

ISSUE 86, November / December 2025
RM10.00

ISSN 2180-382X
9 72180 382009
KDN PP18693/12/2017 (034826)

ASIAN TRUCKER

www.asiantrucker.com

MALAYSIA



SCANIA SUPER FOR CONTAINER APPLICATION

HIGHEST TORQUE. MORE SAFETY. MORE OF WHAT MATTERS.

From powerful performance to advanced safety and uptime, every drive gives more of what matters.

Scania Super for Container application delivers the highest torque at the lowest RPM in the industry, setting new standards for strength and efficiency. Its 13-litre six-cylinder engine produces 2,800Nm at just 900rpm, offering up to 8% fuel savings with every journey. Built for real-world reliability, it provides more safety through advanced features and more uptime with smart operational support, keeping your trucks on the road longer while giving more confidence, more productivity, and more Scania in every load.

To learn more about the Scania Super, call us at +603 7845 1000, email us at smyenquiries@scania.com, visit www.scania.com.my or head to the nearest Scania Malaysia Sales and Service Centre to speak with our Solution Sales or Services Sales Executives.

SCANIA



THE ULTIMATE SIDELOADER CHOICE

- + Handle 20', 2x20', 40' or even jumbo 45' containers
- + Lightest tare weight in the world, save 2000-3000 kg! Fuel savings every kilometer
- + 1 to 45 tonnes payload, same handling time of 3,5 minutes! Same speed no matter payload
- + High quality Swedish tech combined with Malaysian expertise
- + 100% spares in stock, 24 hrs back-up service 365 days around
- + PTO or 84 HP Engine Power Pack option

Hammar is the world leading Sideloader manufacturer, with Sideloaders sold in more than 117 countries. We have local offices in Malaysia, Sweden, Australia, New Zealand, USA, Vietnam, South Africa and Brazil, and 48 local service agents world-wide.

5 Years Warranty

Terms and conditions apply





永无间断提高**优**质产品 **化**为您所需的策略伙伴
Continous Quality Improvement as your **Strategic Partner**





SKF premium spare parts for HD

Designed and validated to OEM quality standards
Engineered by SKF



Transmission



Wheel seals



Cooling system



Wheel bearing



Auxiliary system



Steering and
Suspension





FAW TRUCKS

Being competent and smart

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



Convex sun visor

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



Advanced painting technology

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



High-strength longitudinal beam

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



Braking pressure

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

NBG INDUSTRIES SDN BHD



FAW Trucks Malaysia

JH6 | TRACTOR

Power mirrors

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

All-steel cab

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

V-pole suspension structure

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

Multi-specification frames

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



NBG Industries Sdn Bhd

No. 133, Lot 7955, Jalan Sungai Buloh,
Kampung Baru Subang, Seksyen U6, 40150 Shah Alam, Selangor



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

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

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



Prime Mover 4x2, 6x2, 6x4

CAMC

DA **DEAUTO INDUSTRIES SDN BHD** (881055-M)

PRIME MOVER

4x2
6x2
6x4



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

Transmission
ZF Friedrichshafen
AG. 9/16 speed

Chassis
Double Layer

Rear Axle
Hub Reduction

MIXER TRUCK

6x4
8x4



CAMC- HANMA
345Hp
420Hp
EURO III

Transmission
ZF Friedrichshafen
AG.

Chassis
Double Layer

Rear Axle
Hub Reduction

RIGID TRUCK

4x2
6x2
6x4
8x2
8x4



CAMC- HANMA
375Hp
420Hp
EURO III

Transmission
ZF Friedrichshafen
AG. 9/16 speed

Chassis
Double Layer

Rear Axle
Hub Reduction

BOOST YOUR PRODUCTIVITY.

4 YEARS WARRANTY / Unlimited Mileage

Powerful and Reliable Engine



Proven Performance and Fuel Savings



EURO 5
VEHICLE

KL TRACTOR 4x2

It's All About Reliability

✓ High Power, High Torque



DONGFENG KL

A FRIEND WHO HELPS YOU GO FURTHER

4 YEARS WARRANTY / Unlimited Mileage

Powerful and Reliable Engine

520 HP

Proven Performance and Fuel Savings

EURO 5
VEHICLE

KL TRACTOR 6 x 4

It's All About Reliability

✓ High Power, High Torque



DONGFENG

PRODUCTS DESCRIPTION

Product Name	DFH4180D3-TL1Y-970	DFH4250D6-TL2Y-971
Type	KL 4X2 Tractor	KL 6X4 Tractor
Chassis Dimensions(mm)		
Overall chassis length	6360	6990
Cab width	2550	2550
Cab height (unladen)	3875	3960
Wheel base	3800	3350 + 1350
Front overhang	1480	1480
Rear overhang	1080	810
Chassis weights (kg)		
GCW	47000	55000
G.V.W	18000	18000
Curb weight(chassis)	7900	9950
Frame profile Dimensions(mm)		
Frame width (front)	940	940
Frame width (rear)	850	850
Section size	280X90X8+4	280X90X8+4
Engine		
Type	Z14E480-51	Z14E520-51
Emission level	Euro 5	Euro 5
Max.power	358kw	388kw
Max.torque	2400 (N.m)	2500 (N.m)
Number of cylinders	6	6
Displacement (lit)	13.5	13.5L
Gear box		
Type	ECEO-26N112C OD	ECEO-26N112C OD
No. of gears	12+2	12+2
Gear ratios	14.43-0.77;16.92R1,12.95R2	14.43-0.77;16.92R1,12.95R2
Brake System	ABS,engine brake	ABS,engine brake
Cab		
KL cab,high roof, two bunk beds, new face, all welded steel cab of tilt type, electric cab tilting, electric windows, fully floating, air bag damping, adjustable driver's seat, air conditioning ,central lock.		
Axle		
Front - Hande Brand		
Load capacity(ton)	DF601S, 6t	5.5t
Rear - Hande Brand		
Ratio	3.42 3.91(O)	3.35
	Single reduction Hub reduction	Hub reduction
Load capacity(ton)	13t	15t
Tyres	315/80R22.5 295/80R22.5 18PR (O)	295/80R22.5 18PR
Suspension		
Front	2 Leaf spring	2 Leaf spring
Rear	9+3-leaf springe	3-leaf springe,qualizing type suspension
Battery		
Voltage (V)	24	24
Battery capacity (A.h)	180X2	180X2
Fuel		
Type	Auminium	Auminium
Capacity	400L 600L(O)	600L

Contact :

DONGFENG HEAVY INDUSTRIES (M) SDN. BHD.

Mobile: 019 757 1339

Email: official@dongfeng-hi.com.my

Address : Lot 55172, Jln Meru, Bt 5 3/4, 41050 Klang,Selangor



CONTENTS

26



30



32



24 - EDITOR'S NOTE

MARKET UPDATE

- 26 - A New Chapter for Hammar – Becoming Part of TomEnterprise AB
- 28 - Scania Opens New Global Industrial Hub in China
- 30 - Fresh Tailwind for Dongfeng
- 32 - JAC Reaps Rewards of Malaysian Expansion
- 34 - Blue.ion Generates Extra Clean Air for Extra Driving Comfort

28



HINO 300 SERIES

EURO5



Strong, Smart & Smooth For Your Business

WARRANTY
5 YEARS
or
300,000KM
Terms and conditions apply

FREE
SERVICE PROGRAM
5 TIMES
(1st-5th Service)
*Terms and Conditions apply

BREAKDOWN
24 HOURS
SERVICE
Applicable to West Malaysia
Toll Free: 1800-88-3666

B20
DIESEL
Compatible

HINO-CONNECT
Hino Telematics System

HINO MOTORS SALES (MALAYSIA) SDN BHD (187863-U)

Selangor: Lot PT 24, Jalan 223, Section 51A, 46100 Petaling Jaya, Selangor Darul Ehsan, Malaysia. Tel: (603) 7957 5199 (12 lines) Fax: (063) 7954 3276
Sarawak: No. 230, Lot 3477, Block 226, KKND (P/L 2543), Jalan Kung Phin, 93250 Kuching, Sarawak, Malaysia. Tel: (082) 451 611 (5 lines) Fax: (082) 451 993
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

www.hino.com.my

* Terms and conditions apply. Note: Some images may be used for illustration purposes only.

CONTENTS

36



38



40



42



AWARDS

- 36 - DAF XD and XF Electric Names International Truck of the Year 2026

CELEBRATE

- 38 - Isuzu Charts Historic 100 000 CKD Trucks Milestone in Malaysia

LAW & ORDER

- 40 - JPJ Engages Industry to Address Overloading

EVENTS

- 42 - Sweden and Malaysia Explore Green and Digital Innovation in Transport

JAC MOTORS



BUILT FOR EVERY INDUSTRY.



Safe and
reliable



Economical
& efficient



Multi scene
application

5

Years
Warranty

FREE

Maintenance program
up to 100,000 KM

or 300,000 KM

*Whichever Come First

Jac Auto (Malaysia) Sdn Bhd
(202301036471(1530394-A))

HEAD OFFICE

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

CONTACT :

017 624 5515
info@jacmotors.my

Terms and Conditions apply.

www.jacmotor.my

CONTENTS



54



48



49

Product Focus

- 44 - MAN TopUsed: Trucks You can Trust

SERVICE NETWORK

- 46 - UD Trucks Widens Network in Port Klang
- 48 - Hino Expands Service Network with New HASO in Subang Jaya
- 49 - Isuzu's Latest Outlet Gets 4S Status
- 50 - ZF Aftermarket Puts Uptime in Focus

ASSOCIATE IT

- 52 - AMH Coffee Talk 2025: Finance, Safety, and Technology

COVER STORY

- 54 - FUSO Unveils Ground-breaking Innovations



52

BUILT FOR THE SHORT AND LONG HAUL



ENGINEERED TO DELIVER, DESIGNED TO LAST



SINO MOBILE AND HEAVY EQUIPMENT SDN. BHD.

201601013667 (1184598-U)

Lot 3792, Jalan Bukit Kemuning,
Bukit Kemuning, Seksyen 32,
40460, Shah Alam,
Selangor.

Customer care : +603 5121 8069 (8.30am to 5.30pm, Mon to Sat)

Sales hotline : +603 5124 0575 or +6018 7002 029

Website : www.smhe.my

CONTENTS

60



68



FEATURE STORY

- 60 -** Gathering Forces: Foton Global Partners Conference 2026

COUNTRY REPORT

- 64 -** Indonesia's Commercial Vehicle Market: Trends, Performance, and Outlook

LAUNCHES

- 68 -** Hino Unveils New EURO 5 Light Duty Trucks.
- 70 -** Deauto Industries Expands Portfolio with 7.5 Tonne Foton Truck



70

OE INSIDE



Built on OE. Made for the Aftermarket.

With OE inside, we bring our strengths as an original equipment manufacturer to the aftermarket - with proven standards, high product availability on four continents and a broad portfolio for all key applications.

after market



Hengst Asia Pacific Pte Ltd.

25 Bukit Batok Crescent
#10-10 Elitist Singapore 658066
T +65 6818 2880
E info@hengst.de
 HengstAPAC

Hengst
FILTRATION

CONTENTS



TRUCK FEATURE

- 71 - Reviewed: HOWO – TX
- 74 - CAMC EV Concrete Mixer

EQUIPMENT FEATURE

- 76 - Excavators: Moving Earth, Piling and Grading

ICONIC TRUCKS

- 78 - US Military Trucks for Sale

Company Profile

- 79 - PE Automotive – Made to Move You



ISUZU

FORWARD

INNOVATION. PRECISION. FORWARD



FVR 240 | FVR 280 | FSR 210 | FRR 210

Smoother Auto
AUTOMATED MANUAL TRANSMISSION

SAFETY PLUS
ABS | EBS | ESP | SRS

EURO 4 | EURO 5

B20
DIESEL COMPATIBLE

ISUZU
Roadside Assistance
1-800-88-8000

FREE SERVICE CAMPAIGN
ISUZU

3
YEARS WARRANTY
200,000 km

ISUZU MALAYSIA SDN BHD (664946-H)

HOTLINE: 1-300-88-1133 GENERAL LINE: 03-7723 9777 FAX: 03-7723 9779 WEBSITE: www.isuzu.net.my FACEBOOK: [IsuzuTrucksMalaysia](https://www.facebook.com/IsuzuTrucksMalaysia) YOUTUBE: [IsuzuTrucksMalaysia](https://www.youtube.com/IsuzuTrucksMalaysia)

ISUZU SERVICE CENTER SDN BHD (1205672-X)

Lot 730, Jalan Sungai Rasau, Seksyen 16, 40200 Shah Alam, Selangor Darul Ehsan TEL: 603-5513 0518 FAX: 603-5512 7550

Peninsular Malaysia Authorised Dealers:

KEDAH

Indah Utara Auto Sdn. Bhd. (Alor Setar) - 04-735 1111
Indah Utara Auto Sdn. Bhd. (Sungai Petani) - 04-431 8788

PULAU PINANG

Automotive Corporation (M) Sdn. Bhd. (Juru) - 04-501 1886
Indah Utara Auto Sdn. Bhd. (Bukit Mertajam) - 04-506 1888

PERAK

Autoexec Corporation (M) Sdn. Bhd. (Ipoh) - 05-318 8000
Weng Fatt Otomobil Sdn. Bhd. (Ipoh) - 05-254 0992
GB Motors Sdn. Bhd. (Taiping) - 05-810 2888
GB Motors Sdn. Bhd. (Sitiawan) - 05-810 2888

KUALA LUMPUR

Autoexec Corporation Sdn. Bhd. (Tun Razak) - 016-226 5543
Autoexec Corporation Sdn. Bhd. (Jinjang) - 03-6251 7319

PAHANG

Automotive Corporation (M) Sdn. Bhd. (Kuantan) - 09-512 6868
Dynamic Motors Sdn. Bhd. (Kuantan) - 09-566 8898
Pacific Motor Sdn. Bhd. (Temerloh) - 09-290 1722
Pacific Motor Sdn. Bhd. (Raub) - 09-355 8577

SELANGOR

Automotive Corporation (M) Sdn. Bhd. (Batu Caves) - 03-6188 1133
Automotive Corporation (M) Sdn. Bhd. (Shah Alam) - 03-5513 0160
Autoexec Corporation Sdn. Bhd. (Ampang) - 03-4265 2200
Truck Venture Sdn. Bhd. (Petaling Jaya) - 018-255 6000
PTM Accel Sdn. Bhd. (Puncak Alam) - 018-383 1000
SV Prestige Auto Sdn. Bhd. (Puchong) - 03-8082 1211
SV Prestige Auto Sdn. Bhd. (Balakong) - 03-9082 1112
VS Automotive (M) Sdn. Bhd. (Rawang) - 03-6093 9393
Ultra Gallant Sdn. Bhd. (Klang) - 03-3165 9755
GB Motors Sdn. Bhd. (Setia Alam) - 03-2387 3888

NEGERI SEMBILAN

Ultra Gallant Sdn. Bhd. (Seremban) - 06-677 9903

KELANTAN

T.E.C United Auto Sdn. Bhd. (Sultan Ibrahim) - 09-288 0028

JOHOR

Automotive Corporation (M) Sdn. Bhd. (Johor Bahru) - 07-352 1333
Jumbo Arena Sdn. Bhd. (Batu Pahat) - 07-435 5666
Jumbo Arena Sdn. Bhd. (Segamat) - 07-931 2266
Jumbo Arena Sdn. Bhd. (Kluang) - 07-772 2248
Key Power Motor Sdn. Bhd. (Senai) - 07-599 3300
Key Power Motor Sdn. Bhd. (Johor Bahru) - 07-234 708

TERENGGANU

Yeow Lee Commercial Sdn. Bhd. (Kuala Terengganu) - 09-622 7634

MELAKA

Ng Hup Lee Motors Sdn. Bhd. (Peringgit) - 06-283 4755

East Malaysia Authorised Dealers:

SABAH

WMM Ventures Sdn. Bhd. (Kota Kinabalu) - 089-222 322
WMM Ventures Sdn. Bhd. (Tawau) - 089-757 622
Universal Motor Sdn. Bhd. (Kota Kinabalu) - 088-388 920
Universal Motor Sdn. Bhd. (Sandakan) - 089-272 600
Universal Motor Sdn. Bhd. (Tawau) - 089-915 500
Universal Motor Sdn. Bhd. (Iramanis) - 088-389 200
Universal Motor Sdn. Bhd. (Keningau) - 087-335 505

SARAWAK

Rhino Motors Sdn. Bhd. (Kuching) - 082-452 444
Dai Max Automobile Sdn. Bhd. (Kuching) - 082-424 855
JIMISAR Auto Niaga Sdn. Bhd. (Kuching) - 082-453 520
KM Mobil Sdn. Bhd. (Sibu) - 084-220 018
KM Mobil Sdn. Bhd. (Bintulu) - 086-318 668
KM Mobil Sdn. Bhd. (Miri) - 085-663 355



Isuzu Trucks - Malaysia



IsuzuTrucksMalaysia



www.isuzu.net.my

SCAN FOR MORE
INFORMATION



CONTENTS



80



84



86

CONFERENCE CALL

- 80 - SINOTRUK Hosts Successful 2025 Global Partners Conference

TYRE TECH

- 82 - Driven by Safety, Powered by Circularity
84 - Michelin Ignites the Future of Mobility

SAFE ROADS

- 86 - SHIFT 2025 Strengthens ASEAN's Commitment to Safer Mobility

HEADLIGHTS

NEWS & NOTES



82



FOTON

AUMAN R

TECHNOLOGY LEADING INTO THE FUTURE



Powerful
Cummins



Proven
ZF AMT



High Power, High Torque

430HP | 2200Nm
460HP | 2300Nm
560HP | 2600Nm



Warranty

/ Unlimited mileage



Satisfy the harshest regulation:

UNECE R-13 (Braking)
UNECE R-29-03 (Crash)
UNECE R51-03 (Noise Emission)



All images are for illustration purposes only. Please contact your nearest dealer for further information.

🌐 : www.angkatanmotor.com.my

f : Foton Malaysia x Angka-Tan Motor Sdn Bhd

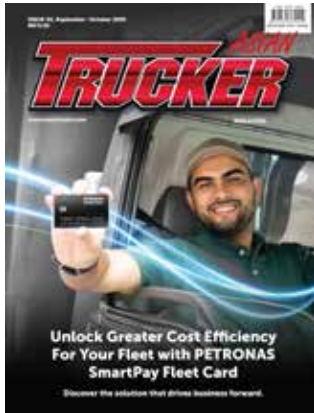
@ : [fotonmalaysia_by_atm](https://www.instagram.com/fotonmalaysia_by_atm)

in : Foton Malaysia Angka-Tan Motor

ANGKA-TAN MOTOR
A subsidiary of Warisan TC Holdings Berhad

The Drivers **ASIAN TRUCKER**

YOUR GUIDE TO
ALL THINGS TRUCK



PDF versions are
available for
download at
www.asiantrucker.com

EDITORIAL

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

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

Asian Trucker Media Sdn. Bhd. No. 27-1, Block C, Zenith Corporate Park,
Jalan SS7/26 Kelana Jaya, 47301 Selangor, Malaysia www.asiantrucker.com

ARTICLES

Asian Trucker is a registered trademark of Asian Trucker Media Sdn. Bhd. All articles submitted for publication become the property of the publisher. The editor reserves the right to adjust any article to confirm with the magazine format.

Asian Trucker is a bi-monthly publication. The publisher will not be responsible for any copyright violation of articles that have been approved by contributing writers. The publisher accepts no responsibility for unsolicited manuscripts, illustrations or photographs.

PRINTED IN MALAYSIA

Percetakan Osacar Sdn Bhd (Co.Registration : 63461-W)
202 Jalan KIP 6 Taman Perindustrian KIP 52200 Kuala Lumpur Malaysia.

Boost your business with a listing on our new website.

Find businesses or sell your truck, upload your events or images to the gallery.
Visit our new website www.asiantrucker.com to put your company on speed.

SIMPLIFY YOUR BUSINESS.



With Malaysia's most road tested and proven Euro V prime mover.

Simplify your business with the MAN TGS prime mover, the most road tested and proven Euro V-specification heavy truck in Malaysia. The MAN TGS offers unmatched on-road performance and fuel efficiency, renowned toughness and durability, superior driver comfort and advanced safety systems. Backed by world-class aftersales support that ensures optimal uptime and lower total cost of ownership. We are MAN. www.man.com.my

#MANMalaysia #SimplifyingBusiness #SimplyMyTruck

*Terms and conditions apply. Subject to change without prior notice.





stefan@asiantrucker.com

Surprises at Year End

A bit like Forest's box of chocolate, with every new year, we won't know what is in it. At the beginning of 2025, it looked like I would spend most of my time in Malaysia. The second half of the year, however, turned into one big travel agency. It felt like I was in for a sequel to "Up in the Air", rather than reporting about trucks. Getting onto planes is how we get to the places where we find out about the latest in transportation though.

As I am traipsing around Khoa Yai in Thailand, I happened upon a place that was listed as USA Military Scrapyard. A strange name for a business restoring trucks, but nevertheless very interesting. I could see the one or other vehicle being brought back to life in the form of an Asian Trucker mobile office. The spotter plane amidst the trucks was the weirdest item parked on the yard.

Then we discovered the TopUsed offering from MAN. Surely an interesting approach to how to strengthen the brand's position in the country and how to ease buyers into the idea of purchasing their vehicles and service contracts.

Spending time at the Japan Mobility Show 2025, I discovered that FUSO had taken a very surprising approach to the idea of New Energy Vehicles (NEV). With not just one, but two concept trucks using Hydrogen, the Japanese truck maker addressed the need for cleaner fuels while at the same time ensuring that there is a right-fit solution for the varying needs of transport owners. As it stands, several brands are currently boosting developments using Hydrogen. Perhaps the discussion about which alternative fuel is the best has not been concluded yet. Hydrogen surely strikes me as a surprising contender entering this arena. FUSO's COBODI concept is also a very intriguing answer to the problems the industry is facing in recruiting drivers and to improve efficiency. This issue's cover story will have these featured in detail.

The next stop was Beijing where I had access to the updates Foton had for their dealers and distributors in their Global Partners Conference 2025. When we hear about Chinese trucks having improved a lot over the past decade, I don't think we are fully aware of what is available in their home market. The list of innovations and technical specifications read like they were taken out of a science fiction novel.

A cement mixer with a range-extended electric drive train was also not something I did see coming. However, DeAuto is making some bold moves in amplifying their product portfolio and this is likely one of the vehicles that I would deem as most surprising.

A visit to Michelin's factory in Thailand proved to be satisfying for those being curious about the future of tyres. Putting composites into the focus, the French brand offered insights into their strategy as well as their thinking about road transportation. Tying up with a Michelin-starred Chef, they even managed to have a tasting course served to the participants under the theme "Composites". Too yummy to try to describe it.

The only surprises we may not like are unforeseen downtime. Several brands have put a lot of effort into keeping fleets running profitably. Turning to our Service Network section you will read all about the latest upgrades, openings and enhancements of workshops.

Stay curious, but drive Safe:

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

Stefan Pertz
Editor, Asian Trucker

EVolve a better world

**Electric****Intelligent****Environmental****Professional****Safe****Diversified choices**



A New Chapter for Hammar – Becoming Part of TomEnterprise AB



Hammar Maskin AB is entering a new chapter in its history. After more than five decades as owner and leader, Bengt-Olof Hammar has chosen to hand over the company to TomEnterprise AB, marking the beginning of a new phase focused on continued growth, innovation, and international expansion.

Founded in 1974 by Bengt-Olof Hammar in Olsfors, Hammar Maskin has grown into the world's leading manufacturer of Sideloaders – Hammarlift – for efficient container handling and other heavy-duty lifting applications. The company has delivered thousands of units to customers in more than 125 countries and built a global reputation for robust design, technical excellence, and reliable service.

"Hammar has grown through innovation, quality, and a strong focus on our customers. With TomEnterprise as our new owner, we gain the strength and resources to continue developing the company and further reinforce our leading position worldwide," says Bengt-Olof Hammar, founder of Hammar Maskin AB. "All proceeds from the sale will be donated to a foundation supporting humanitarian and aid initiatives."


TomEnterprise sees great potential to build on Hammar's strong market position and international success. The companies share a long-term commitment to sustainable growth and value creation within Swedish industry.

"Through his vision and technical expertise, Bengt-Olof Hammar has built a world-leading position in Sideloaders and created a new niche within container handling. Hammar's impressive growth story is a shining example of Swedish entrepreneurship and innovation. We look forward to working with the Hammar team and the proposed CEO, Peter Cederholm, with a clear focus on continued product development and global expansion," says Thomas von Koch of TomEnterprise.

Peter Cederholm is proposed to take on the role of CEO of Hammar Maskin in connection with the acquisition. He brings extensive experience from the international container and lifting industry, including senior positions at Kalmar Industries and Bromma spreaders.

A Tribute to Bengt-Olof Hammar

Hammar Maskin and all its employees wish to extend their sincere gratitude to Bengt-Olof Hammar for his vision, entrepreneurship, and technical expertise. His work has laid the foundation for a world-leading position in Sideloaders and fostered a company culture built on quality, innovation, and dedication. Bengt-Olof's legacy lives on in every Hammarlift produced, and in the company's ongoing efforts to develop the Sideloaders of the future.

The transaction is subject to customary regulatory approvals and is expected to be completed during the fourth quarter of 2025. 

Valeo



PREMIUM QUALITY

FOR YOUR COMMERCIAL VEHICLES

valeo added 

DISTRIBUTED BY
 **YONMING**[®]
Since 1979






“Our establishment in Rugao is more than a factory; it will be part of China’s dynamic innovation landscape and fuel Scania’s own development,” says Christian Levin, President and CEO of Scania and TRATON Group, “By also producing and innovating locally, we can tap into China’s speed and creativity, strengthen our global capabilities and accelerate the shift towards sustainable transport.”

The new industrial hub is designed to be part of the TRATON Modular System (TMS), which enables Scania and TRATON Group brands to efficiently scale, tailor, and innovate across markets, customer demands and product portfolios. TMS allows for integration of unique Chinese technologies and applications that will strengthen local and global competitiveness.

Two commercial offerings are planned: firstly, Scania, built to its global high standard and customisable for demanding applications – both tractors and rigid, with a wide range of service portfolios. Secondly, in addition to the global Scania offer, a new tractor product range – NEXT ERA – developed specifically for China’s competitive long-haul and volume segment.

The NEXT ERA product line represents a new chapter in Scania’s commercial offering, developed specifically for the Chinese market and fully integrated with the local digital ecosystem. While sharing its DNA with the TRATON Modular System, it is designed for high-volume transport applications, with a standardised product and service portfolio. The TMS also allows unique technologies to be introduced in China first and then rolled out globally.

Deliveries from production in Rugao will begin in late 2025 and NEXT ERA will be launched in the first half of 2026. 

Scania Opens New Global Industrial Hub in China

Today, Scania takes a momentous step in its 134-year journey by inaugurating its third global industrial hub, in China. It’s an investment that not only strengthens Scania’s global footprint but positions the company at the heart of the world’s largest truck market.

The new industrial hub in Rugao, Jiangsu Province, represents one of Scania’s largest global investments to date. Covering 800 000 square metres, the site has a licensed production capacity of 50 000 vehicles a year and will serve both the Chinese market and selected export markets in Asia and beyond. The facility creates around 3 000 new jobs locally and represents a total investment of two billion euros.

Scania is the first western OEM to be granted a full production licence for a wholly owned truck plant in China, a milestone that underscores the company’s long-term commitment to the market.

The Rugao facility will operate almost entirely on renewable energy sources, including locally produced biogas and certified green electricity. These measures contribute directly to Scania’s Scope 1 and 2 decarbonisation targets.

“Sustainability is built into every part of our new factory in Rugao: from energy sourcing to waste management,” says Ruthger de Vries, President of Scania Industrial Operations Asia. “This is not just about producing trucks; it’s about setting a new benchmark for efficient and sustainable industrial operations.”

Scania has been present in the Chinese commercial vehicle market for the past 60 years. China is the world’s largest truck market and a global centre for innovation in transport, connectivity, autonomy and electrification. With the new industrial hub, including R&D centres in Rugao and Shanghai, Scania strengthens its local footprint and its ability to jointly develop solutions with Chinese partners. The strategic investment brings Scania closer to customers in China and across Asia, enabling faster deliveries, wider specification options and deeper collaboration.





QUALITY THAT MOVES.

Thanks to people that live quality.



**More than just
spare parts:**
insights into our
quality promise.



MADE TO MOVE YOU.



Available locally across Asia by our partner Gegroco
www.gegroco.com.my

www.pe.de



Fresh Tailwind for Dongfeng

Driving through Meru, one will notice that there is a new player in the commercial vehicle industry. Right along the busy thoroughfare, Dongfeng Heavy Industries (M) Sdn Bhd (DHI) has set up their office, from which they want to breathe new energy into the brand. Asian Trucker was allowed a sneak preaview.

Heading up the business is industry veteran Mr Quek Wang, who is currently gathering his team while overseeing the development of the service network and the construction of the workshop in the premises. With decades of experience, Quek could not resist a new challenge where he could demonstrate his considerable experience. Having worked with top brands like Ford in the UK, Renault and Tata trucks here in Malaysia, he is confident and excited about the task at hand.


Having set up his own business, selling Chinese pick-ups a while back, he has established a far-reaching network among key players in the automotive industry. "My business partner, who has extensive automotive business in China, was appointed as the Dongfeng distributor for medium and heavy duty trucks. I was approached to join them after my retirement. As I know the brand and have full confidence in their products, I have agreed to join them, initially on a part time basis few months back," Quek told Asian Trucker.

For the time being, Quek will be focusing on selling medium and heavy-duty trucks, specifically for the construction and mining industry. Prime movers offered will be best suited for the haulage and general cargo segment of Malaysia's road transport industry. In particular, the Dongfeng cement mixer is one vehicle Quek is quick to point out as one model that has a lot of potential. Passionate about trucks, he has been travelling to China many times, visiting truck manufacturers and driving long distances to learn about the transport business in the principal's country. "Amazingly, you hardly see any broken down trucks on China's highways."

The trust in the quality of the Dongfeng vehicles also stems from the fact that the brand is generally considered as the second national automotive brand in China with a rich history in automotive design and production. In particular, Dongfeng has been supplying to the Chinese military, which means that the trucks will be designed and tested to extremely rugged conditions. "We will not say that these trucks will never break down, however, considering the way they are constructed and built, we are confident that they can offer a high amount of uptime."

Those wanting to give the revitalised brand a try can rest assured of the availability of service centres. Having partnered with Shining Way, Quek is able to offer customers convenient locations for the service of the Dongfeng trucks.

Any workshop that DHI is adding to their roster of partner workshops will have to comply with stringent checks. Quek added that "Every workshop that we sign on has to have mobile rescue service. We understand the getting any broken-down vehicle back on the road is a major concern and we want to ensure that we can offer this to our clients."

Although he is already looking back on a long and successful career, it is his passion that is driving him as he is pushing for the rapid expansion of the Dongfeng brand in Malaysia. "I wanted a place close to a major road so that truckers passing by will know that we are here. From here, we want to capture their attention and their passion for trucks, hopefully converting them to become our customers." 





AFTERMARKET



The widest range of OE quality clutch solutions
Over 170 million sold across the globe
Meet or exceed OE standards

SACHS CLUTCH

FOR COMMERCIAL VEHICLES*

*APPLICABLE TO HINO, DAIHATSU, ISUZU, UD, FUSO & INOKOM

PROVEN PERFORMANCE





JAC Reaps Rewards of Malaysian Expansion

As reported by Asian Trucker, Chinese Truck manufacturer JAC has embarked on a campaign to boost its service network and here in Malaysia. Revisiting this, its clients returning with renewed confidence in the brand. Melaka-based Vimeria Malaysia Sdn Bhd is one such company giving JAC a positive review.

"I am Chan from Vimeria Malaysia Sdn Bhd, a company involved in the hardware and building materials industry. Over the years, I've used various types of commercial vehicles, and JAC has become one of the brands I rely on the most." The company

currently owns several JAC trucks. According to Chan, they have performed very well so far. Knowing that the hardware is only one component of the transport ecosystem, Chan emphasises the importance of a strong after sales support "I'm also satisfied with the service provided," he told Asian Trucker.

As so often, it was a referral that pointed Chan towards the brand. He first learned about JAC through his good friend, Mr Leong from Paramount. He introduced the brand to Chan and he decided to start with one or two units for his own operations. The vehicles performed to his satisfaction and after experiencing the performance firsthand, Chan decided to add more units.

His only initial concern was the availability of spare parts. However, he was assured that parts and services would be readily available to him, he continued buying his, second, and third JAC truck without hesitation. Based on my experience so far, there have been no major issues. "In terms of problems with the trucks, I've not faced any major problems. Only minor wear and tear, which is normal and expected for any working vehicle."

Chan added that he has confidence in the technology and engineering behind JAC. He observed that China's automotive industry has grown rapidly, and their commercial vehicle technology is very advanced today. "Because of that, I've been very satisfied with my JAC trucks."

Most of the units he purchased are 7.5-ton models. Previously, his fleet was smaller, but over time he needed to upgrade to larger capacities to suit my business needs. Recently, he stepped up and added a JAC 14-ton truck. Looking ahead, if there is higher tonnage options available, he will definitely consider expanding further with JAC, in line with his transportation needs.

Having gathered a lot of positive feedback on the vehicle, Chan has become a brand ambassador: Whenever attending meetings or discussions related to lorries and transportation, he shares his positive experience with JAC. "It has truly been a reliable brand for my business," he sums up his relationship with the brand. **✓**



EURO 4

NEW
Kuzer
Made To Deliver Extra



Meet the latest addition to the UD Trucks range - the New Kuzer.

Design for city. Built for load.

Built for Malaysia's city traffic, the new Kuzer is the ideal partner for urban distribution — offering great flexibility, fuel efficiency, productivity, and uptime in every drive.

Designed to meet the challenges of modern logistics, the new Kuzer delivers more where it matters:



More Payload

Higher load capacity



Proven Durability

Built tough and backed by a 5-year/300,000km warranty for peace of mind



Improved Chassis

Lower, compact build enhances loading ease and agile city driving



High Performance

Higher alternator output and better engine performance



Lower Emissions

Eco-friendly engine technology meets stringent standards without compromising power



Advanced Safety

Smart safety features help protect both driver and cargo

Experience the difference. Visit your nearest UD Trucks dealer or call 03-6189 9832 to find out more.

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



UD TRUCKS



TAN CHONG INDUSTRIAL EQUIPMENT SDN BHD

Reg. No. : 197201001644 (13285-X)

A subsidiary of Tan Chong Motor Holdings Berhad Reg. No. : 197201001333 (12969-P)

Blue.ion Generates Extra Clean Air for Extra Driving Comfort

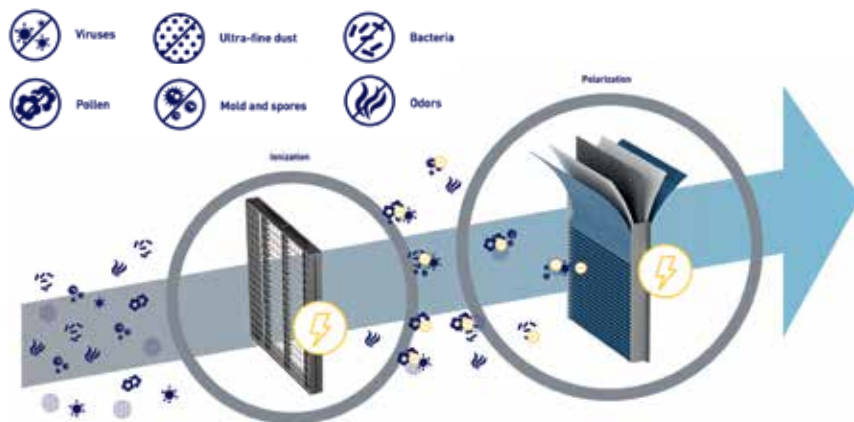


In Asia in particular, where high air humidity and consistently high temperatures mean strong airflow and rapid air movement are desired to keep cabins effectively cool, this advantage is especially relevant. Cabin filters are often removed entirely, as cool air is frequently preferred over filtered air. Blue.ion could help with both.

Stephan Kochmann and Dr. Lars Petersen played a decisive role in the development of the Blue.ion. Due to the growing requirements, large particulate air filters that can also filter out ultrafine dust are ever more in demand. At Hengst Filtration we recognize the potential to use electrification of filtration as an alternative technology,” Kochmann told Asian Trucker. The system is also being further developed in the field of HEPA separation. The lowest possible differential pressure will continue to be an important factor for achieving energy-efficient particle separation. The idea to use ionization and polarization in a cabin air filter stems from the daily work focused on making filtration as innovative and efficient as possible at Hengst. That is why Hengst has long been examining new technologies in the field of air filtration. In the course of development activities Kaufmann and Petersen discovered that combining the two technologies of ionization and polarization offers decisive added value. Blue.ion very special as there does not seem to be any other energy-efficient approach on the market that offers comparable filtration performance in such a compact design. High filtration performance usually requires higher energy requirements in the form of additional differential pressure; the Blue.ion requires only a fraction of this energy. “The Blue.ion was developed with a focus on passenger cars, but can also easily be adapted for use in commercial vehicles, as well as agricultural and construction machinery. Currently we are also examining potentials for use of the Blue.ion beyond automotive applications,” Kochmann explained.

In one hour, the ventilation system in a vehicle draws 300 000 liters of air into the interior of the vehicle. This air may contain pollutants, allergens and odors from the immediate environment. Astonishing, but proven: The level of exposure to the vehicle’s occupants can be up to five times higher than that of passersby on the roadside. But the quality of the air in the cabin is extremely important for both health and driving safety. Fortunately, cabin air filters substantially reduce the pollution level, therefore contributing to a healthy and hygienic climate in the vehicle. The design of cabin air filters involves the conflicting goals of combining a compact design with the lowest possible flow resistance as well as filtration of the finest particles.

The new Blue.ion cabin air filter from Hengst can boast constantly high and also energy-efficient filtration performance, which is achieved by combining two technologies: ionization of particles in the air flow and polarization of the filter medium. An ionizer provided directly upstream of the filter ensures that the particles are electrically charged. This improves separation of the particles in the filter, which is likewise charged. Even despite the ionization, the charge decreases over the life of the filter, resulting in a performance drop with reduced particle separation. This is where polarization comes into the picture. The use of an electrostatic field permanently maintains the charge in the filter medium. Altogether, the combined system ensures consistently high separation throughout the entire filter life.



Ionization: Charges particles for improved separation | **Polarization:** Maintains the charge in the filter for consistently high separation
Representation of a compact design, even a separation of ionization and polarization can be implemented.

A key performance feature of this system is the high flow rate and the low differential pressure. This reduces the overall system’s energy demand while still delivering full filtration performance.



SINOTRUK



- 24 Hours Emergency Service
- 24 Service Outlets Throughout Malaysia
- Buy Back Guarantee
- Fixed Repair and Maintenance Package

+6019 268 1430

Alan Chai

+6012 325 0809

LK Loo



Sendok Group

SINO TRUCK COMMERCIAL VEHICLES SDN BHD

(A MEMBER OF SENDOK GROUP)

HQ: Sendok Group Building, Lot 1564, Batu 4, Jalan Kapar, 42100 Klang, Selangor.

Office: Lot 3200, Batu 3 1/4 Jalan Kapar, 41400 Klang, Selangor.

+603-33456600 / +603-33445588

www.sinotrukmalaysia.com



Scan Me!

DAF XD and XF Electric Names International Truck of the Year 2026



The new DAF XD and XF Electric have been voted International Truck of the Year 2026 by the 24-member jury. It is the third time DAF has won the title with its New Generation range, following the success of the XF, XG and XG+ in 2022 and the XD in 2023, bringing the award once again to Eindhoven.

The trophy was presented to Harald Seidel, president of DAF Trucks, during the International Awards Gala Evening at the Solutrans trade fair in Lyon, France, attended by more than 1,300 guests.


With 92 points, the Dutch manufacturer's heavy-duty electric series finished ahead of its competitors in the final count. The diesel-powered MAN D30 PowerLion provided strong competition, while the fully electric SANY e435 marked the first time a Chinese truck has reached the shortlist for Europe's most prestigious commercial vehicle award.

In line with the rules of the International Truck of the Year (IToY), the title is awarded annually to the vehicle introduced in the previous 12 months that has made the greatest contribution to road transport efficiency. The assessment covers a range of criteria, including technological innovation, comfort, safety, driveability, energy efficiency, environmental performance and total cost of ownership.

This is the third consecutive year that an electric truck has taken the title. Of the five vehicles shortlisted for 2026, three were battery-electric models, highlighting that the

energy transition remains at the forefront of the truck industry, even as the internal combustion engine continues to evolve.

During extensive test drives, jury members praised the XD and XF Electric for the perfection of their drivelines and the almost imperceptible gear changes. Their range also benefits from the nine percent aerodynamic improvement achieved across DAF's latest generation. The modular vehicle concept, offering a wide choice of battery and axle configurations, was also commended for providing operators with exceptional flexibility.

Florian Engel, chairman of the International Truck of the Year jury, summarised: "With the new XD and XF Electric, DAF Trucks demonstrates that the combination of a central electric motor and a traditional rear axle can be just as energy-efficient as a driveline with an e-axle. Moreover, this DAF configuration provides perfect weight distribution, enabling virtually all use cases to be covered by a single technical platform." Asian Trucker is an Affiliate Member of IToY. 



COMPLETE SOLUTION

TRAMIGO COMPLETE SOLUTIONS

OBD Trackers



OBD STANDARD



OBD 4G

OEM and Light Vehicles (TF Series)



TF150



TF220



TF290

Mission-Critical Fleet Management



ASSET TRACKER



T25 SERIES



TRAMIGOCLOUD



TRAMIGOCLOUD
LOCAL HOSTING



TRAMIGOCLOUD
API



TRAMIGOAPP

Tramigo's tracking software suite offers comprehensive insights into your vehicles' real-time location, performance, trip history, fuel consumption, and more. Access it through the web, mobile app, run it locally to maintain data privacy, or integrate it seamlessly into your existing platform.

Mission Critical Push-To-Talk Hardware



MCPTT-1-XC



MCPTT-1



MCPTT-2



MCPTT-3

Mission Critical Push-To-Talk Software



WEB-ADMIN



WINDOWS
DISPATCHER



MOBILE APP
DISPATCHER

AI-Powered Dashcam Hardware



DC01-AI



DC02



DC03-AI



DI01-AI



DI02



DI03



DI04-USB



DI05



DE01

AI-Powered Dashcam Software



DASHCAM SOFTWARE



DASHCAM APP



Isuzu Charts Historic 100 000 CKD Trucks Milestone in Malaysia

Isuzu Malaysia Sdn Bhd (IMSB) shared today that the company has recorded a major milestone of reaching the production of 100 000 units of CKD trucks in the first quarter of this year. The achievement was marked by the Isuzu ELF and FORWARD model series - the company's popular selling models which were rolled out from the Isuzu Hicom Malaysia Sdn Bhd (IHM) production facility in Pekan.

Isuzu Malaysia's Chief Executive Officer, Tomoyuki Yamaguchi shared, "Isuzu is extremely pleased to have achieved and surpassed the production of 100 000 truck units in Malaysia. To us, this is more than a production milestone. It is a momentous landmark in the journey of our company, one that represents the culmination of every initiative that we have tirelessly pursued in corporate synergies, product strategy and market leadership.

"This is also a solid reaffirmation of our market leadership and brand significance in which Isuzu has been owning the top spot for overall commercial vehicle brand for 11 consecutive years and light-duty truck brand for 15 consecutive years in this market."

IMSB began the local production of the ELF and FORWARD models back in 2007 when the IHM production synergy was formed. In that year, the company produced 3 362 unit of trucks and since then it has been steadily increasing its lead in the industry. Since 2007 till now, IMSB had recorded its best two production years in 2022 with 7 417 units and 2023 with 7 334 units.

The total cumulative number of IMSB trucks that have been produced and rolled out from IHM since 2007 up till the second quarter of this year stands at 101,733 units. Meanwhile, Isuzu Hicom Malaysia Sdn Bhd's Chief Executive Officer, Koshi Yamaguchi commented, "Our production facility has been continuously maintaining strict inspection and quality control according to global standards. The ongoing strategic coordination and planning between IHM and Isuzu Malaysia, even during the pandemic which had caused massive disruptions to global supply chain, had ensured our ability to deliver high production in

the most difficult and unprecedented market condition. And this paid off when we recorded our highest truck production figure in 2022!"

In 2010, the Isuzu N-Series Euro I trucks were locally-produced and introduced, and four years later in 2014, IMSB took a substantial step by embarking on a full model change to Euro II standard vehicles. IMSB's journey to the historic feat of 100,000 trucks in local production had also been shaped by significant milestones that underlined the progression from Euro I to Euro IV / Euro V product development and introduction in Malaysia.

As a testament of IHM's stringent quality control, the company received its ECE Regulations Compliance accreditation in 2017 for sound adherence to technical regulations based on global standards, specifically concerning the design, safety and environmental performance of vehicles and components.

Following that in 2019, IMSB introduced the ELF Crew Cab and ELF Smoother Series, delivering enhanced versatility, performance and efficiency for customers. Unrestrained by the pandemic, IMSB continued to manufacture and launch the Euro III ELF range equipped with the Isuzu Safety Plus platformed for maximized safety.

Last year the company introduced the Euro IV ELF range and a Euro V FVR240 Smoother model which further marked Isuzu's enhanced innovation and capability in local production, as well as its pivotal step towards sustainable logistics in Malaysia. "We credit our success in reaching and exceeding 100 000 CKD trucks to two decades of continuous committed work, strong partner collaboration, innovation growth and remarkable customer support which we are always grateful for," Yamaguchi added.

Moving forward, Isuzu has expressed its plan to further providing quality commercial vehicles in alignment with the country's automotive policy and to support its goal on sustainable and efficient logistics. On this note, it plans to introduce a wider range of Euro V models soon, bringing positive changes and reiterate its commitment to customers, partners and the industry. **F**

SAFER LOGISTIC FLEET OPERATIONS

VISION

To be a leading centre for **SAFER LOGISTIC OPERATIONS** and **SAFER COMMUTING** instrumental in instilling safety as priority, culture and practice within the industry & community towards building a nation committed to achieving zero road crash & zero fatality

MISSION

To deliver effective training , monitoring , leadership & engagement based road safety programmes that instil safety as culture and practise for truck operators, commuters & road users.



SERVICE PROVIDED

- ☆ **Defensive Riding :- Commuting Journey**
- ☆ **Defensive Driving :-**
 - Light Passenger/Light Commercial Vehicle
 - Heavy Passenger/Heavy Commercial Vehicle
- ☆ **Safer Logistic Fleet Operations**
- ☆ **Forklift Training**

Email:

arjuna@mddrc.com.my

Website:

www.mddrc.com.my



The Chartered
Institute of Logistics
and Transport





JPJ Engages Industry to Address Overloading

The Ministry of Transport, through the Road Transport Department Malaysia (JPJ), recently held a stakeholder engagement session with logistics associations and industry players to address the persistent issue of overloading. The session aimed to strengthen understanding and strategic cooperation between government and industry in ensuring safe vehicle operations.

YBhg. Dato' Seri Jana Santhiran Muniayan, Secretary-General of the Ministry of Transport, opened the session, stressing that overloading is not merely a technical offence, but a matter of moral and safety responsibility. He said: "Overloading is not merely a technical offence. It is a moral and safety responsibility that concerns human lives." He added that closer cooperation between the government and industry is crucial to improving compliance and reducing the risks associated with overloaded vehicles.

The session brought together senior JPJ officials, including YBhg Dato' Aedy Fadly Ramli, Director-General, YBhg Dato' Muhammad Kifli Ma Hassan, Senior Enforcement Director, and directors from various JPJ divisions and state offices. Their presence underlined the department's ongoing commitment to work alongside industry players to promote responsible practices and maintain road safety standards.

Participants discussed JPJ's approach to compliance, highlighting the importance of shared responsibility, proactive engagement, and a culture of compliance that benefits both safety and infrastructure. According to JPJ's Instagram post, the session reinforced that overloading affects both lives and roads, and collaborative dialogue is key to long-term improvement.

JPJ noted that from 2023 to September 2025, 130 643 summons and investigation papers were issued related to overloading, with Johor, Selangor, and Pahang recording the highest numbers.

Asian Trucker attended the session and observed the constructive tone between government officials and industry representatives. The department's approach combines enforcement with education, encouraging operators to adopt safer practices rather than relying solely on punitive measures.

By convening this engagement, JPJ reaffirmed its strategy of fostering cooperation, transparency, and accountability in the logistics sector, demonstrating its commitment to building a culture of compliance, strengthening industry awareness, and ensuring safer roads for all users in Malaysia. 

EURO 5
Drive for better

Quester
Made to go the extra mile



The Perfect Match For All Drivers

Driver shortage is hitting the transport industry hard. Attracting new talent requires innovative thinking.

Quester introduces ESCOT automated manual transmission. Combining with the impressive power of 460hp, it increases efficiency and reduces fatigue among your driver. It's the perfect match for all drivers, particularly those making a start behind the wheel.

Quester, goes the extra mile to meet today's environmental and business challenges. With Euro 5 and SCR (Selective Catalytic Reduction) system, it addresses these challenges whilst meeting the market demands.

A smart move for your business. Going the Extra Mile.

For more information, call 03-6189 9832

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



ESCOT



UD TRUCKS



TAN CHONG INDUSTRIAL EQUIPMENT SDN BHD

Reg. No. : 197201001644 (13285-X)

A subsidiary of Tan Chong Motor Holdings Berhad

Reg. No. : 197201001333 (12969-P)



Sweden and Malaysia Explore Green and Digital Innovation in Transport

Asian Trucker attended Pioneer the Possible – Innovation-Led Green and Digital Transition by Malaysia and Sweden, hosted by the Embassy of Sweden at TRX 106 on 12–13 November 2025. The two-day event brought together Malaysian policymakers, industry leaders, and Swedish commercial vehicle companies to examine opportunities in deploying low-emission transport and smarter, cleaner logistics.

The format was designed for focused engagement. Each session gathered 40–50 participants for two hours, combining panel discussions with networking. The programme highlighted four themes: Industry 4.0, DigiTech, Energy, and Transport, with the latter drawing particular attention from commercial vehicle stakeholders.

“The event provides a platform to share expertise on sustainable transport solutions and the adoption of electric and autonomous vehicle technologies,” said the Embassy of Sweden.

The Transport session on 13 November featured panels hosting Johan Larsson, Managing Director of Volvo Trucks, and Joyce Antar, Managing Director of Scania Southeast Asia, alongside representatives from Malaysia’s Ministry of Transport and the Malaysian Green Technology and Climate Change Corporation (MGTC). Discussions centred on regulatory frameworks,



incentives for electric vehicle adoption, charging infrastructure development, and public-private collaboration to advance low-emission commercial transport.

The event also showcased the Pioneer the Possible Exhibition, a modular display connected to Sweden Innovation’s industry packs. For transport, the exhibition featured innovations from Volvo, Scania, and other Swedish companies, including

electric trucks, autonomous freight solutions, and energy-efficient logistics systems. Digital screens offered interactive content such as Fossil Free Sweden roadmaps, explainer videos, and highlights of Swedish companies with local presence.

“Through sharing expertise, industry experience, and practical innovations, the event highlighted how Swedish and Malaysian stakeholders can work together to advance sustainable mobility,” added the Embassy.

Participants lauded the initiative and how Swedish innovations are shaping the commercial vehicle sector. The event reinforced Sweden’s leadership in electrification and digitalisation while emphasising partnerships with Malaysian companies to drive sustainable, low-emission transport solutions in the region. 



JOST

Fifth Wheel Coupler

Landing Gear

King Pin



ALL KIND OF WINDSCREEN
FOR TRUCKS & CARS



Hydraulic Tipping Hoists

Edbro
Leading the market with
product developments
ever since 1916
Member of **JOST**-World



HYDRAULIC PUMP

Bend-Axis Pump

Iso Gear Pump



Buffalo Mobile
Batching Plant Uses
JOST Landing Gear &
TKK Trailer Component





purchases, along with individually tailored services such as repair and maintenance contracts, vehicle customisations and used vehicle warranties. All units undergo extensive checks before being approved as MAN TopUsed vehicles. He adds that the programme is the only place in Malaysia to source a quality TopUsed vehicle at a fair price.

Its multi brand structure aligns with the operational patterns of Malaysian fleets that manage diverse tasks, from distribution work to timber haulage and long distance freight.

Some used trucks in the international TopUsed network come equipped with a Telematics, enabling access to MAN DigitalServices such as fleet data visibility, maintenance planning and operational insights. Availability depends on regional service coverage, yet the feature reflects MAN's direction toward connected fleet support, an area of growing relevance as Malaysian operators place greater focus on uptime and cost discipline.

TopUsed also offers structured warranty and service options, including driveline and full vehicle protection aligned with MAN's global standards. These measures support Malaysian operators who prioritise reliable after sales coverage and predictable cost management across high utilisation environments.

MAN TopUsed: Trucks You Can Trust

MAN TopUsed gives Malaysian fleet operators access to used trucks. The programme is designed for operators who need dependable assets for daily movement through Kuala Lumpur's dense corridors, regional distribution routes across Peninsular Malaysia and long haul operations that connect industrial hubs. A typical vehicle available in this programme is the MAN TGX 26.470 with a 13 litre engine and a 460 litre tank, presented in a 6x2/2 BLS midlift specification, described by the source as a 4x2 six wheel configuration. MAN Malaysia sources vehicles that are three or four years old.

All trucks sold under the programme come from the MAN UK lease fleet under the Comfort Super Repair and Maintenance Contract. When these units are sold in Malaysia, MAN provides free service and a two year warranty. Repair and Maintenance Contracts are available for up to five years. These coverage levels support Malaysian fleets that run high annual mileage and rely on predictable lifecycle planning.

Marc Appelt, Managing Director of MAN Truck and Bus Malaysia, states, "If you're playing the long game, MAN is your trusted partner. We have the right products and set up to support and grow with your business." His message reflects MAN's position among Malaysian transport operators who value consistency and long term support.

General Manager Navin Manogaran says the team offers flexible financing options for MAN TopUsed vehicle



MCVE 2026

Featuring CargoNOW Conference

INCORPORATING TWO-DAY CONFERENCE AT SOUTH EAST ASIA'S LARGEST COMMERCIAL VEHICLE EXHIBITION

The road ahead is being redrawn. As MCVE 2026 returns, CargoNOW Malaysia takes place concurrently at the event.

Happening on 14 and 15 May 2026 at MIECC, the CargoNOW Conference delivers bold ideas, expert insights, and real-world solutions alongside the region's premier commercial vehicle showcase.

CargoNOW, leading the conversation at MCVE, is driving innovation on the show floor, offering a comprehensive experience. CargoNOW plays a pivotal role in shaping discussions around innovation, resilience, and transformation in the global supply chain and logistics sector.



Asian Trucker Exhibition Sdn Bhd
No. 27-1, Block C, Zenith Corporate Park, Jalan SS7/26 Kelana Jaya, 47301 Selangor, Malaysia
Email: info@asiantrucker.com Web: www.mcve.com.my

MINES International Exhibition & Convention Centre (MIECC) Sri Kembangan, Selangor, Malaysia

MCVE 2026



UD Trucks Widens Network in Port Klang

Customers of UD Trucks to get greater serviceability and operational efficiency with the opening of a new 3S centre in Port Klang

UD Trucks' customers served by its sole distributor, Tan Chong Industrial Equipment Sdn Bhd (TCIE) can now experience enhanced aftermarket support and upgraded service quality with the opening of a new 3S centre in the bustling industrial area of Port Klang.

The new Port Klang 3S centre is located on Lebuhr Sultan Mohamed 1, Selat Kelang Utara and is operated by TC Trucks Sales Sdn Bhd (TCTS). This 3S Centre provides the convenience and advantages of a fully integrated offering in sales, services and spare parts to all customers of varying partner brands equally under one roof.

A lunch event was held recently for 150 guests comprising mainly customers to celebrate the official opening of the 3S Centre which had undergone a construction phase of approximately one year. The centre is purpose-built to offer customers the new range of UD Trucks commercial vehicles, including comprehensive aftermarket services with the latest workshop facilities and full inventory of truck parts.

Keiichiro Ochiai, UD Trucks' Region Director for Southeast Asia & East Asia shared, "The quality of aftermarket services has been a key differentiating factor in today's competitive industry landscape and economic conditions. UD Trucks and TCIE are committed in laying a successful path for our customers by delivering exceptional products and service strategies that match their needs.

"The new Port Klang 3S Centre is a strategic move that will improve serviceability and operational efficiency for many of our customers, especially those who are located in the surrounding industrial hubs. We trust that it will also reinforce confidence in the UD Trucks brand, whereby our customers will know that they can depend on us for peace of mind when it comes to uptime, performance and cost efficiency in truck ownership for long-term success."


Occupying a land size of two acres and with a built-up area of 21 000 square feet, the Port Klang 3S Center features a large, spacious showroom that can display up to three UD Trucks models, plus a cosy lounge area for customers and drivers.

The workshop area has 11 service bays and a large spare parts warehouse to ensure consistent optimisation of customers' operations. Manned by a specialised and experienced technical team, the workshop is also well-equipped with up-to-date

truck diagnostic technologies to provide extensive diagnostic capabilities and repair solutions, thus saving on time and unnecessary expenses for fleet owners.

As a committed proponent of smart logistics with a dedication to go the extra mile for customers through dependable trucking solutions, the Port Klang 3S center was also built to cater for expansion capacity. TCTS's previous 3S centre in Pandamaran has been moved to this new location as a strategic move to provide better customer experience with greater accessibility and more amenities.

Loh Thim Choy, Chief Operating Officer of TCIE shared, "The new Port Klang 3S Center represents a big step forward in our customer-focused approach. We believe that providing quality trucks to help our customers maintain their operational excellence is very important but it doesn't end here. We know that dealerships are integral in the overall customer experience and as such, elevating our customers' experience is what motivates us to open this new 3S centre.

"We look forward to continue to deliver the premium experience that this dealership has to offer, with its modern truck showroom, warm and pragmatic ambience, equipped workshop facilities and highly skilled technical teams. Customers need more than just vehicles; they also need a true partner for all-round support and TCIE is always ready to deliver on our commitment to maximise our customers' uptime." 

SOUTH EAST ASIA'S
LARGEST COMMERCIAL
VEHICLE EXHIBITION
14 - 16 May 2026



Asian Trucker Exhibition Sdn Bhd
No. 27-1, Block C, Zenith Corporate Park, Jalan SS7/26
Kelana Jaya, 47301 Selangor, Malaysia
Email: info@asiantrucker.com Web: www.mcve.com.my

MINES International Exhibition & Convention Centre (MIECC) Sri Kembangan, Selangor, Malaysia

MCVE 2026



Hino Expands Service Network with New HASO in Subang Jaya



Hino Motors Sales Malaysia has broadened its service footprint through a new Hino Approved Service Outlet in partnership with Soon Seng Truck and Parts in Subang Jaya. The outlet follows the 3S model and strengthens Hino's commitment to reliable support for transport operators in one of the Klang Valley's most active industrial corridors. The launch signals a continuation of the brand's effort to anchor its after-sales network in areas where logistics activity shapes daily operations.

The facility covers 20 000 sq ft and carries a sense of purposeful order. Seventeen service bays stand ready for scheduled maintenance, complex mechanical work, and rapid diagnostic checks. Fifteen workshop personnel support the operations, with foremen guiding workflow and apprentices gaining structured technical experience. Four dedicated parts staff oversee an organised inventory of genuine

Hino components, arranged to reduce waiting time and ensure accuracy in replacement work. A customer lounge with Wi-Fi, refreshments, and a prayer room reflects a small yet thoughtful attention to driver comfort during service appointments.


The opening ceremony drew senior leaders from both Hino Malaysia and SSTP. Hino Motors Sales Malaysia was represented by Managing Director Hiroshi Takahashi, Director Ahmad Yasmin Yahya, and Chief Operating Officer Chan Ing Chyi. From SSTP, Samson Chan Kok Sing, After Sales Director, was joined by Business Development Director Edmund Chan Han Leong and General Manager Ling Kui Loong. Their presence underscored a partnership that has sustained more than half a century of commercial trust.

Asian Trucker attended the ceremony and observed how the internal layout encourages discipline and flow. The

bays are arranged to shorten transition time between incoming and outgoing units, and technicians move with a confidence that comes from continuous training. Diagnostic equipment is used with precision, supported by a process that keeps customers informed at each stage of the inspection. Several operators at the launch highlighted how valuable it is to have an authorised service point so close to Subang's industrial clusters, especially for fleets that operate tight schedules.

The relationship between Hino and SSTP reaches back to 1974, when SSTP first became an authorised distributor of Hino spare parts in Seremban. Growth followed with the establishment of a 3S centre in Nilai in 2008 and another branch in Balakong soon after. The Subang Jaya HASO now stands as the newest chapter in this shared journey, shaped by a commitment to durability, service quality, and long-term industry presence.

HMSM Managing Director Hiroshi Takahashi said, "This new HASO is another important step for Hino Malaysia to bring our services closer to customers. Especially in busy industrial areas like Subang Jaya, this outlet will help every Hino customer enjoy quick, reliable, and professional support."

SSTP plans to strengthen its service capacity even further. Future enhancements will centre on technician development, advanced diagnostic tools, and strategic parts management designed to minimise delays and improve reliability. These measures reflect a broader ambition shared with Hino, where operator support is shaped not only by the reach of the network but also by the discipline behind daily workshop routines. 

Isuzu's Latest Outlet Gets 4S Status



Isuzu Malaysia's latest facility in the Klang Valley is primed to deliver a new level of customer care by offering a complete range of in-house services including sales of new Isuzu vehicles, after-sales care and a certified body repair and paint facility.

This latest Isuzu 4S Centre operated by SV Prestige Auto is situated in Balakong fronting the Kajang Dispersal Link Highway, and becomes the third such dealer-owned and operated integrated 4S facility within the Klang Valley.

Officially opened by Isuzu Malaysia's Chief Executive Officer Tomoyuki Yamaguchi, the new Isuzu 4S Centre reflects a clear desire by the company to deliver elevated peace of mind with every Isuzu vehicle purchase.

"The opening of this new Isuzu 4S Centre featuring a modern, integrated facility is reflective of our on-going effort to ensure that Isuzu vehicle ownership remains a truly positive experience. By offering a complete range of vehicle care services under one roof, our customers can enjoy the assurance that their Isuzu vehicles receive convenient and comprehensive quality care," said Yamaguchi.


Featuring the latest Isuzu Corporate Identity (CI), the new outlet sits prominently on a new light industrial lot and offers the full range of Isuzu D-Max and Isuzu commercial trucks for sale. Inside the showroom, two display units of pick-up trucks offer prospective customers with an opportunity to have a full hands-on experience of their next vehicle, pick their choice of specifications and colours from paper-free palettes and even take a digital peek into the prowess of the D-Max's off-roading and advanced safety capabilities through a Virtual Reality simulator.

The new service centre is also large enough to handle six vehicles simultaneously, making it ideal for quick turn-around service visits. In an effort to retain the quality control of jobs performed, the new SV Prestige Auto Isuzu 4S Centre not only carries out regular maintenance jobs, it also has its own sized painting booth to effectively handle accident repairs on site.



The B&P centre is currently recognized by major automotive insurance companies and is on the panel of five of the country's major insurers. It is also pending approval to carry out heavy accident repairs as equipment and training are already in place.

In his speech, Managing Director of SV Prestige Auto Ryan Tham said that the opening of the Isuzu 4S Centre was a culmination of the strong support of Isuzu and customers. "Through the guidance of Isuzu Malaysia and the support of our customers, we have been able to consolidate all our operations here into a convenient one-stop 4S Centre. I hope that with our new facility, our customers will enjoy a more comfortable and conducive destination for all their Isuzu needs," he said.

The new SV Prestige Auto Isuzu 4S Centre is located on Lot 1917-B, Jalan KPB 7, Kawasan Perindustrian Kampung Baru Balakong. Together with its Isuzu 3S Centre in Puchong, the SV Prestige Auto showroom is open every day while the service centre is open from Mondays to Saturdays. 





ZF Aftermarket Puts Uptime in Focus

Uptime refers to the time when vehicles, equipment, or personnel are operational and available for use. Maximising uptime requires the entire operating system to function efficiently, including mechanics, drivers, managers, vehicles, and machinery. Uptime also equates to income and profitability and is therefore one of the most important aspects in any fleet operation. Downtime due to malfunctions or maintenance should be minimized. This is crucial for maintaining productivity, controlling costs, and ensuring customer and employee satisfaction.

As a leading global supplier of commercial vehicles, ZF Aftermarket not only provides expertise and cutting-edge technology, but also high-quality customized service solutions to support our customers. Calling upon ZF Aftermarket, transport owns can benefit from their extensive product portfolio and services.

In creating an ecosystem, rather than just stand-alone options, ZF Aftermarket is able to provide customers with an extensive and comprehensive offering to enable uptime at the highest levels. A detailed look at the various components in this ecosystem will reveal where fleet owners will be able to gain an advantage.



Ecosystem solutions drive business growth

"Maintenance first, comprehensive service, all-round coverage, and efficiency priority" is the foundation upon ZF Aftermarket offers comprehensive solutions for commercial vehicle customers. By providing comprehensive vehicle health checks and maintenance services for commercial vehicles, ZF Aftermarket aims to ensure vehicle safety, stability, low failure rate, and low accident rate, thereby increasing vehicle uptime. At the same time, ZF Aftermarket continuously provides energy-saving and cost-reducing products and solutions to ensure efficient and safe vehicle running



Advanced Diagnostics and Predictive Maintenance

Regular inspection and maintenance are vital for commercial vehicles. ZF Aftermarket offers efficient and reliable services for vehicles and fleets.

By utilizing telematics and advanced diagnostics, potential failure risks can be predicted. This makes maintenance-based repair more feasible and reduces unexpected downtime.

Expert Support and Services

ZF expert team provides professional support and services to ensure problems are resolved quickly and effectively, maximising uptime.

ZF [pro]Service

ZF [pro]Service is ZF's commercial vehicle service program, built on the concept of innovative services. It combines professional expertise with digitalisation to provide customized solutions for trucks, trailers, and buses.

ZF [pro]Academy

As a global automotive and industrial aftermarket supplier, ZF Aftermarket leverages extensive OEM experience and comprehensive technical knowledge to offer a wide range of training courses for service partners worldwide.

Depending on service levels and products, ZF Aftermarket offers multi-dimensional trainings, from basic product courses to advanced professional programs, as well as high-voltage and EV trainings, in order to fully supporting next generation mobility. In addition to standard courses, ZF Aftermarket also offers customized training upon request.

High-Quality Products and Parts

ZF Aftermarket offers a comprehensive range of premium products and service solutions, ensuring repairs and maintenance are performed using reliable components to enhance the service life and reliability of vehicles and equipment. ZF Aftermarket provides OE-quality powertrain, chassis, steering, and braking products for trucks, trailers, and buses.

Their leading service solutions provide enterprises, fleets, and end users with comprehensive solutions encompassing vehicle performance, driving safety, and intelligent operations. Whether it's a internal combustion engine-powered (ICE) or electric vehicle, ZF Aftermarket can provide corresponding transmissions and fluids, chassis suspension and steering components, braking systems and



air management solutions. We also have service capabilities in the fields of ZF CeTrax, ZF AxTrax, telematics modules and ADAS.


Service Network

A nationwide service network with strong professional capabilities, supported by localised service teams in local communities or regions, ensuring comprehensive and efficient service.

The leading solutions of ZF Aftermarket optimize fleet operations, support fleets to comply with regulations and improve safety, efficiency, as well as operational transparency in the commercial vehicle sector.

Within this context, ZF Aftermarket reminds end users that the buying non-genuine products bears risks. Non-genuine parts may not meet the same standards as original equipment. They may be made from inferior materials or lack the precision required. Using genuine products helps minimise downtime and maximise uptime.

There could also be compatibility issues: Non-genuine parts might not fit perfectly. This can cause malfunctioning systems or damage. Fleet owners should also be concerned about safety: Inferior clutches, for example, can lead to clutch slippage and loss of control during driving. Installing non-genuine parts can void warranty coverage. Meanwhile, these parts often wear out faster, leading to frequent replacements. Reduced reliability can lead to breakdowns, safety hazards and costly repairs.

ZF Aftermarket encourages fleet owners to match the high quality services offered through its network with genuine parts offered by the authorised dealers. 





AMH Coffee Talk 2025: Finance, Safety, and Technology

On 2 October 2025, Asian Trucker attended the Association of Malaysian Hauliers (AMH) Coffee Talk event at the Premiere Hotel in Bukit Tinggi, Klang. The event brought together industry leaders, regulators, and solution providers to address two pressing issues for Malaysia's haulage sector: accounts receivable management and road safety.

The session was supported by sponsors Northport Streamax, CLA, TransLink Solutions, MAN, and Westports, alongside key government and industry partners.

Accounts Receivable Management: Best Practices and Digital Tools

The first session focused on one of the sector's most persistent challenges: managing cash flow while maintaining operational stability. Discussions explored how digital tools and structured credit control can help hauliers navigate longer payment cycles without jeopardising operations.

Mr. Soo Chee Yeong, President of AMH, shared his perspective on the evolving landscape of payments. "When I joined the industry 25 years ago, payments often came in the form of a blank cheque. Today, the minimum payment period has stretched to 60 days and above," he explained. "This creates a financial burden on hauliers who still need to cover operational costs such as drivers' wages, bank instalments, and fuel."

He also highlighted the potential of technology to streamline processes. "We need a platform that allows us to view all customer invoices in one place. Customers should also have visibility so that disputes can be resolved efficiently. In Vietnam, we found that digital invoicing helped 25 percent of hauliers receive payments earlier than their credit period. That is a clear example of how technology can improve cash flow."

Encik Razak of Razak & Co, with experience in both accounting and legal frameworks, reinforced the importance of proper management. "Accounts receivable is the heart of your company. If it fails, the business fails. You need to ensure invoices are properly verified and disputes resolved promptly. Otherwise, your business could face significant financial strain."

The discussion also addressed concerns around watch lists for customers who fail to meet credit obligations. Mr. Soo clarified, "AMH cannot publicly share watch list information. It is managed through CLA under specific agreements. Members participating in the system will be informed when a customer is on the watch list, protecting everyone from potential credit risks."

Road Safety: Technology, Training, and Enforcement

The event then shifted focus to road safety, a topic that intersects directly with operational efficiency and public responsibility. Regulators and vehicle

experts shared insights on how compliance, technology, and training contribute to safer roads.

Tuan Abdul Hafiz, Director of Agensi Pengangkutan Awam Darat (APAD), emphasised the regulator's role. "Our role is to ensure operators comply with regulations and that all licences and systems are up to standard. This is crucial for the safety of public transport on Malaysian roads."

JPJ Director Tuan Azzharin highlighted the importance of technical compliance. "Technical compliance is not just about paperwork. It is about ensuring vehicles meet safety standards, from braking systems to emissions. Proper compliance saves lives and prevents costly incidents."

Tuan Norazman Nordin, Senior Deputy Chief Enforcement Officer of JPJ, added, "From frontline enforcement experience, the focus must always be on preventing accidents through robust regulation. Ensuring vehicles are properly maintained and adhere to safety rules protects both drivers and the public."


Marc Appelt, Managing Director of MAN Truck & Buses Malaysia, brought a manufacturer's perspective



on safety innovations. "Brakes are the first step in preventing collisions. Modern systems such as electronically controlled exhaust brakes, ABS, ESP, ASR, and Emergency Brake Assist ensure that trucks can stop effectively, even under extreme conditions. These technologies save lives and improve productivity."

Looking Ahead

The AMH Coffee Talk highlighted the interconnected nature of financial management and road safety within the haulage and logistics sector. By adopting digital tools for accounts receivable and embracing advanced vehicle safety technologies, operators can achieve sustainable growth while protecting both their workforce and the public.

In partnership, AMH and Asian Trucker will continue the discussions at the upcoming MCVE 2026 in the Coffee Talk Series. These are intended to report actionable insights, ensuring that participants can further gain knowledge on how strategic financial management and robust safety practices contribute to the resilience of Malaysia's haulage industry. 

A UNIQUE COFFEE TABLE BOOK BY ASIAN TRUCKER.

45 TRUCKS FROM AROUND THE WORLD. 230 IMAGES. 388 PAGES.

LIMITED
EDITION

ICONIC
TRUCKS

PRE-ORDER
NOW AT
SPECIAL
RATE





FUSO Unveils Ground-breaking Innovations

The Japan Mobility Show offered a glimpse into the future of road transportation. FUSO demonstrated how the brand has developed a deep understanding of the needs of transport owners.

Joining a team from Hap Seng Truck Distribution, Asian Trucker was invited to witness the interpretation of FUSO's "Future Together" theme. Mitsubishi Fuso Truck and Bus Corporation (Headquarters: Kawasaki City, Kanagawa Prefecture, President and CEO: Karl Deppen, hereafter "MFTBC") presented its booth themed "FUTURE TOGETHER: A new era of trucks begins – run together with FUSO," showcasing its vision for the future of transportation as the commercial vehicle industry enters a new era. In pursuit of this vision, MFTBC unveiled advanced solutions leveraging cutting edge technologies to address logistics challenges.

The Japan Mobility Show 2025 (hereinafter JMS 2025), was organized by the Japan Automobile Manufacturers Association at Tokyo Big Sight (Koto Ward, Tokyo) from October 30, 2025 to November 9, 2025.

Focus, Shift and Anticipation

Through actual vehicle exhibits and informative displays, the company illustrated its vision for the future of transportation—one that enhances the efficiency of commercial vehicles and logistics. As explained by a spokesperson on site, the displays incorporated in the booth show a constant motion, just as FUSO aims to perpetually move forward.



In moving forward, the brand now embraces a strong focus on the user, the ultimate benefactor, of the vehicles. A paradigm shift has taken place whereby the trucks designed by the Japanese brand are developed with the future needs of the transport owner in mind; anticipating socio-economic changes, the vehicles are meant to be attractive as workspaces as well as profit-enhancing. The togetherness of user and manufacturer of the trucks was expressed in three distinct partitions of the booth at the Japan Mobility Show 2025.

Next Generation Logistics Solution

Having analysed socioeconomic factors, economic influences and changes in the work environment, MFTBC is anticipating that vehicle designs will need to undergo adjustments to reflect these factors. In particular, the composition and attitude of the workforce of the future will have a significant impact on the way trucks are being used in land transport.

Already today, a global driver shortage is having an effect on the industry. MFTBC is expecting that the number of qualified drivers will further dwindle. Meanwhile, drivers will require their work environment to be less strenuous and physically demanding.

Resulting from these insights, MFTBC created the “Connected Load Body”, a concept on an all-electric light duty truck. Using the eCanter as a base, a concept was shown in a world premiere.

“As part of our efforts to address logistics challenges, FUSO unveiled the COBODI (Connected Load Body) here today. It is a new and unique ‘smart body’ and ‘digital solution’ concept which we introduce at JMS 2025,” Deppen told the gathered guests.

This concept will be showcased on an “eCanter”, the first series-produced all-electric light duty truck in Japan. This model was originally launched in 2017 and is now in its third generation. The eCanter was renewed in 2023 with expanded variants, features and range. The concept connects smart, human-centric body design with Wise Systems, an AI-based automated routing and dispatching solution, for optimized route planning and parcel loading.

The COBODI aims to reduce the burden on drivers, shortening unloading times and enabling more efficient deliveries and productive fleet management for business owners. At JMS 2025, MFTBC conducted demonstrations of the COBODI workflow, showcasing its potential as a platform for next-generation logistics solutions.

Highlight on Hydrogen

Parked beside the COBODI were two hydrogen-powered heavy-duty truck concept models. MFTBC unveiled the “H2IC,” a heavy-duty truck powered by an internal combustion engine that combusts hydrogen, and the “H2FC,” a heavy-duty truck powered by a fuel cell system. MFTBC believes hydrogen is



an effective means to achieve carbon neutrality for commercial vehicles involved in heavy-duty transport and long-distance haulage, owing to its high energy content, long range, and short refuelling time.

By utilizing components and technologies common to diesel trucks, the “H2IC” could enable faster and smoother transition to hydrogen vehicles. In particular, H2ICE technology shows particular strength in high-power applications such as construction vehicles. The “H2IC” is fuelled with compressed hydrogen gas.

In the “H2FC”, a fuel cell system converts hydrogen to electricity, which then powers an electric motor. The “H2FC” stores hydrogen in liquid form, which has a higher density compared to compressed hydrogen gas. For now, data is based on internal simulations with a vehicle of GVW 25 ton with 80-kilogram capacity liquid hydrogen fuel. MFTBC’s models and calculations show that this enables a vehicle with up to 1200 kilometres of driving range, refuelling in 15 minutes and with no compromise on load body space.

According to MFTBC’s records, another Japan-first, is the heavy duty “H2FC” is equipped with a liquid hydrogen tank designed for subcooled liquid hydrogen (sLH2) refuelling. The sLH2 refuelling process uses a pump to slightly increase the pressure of the liquid hydrogen, making it subcooled. Due to this pressure, the boil-off gas in the vehicle tank is re-liquefied, eliminating the need to discharge the boil-off gas.





Jointly developed by Daimler Truck and Linde Engineering, a global leader in industrial gases and hydrogen infrastructure, this is a liquid hydrogen filling technology that eliminates the need to discharge the boil-off gas (evaporated hydrogen gas) by pressurizing hydrogen during refuelling. It also reduces boil-off during operation. This addresses a challenge previously faced when handling liquid hydrogen. Furthermore, sLH2 significantly simplifies the equipment required at hydrogen stations when using compressed hydrogen gas, contributing to reduced infrastructure costs and the realization of a hydrogen society.

To establish the sLH2 technology in Japan, MFTBC has been conducting joint research with Iwatani Corporation (Headquarters: Osaka/Tokyo; President: Hiroshi Majima), the sole domestic supplier of liquid hydrogen as of October 2025. The sLH2 is currently being discussed by the relevant parties with a view to develop ISO standardization. In Japan, MFTBC has been collaborating with Iwatani Corporation on joint research regarding sLH2 filling technology, regulations, and commercialization, advancing efforts to establish sLH2 filling technology in the country. MFTBC is also working to build collaborative frameworks with external companies and institutions to support the implementation of sLH2 refuelling technology in Japan. At the MFTBC booth, visitors will be able to learn more about this cutting-edge technology through a panel discussion with Iwatani Corporation and dedicated exhibits on hydrogen technologies.

Hydrogen as Fuel

When discussing New Energy Vehicles (NEV), one will have to consider the various pros and cons. According to Deppen, the concepts shown at JMS were developed to meet the varying demands of transport owners. "It has become clear that there is no one single solution in the shift to new energy to propel commercial vehicles. Thus, we utilise hydrogen, but in two different ways to meet these demands of our customers."

He further stated that even within the Southeast Asian region, the applications used are not uniform as the missions vary. "For example, for Battery Electric Vehicles are not suitable for all markets. In Japan, trucks go long distances, and the range may not be sufficient yet, in the Philippines, routes are shorter, requiring more flexibility, and BEV could be deployed."

An aspect that is often not discussed are the energy policies of individual countries. Depending on which technology a country is pushing, either Hydrogen or battery electric systems may be the best option. Powering BEV via solar, as one example, can be considered, however, a country's policy may be that the electricity may only be sold back into the grid, but not stored. Hence, if a BEV needs to be charged at night, solar will not be a suitable option.

Consequently, as Deppen summed it up, the vehicles on display are tailored to first and foremost meet the local demands of Japanese customers. "This is a demonstration of our capabilities and understanding of any market. We want to have these vehicles on the road to make a statement about the feasibility of this technology in everyday use."

Digitalisation Throughout

Besides drive train solutions, other components in commercial vehicles are also being re-engineered, leveraging electrification. As a front runner in BEV solutions for light duty trucks, MFTBC now aims to demonstrate leading future Zero Emission Vehicles (ZEV) solutions for heavy duty trucks also. At the JMS booth, visitors can experience MFTBC's envisioned future of transportation brought to life through exhibits showcasing solutions that are being developed together with customers and partners.





To support these new developments, MFTBC has signed a memorandum of understanding (MoU) with REE Automotive Ltd. to jointly develop and verify X-By-Wire and Software Defined Vehicle technologies for MFTBC's commercial vehicles.

XBW technology replaces traditional mechanical linkages with electronic control, enabling steering, braking, acceleration and other critical functions to be managed via sensors and electrical signals. This is expected to not only enhance vehicle safety and operability, but also contribute to reduced vehicle weight, improved fuel efficiency, and the deployment of advanced driver assistance (ADAS) and autonomous driving systems.

SDVs refer to next-generation vehicle architectures where key functions and performance are primarily controlled and updated through software. Independent of hardware constraints and through over-the air (OTA) software updates, SDVs could offer greater flexibility and scalability, extend vehicle lifespans, and reduce total cost of ownership, bringing long-term value to customers.

MFTBC and REE Automotive have launched a joint initiative to explore and validate the integration of XBW and SDV technologies. This collaboration aims to unlock new possibilities for next-generation commercial vehicles delivering optimized modular architectures, greater design flexibility, excellent controllability and advanced safety features, all while reducing costs for end customers.

As part of this collaboration, MFTBC and REE Automotive plan to jointly build a Proof of Concept (PoC) vehicle within one year, merging the technologies of REE's P7-C EV chassis to MFTBC's current eCanter model. In parallel, MFTBC will continue evaluating REE's technologies as a potential partner for further future technology collaborations.

Besides the eCanter" being the first series-produced all-electric light duty truck in Japan, MFTBC was also the first Japanese commercial vehicle manufacturer to introduce SAE level 2-equivalent driving assistance functions with their heavy-duty Super Great truck in 2019. With such knowledge and experience, MFTBC aims to accelerate technologies for the future through this partnership. REE brings to the table its expertise in electric control units (ECUs), over-the-air (OTA) software updates, and SDV platforms. Its REEcorner technology, featuring zonal architecture that modularizes key vehicle functions like steering, braking, suspension, and drive systems within each wheelhouse, enables unprecedented freedom in vehicle

design. Additionally, REEai Cloud offers remote data optimization, predictive maintenance, and comprehensive fleet management capabilities.

Hironobu Ando, Head of Product Engineering at MFTBC, commented: "We believe that by combining Mitsubishi Fuso's autonomous driving and ZEV technologies with REE's XBW and SDV technologies, we can realize superior logistics solutions. We are very pleased to work together with REE to address social issues such as global warming, traffic accidents, and driver shortages." Daniel Barel, Co-founder and CEO of REE, stated that, "We are excited and honoured to work together with the very talented team at MFTBC





as we share our commitment to smarter and safer next-generation commercial vehicles. Software-defined vehicles unlock the potential to accelerate the development time of next-gen commercial vehicles designed to solve customers' challenges and continue improving over time with over-the-air updates. I believe that together we can set the bar for SDV commercial vehicles that support autonomous solutions."

Supporting Services

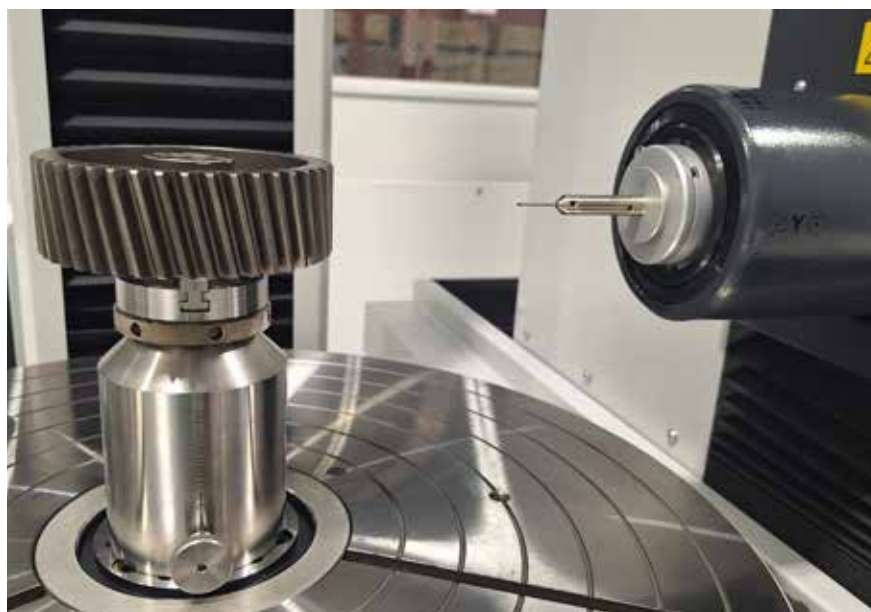
In the FUSO Services & Solutions Area on the JMS 2025 booth, the brand highlighted a range of solutions supporting logistics efficiency and the smooth transition to EV trucks. The "Future Together Corner" engaged visitors through dynamic communication. Visitors enjoyed interactive exhibits that introduced FUSO's vehicles and services in a fun and accessible way. Through these experiences, guests will learn about a variety of solutions addressing logistics challenges.

Focus on Quality Control

Located in the MFTBC headquarters, the ICCON room is the centre of attention when it comes to the implementation and development

of AI-based solutions to support the hardware. Connectivity is a key driver of developments, as evident in the vehicles of FUSO. However, the data gathered is not just used for platooning or to let the owner know where the vehicle is currently located, it also allows for insights in the area of quality management.

"If we cannot demonstrate our approach, then we are not transparent. And if we are not transparent, we are not credible," is a guiding principle of MFTBC. Here, in the ICCON room, FUSO demonstrated how the brand maintains top quality levels by monitoring thousands of connected vehicles. What sets Daimler Trucks apart from other manufacturers is the fact that the quality management team is involved in the entire process of producing the vehicles, including the



design process. Thus, staff working in the customer service department can react extra-fast in case of any issues as they are fully involved in every aspect of the manufacturing of the vehicles.

Utilising high-tech tools and AI-backed applications, FUSO was able to create a system for the early detection of failures with the tangible benefits of reduction in warranty cost and improved customer satisfaction because of reduced downtime. This is achieved by using warranty claims, service history and product quality reports and running it through a set of analytical techniques. The output is many-fold: real time diagnosis, batch prediction, statistical analysis and trend visualisation. "One relatively simple example these days is the battery discharge trend. We know what the battery charging and discharging behaviour is like when it comes to the end of its lifespan. We can then take measures to bring the truck in and to replace the battery before it fails," the group visiting from Malaysia was told. This has moved this department from being reactive to being proactive. Monitoring thousands of connected trucks, via a multitude of sensors, the quality management team of Daimler Trucks Asia can effectively anticipate any issues that may arise in the trucks that are out on the road. And not only that: if a part shows problems, the systems used can show every truck that is using the exact same part.


Probabilities and extrapolations indicate the severity of the issue and guide the team in their following actions. Knowing where each truck is has helped them find stolen trucks and to prevent severe damage to vehicles.

Dispersed Production Requires Sophisticated Testing

FUSO is no different from other companies that manufacture trucks using a global supply chain. A product, a truck or bus, is designed in one place, manufactured using components, assembled in several places, in another and used in yet a different place. While in theory, this all sounds easy, quality assurance is not. In their test lab, FUSO parts are being artificially corroded for some time to simulate aging of parts, microscopic structures are being evaluated to ensure that the quality is as per specification, and many parts are being examined to ascertain their worthiness for use. The team pulls out parts from the production at random and asks for parts that have been in use for some time to be brought in for examination.

One of the things that makes this test lab is that Japan constantly has earthquakes. While one may not feel it, but the ground in Japan is shaking all the time. According to Moebius, this may affect the test results. To demonstrate this, a giant pendulum hangs in the lab, showing visitors that this is not just made up, but a constant



problem for the quality management group. In case of more forceful tremors, test results may be distorted. By monitoring the earth's movement using a seismograph, a cross reference to any test result is possible should any issue arise later, thus linking any botched test to the impact that the moving earth may have had. 





Gathering Forces: Foton Global Partners Conference 2026

Asian Trucker attended the bi-annual Foton Global Partners Conference to gather insights and updates on the brand's position in the market and strategy going forward.

Joining key staff of Angka-Tan Motor Sdn Bhd at the Foton Global Partners Conference 2026, Asian Trucker gained access to updates on the brand's strategy, test-drive updated and newly launched trucks while seeing the drastic changes their facilities have undergone since the last visit in 2024.

Update on the Chinese Commercial Vehicle Industry

It is a known fact that the global commercial vehicle (CV) sector is undergoing one of the most significant transformations in its history. Driven by electrification, technological convergence, and cross-industry collaboration, the next generation of trucks and buses will be a significant departure from the paradigms we are all used to. At the centre of this shift stands China, which has evolved from a major market participant to a global technical leader. In the words of Foton leadership, it is an ascent underscored by a series of compelling statistics.

According to Foton's management presenting throughout the event, China has now led global commercial vehicle sales for 15 consecutive years,

contributing 23 percent of global sales volume, or roughly 1.15 million units out of the world's five million units sold annually. This scale advantage has accelerated the pace of product upgrades and technology iteration, reinforcing a self-sustaining industrial ecosystem. Localisation of key components exceeds 90 percent, enabling Foton to accelerate development cycles, reduced costs, and stronger supply chain resilience.

One of China's most powerful competitive differentiators is its leadership in the electric vehicle transition. Its battery manufacturing capacity accounts for an extraordinary 65 percent of global output, forming the backbone of worldwide electrification. While global EV penetration has risen from two to eight percent since 2021, China stands far ahead with 25 percent penetration. Anyone who



visited Beijing 20 years ago would be able to testify that the electrification has indeed achieved what it was aimed to do as there seems to be no more pollution choking the city. "It is a demonstration the maturity of its domestic new energy market. In the first nine months of 2025 alone, China's EV sales generated USD 566 billion, signalling strong commercialisation and high-value demand."

China's high-speed development in autonomous and intelligent mobility is equally data-driven. New hardware–software systems deliver energy recovery rates of 97 percent and battery savings up to 100 percent, achieved through adaptive power-matching across five different use scenarios. More than 3 600 EV models are currently in commercial operation, showcasing the sector's breadth and technological depth.

Key powertrain advancements further demonstrate China's leadership. The fuel cell portfolio spans 80 kW, 150 kW, 240 kW and 300 kW configurations, covering 25 percent of high-power use cases, with efficiencies reaching 400 kW and lifespan expectations of 30 000 hours. Innovations in battery systems, including high-energy-density packs set new industry benchmarks, while flexible modular architectures enable up to 550 km of long-haul capability.

At the systems level, China is moving beyond vehicle manufacturing to full lifecycle mobility management. AI-enhanced platforms consolidate real-time vehicle data, road conditions, and



carbon metrics to optimise across entire logistics chains. Continuous connectivity between vehicle, driver, fleet owner, and ecosystem partners is enabled through WiFi-based hybrid service frameworks, transitioning CVs from isolated units to integrated digital assets.

Innovation in platforms remains central to China's strategy. The latest generation EV architecture supports 1-DTU and 5-domain controllers, and full-stack software integration: from sensing to decision-making, and low-current intelligent control. China is also the first in the CV industry to implement B-Wave+ performance capabilities on a unified platform. These innovations have materially improved safety, reduced energy consumption, and enhanced competitiveness.

Platform upgrades continue across the full product spectrum: hybrid trucks, medium-duty models, pickups, vans, and mini-trucks. Efficiency improvements include up to 15 percent reductions in fuel or energy consumption on light truck and van platforms, while larger vans have been optimised for increased cargo capacity and operational efficiency.



The cumulative picture painted through the Foton Global Partner Conference 2026 is clear: China's leadership in commercial vehicle technology is underpinned by scale-driven acceleration, a high-efficiency supply chain, dominant EV penetration, and continuous system-wide innovation. With global collaboration growing increasingly essential, China positions itself as a central force shaping a greener, smarter, and more efficient future for commercial mobility worldwide.

Where Does Foton Stand Today?

During the pandemic, China had to measure supply and demand. Consequently, China has established a full supply chain based on the notions of providing high-tech systems, good quality, being affordable, and price effective. Both, China and the U.S. have a strong relationship with the world. Foton announced that their core technologies and factories are now among the most profitable.

China has also developed multi-technical solutions. Such as the ICE, Nitro-X, Hybrids, Battery, and Hydrogen. The Chinese co-leaders will be developing innovation, energy consumption, industrial design in the next five years. Those having visited the Foton factory during Angka-Tan Motor's VIP tour in 2024 will



not recognise the plant. Since then, the automation of the assembly has reached 85 percent. Today, rows of robots work tirelessly, producing Foton's vehicles.

At the event, Foton was able to announce that the brand's sales volume has increased. For the year 2025, the estimated number of units sold stands at 670 000. In their words, the company's main mission is to generate more business, more momentum for the automobile industry as a whole. The company is also the driving force to improve efficiency in transportation, driving comfort, increase market



penetration for new energy vehicles and fast CPU solutions. By increasing the population of Foton vehicles on the road, opportunities to utilise modern AI tools and solutions are exploited, requiring critical mass for best results.

For the participants to have a better understanding of the brand, Foton also arranged a tour of the Forbidden City and the Great Wall at Badaling.

Strategy Going Forward

During the conference, Asian Trucker learned that Foton will carry out a number of strategic thrusts:

- **Focus on Safety:** in consideration of the importance of safe working conditions, Foton will emphasise safety systems built into their vehicles. Taking ADAS to the next level, Foton acknowledges that safer trucks and buses are also more profitable for their owners.
- **New Energy Vehicles:** presented during the conference, Hydrogen-powered trucks are becoming USPs of Foton. Adapted to the various missions that Foton's customers would fulfil, the product line up will include a broad range of variants.
- **Special Purpose Vehicles:** in collaboration with local body builders, Foton will roll out special purpose vehicles to address the needs of municipalities, construction companies, small businesses with highly specific purposes, such as hazardous goods transportation and cold chain logistics. Foton demonstrated how these strategies are to be translated by displaying newly launched vehicles:
- **Wonder Plus:** a light commercial vehicle boasting the longest and widest cargo box in its class.
- **Daystar:** according to Foton, the world's first dedicated pure electric light truck platform.
- **Galaxus:** in its fifth generation, the truck features 90+ self-developed technologies and boasts high integration of software and hardware.

Bringing it to Malaysia

Heading a delegation joining the event, Aaron Chai LH, Chief Sales Strategic Officer, Angka-Tan Motor Sdn Bhd, spoke to Asian Trucker about their perspective on the conference. "I have been to this bi-annual event several times and it is a phantastic opportunity to see what Foton has in store for the coming years." The most significant insight he and his colleagues have taken with them is that the electrification of Foton trucks is now rapidly progressing. Where there were Diesel-powered trucks highlighted in the last instalment of the conference, this time they were replaced by electric and hydrogen-fuelled variants. "The most important topic that was discussed for this conference would be electrification and NEV, and the strategies around the New Energy Vehicles Globalisation."


Considering that the current line-up of trucks offered by Angka-Tan has been on offer since 2018, Chai is excited to see the possible replacements for the prime movers. "In particular, I like the Galaxus R7 and R5 as they are a better visual progression to the vehicles we are selling now." The Galaxus R9 boasting a Diesel engine with a whopping 680 horsepower is a candidate to address the expansion into the construction industry Angka-Tan is now focused on.

Starting with the medium duty vehicles, the 7.5 tonne AMT trucks are deemed best suited to break into this market segment. Currently lacking heavy duty tippers, dump-trucks and cement mixers, the latest variants of the Galaxus are slated to be available in Malaysia



by 2027. Commenting on the roll-out of electric vehicles Chai reflected that Foton, as a supplier of such trucks, is ready to deliver solutions to address all the needs Malaysian operators have. However, the development of charging infrastructure is currently still the bottleneck, with too few charging points available to transport owners.

In particular, Chai lauded the ability of Foton to listen to market demands and to respond with products that meet the specific requirements in each country. "I have been following the development of Chinese trucks for the past decades. What we can see is that they enter a market with a product that may not be perfect, but they use each opportunity to continuously improve the vehicles.". This, backed by Foton staff that is deployed in overseas markets makes the brand a strong partner. According to him, in Malaysia, a Foton 30-strong team comprising of technicians and service advisors is on hand to assist distributors and dealers to iron out any problems in the shortest possible time. "This is a true partnership, as reflected in the name of this event."

During the conference, Chai collected the prestigious Fleet Development Achievement Award. The award was conferred to Angka-Tan Motor for their work developing 99 Speed Mart as a pioneer using electric Foton trucks (Asian Trucker reported). 



Indonesia's Commercial Vehicle Market: Trends, Performance, and Outlook

Indonesia enters 2025 with a logistics rhythm shaped by its geography, population growth, and the steady movement of goods across a nation that spans thousands of islands. The commercial vehicle sector reflects this movement with a profile built on practical demands, long-term investments, and the country's ambition to reinforce its transport backbone. Its performance through 2024 and the first half of 2025 shows strength in some areas and softening in others, revealing how fleets respond to both opportunity and pressure.

Market Performance and Shifting Demand

Volume patterns show a sector in transition. Pick-ups under 5 tonnes moved from 50 709 units in H1 2024 to 47 325 units in H1 2025. These vehicles form the smallest link in the logistics chain, and the decline reflects the recalibration of small enterprises, stricter credit conditions in some provinces, and greater attention to operating costs in urban areas. Light trucks in the 5 to 10 tonne range eased from 20 891 units to 17 891. These trucks serve regional distribution routes, and

the slowdown suggests that inventory cycles became more controlled in 2025 as businesses adjusted to tighter margins.

Medium trucks between 10 and 24 tonnes moved from 2 068 units to 2 002. This segment is closely tied to industrial clusters that require consistent point to point transport. The dip is modest but reflects careful purchasing decisions among operators focused on efficiency. Heavy trucks over 24 tonnes strengthened from 7 551 to 8 087. This rise underscores the resilience of mining, construction, and bulk logistics. Indonesia's largest industries continue to depend on payload capacity and durability, with heavy-duty fleets serving remote locations and tough environments where equipment reliability is central to viability.

These shifts occur against the backdrop of an economy powered by domestic consumption. Urban zones expand, retail networks extend, and industrial centres across Java, Sumatra, Kalimantan, and Sulawesi widen their influence. Cities such as Surabaya, Palembang, Makassar, and Balikpapan contribute to deeper



multidirectional freight flows. Industrial zones in East Java and South Sumatra report steady movement of heavy materials, feeding factories, resource processors, and export terminals. This pattern shapes daily freight demands and guides investment in vehicle classes that support long-term usage.

Infrastructure as the Transport Backbone

Road and port development continues to change Indonesia's logistics map. Highway expansion along the Trans Java and Trans Sumatra corridors improves long-distance movement and allows fleets to maintain higher utilisation. Secondary links in West Java, South Sulawesi, and East Kalimantan strengthen access between production sites and distribution centres. These developments lift the importance of trucks that operate reliably over long distances and shifting terrain.

Port upgrades at Tanjung Priok and Belawan are strategic steps. These gateways handle significant container volumes and their modernisation supports Indonesia's international obligations and domestic growth. With more efficient port operations, fleets gain more predictable turnaround times. Heavy vehicles become central to bridging inland cargo with sea freight, reinforcing their position as the sector's most resilient category.

Government direction shapes the wider ecosystem. The Making Indonesia 4.0 roadmap highlights manufacturing strength, local supply chain depth, and technology adoption. Local assembly, supplier participation, and industrial investment gain stronger support under this agenda. The commercial vehicle sector benefits as component availability stabilises and more value is retained domestically. Fleets align their renewal cycles with policy direction and focus on vehicles with strong fuel economy, durability, and safety systems suited for Indonesia's varied operating conditions.

Operators also monitor local incentives that support ageing fleet renewal. Even modest incentives influence purchasing cycles when margins tighten. Fleets prioritise predictable operating costs, structured maintenance plans, and vehicles with favourable lifetime economics.

Competitive Dynamics Among Leading Brands

Brand performance in H1 2025 demonstrates sustained competition. Mitsubishi Fuso recorded 11 442 units. Isuzu followed at 11 275. The narrow gap illustrates

how closely matched these brands are in the light and medium segments where versatility and cost control matter most. Hino recorded 8 202 units, strengthening its position in medium-duty and heavy-duty markets. UD Trucks delivered 1 110 units, supported by long-standing demand from mining and industrial fleets that value durability and service reach.

Manufacturers concentrate on after-sales strength, rapid parts support, and dealer reliability. Fleet buyers evaluate cost over the entire lifecycle and look for service structures that reduce downtime. Preventive maintenance becomes a core selling point. Workshops depend on parts availability and fast technical support to keep vehicles productive. Fleet managers place higher emphasis on telematics, predictive maintenance tools, and fuel performance monitoring.

In public statements, the Indonesian Association of Indonesia Automotive Industries (GAIKINDO) Secretary General Kukuh Kumara emphasised policy consistency. He said that long-term direction is essential for investment and stressed that incentives remain important when sales growth slows. His remarks highlight the importance of economic stability, manufacturing resilience, and clear planning for both domestic and foreign investors. Fleet managers often commit to four-to-seven-year cycles and policy clarity supports this strategy.



Roles of Vehicle Segments Across the Supply Chain

Each vehicle class performs a distinct function. Pick-ups deliver daily necessities to neighbourhood shops, support small-scale businesses, and operate within dense city grids where access matters more than payload. They support informal traders, food distribution, and last-mile commerce. Jakarta, Bandung, and Surabaya record high utilisation of these vehicles for short-range delivery patterns.

Light trucks support regional distribution. They handle medium-volume loads across provincial routes, moving groceries, consumer goods, and raw materials. Their ability to operate in mixed traffic conditions makes them essential for retail networks. E-commerce growth strengthens this category. Fulfilment centres depend on light trucks for frequent and time-sensitive drops.

Medium trucks support manufacturing supply chains. They move between factories, assembly plants, warehouses, and ports. Predictable routes and consistent loading cycles define this segment. Industrial corridors in East Java, Banten, and South Sulawesi rely on them for stable production flows.

Heavy trucks remain the backbone of mining, construction, timber, cement, and long-haul cargo. They connect inland zones with coastal ports and support the movement of raw materials. Bulk flows include coal, palm oil, minerals, cement, timber, steel products, and building materials. These commodities form core export and domestic supply chains and give heavy-duty fleets steady utilisation across long distances.

Operators across all segments respond to rising operational costs. Fuel efficiency guides procurement decisions. Scheduled maintenance protects components and reduces unplanned stoppages. Driver development becomes more structured as operators train drivers to handle diverse terrain, long hours, and complex cargo requirements. Safety expectations increase as road networks grow denser.

Fleet Management, Technology, and Supply Chain Resilience

Digital tools shape daily operations. Fleet platforms track driver behaviour, fuel performance, location, and maintenance schedules. These systems improve visibility across Indonesia's vast territory. Operators use them to extend component life, control maintenance intervals, and optimise vehicle dispatch. Data-driven approaches improve decision-making and support more disciplined cost management.

GPS and telematics adoption continues to grow and is driven by fleet strategy rather than mandate. Fleets in mining, logistics, and long-haul operations rely heavily on these systems for visibility, safety compliance, and performance control.

Supply chain strength remains central to sector performance. Local assembly improves supply stability. Domestic supplier networks expand with support from industrial policies and private investment. These developments help shorten parts delivery times and reinforce after-sales reliability. Fleets trust networks with stable supply lines and predictable service turnaround.





The growth of e-commerce reshapes distribution patterns. Light and medium trucks support routes into secondary and tertiary cities with fleets adjusting to higher delivery frequency and shorter loading cycles. This spreads logistics demand more evenly across the country and encourages investment in regional infrastructure.

Heavy-duty activity stays closely linked to national development goals. Road construction, port expansion, and industrial investment increase demand for strong and reliable vehicles. These trucks carry bulk cargo that contributes directly to industrial output.


Environmental Considerations

Indonesia has committed to reach net zero emissions by 2060 or before. In a push for cleaner transport in October this year, the government is preparing a regulation that will require all trucks used in mining activities nationwide to meet Euro IV emission standards. Biodiesel blending forms part of the national energy strategy, with authorities supporting broader use of B-series biodiesel in transport. Discussions on vehicle end-of-life management remain ongoing as policymakers explore improvements in recycling, disposal practices, and environmental performance across the sector.

Concluding 2025 and Looking Beyond

The commercial vehicle sector's trajectory depends on economic momentum and policy consistency. Light and medium trucks support retail, food distribution, and e-commerce. Pick-up trucks remain essential for micro businesses and urban delivery networks. Heavy-duty trucks support infrastructure, mining, and long-distance freight.

Indonesia's development path aligns infrastructure progress with logistics priorities. The sector mirrors this balance by showing resilience and sensitivity to economic shifts. Fleets prioritise efficiency, safety, and structured operations. Manufacturers strengthen networks and invest in technology that supports uptime. The direction remains grounded in steady progress.

As Indonesia moves through 2025, its transport system develops corridor by corridor. Each warehouse, port upgrade, and industrial zone strengthens the market. The commercial vehicle sector evolves through a blend of tradition and forward thinking, driven by operators who keep goods moving across a vast archipelago. 



Hino Unveils New EURO 5 Light Duty Trucks

BUILT FOR THE FUTURE OF BUSINESS -Built for the future of business, the new 300 Series Euro 5 LCV 4-Wheeler and 6-Wheeler models offer enhanced safety, efficiency, and environmental compliance

Hino Motors Sales (Malaysia) Sdn. Bhd. (HMSM) officially launched its new Hino 300 Series Euro 5 Light Commercial Vehicles (LCVs) today at the Hino Total Support Customer Centre (HTSCC) in Sendayan.

The event marked the unveiling of two upgraded models, the 4-Wheeler and 6-Wheeler, with the theme "Strong, Smart & Smooth for Your Business." The launch was officiated by the Managing Director of Hino Motors Sales, Mr. Hiroshi Takahashi; Corporate Director, Mr. Motonori Nakamura, Director, Mr. Ahmad Yasmin Yahya, and Chief Operating Officer, Mr. Chan Ing Chyi. Also present from Hino Motors Manufacturing were Managing Director Mr. Hiroshi Yamaguchi and Finance Director Mr. Kohei Sakura.



The launch event also featured a press conference and exclusive test drive session for dealers and media. Guests had the opportunity to test drive the new trucks on HTSCC's dedicated test track, experiencing firsthand the enhanced acceleration, braking, and maneuverability under real operating conditions.

Strong, Smart, and Smooth for Your Business

Designed to meet the evolving demands of Malaysia's logistics and transport sectors, the new HINO 300 Series Euro 5 models combine enhanced engine performance, improved fuel efficiency, and advanced safety features. These upgrades reflect Hino's commitment to supporting its customers through stricter emission regulations and a growing need for safer, more sustainable commercial vehicles.

"This model is not just a truck. It is our answer to changing customer needs. With better fuel efficiency, more comfort, and a safer driving experience, we want to help our customers grow their business with confidence," said Mr. Takahashi.



Under the direction of Strong, Smart, and Smooth for Your Business, each of these aspects translate into benefits for customers. During the event, these were explained:

STRONG – Power That Moves Businesses Forward: The new HINO 300 Series Euro 5 delivers new engine performance with 150PS and 420Nm torque, providing consistent flat torque for long hauls without high RPM strain. Built on a reinforced high-tensile steel chassis (540 N/mm²), it offers stronger load capacity, safety, and durability. An upgraded 80 Amp alternator also supports high-demand applications such as refrigerated bodies.

SMART – Intelligent Features for Modern Transport: HINO-CONNECT telematics brings real-time fleet insights with tracking, driver behaviour analysis, fuel monitoring, SOS alerts, and service reminders. Inside, the redesigned front grille, refreshed interior with silver trims, power window controls, and a new 7" touchscreen infotainment system with navigation and smartphone connectivity elevate comfort and convenience.

SMOOTH – Smoother Drives with Enhanced Transmission: Customers can choose between Automatic Transmission (AT) and Manual Transmission (MT). The AT comes with a sequential gear shift system that makes city driving easier and less tiring, while also allowing manual gear changes for greater control, similar to a manual experience. The MT, on the other hand, is optimized with gear ratios that enhance gradeability, making it well-suited for long-distance hauls.

SAFETY & SUSTAINABILITY – For Today and the Future: The new models feature airbags, Emergency Locking Retractor (ELR) seatbelts, disc brakes (4-wheeler), and advanced brake systems such as Anti-lock Braking System (ABS), Electronic Brake-force



Distribution (EBD), and the Brake Override System (BOS) for maximum safety. Hino has also integrated its Diesel Particulate Active Reduction (DPR) system, which efficiently reduces harmful emissions without requiring AdBlue. The auto regeneration and one-touch manual regenerations will ensure long-term engine health and environmental compliance under the Euro 5 standard.

Value-Added Service Programs – Peace of Mind, Guaranteed

Every purchase of the HINO 300 Series Euro 5 comes with an optional added support for greater peace of mind, including the Hino Membership program with up to 7 years or 300,000 km warranty, towing assistance, exclusive discounts, and free service items. Customers will also benefit from the Free Service Program, which covers five complimentary services for parts, lubricants, and labour, along with a free 3-year subscription to HINO-CONNECT for smarter fleet management.

Compliant with New Safety Regulations

The launch of the new HINO 300 Series Euro 5 also reflects Hino's commitment to safer roads and responsible transport operations. In response to the latest regulatory requirements from the Road Transport Department (JPJ), Hino has equipped its new models with Speed Limiter Device (SLD) capability, which aligns with the government's efforts to reduce accidents and enhance fleet safety.

Both the 4-wheeler and 6-wheeler models are pre-fitted to support the government's Speed Limiter Device (SLD) regulation, ensuring fleets remain compliant with safety requirements while promoting safer road operations.

Sales Program – Limited-Time Offers and Test Drive Opportunities

As part of the launch promotion, HMSM is launching limited-time pre-booking campaigns for its new 300 Series Euro 5 models. Customers who pre-book the 4-wheeler between 1st August and 30th September received a complimentary Kangaroo Bar and Reverse Camera, while pre-bookings for the 6-wheeler were open from 1st October to 30th November. In addition, a nationwide Euro 5 Open Day Roadshow was held at selected HINO authorised dealers, offering customers the chance to test drive the new models and consult directly with HINO authorised dealers. 





Deauto Industries Expands Portfolio with 7.5 Tonne Foton Truck

Deauto Industries Sdn Bhd (DISB) was incorporated on 1st December 2009 with the main activities to manufacture and assembly of heavy commercial vehicles such as Trucks and Special Purpose Vehicles to cater for local market.

In October 2025, the company added a 7.5 tonne truck to their Foton product line up to become more attractive to those requiring different sizes of vehicles in their operation. Opting for a tried and tested model from Foton, the BJ1088VEJEA-R1 is available in Euro 5 and comes with a 6 Year / 300 000 km Warranty.

Euro 5 Emissions Standard

DISB is making a clear statement with the use of EURO 5 engine technology for this vehicle: cleaner emissions, preparedness for regulatory compliance, and less impact on the environment through lower NOx and particulate emissions. DISB noticed that clients of their clients place an emphasis on ESG and thus, the vehicle offers potential benefits for jobs with emission and, or green-policy requirements.

Using a modern Euro 5 engine, the vehicle uses Diesel Exhaust Fluid, commonly known as "AdBlue". The consumption is usually between four to six percent of diesel usage and the actual consumption will vary by load, driving cycle (city vs highway), ambient

temperature, and other factors. To ensure the system is working correctly, the truck must have AdBlue in the tank: if it runs out, the system will limit engine power. DISB would like to assure customers that they have nothing to worry as DISB makes AdBlue available throughout their service network.

Quick Specification Guide

Having tailored the vehicle to meet the needs of the Malaysian market, the Foton BJ1088VEJEA-R1 is brimming with benefits for their owners:

Longer Warranty

- 6 years or 300,000 km (whichever comes first) gives peace of mind.
- Lower risk of unexpected repair costs.
- Signals confidence by manufacturer in durability & build quality.

Strong performance

- Rated Max. engine output, 154 PS @ ~2 600 rpm.
- Rated Max. Torque, 500 Nm in the low-to-mid rpm range (1 200-1 900 rpm) for good pulling/leverage under load.

Good payload / weight capacity

- Gross Vehicle Weight (GVW) at 7 500 kg.
- Chassis/body length & wheelbase options (3 800 mm – 4 800 mm) to suit different load / body needs.


Durable & robust build

- Engine: Cummins ISF3.8 turbo-intercooled, Bosch common-rail fuel injection.
- Transmission: ZF 6-speed manual (smooth shifting, established and reliable brand).
- Suspension / brakes: Heavy-duty leaf springs, air brakes (dual circuit), ABS, auxiliary braking (exhaust brake), etc.

Size / dimension suited for versatility

- Overall dimensions approx. 6 920 mm length × 2 140 mm width × 2 270 mm height
- Wheelbase 3 800 mm in standard, extendable options for longer body.

Cost competitiveness

- Price for the Euro 5, 6-wheeler version ~ RM 123 000 for cabin and chassis only 

Reviewed: HOWO – TX

Ever since its introduction to the Malaysian market, HOWO trucks have become a common sight. Having gone through a number of updates, it is a workhorse that is used by many. Khoo Keh Hann, General Manager of Sino Mobile and Heavy Equipment Sdn Bhd (SMHE), spoke to Asian Trucker about the success of this particular Chinese truck and how to make best use of it.

“One of the primary reasons fleet operators in Malaysia consistently choose the HOWO – TX prime mover is its proven performance under demanding conditions. Renowned for its strength and reliability, the HOWO – TX is built to handle heavy-duty operations and extended working hours—making it especially well-suited for industries where uptime and timely deliveries are critical” Khoo summarises.

Fit for Many Uses

Sino Mobile and Heavy Equipment Sdn Bhd (SMHE), is proud to be offering a comprehensive range of HOWO – TX prime movers designed to meet the diverse demands of the Malaysian logistics and haulage industry. The current lineup includes day cab and sleeper cab configurations, giving operators the flexibility to choose the best fit for their operational needs. For long-haul applications, high-roof sleeper variants are also available, offering enhanced comfort and convenience for extended journeys.

Under the hood, the HOWO–TX prime movers are powered by the MC11.44-50 engine, a proven performer that delivers up to 440 horsepower, with a maximum output of 324 kW at 1900rpm and an impressive torque of 2100 Nm at 1000 to 1400rpm. This performance ensures strong pulling power, fuel efficiency, and reliability, key factors for fleet operators looking to optimise productivity and reduce total cost of ownership.

According to Khoo, “These technical specifications position the HOWO–TX prime movers competitively within the Malaysian market, catering effectively to both short-distance distribution and cross-border haulage needs”

Sound Technical Approach

Engineered for endurance, the HOWO – TX prime mover combines high torque output with robust chassis construction, ensuring consistent performance even in challenging terrains and high-load situations. Its reputation for durability and fuel

efficiency translates to lower operational costs and reduced downtime, both of which are key considerations for Malaysian transport and logistics companies.

In a competitive market, the HOWO – TX stands out not just for its technical capabilities, but also for the long-term value and dependability it offers. With comprehensive after-sales support, readily available genuine parts, and a design tailored to real-world working conditions, it continues to be a trusted choice for operators seeking a reliable and cost-effective solution.

These technical specifications position the HOWO–TX prime movers competitively within the Malaysian market - Khoo Keh Hann, General Manager of Sino Mobile and Heavy Equipment Sdn Bhd

Focus on the Driver

To enhance driver comfort and convenience, the HOWO – TX prime mover is equipped with a range of features designed to support long hours on the road. One of the key highlights is the sleeper cabin, which provides ample space for rest during long-haul journeys. This allows drivers to recharge in a comfortable, secure environment, promoting better focus and wellbeing.

The cabin design prioritises practicality and comfort, featuring multiple storage compartments and conveniently placed cubby holes for beverages and personal items, allowing for better organisation and easy access while on the move. Warm ambient lighting further enhances the interior atmosphere, creating a more relaxed environment during night drives or rest breaks.

Additionally, the driver-oriented dashboard features an intuitive layout with clearly labelled, easily reachable controls. This minimises distractions while enhancing operational efficiency. These ergonomic enhancements ensure that drivers experience less fatigue and greater convenience, which is especially important for long-distance and high-frequency operations.

The HOWO-TX prime mover is equipped with 360° camera that activates automatically when the reverse gear is engaged or manually via the button on steering wheel or central control screen. The panoramic view displayed on the central control screen gives drivers better visibility when reversing, navigating narrow junctions, or making low-speed turns, ensuring better blind spot monitoring.

Best Fit Transport Solutions

Khoo advises customers that, when specifying a truck, one should begin by clearly understanding the nature of their operations and the type of cargo being transported. The Gross Combination Weight (GCW) plays a crucial role in determining the appropriate powertrain configuration. Choosing a truck with the right engine capacity and torque ensures that it can handle the required payload efficiently without compromising performance or fuel economy.

Equally important is the operating environment. Whether the truck will primarily be used on paved roads or off-road conditions significantly influences the axle configuration. Off-road applications, such as those in construction sites, plantations, or mining areas, demand greater traction and durability. In such cases, a 6x4 with stronger chassis configuration—may be necessary to ensure stability and control over rough terrain. In contrast, on-road haulage with low payload may only require a standard 4x2 or 6x2 setup with lighter chassis configuration, optimised for fuel efficiency and smoother handling.



Ultimately, aligning the truck's specifications with both payload and terrain requirements ensures maximum productivity, extended vehicle lifespan, and greater cost-efficiency in day-to-day operations.

Versatility Built In

The HOWO-TX prime mover is a highly versatile platform that goes far beyond traditional haulage operations. While it is widely recognised for its strength, durability, and efficiency in transporting containers, bulk goods, and general cargo, it is also well-suited for a range of specialised applications across various industries.

For example, the HOWO-TX prime mover is commonly used as a base vehicle for emergency response and fire-fighting missions. In such configurations, the chassis can be fitted with water tanks, pumps, and other essential fire-fighting equipment, enabling it to serve as a heavy-duty fire tender in industrial zones, airports, and remote areas where high-capacity response vehicles are essential.

Additionally, HOWO – TX prime movers are deployed in construction, mining, and oil & gas sectors -towing heavy machinery, transporting oversized equipment, or serving as recovery vehicles. Their strong engine performance, robust chassis design, and customisable axle configurations make them adaptable to many demanding roles beyond conventional logistics.

This versatility, ease of customisation, and strong nationwide support network makes SMHE's HOWO-TX prime movers an ideal solution not only for logistics companies, but also for government agencies, emergency services, and heavy industries requiring reliable and high-performing transport solutions.

Dependable Powertrain

The HOWO-TX prime mover is powered by the MC11.44-50 engine, a Sinotruk-developed power unit based on technology from German manufacturer MAN. Through a strategic partnership formed in 2009, Sinotruk acquired MAN's

No Frills Means Easy Maintenance

While the HOWO – TX prime movers are designed with a simpler configuration compared to other HOWO–TX truck models, its maintenance standards remain equally rigorous. Each vehicle follows a structured preventive maintenance programme to ensure reliability and optimal performance. Routine servicing will be carried out at recommended intervals based on mileage, typically every 30 000 km or six months, whichever comes first.

Sinotruk has maintained the top sales volume among Chinese truck brands for over 20 consecutive years and achieved 15 000 truck sales in September alone.


All maintenance is supported by SMHE's network of service centres and authorised workshops, staffed by factory-trained technicians and equipped with genuine spare parts. This proactive service schedule helps minimise downtime, extend vehicle lifespan, and ensures that every HOWO – TX prime mover continues to operate in full compliance with manufacturer standards.

In China, HOWO – TX prime movers have demonstrated outstanding performance and reliability across a wide range of industries, including transportation, logistics, and construction. Built to withstand challenging terrains, heavy payloads, and extended operating hours, these trucks have earned the trust of countless fleet operators.

Sinotruk, the manufacturer of HOWO, has maintained the top sales volume among Chinese truck brands for over 20 consecutive years and achieved 15 000 truck sales in September alone, a clear testament to its strong brand reputation, proven reliability, and consistent performance both in China and globally.

Since Malaysia shares similar road and operating conditions, the same qualities that make HOWO successful in its home market also make it an excellent fit here. Fleet operators in Malaysia can expect dependable performance, impressive fuel efficiency, and reduced running costs, all backed by SMHE's strong local support network.

"We maintain a ready stock of essential and critical spare parts to minimise downtime and ensure quick service for our customers. This allows us to reduce waiting times significantly and keep vehicles running efficiently," states Khoo.

SMHE's commitment goes beyond just supplying vehicles. "We provide comprehensive transport solutions tailored to the needs of local businesses. Our goal is to ensure customers receive reliable, high-performing trucks supported by strong after-sales service, readily available spare parts, and professional technical support. With SMHE's proven track record in global markets and dedication to customer satisfaction, Malaysian operators can confidently choose our vehicles for a dependable and cost-effective fleet solution," Khoo concludes .

advanced engine technologies, resulting in engines that deliver both reliability and fuel efficiency for heavy-duty transport operations.

The engine is paired with either a 12-speed manual or 16-speed AMT full synchroniser transmission, also manufactured by Sinotruk, and specifically designed for use with powerful engines like the MC11.44-50. The combination ensures smooth power delivery, durability, and optimal torque transfer under demanding conditions.

Braking systems are equipped with components from WABCO, renowned for their consistent braking performance, stability, and safety – especially critical for heavy transport applications. Additionally, Bosch electronic systems, including the Electronic Control Unit (ECU) and fuel pump, manage precise fuel delivery and efficient combustion for optimal performance.

Together, these globally trusted systems and technologies make the HOWO-TX prime mover a robust, efficient, and dependable truck that meets the demanding needs of Malaysian operators.





CAMC EV Concrete Mixer

Taking a bold stance, Deauto is introducing the first electric-powered cement mixer in the Malaysian market.

The electrification of transport in Malaysia is taking shape with innovative solutions being introduced. Deauto Sdn Bhd is now offering an application that may not have been an obvious choice. However, as one looks at the business case, this vehicle may just be what is needed to address the needs of the construction industry: an electric-driven ready-mix with Diesel-powered range extender.

The CAMC ready-mix features a battery electric drive train, which is supported by a so-called "range extender". Primarily driven by the battery power, the Diesel engine kicks in to re-charge the battery when it gets low on power. This means that the vehicle is not depended on charging infrastructure. The 8-litre Diesel range extender is designed to meet a B10 service life with a 1.6-million-kilometre target


One of the concerns around battery electric vehicles (BEV) is that the battery typically adds a lot of weight, taking away from the payload. However, thanks to the design of the CAMC ready-mix, weight reduction is achieved as electric drive trains require fewer parts. Further, the Diesel engine acting as the on-



board charging station is reduced in size and weight as it does not have to propel the truck. The net effect is that there is no reduction in payload: This ready-mix comes with a 12 cubic meter drum.

Considering the missions, this solution is highly effective. Running only short trips and not needing to burn Diesel when on site driving the drum, the savings on fuel are equivalent to 30 percent fuel cost reduction. Turning the drum is an electrical system, doing away with the Power Take Off (PTO) and gearbox required for conventional ready-mix trucks.

The electric drive system is using high performance permanent magnets, enhancing people motor efficiency, achieving over 97 percent efficiency. Integrating TCU, wiring harness, solenoids and related components ensures high reliability. The full aluminium alloy housing design with front and rear end die-cast covers makes for a lightweight truck with low-noise operation conditions.

Beyond the electrical drive train, the CAMC ready-mix offered by Deauto is fitted with a full-floating cab, The streamlined body profile reduces overall drag while giving it a distinctive look. In line with the purpose, the truck is fitted with anti-slip boarding steps. Concealed bolt installation design offers excellent corrosion protection. 



Excavators: Moving Earth, Piling and Grading



Offering a comprehensive portfolio of commercial vehicles, R&A Marketing has recently added SDLG excavators to their offering as it aligns with their strategy of offering complete heavy equipment and transport solutions under one roof. The proposal is to complement existing commercial vehicle products and to strengthen R&A Marketing's position as a total solution provider for earthmoving, construction, and infrastructure projects. Accordingly, business reach now expands into construction, roadwork, and plantation sectors. Furthermore, the addition of excavators creates after-sales and parts synergy with other heavy machinery lines.

R&A Marketing opted for SDLG (Shandong Lingong Construction Machinery), which is part of the Volvo Group, offering trusted machinery with reliability. The key advantages, according to R&A Marketing, are the technological integration in engines, derived from Volvo's engines, hydraulics, and design. Malaysian businesses can expect a strong price-performance ratio: the excavators being affordable yet robust for demanding work. Simplified maintenance with globally available spare parts and established reputation in Southeast Asia for durability and low operating costs support the arguments for these models.

Two main SDLG excavator models offered by R&A Marketing:

	E6210H	E6350H
Operating Weight	~21,100kh (21ton)	~34,700kh (35ton)
Bucket Capacity	1.0M3 2.0M3	
Engine Model	DDE BF6M2012	DDE BFM8 29T2
Hydraulic System	Dual Pump constant power, negative flow type	Full electronic control
Boom/Arm	5.7m/2.9m	6.2m/2.6m
Track	600mm X 46	600mm X 46
Pump	KAWASAKI	HENGLI
MCV	TOSHIBA	HENGLI

Excavators are not only used to move earth. Depending on the job scope, the SDLG excavators are versatile machines. Besides the standard bucket/shovel, SDLG excavators can be equipped with a range of attachments for different job applications:

- Rock breaker (hydraulic hammer) – for demolition and quarry work.
- Ripper – for breaking hard soil or rock.
- Grapple / Clamshell – for material handling or waste management.
- Auger – for piling and drilling works.
- Tilt bucket or grading bucket – for slope shaping and landscaping.
- Quick coupler – for fast attachment changes on-site.

Easy Maintenance

SDLG excavators are designed for easy maintenance and long-term uptime and routine service: 250/500/1000-hour intervals (lubrication, filters, inspections). R&A offers on-site servicing via mobile service teams that can perform preventive maintenance directly at the worksite. Major repairs or system diagnostics are done at their workshop and service yard. To facilitate a high uptime, the on-board telematics system enables real-time monitoring of machine performance, usage hours, and maintenance schedules. R&A Marketing's 24/7 in-house after-sales team provides inhouse technical and after-sales support, ensuring immediate assistance in the case of unexpected breakdowns, troubleshooting, and parts replacement to keep machines operating at peak performance.

Getting it Right

Selecting the wrong excavator can impact productivity and cost-efficiency. R&A Marketing knows that the following mistakes can become very costly:

- Undersized unit: Struggles with workload, higher wear and tear.
- Oversized unit: Wastes fuel, harder to transport, and may damage site terrain.

Factors to consider include:


- Job site size and conditions.
- Nature of usage
- Depth and reach requirements.
- Attachment compatibility.

Excavators are hardly ever used as stand-alone equipment. Almost any deployment of excavators goes hand in hand with other vehicles. Offering a range of commercial



vehicles of various types and purposes, SDLG excavators integrate perfectly with R&A's truck and trailer portfolio:

- Prime movers and low-loader trailers: safely transport excavators between sites.
- Tipper trucks: operate alongside excavators for efficient earthmoving and material transport.
- Aftersales service team: provide mobile maintenance support for machinery and truck fleets.

This combination allows R&A to offer end-to-end site solutions – excavation, loading, and transportation, all supported by a unified after-sales network. 






US Military Trucks for Sale



Exploring the area around Khoa Yai, one may pass a very curious business premise. Perched on the side of the Mittraphap Road (Thanon Mittraphap), several old military vehicles, including a plane, are on display at the USA Military Scrapyard. By no means an official US military operation, the shop is known to some urban explorers for selling relics from the Vietnam war, restoration of military vehicles and being a café. Some items seem collectibles, such as engines, aircraft parts, and “movie prop”-type military stuff.

Thailand and the U.S. have a long history of military cooperation (e.g. during the Vietnam War), which is part of why surplus American military equipment might end up in Thailand now. This highway (Route 2) was originally built with U.S. assistance (in the 1950s) to service U.S. supply routes to bases in northeast Thailand. 





PE Automotive – Made to Move You

Movement is at the heart of everything PE Automotive does. As an aftermarket specialist and range optimizer for trucks, trailers, and motor vehicles, PE actively shapes the market with a clear mission: to deliver reliability, efficiency, and smart repair solutions for workshops and fleets worldwide.

Under its claim “Made to move you.”, the company unites its two strong brands – PE and Monark. Both stand for German Engineering, premium quality, a partnership-driven mindset, and a fair price-performance ratio.

A strong and comprehensive product portfolio

PE Automotive provides a portfolio which is engineered to cover time- and cost-efficient repairs while meeting regional requirements across various markets, including Southeast Asia. A brief overview of the core product categories:

Axle & Suspension

- Wheel bearings
- Axle suspension components
- Air suspension systems

Steering & Braking

- Brake discs and pads
- Compressed air systems
- Valves and air systems

Electrical & Electronic Systems

- Sensors
- Control units
- Lighting

Engine & Drive

- Air dryer cartridges
- AdBlue system components
- Power transmission parts

Body & Cabin Components

Monark: A specialist within the portfolio
Monark enhances the overall offering with strong expertise in:

- Motor electrics
- Lighting solutions
- Diesel injection components

For the full product overview PE recommends to refer to their official distribution partners or their online store.

Driven by market needs – engineered for real-life use

The guiding principle at PE Automotive is clear:

“We move the aftermarket and commercial vehicles in a truly partnership-based way.”

This philosophy is rooted in close customer relationships and a deep understanding of global market requirements. PE continuously identifies demand gaps and develops products at impressive speed to ensure uninterrupted vehicle uptime for fleets and workshops.

Quality that moves – tested, traceable, reliable


Behind every product stands a team of specialists with a passion for precision. PE follows a strict, multi-stage quality process – from initial sample inspection to endurance testing under real-life conditions.

Each measurement and each test step are documented to ensure full traceability.

Quality at PE Automotive is never accidental – it is the result of structured processes, advanced testing technologies, and a mindset of continuous improvement.

Customer feedback plays an essential role in this process. Every insight from workshops, distributors, or fleets is used to enhance future developments. This commitment to learning and evolution is one of the reasons PE Automotive has earned trust in many markets over the decades.

Strong Presence in Asia through long-standing partnerships

PE Automotive has been active in Asian markets for many years and is well known among customers across the region. Its long-standing cooperation with Gegroco enables PE to stay close to the market, understand local needs, and react quickly to changes in demand. This partnership also ensures availability and service quality for customers across Southeast Asia. 



SINOTRUK Hosts Successful 2025 Global Partners Conference



On October 18, 2025, SINOTRUK convened its Global Partner Conference in Qingdao, welcoming 620 partners from 97 countries and regions to discuss cooperation and chart the course for future growth.

The event featured two key segments: strategic meetings and product showcases. In the meetings, SINOTRUK reported impressive results for the January–September period, with total vehicle sales reaching 335 000 units, up 22.8 percent

year-on-year. Heavy truck exports stood at 111 000 units, a jump of 24.5 percent. Emerging business lines also delivered robust growth, with significant increases in new energy vehicle sales, light truck exports, mining trucks, and aftermarket parts revenue. Traditional and emerging segments moved forward in tandem.

On service support, SINOTRUK has built an international network of over 700 service and parts outlets and more than 40 training centers, delivering professional and efficient support to customers worldwide.


Chairman Liu Zhengtao reaffirmed the company's commitment to five transformation strategies: "Sustainability, Digital Intelligence, Service Excellence, Global Expansion, and Business Diversification." He pledged to work closely with global partners to deliver superior products, attentive service, and cutting-edge technologies, forging new pathways for high-end growth.

Over the next five years, SINOTRUK will make internationalization the focal point of its strategy. By 2030, it aims to export 250 000 heavy trucks, 100,000 light trucks, 50 000 light vehicles, and 3 000 mining trucks, with a target of \$1 billion in overseas aftermarket revenue.

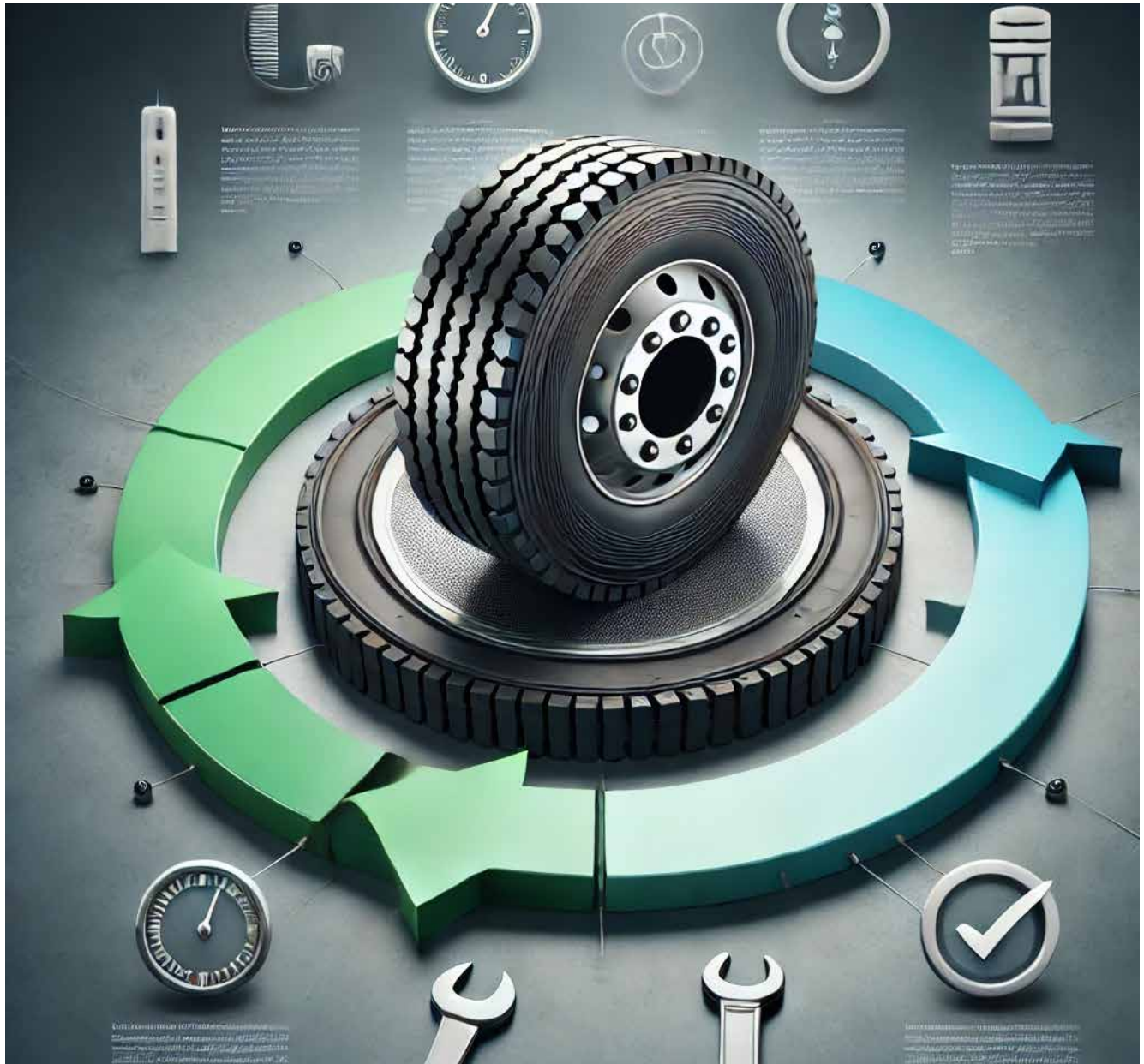
The product showcase featured 24 vehicles covering a full range of applications across logistics, construction, new energy, and light-duty vehicles. In the logistics segment, highlights included the C9H tractor, the first in its class to earn EU WVTA certification, featuring advanced technologies that set new benchmarks in performance, safety, and environmental standards. In construction, dump trucks showed enhanced adaptability to various conditions, while mining trucks now range from 30 to 135 tons in diesel and pure electric versions. The new

energy line-up focuses on pure electric models, complemented by hydrogen fuel, plug-in hybrid, and range-extended options. Light-duty vehicle offerings included pickups and vans. Also on display were fleet management and AI-based diagnostic systems designed to cut operating costs, boost safety, and increase fleet efficiency.

The conference honoured partners with the 2025 Outstanding Service Award, Outstanding Marketing Award, and Notable Contribution Award. Each award-winning partner received a SINOTRUK pickup truck, underscoring the company's appreciation and commitment to its top collaborators.

Looking ahead, SINOTRUK will continue to expand side-by-side with partners worldwide, delivering high-quality heavy truck solutions to more customers and opening a new chapter in global growth. 





Driven by Safety, Powered by Circularity

We explore how Kit Loong Commercial Tyre Group puts safety as the core of every journey and how this will help improve efficiency and profitability.

Safety remains the defining factor of performance in Malaysia's commercial fleet industry. It determines reliability, uptime, operating cost, and ultimately, the security of every driver and road user. At the centre of this safety ecosystem lies one critical component - the tyre. Though easily overlooked, it is the single most influential factor affecting a fleet's operational resilience.

Tyres: The Leading Cause of Fleet Breakdowns

While many assume mechanical failures are the most common reason for breakdowns, tyres consistently top the list in Malaysia. The primary cause is improper air pressure, which dramatically affects heat buildup, structural stability, traction, braking, and fuel consumption.

But pressure alone is not the only contributor. Safety begins long before the tyre even touches the road - with choosing the right product for the right application. A mismatch between tyre type and operational environment accelerates wear, increases casing stress, and significantly raises the risk of premature failure. Together, proper application and disciplined pressure management form the frontline of tyre safety.

Road Safety: A Collective Responsibility
Malaysia's road safety environment is supported by key government agencies such as JPJ, MIROS, DOSH, and APAD. Each plays an important role in creating safer transport conditions while supporting the growth of the logistics

and fleet industry. This conversation is not about assigning blame but strengthening cooperation. Road safety works best when authorities, fleet operators, tyre specialists, workshops, and drivers share equal commitment to compliance and continuous improvement.

ICOP: Strengthening Standards and Operational Discipline

The Industries Code of Practice for Road Transport Safety (ICOP) serves as a structured guide for fleets to maintain safe operations. By standardising vehicle inspections, tyre upkeep, driver competency, and journey management, ICOP ensures that road safety becomes a systematic practice. It embeds discipline into daily operations, elevating accountability and reducing risk across the commercial fleet network.

Understanding Casing Potential Life

Tier Technology and Multi-Life Performance

A tyre's true value lies not only in its first life but in the strength and durability of its casing across subsequent retreads. Tier 1 casings, engineered with superior materials and advanced construction, can endure multiple retread cycles and achieve impressive total mileage - often exceeding 600 000 km. Their durability positions them as the ideal choice for long-haul fleets seeking consistent, reliable performance.

As we move to Tier 2, 3, and 4 casings, potential life naturally decreases. Structural robustness becomes limited, reducing the number of safe retreads that can be performed. Tier 5 casings - often the weakest - may not even qualify for a single retread, resulting in the shortest multi-life performance and the least sustainability benefit.

Why Acceptance Declines Over Time

Even with strong initial quality, a casing endures harsh realities: extreme heat, overloaded journeys, inconsistent pressure, aging, and rough road conditions. Each life cycle exposes the casing to stress, and therefore, with every retread, acceptance probability decreases. This is a natural progression, underscoring the importance of disciplined maintenance and proper application from the start.

From Safety to Sustainability: The 3R Impact

The 3R philosophy - Reduce, Reuse, Recycle - remains a powerful foundation for sustainable tyre management.

Reduce begins with two pillars:

- Using the right product for the right application, preventing premature wear and failure.
- Maintaining correct tyre pressure, reducing heat, fuel waste, and unnecessary breakdowns.

Reuse happens through retreading, which allows strong casings to return to service, extending their lifespan and maximising value.

Recycle ensures end-of-life tyres continue contributing to the economy through rubber crumbs, recovered steel, pyrolysis oil, and other downstream materials.


Every retread performed reduces the need for a new tyre and lowers carbon emissions. Every recycled tyre diverts waste from landfills. Every correct application and pressure check extends life and reduces consumption. Together, these efforts strongly align with Malaysia's commitment to ESG and carbon reduction goals.

Closing the Loop: The Circular Tyre Economy

The future of tyre management lies in a fully circular ecosystem where tyres are treated as long-term assets rather than disposable consumables. By optimizing each stage - from correct product selection to retreading and recycling - fleets can significantly lower operational costs while protecting the environment. A circular tyre economy enhances resilience, reduces raw material dependency, and elevates sustainability across Malaysia's transport sector.

A Future Built on Safety, Intelligence & Circular Thinking

Tyres are more than just components; they are the foundation of fleet performance, safety, and sustainability. By embracing structured standards such as ICOP, practicing disciplined maintenance, selecting the right products, and adopting the 3R principles, Malaysia's commercial fleet industry can accelerate toward a future that is safer, smarter, greener, and fully circular.

This journey continues - and the opportunity to drive positive change grows stronger with every kilometre ahead. 





Michelin Ignites the Future of Mobility



During their Asia Pacific Media Day 2025, Michelin unveiled bold innovations, strategic partnerships, and a vision for a sustainable tomorrow.

Michelin, world-leading manufacturer of life-changing composites and experiences, proudly hosts the Michelin Asia Pacific Media Day 2025 at its Nongkhae site in Saraburi, Thailand, under the theme “Michelin Beyond Performance.” This annual event brings together regional media, industry partners, and Michelin executives to explore how the company is redefining performance through innovation, sustainability, and human-centric progress.

The event is opened by Manuel Fafian, President and Managing Director of Michelin Asia Pacific, highlighted Michelin’s journey from tire innovation to becoming a world-leading manufacturer of life-changing composites and experiences. “Our ambition goes beyond performance,” he shared. “We are building a future where every product, every solution, and every experience contributes to a better way forward—for people, for profit, and for the planet. Today’s Media Day is a showcase on how we are bringing this future to life.”

A Vision Rooted in Innovation

From its pioneering role in the 1899 electric land-speed record, to its current leadership in sustainable tire technologies, Michelin continues to push boundaries. The keynote sessions and workshops showcase Michelin’s transformation into a composite solutions powerhouse, with applications spanning mobility, healthcare, aerospace, and low-carbon energy.

Cyrille Roget, Michelin’s Technical and Scientific Communication Director, presented the group’s latest advancements in sustainable tire design, emphasising the importance of life cycle assessment, bio-sourced materials, and rolling resistance optimisation. He emphasised that over 80 percent of a tire’s environmental footprint occurs during usage, underscoring the need for holistic design and responsible manufacturing.

It is in the discussion about how Michelin is innovation-lead that the notion of being a composite provider emerges as the guiding strategy. With a tyre requiring no less than 200 different materials to be merged into 20 major components, each of the ingredients need to be highly specific and working in tandem with the others. Factors like rolling resistance, heat dissipation and recyclability affect the design of tyres.

With the rapid development of new energy vehicles and a proliferation of new vehicle launches generally, Michelin needs to keep up with the market: Michelin aims to industrialize 50 new tyre sizes within the next 2.5 years. Of particular interest is the approach that Michelin has taken to address the challenges of electric drivetrains. Said to be more strenuous on tyres, EVs have been said to require a new breed of tyres. Michelin responded by designing tyres in a way that they will be suitable to any kind of drive train technology. The same tyre used for conventional vehicles can be used on battery electric ones. This way, there won’t need to be a separate development for new energy vehicles.

Driving Sustainability Together: Michelin & Partners in Action

A key highlight of the event is the panel discussion featuring Michelin's strategic partners: DHL, Mon Transport and SweetVarnVarn, industry KOL. The session explores how collaboration across industries is accelerating sustainability in logistics, manufacturing, and mobility, with joint initiatives to scale sustainable logistics and measure impact through shared KPIs and environmental goals in emerging markets. The discussion emphasises the importance of shared values, innovation, and long-term vision in overcoming challenges and driving measurable impact.

Inside Michelin Manufacturing: A Tour of Innovation in Motion

Participants are invited to explore two of Michelin's key production stations at the Nongkhae site: Aircraft Tyres and Truck & Bus Tyres, offering a behind-the-scenes look at how Michelin's commitment to innovation and sustainability comes to life on the factory floor. These special experiences showcase the cutting-edge technology and precision engineering that power Michelin's products—where performance meets purpose.

The Lab Test vs Reality

Tyres are among the biggest cost-contributors in any transport operation. Therefore, performance, i.e. mileage achieved is one of the key decision-making criteria. It was learned that there are hundreds of millions of dollars needlessly wasted on tyres annually. During the event, Michelin addressed this by way of comparing tests with real live applications. In a discussion on Michelin's tyre research, the complexity of replicating real-world conditions in laboratory testing was highlighted. While lab tests are essential for consistency and control, they often fail to fully capture the realities of road use. For instance, when simulating tyre abrasion, the test surface typically uses sandpaper to represent the road. However, in real life, factors such as road dust and debris interact with slightly melted rubber to form wear particles, a process not accurately reproduced in the lab. To mimic this, engineers must inject specific powders or "dust," but even then, results vary widely depending on the surface type and rate of application.

This challenge means that while laboratory drum tests are valuable, they currently cannot perfectly correlate with actual on-road results. Michelin continues to refine these tests but prioritises real-life convoy testing to ensure its tyres perform reliably under real conditions.

Another issue Michelin identified is how tyres are used in the market. Around half of all tyres are replaced before reaching the legal tread depth, largely because drivers and dealers lack confidence in worn-tyre performance, especially on wet roads. Historically, tyre regulations only measured performance when tyres were new. Michelin began studying worn-tyre safety in the early 2010s and found significant performance differences as tyres aged.



As a result, Michelin advocated for new standards. This has led to a 2024 European regulation requiring tyres to meet minimum wet-grip performance even when worn. The company views this as a crucial step toward improving trust, extending tyre life, and reducing waste, all while maintaining safety.

A Culinary Interpretation of Composites
Many of us aspire to have Michelin-starred culinary experiences. What started as a marketing tool to promote the sales of tyres, has since become a symbol signifying outstanding quality. The initial guide encouraged early, affluent, motorists to drive to culinary destinations, thus promoting the idea of mobility. This would in turn, as people would drive more, increase the sales of tyres.

In a fitting tribute to Michelin's spirit of innovation, the event concluded with a MICHELIN Guide Dining Experience curated by GOAT Bangkok, a One MICHELIN Star restaurant. This special dinner, designed exclusively for Michelin's Asia Pacific Media Day 2025, drew inspiration from the concept of 'composites'—a cornerstone of Michelin's technological evolution.

Just as composites combine diverse elements to create materials that are stronger, lighter, and more adaptable, each dish in this menu blended regional Thai ingredients, culinary techniques, and storytelling to form a unique gastronomic experience. The result was a multi-sensory journey that mirrored Michelin's fusion of science, sustainability, and creativity transforming the invisible into the unforgettable. Just like the "Michelin Beyond Performance" event did as a whole, making it a three-star occasion: the location is the journey. 

SHIFT 2025 Strengthens ASEAN's Commitment to Safer Mobility



SHIFT 2025 opened at Bangi Resort Hotel as a gathering point for vehicle manufacturers, government regulators, and research institutions from across Southeast Asia. The three-day conference, hosted by ASEAN NCAP in collaboration with MIROS, focused on advancing regional approaches to vehicle safety, emerging technologies, and data-led testing standards. Asian Trucker was present throughout the event, observing technical sessions, live demonstrations, and ongoing research developments. The discussions highlighted how safety tools once associated mainly with passenger car evaluation are now influencing practices across commercial fleets, heavy trucking operations, and logistics networks.

In her opening remarks, MIROS' Prof. Madya Ir. Ts. Dr. Siti Zaharah Ishak stated that "road safety cannot be compromised; every innovation and technology development must be based on evidence, data, and shared responsibility to protect lives on the road." She noted that SHIFT 2025 serves as a regional platform where research, innovation, and collaboration converge, supporting solutions that remain relevant for both public transport and commercial fleet sectors. **ONE SUCH SOLUTION** here

The first day featured keynote contributions from regional and international experts. Mr Seigo Watanabe of the Japan Automobile Manufacturers Association (JAMA) shared insights on Japan's development path in safety technology. **ONE INSIGHT.** Meanwhile, Mr Wang Guojie from the China Automotive Engineering Research Institute (CAERI) presented perspectives on electric vehicle safety and assessment methodologies. Input from the China Automotive Technology and Research Centre (CATARC) added further technical grounding to the discussions.

One of the notable outcomes of Day 1 was the joint unveiling of the ASEAN Motorcycle Target (AMT) and the Child Presence Detection (CPD) dummy. These tools are designed to reflect real regional on-road conditions and occupant characteristics. The AMT supports the ASEAN NCAP Autonomous Emergency Braking Car-to-Motorcyclist Test Protocol, while the CPD dummy simulates a one-year-old child for improved accuracy in occupant protection assessments. The organisers, ASEAN NCAP, noted that SHIFT 2025 "serves as a regional platform uniting academia and industry to advance safer mobility and promote innovation in vehicle safety."

Day 2 carried forward with focused technical discussions involving Global NCAP, ASEAN NCAP, ASEAN CVAP, and ASEAN MAP. Topics included accident research, driver behaviour analytics, testing procedure standardisation, and acceptance of new technologies within public and commercial fleet environments. For fleet

managers and logistics operators, the key message centred on how structured data and validated testing can inform operational safety strategies and risk management planning.

Day 3 moved outdoors to demonstration grounds. Attendees observed technologies such as Child Presence Detection, Autonomous Emergency Braking, and Rear Cross Traffic Alert and Braking systems in practical operation. The sessions illustrated how crash test dummies and behavioural testing models are applied in real assessment environments, including their potential adaptation for buses, trucks, and long-haul transport applications. MIROS emphasised that these developments contribute directly to evidence-based improvements in both private and commercial vehicle safety.

Although announcements of safety ratings were primarily related to passenger cars, the underlying safety assessment frameworks have clear relevance to the evolving expectations placed on commercial vehicle manufacturers and fleet safety protocols.

SHIFT 2025 also included the signing of Memoranda of Understanding between MIROS, UiTM, and CATARC, reinforcing collaborative work on research development, testing standard advancement, and training for future industry professionals. The outcomes of the event align closely with the United Nations Decade of Action for Road Safety (2021–2030), Malaysia's National Transport Policy (2019–2030), and the national Road Safety Plan (2022–2030), all working towards a targeted 50 percent reduction in road fatalities by 2030. **↑**



Unpopular Opinion: MOT also Gotta Give

The Malaysian Ministry of Transport has been in the spotlight for the past few months. Following a number of horrific accidents, the authorities are responding by implementing new laws, rules and regulations. Seat belts are now mandatory on buses and their use enforced, weigh in motion is being implemented and overloading could now get operators into serious trouble. Added to that is the new approach to summons, whereby it is now faster payment that results in reduced penalties.

One operator I spoke to lauded these efforts. Seeing how the playing field is levelled these new rules are a win-win for everyone around according to my source. No longer overloading, his peers are experiencing a surge in profits as the wear and tear, and the resulting downtime has been drastically reduced. Meanwhile, the mainstream media has taken an interest in these topics and those motorists not involved in road transport are taking an interest too.

It may all seem a little restrictive and punitive on the industry that is deemed to be the backbone of any economy. Certain mandates imposed on the transport industry have resulted in increased cost and the need for re-thinking of operations. The bans of commercial vehicles on highways around Kuala Lumpur have had an impact.

At times, so I am being told, the implementation of new directives is simply not practical. The enforcement of the speed limiting devices for instance has been met with some criticism as the workshops could not cope with the number of trucks being sent in to have these devices activated, calibrated or installed. The sheer number of commercial vehicles in the country may have been considered more carefully, in dialogue with all stakeholders involved.

Overall, I can see that it is getting more complicated and labour-intensive to comply with new legislation being piled up on fleet operators. At the same time, everyone I speak to from outside Malaysia is astonished by how much red tape and bureaucracy is involved in operating a truck fleet. Getting a truck on the road seems to be a gargantuan task.

Perhaps it is time for a complete overhaul of the legislation concerning road transport? I often hear that freight rates are stagnant for decades, the paperwork is weighing down heavy on operators and that drivers often violate laws as there are so many of them that they can't possibly be aware of all the intricacies.



stefan@asiantrucker.com

More often than not, new rules and regulations also mean added cost for the fleet operators. Attempting to compensate for this, fleet operators become creative. However, this is where I opine that the Ministry should also consider the plights of the transport owners. While modern times and trucks require the adaptation of existing laws, perhaps it can be considered to revise old rules to streamline processes. If we adopt laws to fit modern vehicles and their operation, maybe outdated laws need to be dusted off and permanently retired. This may not just apply to Malaysia though as other countries have outdated laws too. German for instance still imposes a tax on sparkling wines, which was introduced in 1902 to finance building battleships.

Many stories revolve around how the people on the ground, at the conveyor belt or on the road would be the ones that come up with the best solutions. While hoping that we can all agree that laws are needed to ensure safety and fair competition, we may find the best solutions when involving those most concerned. I hope that nobody is planning to deliberately run an unsafe transport operation: maybe MOT could give a little and involve those that may be able to offer different perspectives. The answer to the problems we face may be easier than we think. **✚**

MFTBC Signs MoU with REE Automotive to Evaluate Technologies for Smarter and Safer Commercial Vehicles

Mitsubishi Fuso Truck and Bus Corporation has signed a memorandum of understanding (MoU) with REE Automotive Ltd. (Headquarters: Kibbutz Gilil-Yam, Israel, CEO: Daniel Barel, hereafter: REE) to jointly develop and verify X-By-Wire and Software Defined Vehicle technologies for MFTBC's commercial vehicles.

XBW technology replaces traditional mechanical linkages with electronic control, enabling steering, braking, acceleration and other critical functions to be managed via sensors and electrical signals. This is expected to not only enhance vehicle safety and operability,

but also contribute to reduced vehicle weight, improved fuel efficiency, and the deployment of advanced driver assistance (ADAS) and autonomous driving systems.

SDVs refer to next-generation vehicle architectures where key functions and performance are primarily controlled and updated through software. Independent of hardware constraints and through over-the-air (OTA) software updates, SDVs could offer greater flexibility and scalability, extend vehicle lifespans, and reduce total cost of ownership, bringing long-term value to customers.

As part of this collaboration, MFTBC and REE Automotive plan to jointly build a Proof of Concept (PoC) vehicle within one year, merging the technologies of REE's P7-C EV chassis to MFTBC's current eCanter model. In parallel, MFTBC will continue evaluating REE's technologies as a potential partner for further future technology collaborations. **T**



HC 21: A New Era from PALFINGER

For several years now, the PALFINGER SYNCHRON hookloader has been setting the standard in the field of material handling. Its unique kinematics, the result of proven technical expertise, give it exceptional maneuverability and remarkable efficiency. Its unique design offers optimal visibility when picking up containers, ensuring safe and precise maneuvers. Direct access to components facilitates maintenance, while its intuitive operation appeals to operators from the very first use.

The SYNCHRON system is distinguished by its ease of use: a single movement controls the entire handling process, with good visibility throughout, particularly when transferring containers onto trailers. This feature makes the HC 21 particularly suitable for inexperienced operators, making it an ideal solution for rental companies or fleets with high driver turnover. In the long term, driver productivity is ensured with intuitive, fast, and precise maneuvers.



Its low loading angle simplifies the handling of containers, reducing the risk of collision with the chassis or the load slipping in the container. It can load, tip and transfer containers of different lengths onto trailers thanks to its articulated arm, offering maximum versatility. **T**

RIZON Accelerates U.S. Expansion with New Dealerships and More Than 20 Electric Trucks Rolling Out Across California

RIZON, an all-electric commercial truck brand, continues its steady growth across North America with new customer deliveries and dealership expansions. More than 20 RIZON trucks will enter service with fleets and municipalities in California, while new dealerships have been established in Arizona, New York, New Jersey, and Washington State.



RIZON Trucks Power Diverse Operations Across California: Republic Master Chefs is deploying five RIZON box trucks to deliver textiles and linens to hospitality and food service customers. Urban Estates, a real estate developer, a popular Southern California entertainment venue has added three

RIZON trucks; two refrigerated and one tool truck. West Coast Biofuel, a California-based producer and distributor of renewable diesel and low emission fuels, has added two RIZON flatbed trucks. The City of Bakersfield will add six RIZON trucks to its municipal fleet for urban sanitation and public

works operations while Long Beach City College, recognized for its sustainability leadership, is deploying five RIZON trucks with service bodies. Additional municipal and public customers include the Cities of El Cajon, Claremont, La Mirada, and the Port of Los Angeles.

"Seeing RIZON trucks at work in such a wide range of industries, from municipal services to hospitality and fuel delivery, underscores the practicality of electric trucks in everyday operations," said Alex Voets, general manager of RIZON USA. "Our expanding customer base and dealership network show that more fleets are recognizing the environmental and operational benefits of going electric." **T**

ENGINEERING PERFORMANCE. DRIVING SUSTAINABILITY.

REDUCE IMPACT. MAXIMIZE TYRE LIFE.
POWER THE FUTURE

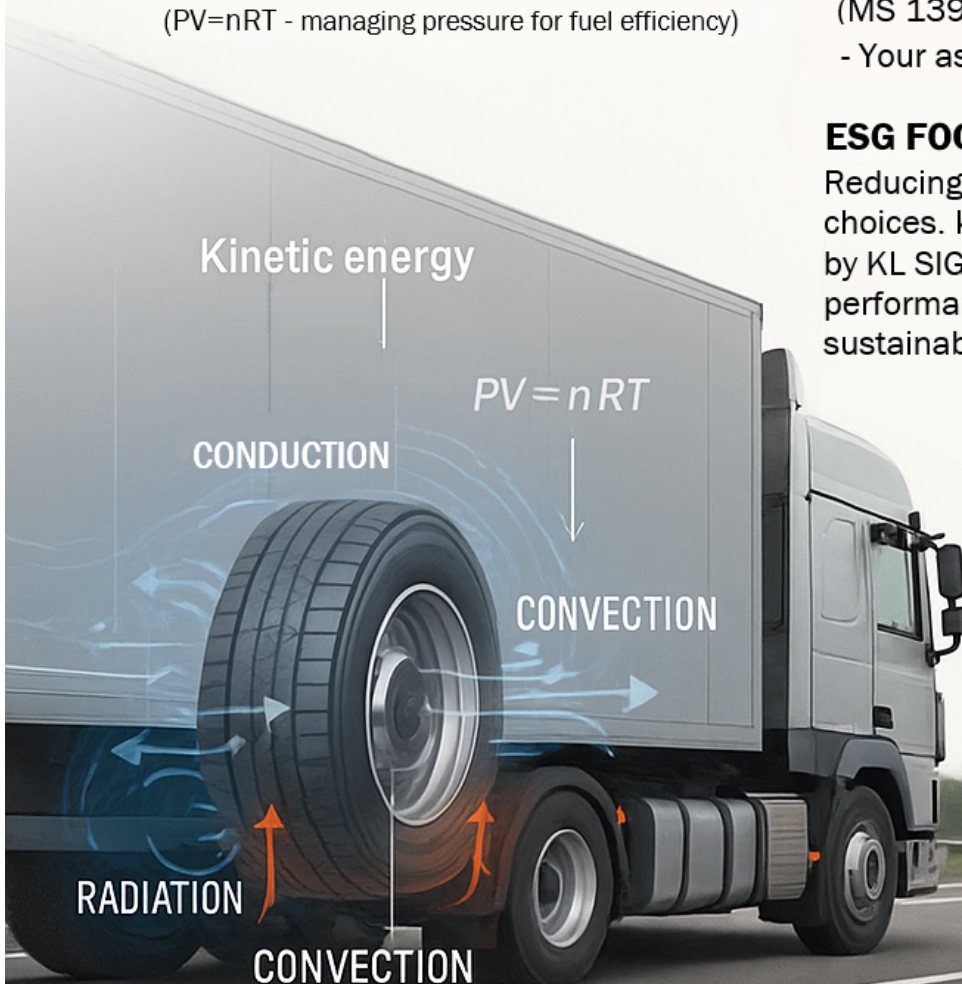
At Kit Loong, we don't just retread - we are re-imagining tyres through a scientific performance & ESG precision methodology.

Our KL SIGMA 5 integrates:

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

ESG FOCUSED

Reducing new tyre waste starts with smart choices. Kit Loong's ESG journey - powered by KL SIGMA 5 - extends tyre life, boosts performance, and closes the loop through sustainable retreading and recycling.





Where Arocs Meets Tough Work and Smart Comfort.

Built for harsh sites, the Mercedes-Benz Arocs delivers high ground clearance, rugged protection and precise control with its turbo-retarder clutch.



**Biodiesel
B30
Ready**



The Hydraulic Auxiliary Drive adds extra traction when you need it, while the OM471 engine with PowerShift Advanced helps save up to 4% fuel. Tough, efficient, ready for real work.

Mercedes-Benz

Trucks you can trust



HAP SENG
TRUCKS DISTRIBUTION

Creating
Value
Together



Hap Seng Trucks Distribution



hstd.inquiry@trucksdistribution.com.my



trucksdistribution.com.my