milestones define the evolution of bus braking systems: Air brakes with spring brake chambers became the standard for heavy buses in the mid twentieth century. Bendix, Westinghouse, and Knorr-Bremse were among the key suppliers that developed and commercialized these systems.

Jacobs Vehicle Systems introduced the compression release engine brake in 1961. This provided a reliable form of auxiliary braking that reduced wear on service brakes.

Bosch commercialized anti-lock braking systems for heavy commercial vehicles in 1981. ABS prevented wheel lock during heavy braking and allowed drivers to maintain steering control.

WABCO launched electronic braking systems for commercial vehicles in 1996. EBS replaced pneumatic control signals with electronic ones and introduced onboard diagnostics for maintenance technicians.

Blended braking systems use electronic controllers to distribute braking demand between regenerative torque and friction brakes. Friction brakes typically handle low-speed stopping, emergency events, and situations where battery charge limits regenerative capacity.



hydraulic brakes to today's highly specialized synthetic formulations engineered for electronically controlled braking architectures.

In the early 1900s, the first hydraulic brake systems relied on simple mixtures of castor oil, ethanol, and butanol. While innovative for the period, these fluids suffered from low boiling points, rapid oxidation, and poor chemical stability, making them unsuitable for sustained braking loads. Under repeated braking events, especially in heavy-duty applications, fluid vaporisation often led to inconsistent pedal feel and early forms of vapour lock. Here again, heat development in braking systems is a major contributing factor to safety in commercial vehicles.

The subsequent introduction of mineral oil-based fluids improved oxidation resistance and general fluid stability. However, these formulations revealed a major material compatibility issue: they caused elastomer seals and rubber hoses to swell, soften, and eventually fail. This limitation accelerated the industry's search for more chemically stable and seal-compatible alternatives.

A major turning point came with the introduction of Department of Transportation (DOT) standards in the 1960s, which established performance benchmarks based on boiling point, viscosity, and chemical compatibility. This standardisation laid the foundation for the widespread adoption of glycol ether-based DOT 3 and DOT 4 fluids, which remain the backbone of modern braking systems. Their superior dry and wet boiling points, combined with excellent compatibility with seals and hydraulic components, made them ideal for both passenger and commercial vehicles.

The development of DOT 5 silicone-based fluid marked a different engineering direction. Its hydrophobic nature prevents moisture absorption, reducing internal corrosion risks and preserving painted surfaces in the event of spills. However, DOT 5's higher compressibility and tendency to aerate under rapid cycling make it unsuitable for ABS-equipped systems, limiting its use primarily to military, collector, and specialty vehicles. In this context, it is important to point out that the DOT ratings are meant to be used with specific applications and are not to be interchanged.

To bridge the gap between high-temperature performance and system compatibility, DOT 5.1 was introduced as a synthetic glycol-based fluid. While offering boiling points comparable to DOT 5, it retains full compatibility with DOT

3 and DOT 4 systems, making it highly suitable for performance-oriented and electronically managed braking platforms.

Today's braking systems demand even more advanced fluid characteristics. Modern vehicles equipped with ABS, traction control, Electronic Stability Control (ESC), and Advanced Emergency Braking (AEB) require low-viscosity brake fluids, commonly designated as DOT 4 LV or DOT 5.1 ESP. These formulations are engineered for rapid hydraulic response, enabling high-speed actuation of valves and pumps within electronic brake control modules.

A defining characteristic of modern glycol-based fluids remains their hygroscopic nature, meaning they absorb atmospheric moisture over time. While this helps prevent free water accumulation and localised corrosion, it progressively lowers the fluid's wet boiling point, making scheduled flushing intervals essential for maintaining braking performance.

Equally important are modern additive packages, which now incorporate anti-corrosion inhibitors, oxidation stabilisers, and lubricity enhancers to protect valves, pistons, seals, and electronic hydraulic modulators. These chemical advancements ensure reliability under increasingly demanding thermal and operational loads.

The evolution of brake fluid is therefore not merely a chemical progression, but a direct response to the transformation of vehicle braking systems from purely hydraulic mechanisms into fully integrated electro-hydraulic safety systems.

To address the critical issues of brake fluids, Brake-by-wire (BBW) systems in commercial vehicles start to replace mechanical/hydraulic connections between the pedal and brakes. By way of electrical signals, they are improving efficiency, safety, and packaging. Key developments include electro-hydraulic/electro-mechanical actuators, enabling faster response times, integration with regenerative braking, and 25 per cent weight reduction. Major launches by suppliers like Bosch can be expected in the coming years, enhancing autonomous driving and vehicle stability.



**This truck's emergency brake saved the boy's life**

**Not Stopping Here**

The integration of Brake-by-Wire (BbW) technology into heavy-duty axle systems marks a decisive transition in commercial vehicle engineering. Moving beyond conventional pneumatic and hydraulic braking architectures, the industry is now advancing toward electronically controlled, software-defined braking systems capable of meeting the demands of high-load transport, electrification, and autonomous logistics operations.

In traditional heavy-duty trucks, braking systems rely on air brake architectures, where response time, modulation accuracy, and system latency are inherently constrained by pneumatic actuation. The introduction of Electronic Braking Systems (EBS) has significantly improved this paradigm by digitising brake commands, allowing faster signal transmission and more precise brake force distribution across tractor and trailer combinations.

Modern BbW-integrated axles build on this foundation by relocating actuation intelligence closer to the wheel-end. This enables high-speed, axle-level control of braking forces, reducing stopping distances and improving stability under dynamic load conditions. This is particularly critical in Southeast Asia's mixed terrain, urban congestion, and long-haul downhill operations.

A key transitional technology in this space is Electro-Hydraulic Braking (EHB). While more commonly associated with passenger vehicles, its principles are increasingly influencing heavy-duty applications, especially in electrified trucks. By replacing traditional boosters with electronically controlled pressure generation, EHB enables faster brake response, improved blending with regenerative braking, and more consistent pedal feel, even under varying payload conditions.

Looking ahead, Electromechanical Braking (EMB) presents a transformative opportunity for heavy-duty platforms. By eliminating compressed air systems, hydraulic circuits, and fluid maintenance requirements, EMB introduces a fully electric braking architecture where actuators at each wheel deliver clamping force directly. For fleet operators, this translates into reduced maintenance complexity, fewer wear components, and improved system diagnostics.

The implications for EBS trailer integration are particularly significant. In current configurations, EBS ensures synchronised braking between tractor and trailer, but latency and calibration differences can still affect overall stability. With BbW-enabled axles and advanced electronic control, braking commands can be coordinated across the entire vehicle combination in real time, optimising brake force distribution based on axle load, articulation angle, and road conditions. This results in enhanced anti-jackknife stability, reduced tyre wear, and improved braking efficiency across multi-axle configurations.

From a systems perspective, the evolution toward centralised Vehicle Motion Control (VMC) is equally critical. By integrating braking (longitudinal control) with steering and suspension systems, trucks can achieve predictive stability management, particularly valuable for high centre-of-gravity loads and hazardous cargo transport. This level of control becomes indispensable in autonomous and semi-autonomous logistics applications.

For electric and hybrid trucks, BbW systems also play a vital role in regenerative braking optimisation.

**Roller brake tester**





**Haldex is leading development in brakes**

are defined in national or regional regulations. Vehicles that fail to meet the required thresholds must be repaired before returning to operation.

By precisely managing the interaction between friction braking and energy recovery systems, operators can maximise battery efficiency while maintaining consistent braking performance. Total cost of ownership (TCO) has become an important aspect in improving fleet performance, and this is where BbW will help improve the bottom line.

Disc brakes became common on buses in the late twentieth century. Knorr-Bremse and WABCO were among the primary suppliers that adapted heavy-duty disc brake technology to commercial vehicle applications.

However, the transition to fully electronic braking introduces stringent requirements for redundancy and fail-operational safety. Unlike traditional air brake systems, which provide inherent mechanical fallback, BbW architectures must incorporate dual-channel electronics, redundant power supplies, and fault-tolerant communication networks to ensure continuous braking capability under all conditions.

Regenerative braking entered production bus applications with hybrid and battery-electric models. Several manufacturers brought this technology into production as electric powertrains became more widespread.

A pragmatic industry approach is the emergence of hybrid braking architectures, where electronically controlled pneumatic systems (EBS) coexist with partial BbW functionalities. This allows manufacturers and fleet operators to incrementally adopt new technologies while maintaining compatibility with existing trailer fleets and regulatory frameworks.

### **Last Stop: At a Glance**

The evolution of braking systems for commercial vehicles represents a progression of distinct technological phases. Air brakes with spring chambers provided a fail-safe foundation that allowed buses to grow and weight. Disc brakes solved the heat dissipation limitations of drums. Electronic controls added precision, diagnostics, and integration with other vehicle systems. Retarders reduced friction brake wear and added safety on long descents. Regenerative braking tied deceleration to energy recovery, fundamentally changing how braking systems interact with vehicle powertrains.

Global suppliers such as ZF and Continental are actively developing scalable BbW solutions for commercial vehicles, with increasing focus on Asia as a key growth market. The region's rapid adoption of logistics automation, combined with the push toward electrification, is accelerating the deployment of these next-generation braking systems.

Ultimately, Brake-by-Wire axle integration is not merely an incremental upgrade. It is viewed as a core enabler of the future heavy-duty transport ecosystem. From improving braking precision in fully loaded prime movers to enabling synchronised control in autonomous truck platoons, BbW technology is set to redefine safety, efficiency, and operational intelligence across the commercial vehicle sector.

### **Testing and Regulatory Framework**

UNECE Regulation No. 13 defines performance requirements for service, parking, and emergency braking systems on heavy vehicles. First adopted in 1970 and revised multiple times since, the regulation includes provisions for anti-lock braking systems and electric regenerative braking.

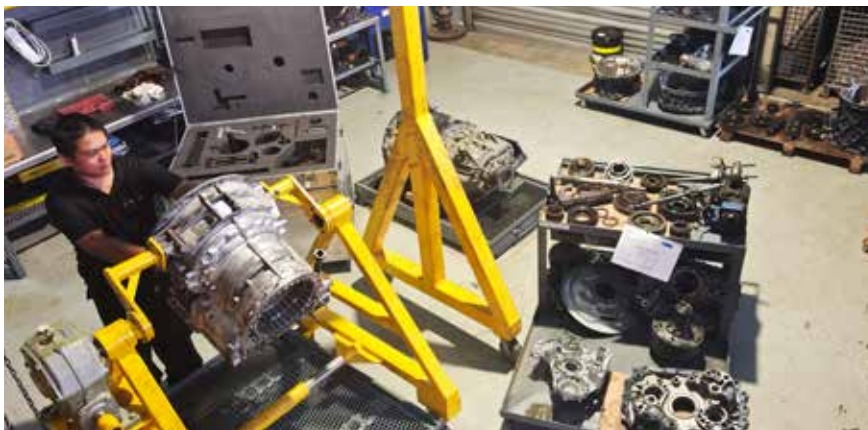
Each development responded to specific limitations in what came before. Each was driven by component suppliers and vehicle manufacturers adapting technology to production platforms. And each changed what a bus braking system could do, moving from a simple stopping mechanism to an integrated system that manages safety, durability, and energy efficiency. **F**

Roller brake testers are used during commercial vehicle inspections to measure braking force at each wheel. These testers record braking output and compare the force between the left and right sides of each axle. Permitted imbalance limits



# Allegiance Malaysia Presents New Business Direction

*Presenting themselves with a different mission, Allegiance Malaysia is emerging from an extensive evolution of their business.*



Starting out as a workshop, Allegiance Malaysia (Allegiance) used to offer repair and maintenance services to commercial vehicles. Primarily focused on European brands, the team would be handling standard servicing, replacement of oil, replacement of filters and other tasks of this nature. Over time, small diagnostics, maybe a replacement of parts, like shock absorbers, were added to the offering. Today, Allegiance emerges with a new mission, one that positions the business as a very different service provider. Asian Trucker met with Jason Soyza, Assistant GM-TE Division at Allegiance to learn all about this.

"In essence, instead of just replacing parts and components, we want to become a highly competent partner that diagnoses and repairs complex components." Soyza explained that this would include gearbox components, engine components, complete engines, complete gearboxes, complete drive train items like differentials and axles. "For example, air dryers are another complete assembly item we will be handling."

In order to become such servicing partner, Allegiance depends on the support of the OE suppliers. Already an authorised dealer for a number of OE brands, stepping up in the service level provided is even encouraged by these suppliers as they themselves will be able to offer a wider service network by working with Allegiance. Most importantly, Allegiance has added competences in diagnostics as it is becoming even more and more difficult to do conduct basic diagnostics or troubleshooting.

By combining the expertise about spare parts, being a stockist and the diagnostics tools, Allegiance proposes they repair and remanufacture components instead of just selling them. With the cost of maintaining a vehicle is going up, customers are exploring new ways to reduce the cost. Buying a new, genuine OEM component means paying premium. However, certain items like the gearbox, will be too costly and the purchase of a new one prohibitive. “Alternatively, you can take down your gearbox, send it to us, and we carry out the complete remanufacturing. That way, you have a genuine component, complete with new parts, set up to OEM specifications, at a lower investment level.”

Instead of buying a used one, Allegiance recommends this practice as it would give the fleet owner peace of mind. As one would not know what happened to a component purchased from a third party, there is a lot of risk involved. Maybe within a week it breaks down, putting the owner back to square one again. Sending the whole gearbox, the whole engine, even the whole drive axle to Allegiance for remanufacture would ensure the assembly is as good as new.

An interesting option is to have a spare unit on hand. When decommissioning a vehicle, one may want to assess certain components, like the gearbox or axles, and have it refurbished by Allegiance. That way, a spare unit can be on hand should another truck break down. Looking at it from another perspective, the new approach is supporting the ESG efforts of local transporters as well: Lifespans can be expanded, wastage reduced, and components salvaged.

Besides the move towards being a solutions provider, Allegiance is now also able to widen the service offering. Being a trusted partner means that Allegiance will be able to service all brands using components from certain OEMs. For instance, ZF components are no longer just used in European trucks. Initially, Allegiance focused on the European marques, whereby nowadays, their expertise also includes Chinese and Japanese brands and vehicles. “So, we’re not limited in terms of what brands we want can handle any more. We can offer our services as long as any of these OEM products are produced by any of the big manufacturers.”

With the evolution from being a workshop to an integrated systems provider must come a different mindset as well. Allegiance has spent significant time and effort to inculcate a new culture in their operations, moving away from the approach to replace parts and components to offering sophisticated solutions that require technical finesse as well as different skills. Thanks to years of experience with spare parts, this has been a transition that many thought was rather easy as it builds upon existing skills.

In parallel, there needs Allegiance needs to shift their attention to different customers as well. Nowadays, it is getting increasingly harder to repair a commercial vehicle within the restricted workshops that fleet owners may operate themselves.



More and more, repairs depend on highly sophisticated and expensive equipment, which Allegiance invests in. It may no longer be feasible to repair a modern vehicle in house and thus, a partner like Allegiance will need to be on the supplier roster.

In advancing the business, Allegiance also shifts out of a red ocean, where many compete on price for the limited business that is going around. “There will still be a need for simple swaps of parts and components, however, we will now move out of this space and advance into what could be described as a blue ocean.” Soyza believes that many common workshops are not able provide the depth of repairs offered by Allegiance. He said that “for one thing, they will likely not have access to all the technical documents related to these components and products.

In terms of hardware, Allegiance has enhanced their capabilities in tandem. Now boasting three Kardex storage systems, the warehouse has seen a boost in efficiency too. Thanks to the space-saving design of the storage system, Allegiance is now able to utilise freed-up space to further deepen and widen the range of parts on offer. In addition, the high-tech storage reduces the risk of dispensing wrong parts while at the same time keeping track of the inventory.

Meanwhile, the office space has also seen a make-over: an open space with hot desking for the sales staff now dominates the premises in Shah Alam. Modernising the office was needed in order to accommodate the new working style, in line with the new direction of the business. “We hope that many of our customers would also like to come and pay us a visit, have a chat and spend time here so that we can better understand their needs. Hopefully, we have managed to create an inviting atmosphere here.” **F**

# Hengst SE: Advancing Filtration Solutions as Enablers of Alternative Drivetrains

Filters are often underestimated in modern powertrain systems, yet they play a decisive role in ensuring engine performance, efficiency and durability. For more than 65 years, Hengst has served as an original equipment (OE) partner to leading on- and off-highway manufacturers. Today, the company is setting new benchmarks in filtration for alternative fuels, hydrogen applications and hybrid systems as well. With a comprehensive portfolio and modular system solutions, Hengst supports OEMs on their path toward climate-neutral mobility.

Hengst continuously and consistently demonstrates that technical excellence, innovation and OE expertise go hand in hand. In modern mobility, filtration is no longer a passive component, but a key enabler of efficiency, safety and sustainability in the commercial vehicles of tomorrow.

## Expanding OE Competence Globally

Hengst has significantly strengthened its OE position in recent years. In the European commercial vehicle sector, six of the seven leading truck manufacturers rely on Hengst filtration systems. Internationally, the company continues to expand its footprint. Recently, operations in Indonesia and India have opened their doors, bringing the brand closer to their customers in the Asian region.

A notable example is the oil filter module for MDEP engines produced by Volvo-Eicher in India. Within just six months of the plant opening in Bengaluru, the site received a Supplier Award for outstanding performance and customer focus. It is underscoring Hengst's ability to operationalise new facilities quickly and efficiently.

Globally, Hengst delivers modular fluid management solutions for various engine families from manufacturers such as Daimler, MAN, Deutz, DAF and Weichai. By integrating multiple functions into compact modules, Hengst provides not

Oil module HDEP



Volvo MDEP



Cabin Air Filter Blueion



just components, but system-level expertise. Rooted in their expertise in Diesel-powered drivetrains, Hengst now increasingly advances in new fuel technology as well. Alternative fuels, like Hydrogen are relatively new as energy source, however, they there is a need for advanced filtration as alternative fuels would fail without them.

## Meeting the Challenges of Alternative Fuels

The mobility landscape is undergoing a profound transformation. Climate targets and regulatory frameworks are accelerating the shift from conventional petrol and diesel engines toward a diversified mix of electrification, fuel cells, synthetic fuels and biofuels such as HVO and FAME.

These new energy carriers impose significantly higher demands on filtration systems:

- Biofuels can form aggressive acids that attack filters and seals.
- Synthetic fuels require adapted material characteristics.
- Hydrogen introduces entirely new requirements for crankcase ventilation and air filtration.

Hengst addresses these challenges with advanced filtration concepts designed to ensure maximum efficiency, safety and service life.

## High-Performance Fuel Filtration

For commercial vehicle and off-highway applications, Hengst has developed the modular Blue.maxx fuel filtration system. It is engineered for compatibility with current and future fuels. Whether fossil-based, synthetic or bio-derived user can be sure that their most valuable assets are protected.

At its core is the Energetic fuel filter element, featuring a metal-free, thermally recoverable design with integrated installation protection to enhance service safety. Effective water separation is a key strength of the system. By removing water efficiently, it protects sensitive injection systems, prevents microbial growth and supports long-term operational reliability.

Thanks to its modular design, Blue.maxx can be configured as a pre-filter, main filter or combined system with integrated water separation, thus ensuring flexibility and future-proof application. Uptime and Total Cost of Ownership (TCO) are concepts that more and more operators embrace. An investment into Hengst's filtration technology has proven time and again to be adding to the bottom line.

Hengst Bluemaxx



concentration in the crankcase to safe levels while reliably separating oil particles.


Alternative fuels dramatically increase filtration stress. Hengst has engineered specific solutions to address this. The result: enhanced safety, efficiency and longevity for hydrogen-powered drivetrains. In practical terms, Hengst is reducing risks for operators, giving them peace of mind and the assurance that their fleets will offer high dependability customers can count on.

### Looking Ahead: Modularity, Efficiency and Sustainability

As electromobility, hydrogen and alternative fuels continue to gain traction, filtration systems must become increasingly modular and adaptable. Hengst responds with scalable modular platforms tailored to specific engine and vehicle requirements.

The portfolio includes:

- Modular filter elements for oil, fuel and air
- Flexible assemblies for pre- and main filtration
- Advanced separator and air filtration systems
- Sustainable materials and CO<sub>2</sub>-optimised production under the Blue.on green line initiative

In addition, Hengst places strong emphasis on environmental protection and health. High-efficiency cabin air filters remove particles up to 40 times more effectively than conventional systems, while hydrogen and fuel cell filtration solutions ensure maximum operational safety with minimal environmental impact. 

### Oil and Engine Filtration for New Powertrains

Alternative fuels also influence oil ageing and exhaust gas composition, requiring adapted oil filtration solutions. Hengst has further developed filter media and sealing materials to withstand these new chemical stresses.

For hybrid vehicles and engines operating on HVO fuels, fully synthetic filter media are used to prevent the accumulation of aggressive acids such as nitric acid.

### Cathode air filter with air



With the Blue.tron Compact system, Hengst has also elevated engine ventilation technology. The compact disc separator can be integrated directly into the cylinder head cover, improving separation efficiency and ventilation performance. This is particularly critical for engines running on renewable fuels, where optimised crankcase ventilation contributes to durability and operational stability.

### Hydrogen: Filtration for the Energy Carrier of Tomorrow

Green hydrogen is widely regarded as a key enabler of CO<sub>2</sub>-neutral mobility. In fuel cell systems, filtration is mission-critical: even minimal contamination can irreversibly damage sensitive components.

Hengst provides Blue.netic cathode air filters and Blue.iox ion exchangers that effectively remove both particulate and molecular impurities. For hydrogen combustion engines, the company has developed active crankcase ventilation systems using disc separator technology. These reduce hydrogen

### Ion exchanger Blue.iox





# Keep It Real: Why Genuine ZF Parts Matter

Counterfeit automotive parts are a growing global problem—one that directly threatens vehicle safety, workshop credibility, and long-term operating costs. ZF Aftermarket is actively combatting this issue through its global “Keep it Real” campaign. This campaign aims to provide a clear call to action for workshops, distributors, and vehicle owners to reject fake parts and choose only genuine ZF components.

ZF stresses that the company does not produce, support, or endorse any “advertorial” or promotional material for counterfeit products. Instead, ZF strongly urges customers to purchase only genuine parts from authorised distributors, ensuring safety, performance, and peace of mind.

## The Hidden Dangers of Counterfeit Parts

Counterfeit parts are often designed to look almost identical to genuine components. However, appearances can be deceiving. Unlike authentic ZF parts, fake products are typically made with inferior materials and bypass the stringent testing and quality standards required of original equipment (OE).

## Safety Risks

Being it a truck carrying a heavy load, or a bus with many passengers on board, the transport owner must take safety on the road very serious. And this is where genuine parts matter most. Counterfeit parts can fail without warning. Just as one example, clutch and drivetrain parts with poor tolerances can break or malfunction suddenly and without warning.

Such failures significantly increase the risk of serious accidents, putting drivers, passengers, and other road users in danger.

## Financial and Operational Consequences

Using non-genuine parts may appear cost-saving at first due to their lower price, but the long-term impact is often the opposite:

- Higher maintenance and repair costs due to premature and faster wear or failure.
- Increased fuel consumption caused by inefficient or poorly engineered components.
- Potential secondary damage to surrounding vehicle systems

## Legal Liability

Workshops and distributors who install or supply counterfeit parts, especially those sourced from unverified channels, may be held legally responsible for resulting failures or accidents. This can include claims related to safety, negligence, and consumer protection.

## Erosion of Trust and Reputation

Low-quality counterfeit parts don't just harm vehicles: they harm reputations.

Mechanics, distributors, and even the genuine brand itself can suffer lasting damage to customer trust when fake parts are discovered or fail in service. And a company's reputation is built over years, but can be destroyed in seconds if counterfeit parts come into play.



### How to Identify Genuine ZF Parts

Acknowledging the situation, ZF has taken steps to ensure that buyers and users can identify and purchase genuine parts and components. To safeguard yourself and others, as well as your reputation, ZF recommends the following steps to protect yourself and your customers from counterfeit products:

#### 1)Purchase from Authorized Sources

Always buy ZF parts from authorised ZF distributors and accredited workshops. This is the most reliable way to ensure authenticity. If unsure about the status of a vendor, do refer to ZF for validation.

#### 2)Be Cautious of Suspicious Pricing

If a deal seems too good to be true, it usually is. Unusually low prices are a common warning sign of counterfeit products.

#### 3)Use Authentication Technologies

ZF supports advanced verification methods, including QR code scanning and direct support channels, allowing professionals and customers to confirm a product's authenticity.

#### 4)Check the Quality

Genuine ZF parts feature:

- Clear, consistent logos
- Proper finishing and precise construction
- High-quality materials

Visible defects, poor finishing, or inconsistent branding should raise immediate concern.

#### Help Stop Counterfeits

If you suspect counterfeit ZF products in the market, you can report them directly to ZF Aftermarket's Product Compliance team via [product-compliance.aftermarket@zf.com](mailto:product-compliance.aftermarket@zf.com)

The fight against counterfeit products requires all participants in the transportation ecosystem to join hands. By staying vigilant and choosing genuine parts, buyers and users help protect safety, uphold professional standards, and support a sustainable automotive aftermarket. The rallying call of the German brand is clear: Keep it real and choose genuine ZF parts. **F**



# Flexibility and Efficiency are a Must

By: Milan Olšanský, ITOY member, Czech and Slovak republic

In the early spring days, we met with the Vice President of Ford Trucks, Mr. Emrah Duman, to discuss topics that have increasingly moved the world of the automotive industry in recent months, especially in the heavy truck segment.

## What was the past year like for you in terms of the production and sale of Ford heavy-duty trucks on the European and global markets?

**ED:** The past year was shaped by a complex and fast-changing environment, including economic uncertainty, supply chain volatility, cost pressures and increasing regulatory requirements, especially in Europe. Despite these challenges, as Ford Trucks, we maintained production continuity by staying flexible, focusing on operational efficiency and working in close coordination across our network.

In terms of sales, market dynamics varied across regions. In Europe, stricter regulations and the growing focus on efficiency and emissions played a key role. In response, we continued to align our product portfolio with market expectations, focusing on fuel efficiency, safety technologies and sustainability.

In global markets, particularly in regions driven by infrastructure development and logistics growth, demand remained strong. In these markets, durability, reliability and total cost of ownership continue to be the main priorities for customers.

Overall, we strengthened our presence in Europe while maintaining our established footprint in global markets, with a clear focus on operational efficiency, customer satisfaction and sustainable growth.

## Could you say something about your company's production and sales results from the perspective of the European and non-European markets?

**ED:** Over the past year, our production and sales performance showed clear differences between European and non-European markets, reflecting varying regional priorities and market conditions.

In Europe, we focused on strategic growth, expanding our dealer and service network and increasing brand visibility to meet customer expectations and maintain a stable market position.

As Ford Trucks, Europe remains a key growth region for us. Non-European markets continued to represent a substantial share of our business, supported by long-standing customer relationships and established distribution structures. With our strong engineering capabilities and flexible product range, we were able



to respond effectively to regional needs, with demand driven by infrastructure development and growing logistics activity in several markets.

Overall, our approach balances geographic diversification with market-specific product positioning, allowing us to respond flexibly to different market dynamics.

**Do you feel that your position as a heavy-duty truck manufacturer based outside the EU is advantageous? And in what way?**

**ED:** Operating outside the EU can provide certain strategic advantages, especially when combined with full alignment with European standards and customer expectations.

From our perspective, this position allows for greater operational flexibility and faster decision-making, particularly in areas such as production planning and engineering priorities. It also enables us to leverage insights from both European and non-European markets, creating a broader and more adaptive approach.

At the same time, as Ford Trucks, we fully comply with EU regulations, where regulatory frameworks and tools such as VECTO play a critical role, particularly in emissions, safety, and overall performance. Our strength lies in combining global engineering capability, cost efficiency, and production flexibility with strict European standards. "

This combination creates a clear competitive advantage. It allows us to offer reliable, well-engineered vehicles that meet demanding regulations while remaining efficient and adaptable.

In that sense, being based outside the EU is not a limitation, but an opportunity to operate with a broader perspective while staying fully aligned with the European market and its future transformation.

**Diesel engines are still the choice of more than 97 percent of heavy-duty truck (HDV) customers. What is your opinion on the electrification of HDVs?**

**ED:** It is true that diesel engines still account for most of the heavy-duty truck usage today. This reflects the current realities of the sector, where long-haul

operations, infrastructure limitations and total cost considerations continue to make diesel the most practical solution for many customers.

At the same time, electrification is a key part of the industry's long-term transformation. Rather than a single, universal solution, we see it as a gradual and use-case-driven transition. Applications such as urban distribution, short routes and predictable regional operations are more suitable for electrification and are likely lead to this change.

As Ford Trucks, we approach this transformation with a focus on technological neutrality and realism. It is important to balance sustainability goals with customer expectations around reliability, range and operational efficiency.

This means continuing to improve the efficiency and emissions performance of diesel technologies in the near term, while also investing in alternative powertrains for the future.

In short, electrification is not a question of "if," but "when and where." The transition needs to be economically viable, operationally practical and supported by the right infrastructure

**In your opinion, is there such a strong, even somewhat hysterical, preference for electric HDV drives among some final manufacturers?**

**ED:** The industry is clearly going through a major transformation, and, naturally, different manufacturers communicate their strategies in different ways.

From our perspective, the transition to zero-emission transport should be guided by realism and practicality. Electrification plays an important role, particularly in specific use cases and regions.

At the same time, customer decisions are still driven by key operational factors such as reliability, range, payload capacity, infrastructure availability and total cost of ownership. These realities need to remain at the centre of the transition.

As Ford Trucks, we believe in a balanced and technology-neutral approach, where different solutions can coexist depending on the application and market conditions.

A successful transformation requires alignment between technological development, infrastructure readiness and customer economics, supported by long-term planning and a clear understanding of real-world transport needs.

**Do you perceive interest in BEV and FCEV HDV drives among your target group of end customers, and how strong is the interest?**

**ED:** We observe increasing interest in both battery-electric (BEV) and fuel cell electric (FCEV) heavy-duty truck solutions among our end customers.

Interest in BEV trucks are more concrete and application-driven today, particularly in urban distribution, short-distance and regional operations. In these use cases, route predictability, access to charging infrastructure and sustainability targets make electrification more feasible.

Interest in FCEV technology, on the other hand, is at a more exploratory stage. While customers recognize its potential—especially for long-haul operations—challenges related to hydrogen infrastructure, energy availability and total cost of ownership mean that adoption is still developing.

Overall, while diesel remains the dominant choice today, interest in alternative powertrains is clearly growing.

As Ford Trucks, we see this as a gradual, use case-led transition, where customer needs, operational realities and infrastructure readiness will determine the pace of adoption, and we continue to closely monitor these developments to shape our future roadmap.

**Which types of traffic of your end customers are most suitable for the implementation of electric drives?**

**ED:** Electric drives are best suited for operations where usage patterns are predictable and operational conditions are well defined.

The most suitable applications today are urban distribution and last-mile logistics, where vehicles operate on short, repetitive routes with frequent stops and return to a central depot. In these cases, limited daily range requirements and access to depot or overnight charging make electric solutions both technically and operationally viable.

Regional and short-distance transport with fixed routes also show strong potential, especially when charging can be planned around known schedules. These operations benefit from low noise levels and zero local emissions, which are increasingly important in urban and suburban environments.

By contrast, long-haul and heavy payload operations remain more challenging for full electrification at this stage, mainly due to range requirements, charging time, infrastructure availability and total cost of ownership.

As Ford Trucks, we believe that the success of electrification depends not only on the vehicle, but on the operating profile. The greatest value is achieved where routes are predictable, utilization is high and infrastructure is available or can be realistically developed. In line with this approach, we are preparing to introduce our electric truck models with production planned for next year.

**Are HDV autonomous driving systems a topic that would significantly affect the composition of Ford Otosan's offer in the near future?**

**ED:** Autonomous driving systems are an important topic for the heavy commercial vehicle industry. In the short to medium term, we see these technologies developing mainly through advanced driver assistance systems focused on safety, efficiency and driver support, which are already delivering tangible benefits and will continue to evolve gradually.

Fully autonomous HDV operation, especially in complex and open traffic environments, still faces significant challenges related to regulation, infrastructure readiness, liability and proven reliability.

For this reason, we do not expect full autonomy to fundamentally reshape our product portfolio in the near future.

As Ford Trucks, our priority is to enhance safety, productivity and operational efficiency through scalable and customer-relevant technologies, while approaching autonomous driving as a long-term and gradual transformation driven by real-world applicability.

**A reasonably large part of your production is aimed at construction operations. Is construction transport a segment of transportation in which we will see Ford BEV or FCEV heavy trucks in the near future?**

**ED:** Construction transport is a very important segment for us. At the same time, it remains one of the more challenging areas for electrification due to high energy demand, heavy and variable payloads, off-road usage and limited access to charging or refuelling infrastructure on-site. For this reason, the near-term adoption of BEV and FCEV solutions in this segment is more limited and highly application-specific.

That said, construction transport should not be seen as excluded from electrification. Certain urban construction projects with short distances, predictable routes or strict local emissions requirements may become early use cases.

We see the transition in this segment as gradual, where electrified solutions will be adopted where they can deliver really operational and economic value, while efficient and low-emission conventional powertrains will continue to play an important role in the near term.

This is a segment where timing will be closely linked to infrastructure and technology readiness.

**Can the legislative and customer pressure for HDV electrification be compared in the different regions of the world where you sell your vehicles?**

**ED:** Legislative and customer pressure varies significantly across regions. In Europe, regulation is the primary driver, with emissions targets, CO<sub>2</sub> requirements and urban access restrictions strongly shaping both manufacturer strategies and customer expectations. In many cases, customers are responding to regulatory frameworks rather than leading the shift themselves.

In contrast, in many non-European markets, customer needs play a more decisive role than legislation. Purchasing decisions are still mainly driven by operational efficiency, reliability, capacity and total cost of ownership. While sustainability awareness is increasing, electrification is often seen as a longer-term consideration.

There are also mixed dynamics in some regions, where multinational customers with global sustainability commitments create demand for electrified solutions, even in markets where regulation is less advanced.

This regional diversity reinforces the need for a flexible and market-specific approach, where electrification strategies are aligned with local conditions, infrastructure readiness and customer expectations rather than applied uniformly.

**What is the biggest obstacle to HDV electrification from your perspective?**

**ED:** The biggest obstacle is not technology, but ecosystem readiness. Infrastructure remains the most critical factor. The availability of reliable charging and hydrogen refuelling networks is still limited in many regions, and without this, large-scale deployment is not feasible.

Closely linked to this is the question of total cost of ownership. Customers need to be confident that electrified solutions are economically viable across the full vehicle lifecycle, considering energy costs, infrastructure investment and operational impact.

In addition, operational realities such as range requirements, payload impact and vehicle utilization patterns continue to limit applicability in certain segments, particularly long-haul and construction transport.

Ultimately, electrification will scale only when technology, infrastructure, regulation and customer economics evolve together. Until then, adoption will remain gradual and application-specific rather than universal.

**Which of the world regions, in terms of the application of your HDV production, shows the highest willingness to electrify? In other words, where will we first see the application of Ford BEV or FCEV heavy trucks?**

**ED:** Willingness to electrify heavy-duty vehicles varies significantly by region and is closely linked to regulatory frameworks, infrastructure readiness and customer operating profiles.

At this stage, Europe shows the highest level of readiness, driven by stringent emissions regulations, strong policy support and increasing restrictions on conventional vehicles, particularly in urban and regional transport.

As a result, we expect the first wider applications of BEV heavy-duty trucks to emerge in Europe, especially in urban distribution and short-haul operations where conditions are more suitable. This makes Europe a natural starting point for the initial phase of electrification.

When it comes to FCEV technology, we see long-term potential on a more global scale, particularly in regions investing in hydrogen infrastructure. However, widespread adoption will depend on ecosystem maturity rather than geography alone.

**What are the prospects of the automotive industry in the heavy truck segment for 2026 from your perspective?**

**ED:** From our perspective, 2026 will be a year of transition and consolidation rather than abrupt transformation for the heavy commercial vehicle industry.

Market demand will remain closely linked to macroeconomic conditions, infrastructure investment and logistics activity. While some regions may



experience volatility, the fundamental need for efficient and reliable road transport will continue to support the segment.

In terms of technology, we expect a pragmatic balance. Diesel powertrains will remain dominant, with continued improvements in efficiency and emissions performance, while electrified solutions—particularly BEVs—will gain traction in clearly defined applications, such as urban distribution and regional transport.

Rather than a disruptive shift, progress will be incremental and use case-driven. Customers will continue to evaluate new technologies based on operational feasibility, reliability and total cost of ownership.


This will favour manufacturers that can offer flexibility, a broad portfolio and application-specific solutions in an evolving market environment. In this context, adaptability will be the key differentiator.

**What are your company's ambitions and plans for this year?**

**ED:** Our focus this year is on strengthening our presence in key markets and further enhancing customer support through our dealer and service network. At the same time, we are advancing our zero-emission roadmap in line with our long-term sustainability strategy, supported by targeted investments in electrification, digitalization and advanced driver assistance technologies.

A key priority for us is also to ensure full alignment with evolving European regulations, including CO<sub>2</sub> targets and VECTO requirements, which are increasingly shaping both product development and market competitiveness.

We see this year as an important step in preparing for the future while delivering strong performance today.

Our approach is not to pursue change for its own sake, but to focus on meaningful and measurable progress, ensuring that we continue to deliver value to our customers in a rapidly evolving environment, while maintaining strong competitiveness in Europe and international markets. 



# Scania' New Kuantan Workshop with Enhanced Driver Facilities a Basis for Expansion

*Welcoming truckers and fleet owners to their new workshop in Kuantan, Scania offers insights into their strategic thinking.*

**O**n April 3rd, Scania hosted a Customer & Drivers Day. Guided tours of the premises, introductions to Scania Digital Services, and presenting new model specification of the Scania Super P and R-series were part of the program. The intention of the activities were all designed to help fleet operators to achieve better profitability and sustainability for their businesses.

While the location of Scania's Kuantan new workshop is not very far from the old place, it immediately makes its presence known with more space and better accessibility. Drivers have already taken a liking to the new Scania workshop in Kawasan Perindustrian Semambu 7. Known to be an industrial area, it is a familiar place for most drivers. With known landmarks around,

dropping off a vehicle for service is easier now. An issue Scania had identified in the previous compound was the fact that the address was not easy to find in navigation apps.

"So, that was one of the reasons why it was very important to actually pick this place. Secondly, later on when one tours the place, visitors will see it gives us enough space to expand quite a lot of things that we wanted to do," Ian Tan, Marketing & Communications and Digitalisation Director, told Asian Trucker.

## Upgraded Facilities

Within the bigger building, Scania re-modelled the space for their Kuantan operations. For example, the driver's room deserves special attention. "It was brought to my attention that not a lot of workshops in Malaysia prepare driver's room. And we are one of the few that really, really put effort in creating a driver's room," Tan said. Accordingly, Scania managed to expand the driver's room, included air-conditioning and beds. Understanding that with drivers being the most important aspect along with the vehicle performance, facilities have been designed with a focus to enhance their experience. Those waiting while



their vehicles to be serviced will also be provided with snacks and drinks. The expanded lobby is meant to make the driver feel at ease, welcome and comfortable.

The space is a bigger lot, accommodating more vehicles to be readied for their service. Serving customers around Kuantan, this workshop is strategically located to cater to fleets moving along the routes with Kuantan as a hub. Customers on the east coast of Peninsular Malaysia using routes that may not go via Kuantan can count on the Scania workshop in Kota Baru to be on their side. With the construction of the new workshop signifying a substantial investment, Scania aims to signal their commitment to supporting their customers. Tan is confident that the brand will be able to further grow their vehicle population in the area. "They can be assured that if they expand their business, we are ready to support them."

Tan stressed the importance of inviting business owners together with their drivers. Workshop facilities are mostly used by the driver for the purpose of managing the business owner's assets. Such visits are important for business owner as it affords them with a better understanding of how their drivers work and what they require in order to consistently perform at their best.

### Digital Services

Besides the physical premises being signifiers for the commitment of Scania, the other part is the push for digital services. Both, A Good Company and A Good Driver are initiatives based on data that Scania harvests in collaboration with clients. Being relatively new concepts, Tan opined




that Scania's customers may not have fully embraced the full potential of digital services, transforming them to data-driven businesses. Data, managed properly, can provide invaluable insights into how to improve businesses when converted into information. "You can have very little data, or a lot. In either case, asking the right questions will give you leverage." The possibilities are infinite in his view, and he would want to encourage Scania's customers to really embrace data-driven logistics. With the data on hand, one can have the right discussions: nowadays when people are very concerned about fuel consumption, the information gleaned from the Scania Digital Services can make a difference."

Among the digital services, the Scania Driver app stands out as it is a demonstration of Scania's understanding of how a transport business operates. Typically, reports are generated and discussed at the end of the month. The fleet manager may have access to daily data, however, this is most often not part of a daily review with the driver. Letting drivers know at the end of a month on what they would need to do in broad terms may not result in any behavioural changes. "Simply put, the monthly results are not tangible for the driver."

The ProDriver digital coaching feature gives drivers immediate feedback on their driving with actionable insights. For instance, the app would tell the driver to idle a certain amount of time less each day in order to improve their ranking. Drivers are ranked against a global population of Scania ProDriver users. Gamification allows for drivers to compete in a meaningful, yet engaging way with the app.

### Holistic View

On display were two Scania Super truck models. Showcasing the new model specification P and R-series cabs, Scania is offering vehicles that are in line with the current trend of getting more value out of each truck. Scania Malaysia has learned that customers appreciate the fact that both of them are actually specified with the Scania Super engine, which is the latest 13 litre variant. The Scania Super truck is hailed for its low fuel consumption, which Scania promises to be down by as much as eight percent. With the application of all solution, it could be as much as 15 percent.

Touching up the fact that the uptake in electric trucks in the heavy-duty segment is sluggish in Malaysia, Tan linked the development to the fact that one would have to see electric vehicles in the overall context of the ecosystem. For instance, the infrastructure needs to support Battery Electric Vehicles, or Hydrogen-powered ones. Additionally, financing is an aspect that cannot be overlooked. Scania is constantly evaluating the market in order to decided which truck models to introduce. However, all decisions should be made in a holistic manner. For instance, the current energy crisis may lead some to believe that a shift to BEV has to be made immediately. "However, the question is: what happens in the long run? We believe that we can work with our customers to provide them with the best suitable solution, giving them a better profit margin, when we work in partnership, taking a long-term approach," Tan concluded. 





# A New Lion King

**M**AN Truck & Bus is making a clear statement in the premier class of heavy-duty transport with the launch of a new TGX 41.640 8x4/4 heavy-duty tractor unit with a gross vehicle weight rating of 250 tons.

The 640 hp four-axle vehicle easily moves large turbines weighing hundreds of tons for wind turbines, high-voltage transformers or entire submarines.

Among other things, the MAN TGX features a torque converter clutch, a special gearbox designed for extreme loads and powerful hydraulic and compressed air systems that enable precise steering and levelling of the 30 or more axles of heavy-duty trailers in any driving situation.

The new heavy-duty range is a complete factory solution from MAN Individual: the four-axle base vehicle is produced at the Munich plant and then equipped with heavy-duty couplings, reinforced cooling and diesel and hydraulic tanks at the MAN Truck Modification Centre in Wittlich.

The high-performance truck comes with the same comprehensive after sales, warranty, and financing services as all series vehicles.

This makes MAN one of the few providers of series-based complete solutions from 3.5 to 250 tons and covers every transport task from light to heavy with the TGE, TGL, TGM, TGS and TGX models - also fully electric on request from 12 to 42 tons. Friedrich Baumann, Executive Board Member for Sales & Customer Solutions at MAN Truck & Bus, unveiled the new tractor unit in the presence of around 80 international heavy-duty transporters: "With our new 250-ton tractor unit, we are returning to the supreme discipline of heavy-duty transport. Thanks to MAN Individual's expertise, we are offering our customers a highly specialised vehicle that combines maximum performance, reliability."

MAN Truck & Bus is one of Europe's leading commercial vehicle manufacturers and providers of transport solutions with an annual sales revenue of around 14.1 billion euros (2025). The company's product portfolio includes trucks, buses and coaches with diesel and zero-emission drives, vans, diesel and gas engines along

with services related to passenger and cargo transport. In doing so, we are once again sending out a strong signal to simplify our customers' business."

MAN has delivered the first new 250-tonne heavy-duty TGX to the German rental specialist BFS. The dark blue tractor unit is available for heavy-



duty transport companies that require vehicles at short notice for particularly heavy-duty operations.

"We are very proud to have the very first of these special high-performance trucks in our fleet! It is the perfect flagship for our special vehicle rental fleet and another highlight in our 60-year partnership with MAN," says Jan Pliening, Managing Director of BFS.

He and his team are cooperation partners of MAN for commercial vehicle rental: from standard models and special vehicles to 250-ton trucks - with flexible short to long-term rental and supported by a comprehensive service network of over 90 MAN-owned workshops in Germany, Switzerland, Croatia and the Netherlands.

### **New 250-tonne TGX: Designed for Extreme Heavy-duty Applications**

At the heart of the new heavy-duty model is the MAN D3876 in-line six-cylinder engine with 640 hp and 3,000 Nm torque, available in a wide range from 900 to 1,380 rpm<sup>1</sup> - ideal for high loads at low speeds. The torque converter clutch (WSK) integrated into the automated MAN TipMatic 12.30 OD gearbox enables low-wear, powerful starting with up to 1.59 times more torque and sensitive manoeuvring.

In addition, the Retarder 40 ensures high continuous braking performance and thermal stability. Special TipMatic programs provide support during



operation: the Heavy Transport program for loads up to 250 tons, the Efficiency mode for loads up to 70 tons with particularly economical fuel consumption.

### **Integrated Heavy-duty Equipment Ex Works**

MAN bundles the central heavy-duty components in a heavy-duty tower behind the cab. It contains four pressure tanks for 160 litres of additional air supply, a 960-liter diesel tank and the 290-liter tank for the two-stage heavy duty hydraulics.


This delivers pressures of up to 300 bar, works with a load-sensing system and provides 20 or 40 l/min of oil independently of the load - depending on the requirements of the axle steering systems. A heavy-duty transport cooler is also integrated into the heavy-duty tower, which keeps the engine temperature stable even at low speeds and high engine loads. The JOST JSK 38 C fifth wheel (3.5") is mounted on the frame, with an 800 mm shifting device as standard for optimum load distribution. For use in Page 2/3 pushing or pulling operations, the vehicle has a front register coupling with three height levels. At the rear, the ROCKINGER 56 EA can be fitted as an option, whose automatic locking mechanism enables comfortable and reliable coupling even on uneven terrain.

### **Design, Comfort and Individualisation with MAN Individual**

The tractor unit is also available with the MAN Individual Lion S equipment package as an option. This includes exclusive design elements such as carbon applications, black aerodomes, red accents and high-quality interior details such as Alcantara seat covers, decorative stitching and red seat belts.

A 24-inch television or an electrically adjustable TV recliner are available as options, as is ambient lighting - elements that make everyday driving much more pleasant, especially on long journeys.

### **Service and Financing Portfolio up to 250 tons**

MAN complements the new heavy-duty model with a comprehensive service and financing portfolio: this includes MAN Service Contracts, Extended Warranty and the Uptime Guarantee as well as digital services such as Perform, Compliant M, Timed and ServiceCare. The global service network with around 1,670 locations in over 140 countries ensures rapid support. Flexible financing and insurance models from MAN Financial Services - including Hire Purchase and PremiumCover - offer additional planning security, especially for heavy-duty customers. 





# Volvo Trucks Malaysia Introduces the Volvo FH16 750hp

*Setting a new benchmark in heavy-duty transport.*

**V**olvo Trucks Malaysia introduced the Volvo FH16 750hp, setting a new benchmark in performance, productivity, and driver comfort for heavy-duty transport operations.

The Volvo FH16 has long been recognised globally as Volvo Trucks' flagship model, designed for the most demanding transport assignments. With the introduction of the 750-horsepower variant, Volvo reinforces its commitment to delivering exceptional power, efficiency, and reliability for customers operating in challenging long-haul and heavy-haul applications.

"The Volvo FH16 represents the pinnacle of Volvo Trucks engineering," said Johan Larsson, Managing Director of Volvo Trucks Malaysia. "With 750 horsepower, this truck is built to handle the most demanding tasks while delivering the safety, efficiency, and driver comfort that Volvo Trucks is known for worldwide."

Engineered for superior performance, the Volvo FH16 750 combines immense power with advanced driveline technology, ensuring smooth and efficient operation even under the heaviest loads. The truck is designed to optimize productivity while maintaining fuel efficiency and operational reliability—key factors for transport

companies operating in Malaysia's demanding logistics and infrastructure environment.

The Volvo FH16 also reflects Volvo Trucks' strong focus on driver-centric design. The cab offers a spacious and comfortable environment with advanced safety features, intuitive controls, and enhanced visibility—helping drivers stay safe, comfortable, and productive throughout long journeys.

With the introduction of the Volvo FH16 750, Volvo Trucks Malaysia continues to strengthen its position as a leader in premium heavy-duty transport solutions, delivering trucks that combine power, safety, and efficiency to support the evolving needs of Malaysia's transport and logistics industry.

**7 REASONS TO CHOOSE THE VOLVO FH16**

**1.THE MASSIVE POWER.** The D16 engine packs a punch, with up to 750 hp and 3550 Nm of torque. Imagine what that does for drivability. You'll be able to climb uphill with heavy loads at speeds you'd never imagine possible.

**2.THE LOAD CAPACITY.** Made for the heavy and extreme assignments, the Volvo FH16 can be built to handle gross combination weights up to 325 tonnes. The front axles can take up to 10 tonnes each. A new 38 tonne tandem drive excel enables efficient pulling of combinations up to 325 tonnes.

**3.VOLVO DYNAMIC STEERING.** Get effortless steering and full control in the same package. Volvo Dynamic Steering offer excellent maneuverability both forward and in reverse. On top of that, you also get assistance to avoid skidding.

**4.THE COMFORT AND SPACE.** Regardless of which Volvo FH16 cab you choose, you'll have all the comfort and space you need for your life on the road. The choice of materials, the sleeping comfort, the light from above and the cab climate is hard to beat.

**5.THE I-SHIFT RANGE.** For the Volvo FH16, you can choose different hardware and software within the I-Shift family to optimise your powertrain. Go for the I-Shift with crawler gears, which lets you start with heavy loads in poor road conditions, crawl slow with full control and run lean on fast routes. The I-Shift makes it beyond easy to drive safely and efficiently. And the I-Shift driving modes are easier than ever to use.

**6.THE DRIVER INTERFACE.** An instrument cluster that's fully digital and adapted to your truck, your needs and your driving circumstances. An easy to use differential control and a clear status of different locks and axle load distribution helps you stay in control even with extreme loads.

**7.THE VISIBILITY.** The Volvo FH16 offers excellent visibility with its generous window areas and well-designed mirrors. On top of that, you can add up to eight cameras—one of them being the passenger corner camera, positioned in the passenger side rearview mirror—with camera views presented in the side display. It will put you well on top of the traffic situation, your truck and your load. **F**





# Port of Tanjung Pelepas Electrifies Prime Mover Fleet

**P**ort of Tanjung Pelepas (PTP), a joint venture between Malaysia-based MMC Group and Netherlands-based APM Terminals, is set to electrify its prime mover fleet, further advancing its sustainability ambitions and digital transformation.

The port has signed an agreement with Terberg Tractors Malaysia (TTM) to purchase its first batch of electric prime movers (e-PMs), or terminal tractors, for horizontal container movement within the terminal. This fleet of e-PMs comprises 52 units, forming part of a larger order of 92 prime movers, with the remaining units powered by conventional fuel.

PTP's decarbonisation roadmap targets a 45 percent reduction in carbon emissions by 2030, based on a 2021 baseline.

PTP CEO Mark Hardiman added that the procurement is part of the port's expansion strategy, supporting its aim to increase terminal handling capacity to approximately 16 million TEUs over the next two and a half years.

## The Need for Trucks

When arriving at PTP, the first thing that one will see are the gigantic cranes, used to load and unload containers lining the five kilometre long jetty. The 14 berth offer spaces for modern container ships carrying up to 24 000 containers each. Each container movement is important as it equals money made for the port as well as for the hauliers that are moving them in and out of the port. PTP itself owns a fleet of over 500 trucks. These play an important role as they provide the horizontal transport of the containers between the yard, the ships and to the hauliers.

Within the container terminal, movement of containers is done by either crane, train or the trucks. PTP operates Kalmar and Terberg vehicles, of which the



latter contributes the biggest number of trucks in the port. Terberg Yard Tractors are the perfect choice according to Hardiman “From a technical point of view, the Terberg vehicles are perfectly suited for our operation. Plus, they are being manufactured here in Pasir Gudang, which makes access to Terberg very easy,” he said.

The specialised trucks from Terberg are designed for port operations. Being single-seaters, they are not street-legal, but adapted to the environment. To provide training, a number of the Terberg vehicles are twin seaters to allow for an instructor to accompany a learner under instruction. Yard Tractors (YT) are not designed to operate on public roads. This makes them cheaper compared to the prime movers that ply our roads. However, they are also not designed to operate in areas that require climbing up inclines. As several warehouses operated in the free trade zone have ramps, a number of Terberg YTs in operation are specified to be four wheel-drives to make the climb to the first floor of the depot

### Proof of Concept

While various drivetrain alternatives exist in the market, PTP’s transition to electric terminal tractors is a strategic move based on technological readiness and proven performance. “We have been dealing with TTM for the Proof of Concept (POC) unit and demonstrated that Terberg YT200EV delivers more than 50 percent reduction in monthly operational costs and more than 40 percent reduction in emissions compared to diesel.” Hardiman told Asian Trucker.

According to him, the POC result is the primary reason that moves the operation forward to a cleaner driveline selection. Hydrogen technology remains a key pillar of long-term planning for PTP though. PTP will actively initiate the POC once the necessary supply infrastructure is established and the technology demonstrates the maturity and reliability required for seamless integration into our operations.

Proof of Concept (PoC) for electric yard trucks results showed:

- e-PM emissions: 4 000 kgCO<sub>2</sub>eq/month
- Conventional PM emissions: 7 600 kgCO<sub>2</sub>eq/month
- Emissions reduction: 48 percent
- Monthly operating cost reduction: approximately 57 percent

The decision to acquire 52 electric YTs is the result of the team’s decision after the extensive Proof of Concept trials starting in 2023. Drivers provided direct feedback on the cabin ergonomics and the instant feeling on the torques of electric motors. The immediate feedback was that the YTs offer enhanced driver comfort, emit no engine noise or vibration. The ergonomics were praised in particular along with the powerful drivetrain, and enhanced visibility. The latter being a safety concern was highlighted as a positive development.

Meanwhile the fleet manager had the opportunity to analyse real-time data from the Terberg Connect telematics system. “Special thanks are given to our engineer who also studied the charger compatibility and infrastructure feasibility to ensure smooth charging procedures.”

### Risk Assessment

Certainly, there is risk involved when making drastic changes like the one described. However, Hardiman and his colleagues view this move not as taking an unnecessary risk, but as a calculated strategic advancement.

Rather than waiting for a blueprint to be established elsewhere, PTP has undertaken a rigorous internal vetting process. “Our collaboration with Terberg allowed us to conduct extensive trials and technical mapping before a single vehicle was deployed.”

Moreover, while there are indeed some element of risks, PTP recognises that electric terminal tractors are a product maturing at an exceptional pace. In the view of the project management team, technology has reached a level of reliability where it is no longer a “risky” experiment, but a proven operational asset.

For PTP, the goal is to lead in operational efficiency and sustainability. By proactively developing our own electrification framework, from grid readiness to specialised maintenance, we ensure that our infrastructure is perfectly tailored to our unique volume and scale, giving us a significant long-term competitive advantage.



## Operating Within an Ecosystem

Beyond the e-PMs, PTP has also purchased five electric small forklifts (e-SFs) and is involved in international sustainability collaborations including:

- IMO GreenVoyage2050
- Australian Partnerships for Infrastructure (P4I)
- MoU with the Port of Melbourne

The signing ceremony was attended by Mark Hardiman and TTM CEO Boo Wei Ching. The prime movers are scheduled for delivery in 2026, with TTM providing 24 months of maintenance support. He noted that PTP will be the first port in Malaysia to introduce e-PMs from TTM.

Hardiman commented that “While various ports are at different stages of their green journey, our milestone is defined by the scale and integration of our electrification project. In making this transition, we heavily factored in industry learnings from several major ports outside Malaysia, including the extensive global experience of our shareholder, APM Terminals.”

By leveraging APM Terminals’ network and data from their international electrification initiatives, PTP were able to adopt best practices in charging infrastructure, duty-cycle management, and maintenance.

In their case, the transition to an electric fleet requires a comprehensive ecosystem beyond just the vehicles themselves. It involves detailed planning of their electrical network capacity, specialized technical training, and a robust spare parts supply chain.

Hardiman underscored the excellent collaboration with Terberg as their vehicle partner. Their commitment to establishing a complete support infrastructure directly within our port. “This ensures that our move toward EV technology is sustainable, reliable, and fully integrated into our long-term operational goals.”

## Further Considerations

Beyond the evaluation of the drivetrain, there are other considerations when switching to electric vehicles. First is the technical training: upskilling technicians to handle high-voltage systems. Second is the charging infrastructure and fire suppression system. Third is the staffs that have to undergo PTP’s customised program

involving classroom and on-the-job training. By collaborating with TTM in providing full technical and training support throughout, the EV-adoption journey and ongoing fleet maintenance is ensured.



Shown is a Terberg YT200EV: at the time of writing, this model electric prime mover was being evaluated for the POC. It features a high efficiency regenerative electric drive train that offers long productivity hours, together with a CCS2.0 dual socket fast charge feature that cuts the charging time to under less than one hour. This means the vehicle can spend more time in operation and less time charging. We plan the charging timing accordingly and this does not impact our operations. Following revised specification requirements following the trial, the units delivered to PTP will be slightly modified from their original specifications.

The standard Terberg YT200EV series is a next gen electric terminal tractor for terminal, logistics applications:

- 4x2 RWD with elevating 5th Wheel
  - 85 Tons GCW
  - Max speed 40km/h
  - 240kW peak electric motor with efficient regeneration
  - Safe CATL Lithium Iron Phosphate Batteries
  - Safe design with active and passive protection
  - Up to 6000 charging cycles
  - Dual socket ultra fast charging in less than 1 hour
  - Or battery swapping in 5 minutes
- Up to 30 hours operation in one charge

In particular, Battery Electric Vehicles (BEV) catching fire has been discussed widely in the media. Battery fires are hard to extinguish. “Safety is our non-negotiable priority. Terberg offer LFP battery are certified under UN ECE R100.02, with passive safety design such as proven chassis design against collision, galvanized battery frame with thickness of between 4mm-6mm,” explained Hardiman. The new BEV will be equipped active safety features such as temperature sensor. Overtemperature, overload, short circuit and undervoltage protection is in place too. Active cooling with liquid cooling through the Thermal Management System is to ensure the battery is consistently operating and charged at an optimum temperature. These measures ensure the highest level of operational safety in demanding port environments.

PTP was rated by Alphaliner as the world’s fastest-growing port at +15.4 percent this year and is also a major Asian hub under the Gemini Cooperation.

**Operational milestones in 2025 included:**

- Surpassing 13 million TEUs for the first time
- Averaging 1.2 million TEUs/month
- Achieving 15 000+ moves in a single 12-hour shift

**About Port of Tanjung Pelepas**

PTP is Malaysia's busiest transshipment hub with a capacity of 14 million TEUs annually. It is a joint venture between:

- MMC Corporation Berhad – 70 percent
- APM Terminals – 30 percent

**About Terberg Tractors Malaysia**

Terberg Tractors Malaysia Sdn Bhd (TTM) is a joint venture between Sime Darby Industrial, Malaysia and the Royal Terberg Group, the Netherlands, established since its inception in 2005. TTM is a key industry player specialising in the design and manufacture of special vehicle and heavy-duty terminal tractors, supporting international ports, industrial and logistics sectors across the region. To-date, TTM's production facility in Malaysia has the capacity to manufacture approximately 1 000 terminal tractors annually, including the newly launched electric tractor. TTM holds firmly to supply high quality product accompanied with strong after sales support to meet and exceed customer expectations. This commitment is reinforced by a significant milestone of over 8 000 units delivered to more than 50 countries worldwide. 





By: Gianenrico Griffini

# At the Finish Line: What it Takes to Win Dakar

*Vaidotas Žala, Winner of the 2026 Dakar Rally shares insights into what it takes to win one of the most challenging races.*

The adventure began back in 1977, when Thierry Sabine got lost on his motorbike in the Libyan desert during the Abidjan-Nice Rally. Saved from the sands in extremis, he returned to France still in thrall to this landscape and promising himself he would share his fascination with as many people as possible. He proceeded to come up with a route starting in Europe, continuing to Algiers and crossing Agadez before eventually finishing at Dakar. The founder coined a motto for his inspiration: "A challenge for those who go. A dream for those who stay behind." Courtesy of his great conviction and that modicum of madness peculiar to all great ideas, the plan quickly became a reality. Since then, the Paris-Dakar, a unique event sparked by the spirit of adventure, open to all riders and carrying a message of friendship between all men, has never failed to challenge, surprise and excite. Over the course of almost thirty years, it has generated innumerable sporting and human stories.

GG: Could you outline the major steps in your career as a rally vehicle pilot? When and where did you start competing in motorsport and driving rally trucks?

VŽ: I started rallying in 2010, with a basic BMW 318. We moved into Dakar in 2016 when opportunity arose for me to join up with experienced rally-raid codriver and sports marketing specialist Saulius Jurgelenas. We started with a T3 vehicle designed and produced in Lithuania. It was a disastrous project with two DNF's in a row, but it allowed me to enter the biggest car race in the world. We somehow convinced our sponsors to move into T1 vehicle next year, resulting in P18 and

P12. In 2020 we made headlines with unexpected Dakar stage win after switching to X-raid. However, after such iconic moment it went really turbulent for us, with 3 out of 4 years with major technical failures and 2 DNFs. So ultimately, I decided to try something different and contacted De Rooy team to test the Dakar truck. Honestly, after 10 years in a car, it was not an easy switch, but luckily the first attempt in truck category ended well with P5 in Dakar 2025.

GG: What are the main technical differences between driving a car and a truck during a rally?

VŽ: It's a massive difference because truck is 5 times heavier. So, it impacts everything from ascent to the big dunes to the braking strategy. You really need to adjust your mindset that it's not a steering wheel of an agile T1+ car, but 10-ton truck. For me the biggest challenge was to adjust my driving

style as an aggressive approach can quickly destroy the brakes and tyres. So first Dakar was with a steep learning curve, but this year we managed to build on that.

GG: How does this year's Dakar route compare with last year's? Was this year's rally more or less difficult than the 2025 edition? Why?

VŽ: I think both 2025 and 2026 routes were very demanding, for the crew as well as the vehicles. This year the route was especially rough, with many rugged sections and plenty of stones. So I guess it was an opportunity to build on the 10 years of my Dakar experience and control the risks. Winning the stages was not a priority, but rather to maintain a sustainable pace throughout the two weeks of the marathon.

GG: Could you describe the story of your Dakar this year in some detail? What about the main turning point or points of this year's rally? When did you first feel confident that you would win the race? Was it at the end of Stage 10?

VŽ: I think there were two turning points. First in stage 3, when we lost 35 minutes due to impact with sand pile in the dust. Such a massive loss early in the race can really take a toll on one's motivation. However, we trusted our pace to patiently climb back. The second turning point was when we took the lead in stage 10. It was a nerve wrecking tension to avoid mistakes and deliver it to the finish line. The lead to Loprais was less than 20min, so even a simple tyre change of 5min could alter things significantly. But luckily we managed to hold it off. It was a new and interesting experience to lead the rally I once only dreamed of participating in.

GG: Who was the most challenging competitor this year? Ales Loprais? Mitchell van den Brink? Martin Macík? Or someone else?

VŽ: I think Ales, Mitch and Martin are the closest and most consistent competitors. Mitch can be very fast, and he already has significant experience to maintain the pace throughout the race. Ales has been in Dakar truck racing for two decades so he is like a hawk that can both be very fast but also play the strategy well. Martin Macik has won Dakar two



times, so there is no better argument than this. So it's a tough gig being in a mix with these guys. Every time we start a stage, with 30sec. interval, there is always a competitor in your eyesight, so it helps to keep the hunter spirit up.

GG: How would you describe your driving style? Are you aggressive or a cool tactician?

VŽ: I used to be aggressive, but over the years turbulent experience has taught me to balance the speed and risk taking. Dakar is a long marathon, so it makes no sense to win stages, if you make even one major mistake that destroys the overall finish. With the helmet on, it's not an easy strategy to take, but it's essential to score at the finish. It also helps to have the kind of veteran codriver like Paulo Fiuza in the cabin. He also knows very well when we need to push and when to cool it off.

GG: Where do you feel most comfortable as a rally pilot? On rocky stretches? Soft desert sand? Dunes? Or on narrow, winding routes?

VŽ: This year I realized I am strongest in the dunes. It's surprising, because my background is in classic rallying. But I think a switch from cars helps me to take more ambitious lines compared to other drivers. On the rocky segments, I am still learning the limits of the tyres. It's a difficult school as even a single tyre change adds at least 5min. It would be nice to add races like Morocco to our calendar to improve on that, but it's always a budgeting issue.

GG: Could you explain how your Iveco Powerstar and FPT engine helped you to achieve this result? Were they as reliable and high-performing as you expected? How did you modify your rally truck compared to last year's? Are you using an automatic gearbox? Do you like it?

VŽ: I am pretty sure De Rooy has the most powerful engine among all Iveco trucks in Dakar thanks to direct support from FPT. The power of the engine is amazing, and it's especially valuable resource in the dunes. I am also glad we did not have any engine issues in both editions. Compared to last year, the truck is also lighter, which is important for our overall competitiveness. The new truck also had manual shift option for Alisson gearbox, which was a massive improvement from last year. I used only manual mode throughout the whole race.

GG: Can you tell us anything about your future projects?

VŽ: In the summer I will return to Lithuanian Rally Championship with Skoda Fabia RS Rally2, which serves as a training ground for me until the next Dakar. It might seem funny to train with 1.2 ton car before racing a 10 ton truck. But it really helps to keep me sharp, and it's also the most cost-efficient method of training for us. Hopefully, then we return to Dakar in 2027. 🏆



By: Mark Buscaglia

# The Shift Is On: Where Intelligence Actually Lives in the Future of Fleet

*Something is changing in fleet technology — and it’s not just another innovation cycle.*

For years, industry has moved in predictable waves: new hardware, more data, better dashboards, and incremental automation. Each wave promised clarity and efficiency. And for a time, each delivered.

## But today it feels different

We are surrounded by signals, yet many organizations still struggle to extract meaning. We are investing in AI, yet many use cases feel experimental. We are generating more data than ever, yet decision velocity often lags expectation.

The shift now underway is not about adding another layer of technology. It is about something more structural: a redefinition of where intelligence lives.

## The Illusion of Progress

Fleet technology has never been more capable. Telematics platforms provide unprecedented visibility. Sensors capture real-time operational data. Maintenance systems, compliance feeds, and analytics tools generate continuous insight streams.

Yet many fleet leaders quietly acknowledge a paradox: despite more tools and more data, clarity has not scaled proportionally.

Dashboards multiply. Alerts increase. AI pilots proliferate. But the underlying question remains:

## Are we getting smarter — or just louder?

This is not a failure of innovation. It is a signal that the industry has reached a reflection point.

## Telematics Has Solved Visibility - But Not Value

In many mature fleet markets — including North America and parts of Europe — telematics adoption is now widespread, with penetration often exceeding 70–80% in regulated segments. In other regions, adoption is accelerating, but usage maturity varies significantly.



## The Distinction Matters

Telematics has been one of the most transformative technologies in fleet history. It solved visibility. It digitized operations. It created a common operational language across vehicles and dispatch environments.

But maturity brings a new challenge: visibility alone does not guarantee value.

Many organizations today can see what is happening but still struggle to determine what to do next.

## The Emerging Market Opportunity

In developing fleet markets, this maturity curve is even more visible. Many operators have already adopted telematics for location tracking but are still early in extracting operational value from the data itself.





Many organisations today are somewhere between the first and second stage. The opportunity is not starting over but progressing forward — turning existing signals into structured decisions and repeatable operational loops.

This is where operational maturity accelerates.

**Where AI Fits - and Where it does not**  
No discussion of the future of fleet would be complete without addressing artificial intelligence.

AI has generated enormous excitement — and equally significant skepticism. Some see it as transformative. Others question whether its impact has been overstated.

Both perspectives miss a more grounded truth.

AI does not automatically create value. It amplifies whatever structure it sits on top of.

Applied to fragmented, unstructured data, AI accelerates noise. Applied within structured and orchestrated environments, it accelerates clarity.

This is why some AI initiatives feel transformative while others feel experimental. The difference is rarely the model. It is the maturity of the data and operational layers surrounding it.

AI becomes meaningful when it operates inside decision loops, not outside them.

**Why This Shift Matters Now**

The industry is entering a phase where incremental visibility gains are harder to achieve, but intelligence gains are just beginning.

In this phase, competitive advantage shifts.

Not toward those who collect more data.  
But toward those who structure it better.  
Not toward those who deploy more tools.

But toward those who embed intelligence into execution.  
This shift is already visible in leading fleet environments, where the focus is moving from dashboards to decisions, and from analytics to operational loops.


**The Quiet Advantage**

The next era of fleet operations will not be defined by a single breakthrough. It will emerge gradually, as organizations learn to convert visibility into control. This advantage is often subtle. It shows up as fewer surprises, faster decisions, and more resilient operations. Over time, these small advantages compound into meaningful operational differentiation.

The fleets that benefit most will not necessarily be those with the most data. They will be the ones that understand how intelligence actually forms — and how to embed it where it matters.

**The shift is not loud, but it is real.**

And once recognised, it changes how technological decisions are made.

Because in the next phase of fleet evolution, the ultimate value of data will not lie in what it shows — but in what it enables. 



**About Stave**

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

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

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

# Using Your Influence

**Y**ouTube was founded in February 2005 by former PayPal employees Chad Hurley, Steve Chen, and Jawed Karim. It was a revolutionary site that allowed all of us to express ourselves using video. Today, thanks to the amazing technology we have built into our phones, we can all be directors, actors and content creators, the latter quickly becoming an aspirational job title.

Some posting on social media do it for themselves or a small circle of family and friends, others have huge followings. I, too, enjoy some of that is being posted as it is oftentimes entertaining or educational. There is a lot of effort going into some of the videos and I can see that.

However, I am panicking when I see people then not using seat belts or proper personal protective equipment (PPE) when they film themselves around trucks. As I understand it, the use of seat belts is not mandatory for heavy goods vehicles in Malaysia. No law may be broken in such case though. Sometimes I see videos of people driving cars and children are playing inside the car, not strapped in, standing between the front seats. Here, clearly, we have laws that are being violated.

By posting videos, one also has influence over others. That is why we coined the term "Influencer". And it is that influence that needs to be channelled correctly. It cannot be that there are unsafe scenarios being portrayed, or even illegal activities depicted. I am making an effort to set the scene properly when I take photos for our magazine or social media channels. It is my responsibility to not portray something that is wrong. If anything, my work is under scrutiny from the Ministry of Home Affairs, which needs to be given copies of every issue for their review.

We could use that influence content creators have by showing safe and correct behaviour in traffic. For instance, the use of seat belts in heavy goods vehicles could be encouraged. I don't think it is a bad idea to make use of a safety feature although it is not legally required to use. If anything, using a seatbelt even when it is not mandatory could only help instilling a safety culture.

We need that influence of those posting online to demonstrate to younger generations that care on the roads extends far beyond the own family. I even hope that content creators would point out the unsafe behaviour of others. We can see this in the case of a Joey Swoll, who regularly posts about people behaving inappropriately in fitness centres for the betterment of society.



stefan@asiantrucker.com

I am also puzzled why anyone would voluntarily post videos or pictures of themselves, depicting situations in clear violation of the law. It can't be a stretch of the imagination anymore to think that our police may eventually use AI to scrutinise online content for any breach of the laws. With clear evidence, provided by the perpetrator, this could be an easy way to enforce laws even.

Perhaps it is also time to ask for content creators to have to educate themselves. If we accept that one can have an income from creating content online, then we may want to call it a profession. And with that, we could demand that a professional also has to undergo training. In Australia for instance, it would now be illegal to talk about medical products unless a content creator has been trained in a medical profession.

Please don't get me wrong: I don't want people to stop creating content altogether. And it does not have to be all serious. Go and create, express your thoughts about a new truck or show us how to change tyres in a more efficient ways. All I am asking for is that any situation used as a setting for content posted online is to be made safe and in accordance with the law. Let's be role models, influencing others to also adopt best practices and safe behaviours. **F**



## Putting the Driver at the Center of the Operation

**T**he east coast region of peninsular Malaysia exhibits exceptional growth opportunities. One of the companies riding on this is DKS Logistics (M) Sdn Bhd, which is headed by MR Daniel Khoo, who is a Director of the company. It was learned that DKS Logistics has recently placed an order for 20 units of Howo trucks from Sendok Group, which are expected to be delivered shortly. Currently operating a fleet of 11 Howo trucks, the confidence in the strategic plan will surely pique the interest of his peers.

Talking exclusively to Asian Trucker, Khoo said that the current fleet is comprised of only Howo trucks. Hauling minerals, the fleet hauls cargo all across the this part of the country. “We are delivering to customers from Johor to Alor Star, from nearby places in Kuantan to Klang,” Khoo said. One of the unusual set-ups of his fleet are the side-tipping trailers. Having scrutinised the most common locations where his drivers discharge the cargo, Khoo realised that side-tipping is oftentimes safer due to the surface conditions found where the goods are discharged.

“This is part of my approach to the success. First, you need dependable trucks. We have been using Howo trucks from day 1. And we have always depended on Sendok Group to handle the servicing to ensure optimal uptime.” Although the trucks would typically only drive one leg of the journey fully laden, it is important that the vehicles have powerful engines. “There is a correlation between the power of the engine and the driver comfort.”

For him, this is the starting point to build a successful business. “Without trucks that offer the driver a safe, comfortable and user-friendly working environment, one will not be able to attract responsible staff.” According to him, his main focus is on ensuring that the drivers are well taken care of. It would be the main driver of his success, he claimed.

The vehicle being one component, Khoo focuses on the health and wellbeing of his drivers. Seeing them as true partners in the business, he is making sure that the drivers will be heard, when it comes to crucial decisions. “The drivers will respect you as a boss when you behave in the same way towards them.”

In particular, fatigue management is a main concern. Khoo relays the feedback from the drivers that the Howo’s cabs are very comfortable as rolling living and bed rooms. “When a driver is tired, it is important to find a place to rest as soon as possible. We have to understand that the truck is a rolling apartment for the drivers



and the comfort level translates into their performance.” Khoo describes the working environment as being family like where he would try to solve any issues in collaboration with the drivers.

Khoo is also happy to report that the drivers are supporting his long-term ambitions. Having analysed the market, Khoo has found that there is an influx of Chinese businesses setting up their operations on the east coast. “This is the potential I want to tap into as I have learned that Chinese businesspeople do plan for long term success. Together with my drivers and the Howo trucks I have ordered, I am aiming to emulate this thinking and to provide a long view perspective to my drivers. Hopefully, this will ensure that they stay with me and I don’t have to face difficulties lacking resources.” Khoo was seen on the phone with one of his drivers, chatting when leaving his office. **F**

# Investment in India: Knorr-Bremse Lunches Future Campus in Chennai

Knorr-Bremse is consistently pursuing its growth path in India. In mid-February, the groundbreaking ceremony took place for the construction of a modular future campus in Chennai, which combines production, engineering, and AI activities in one location. With an investment volume of up to €200 million, the company is further consolidating its presence in one of the most important markets of the future and expanding its local value creation and technology expertise. From the end of 2027, the location will complement Knorr-Bremse's existing development and production sites in Pune and Palwal and host up to 3 500 employees in the long term.



"India is a key region for us with great potential – as a location for innovation, a production hub, and a transport market," explains Marc Llistosella, CEO of Knorr-Bremse AG. "Our future campus enables us to connect global capabilities even more closely, make processes more efficient, and accelerate projects. This creates a strong foundation for our Rail and Truck divisions to grow profitably – in India as well as in international markets. The campus is an important building block in our global strategy and a clear commitment to Knorr-Bremse's long-term growth path." **✚**

## PALFINGER strengthens India presence through expanded partnership with TVS Mobility Group

PALFINGER and TVS Mobility Group have signed a memorandum of understanding (MoU) to formalize and further develop their existing collaboration in India. With TVS Mobility Group – a leading provider of end-to-end mobility solutions in the country – PALFINGER aims to enhance operational efficiency and strengthen market responsiveness in one of its key growth markets as part of its Strategy 2030+. The MoU focuses on supply chain topics, rentals as well as service network development.

Driven by increasing infrastructure and construction activities, logistics modernisation, and defence requirements, India's demand for

specialized lifting solutions is steadily growing. A market not to be missed for PALFINGER. The expanded collaboration with TVS Mobility Group opens up better market access and prospects. The signing of the MoU marks an important milestone, providing a framework for long-term cooperation and strengthening PALFINGER's ability to scale operations and support customers in the Indian market.

As a leading supplier of automotive components and logistics solutions in India with more than 25 000 employees, a footprint across 25 countries and USD 3 billion in collective revenue, TVS Mobility Group contributes capabilities across supply chain, mobility infrastructure,

dealership and distribution, installation, and aftermarket support. Potential areas of cooperation include supply chain solutions, free trade warehousing zone operations, infrastructure, rentals, dealership and service network development, as well as the exploration of defence-related opportunities. **✚**



## The TRATON GROUP and Applied Intuition announce TRATON ONE OS

The TRATON GROUP and Applied Intuition today announced TRATON ONE OS, a next-generation software-defined vehicle platform that will power all new vehicles across TRATON's four brands: Scania, MAN, International and Volkswagen Truck & Bus. Building on more than a year of co-development, the two companies are deploying a single unified platform that's at the forefront of innovation to deliver benefits to customers.

Designed to bring the speed, flexibility, and continuous update cycles of modern software development to the commercial vehicle industry, TRATON ONE OS will operate on all high-performance computers (HPCs) in TRATON's new vehicle architecture. The platform supports multiple hardware chipsets and global regulatory environments while giving TRATON teams a common

foundation to build on. And it is all without compromising each brand's distinct customer experience. Testing of the first integrated ECU hardware will begin in April 2026, with rollout across new trucks targeted for 2028. **✚**



# From Ride-Hailing to Heavy Vehicles

**G**rabMaps, based in Singapore, provides real-time traffic and routing data across key Malaysian cities such as Kuala Lumpur, Penang, and Johor Bahru. The platform is integrated with Amazon Location Service and works with partner Loqate to improve address verification and location accuracy.

While its origins lie in smaller e-hailing vehicles, the underlying infrastructure is increasingly relevant for commercial fleets. Hesson Mak of GrabMaps notes: "While today's mapping platforms are built largely around smaller vehicles, the core capabilities, real-time traffic, routing, and geospatial intelligence, are precisely what commercial fleet operators need. The infrastructure is already there to support trucks and buses more fully."

## Verified Commercial Adoption in Malaysia

For Malaysian truck and bus operators, the commercial value of precise mapping is already being realised through verified deployments.

Asia Mobiliti has signed a commercial agreement with Truck It Sdn Bhd to provide telematics and geo-mapping technologies. The "Truck It 2.0" initiative allows for real-time location-based operations, supporting trucks plying local and international routes.

Scania Malaysia actively deploys telematics through Scania Digital Services (SDS), providing fleet operators with real-time data on vehicle performance and maintenance.

Port of Tanjung Pelepas (PTP) has implemented the AI-powered MarineM system to automate dispatching, reducing waiting times for container trucks.

## Hyperlocal Data for Commercial Vehicles

A key challenge for heavy vehicles in Malaysia is accurate data for industrial parks, narrow urban routes, and port approaches. GrabMaps has invested in hyperlocal operations, partnering with Universiti Teknologi Malaysia (UTM) through the GeoStars Program to support geospatial data development.

Additionally, the KartaVision platform, demonstrated at the Smart City Expo Kuala Lumpur, allows users to search city imagery for infrastructure issues like potholes, a critical hazard for trucks and buses.

For Malaysian fleet operators managing deliveries or passenger services, the convergence of verified mapping data and commercial telematics is turning location intelligence into a tool for safer routes, reduced idle time, and improved efficiency. **➤**



# The Search for the World's Best Truck Driver

**O**rganisers are pleased to report strong international interest in the Professional Driver World Championship 2026 (PDWC26). This year's competition is taking place 9–12 September 2026 in Eppelheim near Heidelberg, Germany.

The best drivers from all categories compete for the prestigious overall title of Professional Driver World Champion. National Professional Driver Associations that still wish to register their country's professional driver team for PDWC 2026 are kindly invited to contact the organising committee directly.

ASIAN TRUCKER WILDCARD: For 2026, Asian Trucker has arranged a WildCard with the organisers of the PDW26. Contestants from Malaysia may enter directly into the finals, registering through Asian Trucker, without having to compete on national level to qualify first. **➤**



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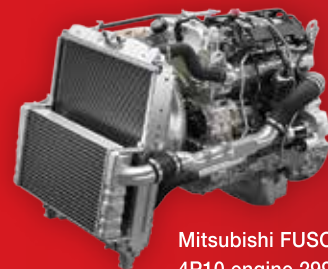
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