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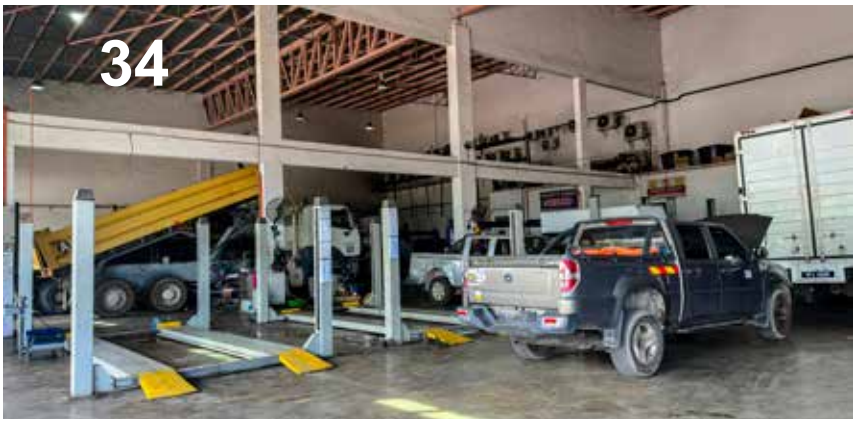
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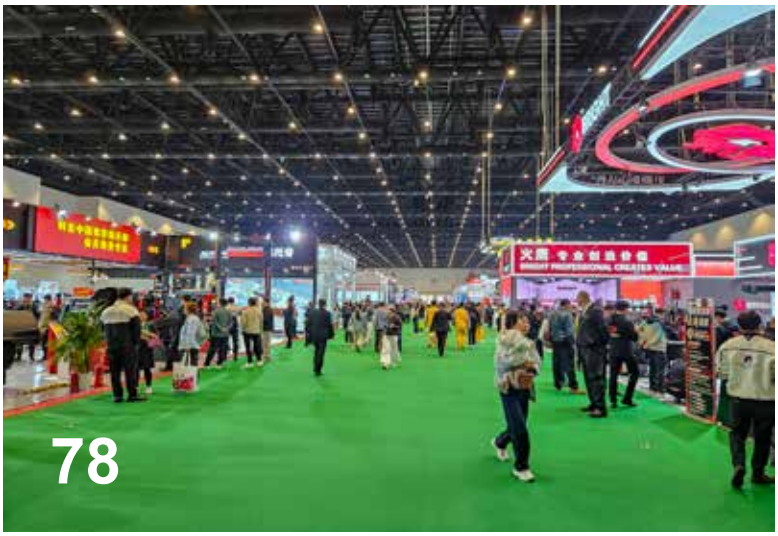
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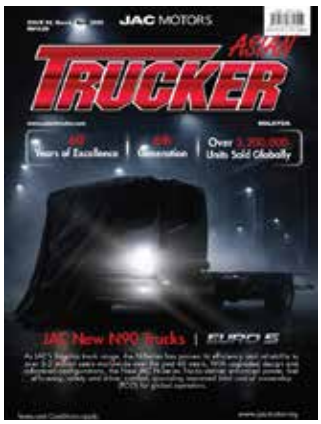
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To Follow the Latest Trends

Asian Trucker is not a fashion magazine, so I wouldn't want to subject you to a discussion about shoes. However, when interviewing transport owners, I can see what trends emerge in road transportation. Capturing these little nuances in market shifts, accurately reflecting them in this magazine, and thus, hopefully giving you an insight into what is happening next, is what makes my job interesting.

Take for instance the different reaction to two different crises. During our past exhibition, I learned that spare parts dealers were seeing an opportunity as fleet managers would extend the use of (high quality) parts in order to prolong the maintenance cycle. The idea being that this would reduce downtime and save money. However, today, the assumption is that in view of increasing fuel prices, prolonging service intervals would offset the cost of Diesel. However, parts suppliers are afraid that the parts could be used way past their tolerances, and thus the opposite effect could happen as parts fail to perform as intended.

Another very interesting trend is the rise of recreational vehicles. Although we have reported about globetrotters converting trucks in the past, it appears that there are now more adventurous people setting out to explore the world. Even if one is staying within the borders of Malaysia, there is a lot to discover in a RV or a caravan. This type of vehicle, clearly a business asset, is also clearly a commercial vehicle and we ought to talk about it as it this is what drives Asian Trucker.

Having covered the electrification of transportation for a number of years, I can sense that many transporters are now not only willing to give this new propulsion technology a try, but eager to see how it can benefit their business. The conversation has shifted away from what stops fleet owners from using electric trucks to finding ways about how to make it work for them. When it comes to prime movers, right now these may be the so-called innovators and first-movers though.

I also observe that more and more industry players emphasise safety in their decision making for a truck. Which is important and certainly something we need to commend. This trend could be motivated by the fact that, indeed, fuel efficiency has become a hygiene factor: it is something to be expected, a feature that is being discussed without prompting. While fuel efficiency also depends on a number of outside influences, road safety is non-negotiable. Especially in view of the driver shortage the industry is experiencing, we need to keep these employees safe and prevent harm to come to others on the road as every accident also negatively impacts the perception of our drivers.

Lately, I also see Artificial Intelligence being more prominently discussed. As one would learn when engaging in the subject matter, this may not be a new issue after all: the roots of AI can be traced to a decades-long development of the technology being used in transportation. With modern computing power and high-speed internet, we are now able to put this to better use. I expect to be covering more about this in the very near future.

Once I asked what makes a good editor. The answer was: curiosity. It is that very curiosity that motivates me to find out more about what is going to happen, things that are on the horizons of developments. I hope that you would continue to share with me your thoughts on what is going to happen and what are the trends in your respective industry segment. I like to learn about it in order to present these thoughts to a wider audience.

Drive safe, stay trendy,



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Editor, Asian Trucker

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MAN TGM Achieves 5 Stars in Euro NCAP

The MAN TGM achieved the top rating of five stars in the latest Euro NCAP test for heavy commercial vehicles. MAN's distribution truck for the mid-tonnage segment up to 16 tonnes impressed with a well-balanced overall performance across all three relevant assessment areas: Safe Driving, Crash Avoidance and Post-Crash Safety. The evaluation covered, among other things, driver assistance systems, active accident prevention and measures to ensure safety after an accident. The modern assistance and safety systems that support the driver in a wide range of traffic situations received particularly positive recognition. These include, among others: driver monitoring systems that detect signs of fatigue and thus help increase active safety; high-performance emergency braking and turning assist systems to reduce accident risks; and comprehensive lane and speed assistance functions for use in regional distribution transport.

CitySafe award for enhanced safety in urban traffic

In addition to the five-star rating, the MAN TGM also received Euro NCAP's CitySafe award. This is granted to vehicles that meet particularly high safety standards for use in city traffic. Key factors include, among others, good visibility and high-performing systems designed to prevent collisions with other road users. "Euro NCAP's five-star rating confirms our consistent commitment to thinking about safety holistically – from safe driving and active accident prevention through to support after an accident. Especially in distribution and city traffic, where vehicles, drivers and other road users interact in close proximity, modern assistance and safety systems make a decisive contribution to reducing risks," says Dr Frederik Zohm, Executive Board member for Research and Development at MAN Truck & Bus.

Euro NCAP: stricter safety standards for commercial vehicles

Euro NCAP (European New Car Assessment Programme) is an independent organization that has been conducting Europe-wide, widely recognised vehicle safety ratings for many years. Since the introduction of the programme for heavy-duty trucks, Euro NCAP has also been assessing commercial vehicles systematically against demanding criteria.

The aim is to continuously raise safety standards in road freight transport and to promote the use of modern assistance systems. Trucks are tested in realistic scenarios – among others in the areas of: Safe Driving (visibility, driver monitoring, assistance systems), Crash Avoidance (automatic emergency braking systems, lane assistance, protection of vulnerable road users) and Post-Crash Safety (emergency information, rescue friendliness).

A clear signal for greater safety in distribution transport

With the five-star rating from Euro NCAP, the MAN TGM sends a clear message on high safety standards in regional distribution transport. The award confirms MAN Truck & Bus's consistent focus on modern safety concepts and its ambition to protect drivers and other road users as effectively as possible.



MAN Malaysia is set to introduce this new truck model in Malaysia by end of this year to complement the MAN TGS, the best-selling Euro V prime mover in this market.

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Firefighters Take Delivery of 30 New Sitrak G5

Jabatan Bomba dan Penyelamat Malaysia Modernises Fleet with 30 New FRT Units, Signals Shift in Procurement Strategy

The delivery of 30 new Fire Rescue Tender (FRT) units to the Jabatan Bomba dan Penyelamat Malaysia (JBPM) is more than a routine fleet renewal exercise as it represents a notable shift in how specialised commercial vehicles are being procured, deployed and integrated into Malaysia's emergency response ecosystem. Valued at approximately RM60 million, the new FRTs replace fire engines that have been in service for over two decades. For JBPM, reliability and dependability directly affect life-saving outcomes. In this particular case, the move underscores the growing importance of lifecycle management in government fleets. Ageing assets not only drive-up maintenance costs, but also limit operational efficiency. Accordingly, it can be seen as a case study of an issue familiar to any commercial vehicle operator.

From an industry perspective, the procurement stands out for its adoption of a Public-Private-People Partnership (4P) model. This approach departs from conventional government tender processes by emphasising faster delivery timelines and improved cost efficiency. For the truck suppliers and bodybuilders, it signals a potential shift towards more agile procurement frameworks.

Equally significant is the international dimension of the deal. The FRT units were delivered through a Malaysia–China collaboration, reflecting deeper bilateral ties and opening the door for increased participation of foreign OEMs and specialised vehicle manufacturers in Malaysia's emergency and municipal vehicle segments. Supplying the vehicles is Kapar-based Sendok Group, which is a market leader in the Chinese truck segment.



On the ground, the operational impact is immediate. The new FRTs are being distributed across multiple states, with priority given to stations still operating legacy units. This targeted deployment strategy mirrors best practices in fleet optimisation whereby a dispersed organisation is allocating newer, higher-capability assets where demand and risk profiles are highest.

The base vehicles are Sitrak G5, with EURO V engines, boasting a 6.9L engine with 330 Hp. Features to be highlighted are the G5-M long cab, which comes with up and down / front and back adjustable steering wheel, electronic automatic air conditioning, rollover sleeper, double lock structure safety belt and seating capacity of 2+2+4. The new-generation FRTs are understood to feature improved pumping capacity, enhanced onboard systems and better crew ergonomics. These enhancements align with global trends in firefighting vehicles, where safety, speed of deployment and multifunctionality are increasingly critical.

For the broader commercial vehicle industry, the JBPM acquisition highlights several key trends: the rising importance of specialised vehicle segments, the influence of international partnerships, and the government's willingness to explore alternative procurement models. It also reinforces the idea that public-sector demand can serve as a catalyst for innovation and competition within the CV space.

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SANY SE588 Electric Heavy Trucks Delivered to Indonesia's Leading Energy Enterprise

On May 9, SANY Group and a leading Indonesian energy enterprise held an executive forum and a grand delivery ceremony for the SE588 electric heavy trucks and SKT130S wide-body heavy trucks at the SANY Intelligent Truck Industrial Park. Lincoln Liang, Director of SANY Group and Chairman of SANY TRUCK; Jiang Qingbin, Chairman of SANY Heavy Equipment; and Kim Lee, Chairman of SANY Group Int'l Business Division, together with other senior management officials, attended the ceremony and welcomed the visiting delegation.

On the afternoon of the same day, the client delegation toured the smart manufacturing factory and zero-carbon space, and conducted test drives on the SE588 electric heavy trucks to be shipped to Indonesia.

Following the strong performance of the first batch of trial units deployed at Indonesian mining sites starting from late 2025, the client spoke highly of SANY's electric heavy trucks, stating: "Over the past few months, the SE588 has achieved a Gross Combined Weight (GCW) of 220 tons, while reliably withstanding the dual challenges of tropical rainforest climates and complex mine operating conditions. Its high availability and substantial operational cost savings have further strengthened our confidence in advancing energy transformation."

Thereafter, senior leaders from both sides held formal discussions. The two parties engaged in in-depth exchanges on global energy transition, green mine development and the layout of the zero-carbon logistics industrial chain, jointly outlining the strategic roadmap for the scaled rollout of SANY's new energy equipment across Indonesian mining sites.

The much-anticipated vehicle delivery ceremony then commenced. "Against the backdrop of global energy transition and deepening China-Indonesia cooperation, SANY will continue to leverage its full industrial chain advantages. Drawing on our leading smart manufacturing strengths in new energy, we will join hands with your company to build a global benchmark for zero-carbon mines," Liang remarked.

"Taking this delivery as a new starting point, SANY looks forward to tackling even higher technical challenges and building an even more valuable future together with your company. We will deliver tangible, integrated solutions for green mining and zero-carbon transportation to create greater business value for your company," added Qingbin.

In the presence of representatives from both sides, the symbolic "Golden Key" embodying green efficiency and strategic mutual trust was officially handed over. With the handover of the golden key, this fleet of SANY new energy equipment, bearing the mission of carbon neutrality, is set to depart for Indonesia to embark on a new journey at mining sites.

Since 2025, senior executives from both companies have exchanged multiple cross-border visits, reflecting a "two-way choice" rooted in long-termism. From the initial trial of two units to this batch delivery of electric heavy trucks, and further to a future hundreds-scale procurement plan for heavy trucks, the clear expansion roadmap signals that the partnership is steadily moving into deeper waters.

Moving forward, SANY TRUCK will continue to harness its leading edge in new energy transport equipment, deeply empowering global partners on their path to zero-carbon transformation



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AI-powered Sweepers could Reshape how Cities Manage Road Repairs



An initiative using artificial intelligence (AI) on road sweepers is offering a new way for Malaysian cities to monitor road conditions, potentially reducing reliance on periodic inspections and public complaints.

Duroclean Sdn Bhd, a subsidiary of the DUROMAC Group, has begun deploying an AI-enabled system on its fleet as part of efforts to modernise road maintenance practices. The system, developed by Robomy Sdn Bhd under its Robolyze platform, allows road surface defects like such as potholes, longitudinal and transverse cracks, alligator cracking and surface wear and incidents like accidents and littering to be detected in real time during routine cleaning operations.

Dhinaraj Das, CEO, DUROMAC Group said that using onboard cameras and edge-based processing, the system identifies the defect and incidents. The data is then transmitted to a monitoring dashboard, where operators can review alerts and visual analytics.

Das also said that this approach differs from conventional road assessment methods, which are typically carried out at fixed intervals or triggered by complaints from road users. By embedding detection capabilities into vehicles that are already on the road daily, the system effectively turns maintenance fleets into continuous monitoring tools.

This could have implications for Ports, Highway Operators, Township etc. which oversee large and complex road networks. More frequent and data-driven reporting may help prioritise repairs, especially in high-traffic areas where delays can increase safety risks. Urban infrastructure specialists note that delayed detection of road defects is a persistent challenge, often leading to higher repair costs and greater wear on vehicles. Integrating AI into existing operations may improve response times without significantly increasing manpower or requiring new inspection frameworks.

Further, Das told Asian Trucker that the system can be fitted onto both diesel and electric sweepers and that it operates without affecting driver visibility or routine workflows. This lowers the barrier to adoption, particularly for contractors managing large fleets.

Mohammed Afsal, Director of Robomy, added that the collaboration also reflects a broader shift towards smart city solutions in Malaysia, where digital tools are increasingly being explored to enhance municipal services. While AI has already been applied in areas such as traffic management and surveillance, its use in road maintenance remains relatively limited.

Afsal also said that Robomy focuses on AI-driven visual inspection technologies, with applications spanning infrastructure and industrial monitoring. Its partnership with Duroclean represents a move to deploy such tools in real-world, high-frequency operational settings.

Dhinaraj said the initiative is part of a longer-term effort to improve operational efficiency and road safety outcomes. However, wider implementation will likely depend on collaboration with authorities and the results of ongoing trials.

As Malaysian cities continue to expand, the ability to monitor infrastructure more continuously rather than periodically may become increasingly important. Whether AI-enabled systems such as this can be scaled effectively across different jurisdictions will be a key factor in determining their long-term impact.



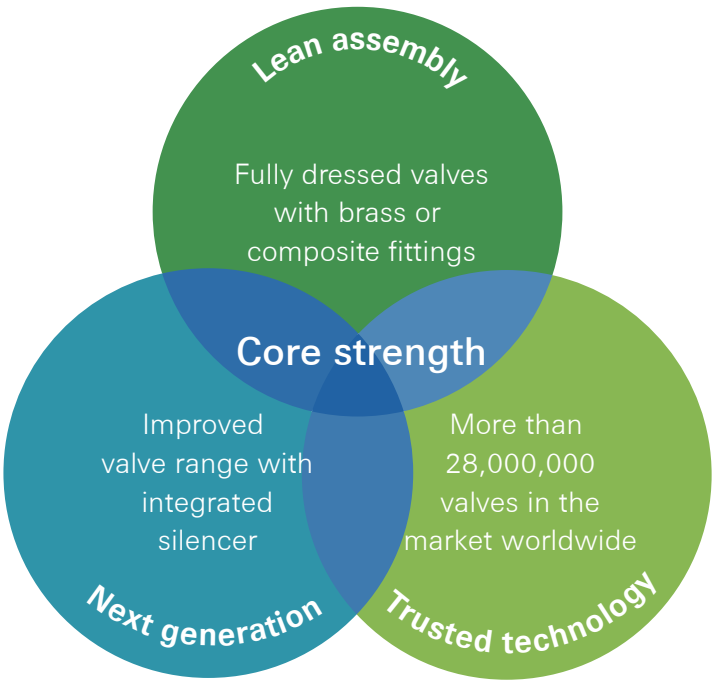
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FMX Reinforces Logistics Operations with New FUSO Fleet Addition



Malaysian logistics and express delivery provider FMX has reinforced its fleet capabilities with the addition of eight new FUSO FEC91KR4 Euro 5 TF-Canter trucks. The official handover took place on 5 May 2026 at the TWM Truck outlet in Bukit Jelutong, Shah Alam, where the dealership hosted a ceremony to mark the occasion.

Since its establishment in 2009, FMX has built a comprehensive logistics portfolio, spanning domestic and international express delivery, freight forwarding, road transport, and multimodal solutions, alongside brokerage, value-added services, 3PL offerings, and integrated logistics solutions. Its extensive delivery network reaches across both Peninsular and East Malaysia, serving destinations from major urban centres to rural communities.

This latest acquisition marks a significant milestone for FMX, representing its return to the FUSO brand after approximately 16 years since its last purchase. According to Hap Seng Trucks Distribution, the sole distributor of FUSO trucks in Malaysia, the FUSO TF Canter offers an optimal combination of payload capability, manoeuvrability, and operational efficiency. These attributes make it particularly well-suited to support FMX's logistics and delivery operations, where reliability, practicality, and cost efficiency are key considerations.

"Today's handover ceremony is not the end, but the beginning of an even closer and deeper collaboration with FMX moving forward," Mr Jacky Tan, General Manager, Sales & Market Development, Hap Seng Truck Distribution Sdn Bhd said during the event. Adding that fuel consumption remains a key concern for logistics players, especially FMX. To address this issue, he pointed out that FUSO perfectly meets this requirement with its well-known fuel efficiency performance.

Citing their latest real-world fuel consumption test, conducted under fully loaded and actual driving conditions without informing the driver that monitoring was taking place, the vehicle model purchased by FMX, achieved an impressive 11.7 km/L.

Tan underscored this by saying that "This outstanding result is especially important in today's environment of high diesel prices." FMX's new FUSO TF Canters are equipped with the latest safety features as standard, including Electronic Stability Program (ESP) and reverse camera.

In addition to the vehicles, FMX will benefit from comprehensive after-sales support, including service and maintenance, ready availability of parts, technical assistance, and ongoing support from the authorised FUSO dealer network. This integrated support framework is designed to ensure smoother day-to-day operations and enhance the long-term ownership experience. The company has also indicated its intention to further expand its fleet with additional units as part of its future growth plans.



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Trade Sustainability and ESG in the Time of Trump, AI, and Global Change

In conjunction with MCVE 2026, CargoNOW Malaysia was held with Dr Geoffrey Williams gaiving the keynote address. He is an Economist, Founder, and Director of Williams Business Consultancy Sdn Bhd. It was the first time CartgoNOW, which is organised by the Logistics and Supply Chain Management Society, was held in Malaysia.

The CargoNOW Malaysia Conference unites shippers, carriers, service providers, and tech innovators under one roof. It set out to deliver innovative insights in e-commerce, port operations, logistics tech, and supply chain trends.

Leveraging LogiSYM's reputation as the leading supply chain symposium in the region, CargoNOW involved decision-makers within the entire supply chain ecosystem. It provided in-depth discussions, operator-led case studies, and deep dives on shared visibility, predictive Estimated Time of Arrival (ETA) tools, AI, and industry digitalisation.

CargoNOW was opened by Dr Raymon Krishnan, President of the Logistics and Supply Chain Management Society.

In his keynote address, Dr Williams mentioned that after Donald Trump was elected in November 2024, many companies looked at their operations and asked how they could get away with the bare minimum in sustainability. Following the leadership of the president, many companies decided that making environmental and social investments was no longer important.

Adding to the economic climate is the Middle East crisis, which has become a huge logistics issue with the disruption to the flow of shipping through the Strait of Hormuz. The crisis has affected supply chains globally, and the rise in the price of a barrel of oil from US$ 60 to over US$ 120 has exacerbated the situation.

As a result of these issues, the International Monetary Fund (IMF) has lowered growth forecasts around the globe. However, Dr Williams noted that the Trump-imposed tariffs did not affect Malaysia and that trade with the United States increased. The IMF is also predicting an annual growth forecast for Malaysia of 4.7 percent.

Dr Williams suggested that, despite Malaysian motorists paying more at the pump, the problem in the coming months will not be the price of fuel, but rather its supply. He added that the Malaysian Government is cognisant of this and may consider initiatives such as work-from-home, which could lower fuel consumption by as much as 25 percent.

The government, employers, and workers now must develop strategies to deal with the transition to less fuel and the behavioural changes that will flow from this.

For every crisis, there is an opportunity, and Dr Williams suggests that one of the factors preventing ships from passing through the Strait of Hormuz was the lack of, or cost of, insurance. He suggested that one of the outcomes of the Middle East crisis was that insurers such as Lloyd's (whose profit before tax in 2025 was £10.6 billion) might lose their near monopoly.

One of the results of US tariffs, or the threat of tariffs, on countries like Malaysia, Dr Williams noted, was that the government sought alternate markets along with new partners. As such, some countries will start to pivot away from sourcing from the Middle East or from those that flow through this region.

Dr Williams then focused on AI and sustainability. He mentioned that Donald Trump did not like renewable energy sources and championed the use of fossil fuels. However, many in the business community continue to embrace renewables and are still committed to sustainability. He noted that Malaysia remained committed to fossil fuels while understanding the benefits of renewables. He claims they are more realistic in their understanding of sustainability.

The academic believes that AI can be used to help businesses and that it will improve the way we do things while increasing productivity. However, he believes that while it may not take away workers' jobs, it may have a negative impact on salaries and salary increments. He believes that profits generated by AI will flow to the owners of businesses and not the workers.

His keynote address was followed by a panel discussion that discussed Environmental Social Governance (ESG) among other topics.



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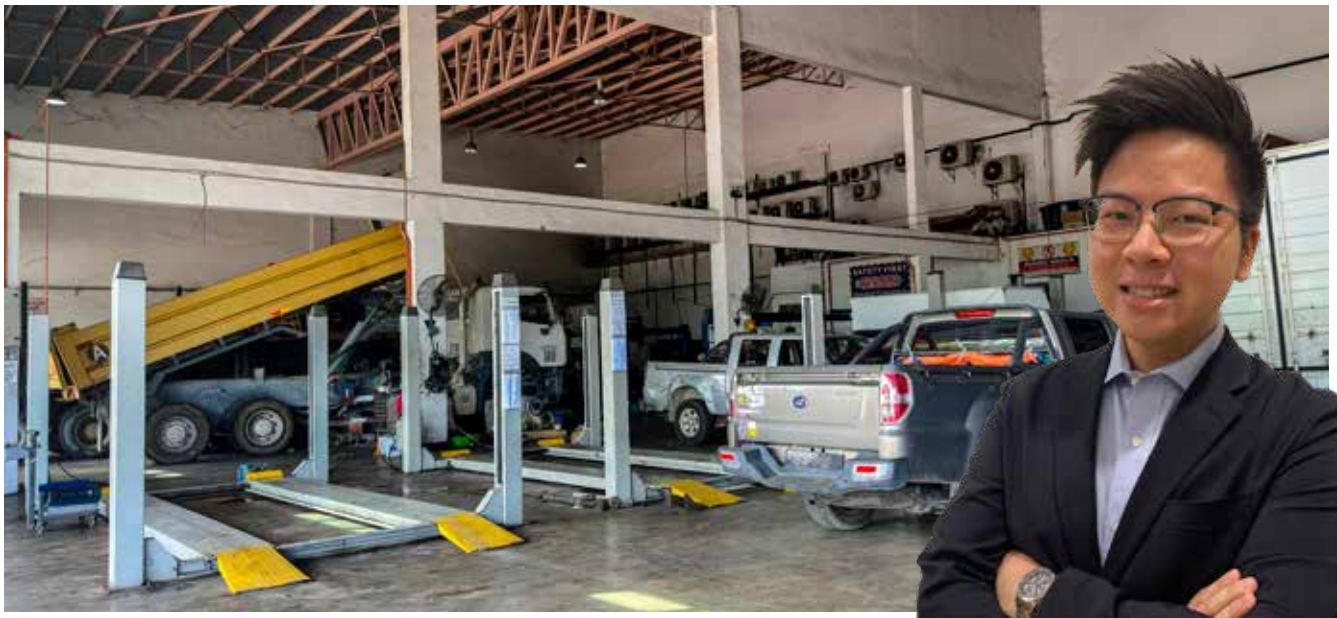
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Hong Seng Aligns Service Network with Comprehensive Product Range



Positioning themselves as a house of brands, Hong Seng offers a comprehensive range of commercial vehicles, focused on trucks and heavy machinery. As per their philosophy, they would want to be able to supply all vehicles needed for their clients' operations, not just certain applications. In doing so, Hong Seng offers on-highway trucks, off-road trucks as well as excavators and other specialised vehicles. This requires the after sales division to be in tune with the offering. Teoh Huan Jie, Director, provided Asian Trucker an update on their service network.

Current workshop locations are their headquarters in Butterworth, Ipoh, Klang, Sepang, Seremban, Batu Caves, Bukit Kemuning, Ayer Hitam, Kuantan and Johor. In East Malaysia, Hong Seng's workshops can be found in Kuching, Bintulu, Kota Kinabalu, Sandakan, Lahat Datu and Keningau. Their outlet in Teluk Intan is currently being upgraded while a newly added workshop in Rawang will commence operations shortly. An additional location in Malakka has recently been confirmed and is targeted to become active in Q4 of this year.

One will notice that Hong Seng maintains rather large workshops. According to Teoh, this stems from the fact that the company is offering a complete package to customers. Stocking up to RM 10 Million in parts, the operation is geared to servicing the entire product range in all of their workshops. "This includes trucks, excavators, loaders and even power generators, which we also supply to customers requiring them in their operations," Teoh said. Requiring technicians that are savvy to deal with such a wide range of products has Hong Seng actually turning it into an advantage. "For instance, because the work tends to be more varied, it is more interesting and thus more attractive for talents to join us. There are better career prospects, too" Additionally, Hong Seng is using the ability to service their wide range of products into a sales argument.

Supporting their workshops is a fleet of some 40 rescue service trucks. "We have a number of them in each workshop, ready to go out and assist with any breakdown that may occur to our customers." At the moment, the increased Diesel prices are negatively affecting Hong Seng's fleet of support vehicles as such trucks would not be eligible for subsidies. However, he lauded the move by the government to extent subsidies to pick-up trucks, which would not only help Hong Seng, but all truck distributors with support vehicles.

Having been a pioneer in the Chinese truck segment in Malaysia, Teoh has also observed that the vehicles themselves have drastically improved. "It is no secret that Chinese trucks have seen vast improvements in their quality. This also means that our approach to aftersales service has to align with that," Teoh commented. He and his team are shifting focus to a more pro-active engagement with transport owners to ensure that their regular maintenance intervals are kept and downtime is reduced to a minimum.

In anticipation of the electrification of road transport, Hong Seng is keeping a finger on the pulse of time: developments are closely monitored as the introduction of electric trucks will also result in the need to re-equip workshops and up-skill technicians. "For now, we are in a holding pattern as the current generation of heavy-duty electric trucks does not represent viable options to replace Diesel-powered vehicles." However, Teoh assured that when the time comes, the after sales of Hong Seng will be ready to service Battery Electric Vehicles (BEV) as well as hybrids or Hydrogen-powered trucks.

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KL City Receives New Isuzu Outlet



Kuala Lumpur city businesses will now have a new and convenient landmark to purchase and service their Isuzu vehicles following the opening of the brand-new Autoexec Corporation Isuzu 3S Centre.

The new outlet that sits along the bustling Jalan Tun Razak near the World Trade Centre Kuala Lumpur, offers customers a convenient and comfortable venue to seek out the ideal Isuzu vehicle, be it pick-up trucks or commercial trucks. The opening of the new Jalan Tun Razak Autoexec Corporation Isuzu 3S Centre consolidates operations by moving the 1S outlet previously located on Jalan Semarak into this larger facility. This is the third outlet in Kuala Lumpur operated by Autoexec Corporation.

Isuzu Malaysia's Chief Executive Officer Tomoyuki Yamaguchi officiated the opening ceremony that coincided with the introduction of the new range of Isuzu D-MAX 2.2-litre turbocharged diesel engine pick-up trucks. Speaking at the ceremony, Yamaguchi reiterated Isuzu's commitment towards offering customers products that meet and exceed their individual requirements.

"The opening of this new Isuzu 3S Centre with the latest corporate identity, situated close to the heart of Kuala Lumpur can be expected to improve Isuzu's presence and increase interest in our range of products that have particular appeal for urban users. I believe that Isuzu vehicles are highly suited to serve users even here within the heart of the city," said Yamaguchi.

Featuring a new showroom that incorporates a new hero car display, delivery bay, customer lounge and merchandise area, the new outlet is better equipped to provide a modern, state-of-the-art experience to customers featuring the latest in digital and virtual technology. The outlet also offers after-sales support for all Isuzu vehicles including pick-up trucks and commercial trucks.

The opening of the new Autoexec Corporation Isuzu 3S Centre coincides with the introduction of the new 2.2-litre turbocharged diesel engine Isuzu D-MAX range that includes Malaysia's first Automatic Transmission Single Cab. Following the launch, Isuzu Malaysia holds the distinction of ensuring that every model within its product range – be it D-MAX, ELF, FORWARD or GIGA - offer an automatic or automated manual gearbox option for greater flexibility and convenience.

With the showroom open daily, visitors are encouraged to visit the new Autoexec Corporation Isuzu 3S Centre to experience the ideal Isuzu vehicle for themselves, in particular the new range of 2.2-litre 8-speed Isuzu D-MAX pick-up trucks that offer superior performance, comfort and fuel economy.

After-sales operations are available from Monday to Saturday from 9:00am till 6:00pm. The service centre can accommodate one truck and one pick-up truck simultaneously. The new Autoexec Corporation Isuzu 3S Centre is located at 21 Jalan Tun Razak, Kuala Lumpur.







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New UD Trucks 3s Dealership Centre Opens in Nilai



The new UD Trucks 3S dealership centre in Nilai, Seremban

UD Trucks and sole distributor partner Tan Chong Industrial Equipment Sdn Bhd (TCIE) have further strengthened market footprint with the recent opening of a new 3S (Sales, Service and Spare Parts) dealership center in Nilai, Negeri Sembilan, through a strategic collaboration with new private dealer Soon Seng Automobile Sdn Bhd.

The new center, located at Lot 109 on Jalan Platinum 5/5 in Pusat Perdagangan Nilai Impian, will provide a range of sales, services and parts support capabilities for UD Trucks' growing customer base in the area. An event was held to celebrate the opening of the new 3S center, which was attended by the management teams of UD Trucks, TCIE and Soon Seng Automobile.

UD Trucks Region Director for Southeast Asia & East Asia Keiichiro Ochiai shared, "We are proud to welcome Soon Seng Automobile into our growing dealership network. The opening of this new 3S center reflects UD Trucks' continuous mission to provide high-quality, innovative commercial vehicles that fleet operators and businesses demand today. We are fully committed to our role as an innovation leader in the transport world, and we take pride in being a valued partner driving productivity for our customers and better life for societies."

Soon Seng Automobile Sdn Bhd Director, Edmund Chan in his speech during the event said, "Soon Seng Automobile was established in 1978 and for nearly 50 years, we have been dedicated to serving the Malaysian transport industry.



UD Trucks Keiichiro Ochiai and TCIEs Loh Thim Choy presenting their token of appreciation to Soon Seng Automobiles MD, Chan Swe Wah

This new dealership marks another new and significant chapter in our company's journey. We look forward to bringing our collective strengths to keep our customers' businesses moving through the supply of UD Trucks' smart logistics and reliable aftermarket support."

The new 3S center offers enhanced customer engagement experience and UD Trucks' full range of commercial vehicles, from the light-duty Kuzer, medium-duty Croner to the heavy-duty Quester. The facility is equipped with four service bays that can cater for truck maintenance and repair, special technical diagnosis tools, and a full inventory of UD Trucks genuine parts.

In conjunction with the opening, a vehicle handover ceremony was held for two customers. Logisteed Malaysia Sdn Bhd, a total logistics services provider and an existing UD Trucks customer, received three UD Quester trucks. Meanwhile, LLC Infra Sdn Bhd, an engineering and construction development company and a new UD Trucks customer, took delivery of two UD Croner trucks.

TCIE Chief Operating Officer Loh Thim Choy remarked, "TCIE is glad to have Soon Seng Automobile as the partner of choice in our quest to further expand our UD Trucks' dealer network. Being close to our customers is very important and the industrial area of Nilai is efficiently supported by excellent highway connectivity and surrounding commercial developments. Through this new 3S centre and our shared passion for quality, service excellence and customer satisfaction, we anticipate strong growth potential from new and existing client relationships."

Loh added that customers will not only have better access to experience UD Trucks' products first-hand, but can also gain more value for their business through the comprehensive UD Extra Mile Services consisting of genuine parts, service agreements and 24/7 Roadside Assistance for sustained uptime.

AMH Coffee Talk @ MCVE 2026: Artificial Intelligence (AI) Adoption in the Logistics Industry



The Association of Malaysian Hauliers (Persatuan Haulier Malaysia, or AMH) organised several forums during the Malaysian Commercial Vehicle Exhibition (MCVE 2026).

AMH was established in 2002 and represents over 300 container haulage companies in Malaysia. AMH serves as the collective voice of the haulage industry, advocating for policies, standards, and practices that support sustainable growth and operational efficiency in the industry.

The association also promotes best practices in operational excellence, safety, and industry collaboration. Through continuous dialogue, knowledge sharing, and strategic initiatives, AMH aims to enhance the competitiveness and public image of the haulage and logistics sector in Malaysia.

One of the open forums was on the topic of adopting Artificial Intelligence (AI) in the logistics industry and included input from three panellists – Mr Ian Tan, Marketing, Communications and Digitalisation Director, Scania Malaysia; Mr Marcus Lim, Vice President, Association of Malaysian Hauliers (AMH); and Mr Victor Ooi, Head of Information and Technology, Pelabuhan Tanjung Pelepas (PTP).

The discussion focused on how practical AI is for fleet management, route optimisation, and predictive maintenance. Mr Lim commented that many small and medium-sized enterprises (SMEs) are interested in AI but have not yet fully utilised it.

Tan mentioned that predictive AI enables an operator to know when maintenance is required on any vehicle in their fleet. He added that AI is already on Scania buses and trucks.

Meanwhile, at PTP, AI has passed from an experimental stage and is now mandatory in all major ports around the globe. Mr Ooi continued that AI helps in vessel optimisation; it makes port operations more efficient as it is used in machinery to make smarter decisions.

In answering the questions as to how AI makes measurable benefits, Tan commented that in some cases, AI was invisible, while in others, operators were co-pilots in the application of AI. He added that many drivers may not know that their Scania vehicle is AI-equipped (that is, invisible AI), and, if they were unaware, they should be talking to Scania to maximise the full value of their vehicle.

Meanwhile, Lim commented that his fleet used AI to detect driver distraction while they were operating their vehicles. Initially, there was resistance as the drivers considered it an infringement on their rights, but now they accept AI as an additional 'set of eyes' to help protect them.

The PTP representative commented that the organisation used AI to better manage the 1 500 trucks that operate in and around the port. The average saving per truck movement was eight minutes, which led to 12 000 minutes (200 hours) being freed up through vehicle maximisation.

The panellists were then asked for their thoughts on the biggest challenges facing the logistics industry in its adoption of AI. Mr Lim proffered that many thought that the cost of AI was considered a barrier to adoption. He added that AI still currently required human input as an individual (s) to explain the workflow and then to check the results. He concluded that each organisation required someone to champion the adoption and use of AI.

Thoughts were also expressed on whether AI was a necessity in staying competitive. Lim remarked that adopting AI gave a business a strategic advantage. Furthermore, making mistakes can be expensive. and it was essential to reduce errors. The speed at which enquiries are responded to will also become important over time, and AI can be used as an aid.

Concluding his segment, Tan noted that while data is valuable, its real value lies in how it is interpreted and used. This shows that people remain essential in business. Employees who can use AI-generated insights to improve company performance will become increasingly important in the logistics industry.

Ooi added that Malaysians are passionate about technology. He summarised that, "Technology is there, but we need to have workforce readiness."



Geotab Launches GO Focus Plus Across Southeast Asia to Help Fleets Proactively Prevent Accidents

New AI-powered video intelligence solution addresses region's road safety challenges by enabling real-time driver intervention and smarter fleet operations.

Geotab, a global leader in connected transportation, video, and asset tracking solutions, launched their GO Focus Plus AI dash cam and its new video intelligence platform in Indonesia, Thailand and the Philippines, marking a coordinated regional expansion of advanced AI video telematics designed to help fleets proactively reduce risk, improve driver safety, and enhance operational resilience. GO Focus Plus is also coming soon to Malaysia and Singapore later this year.

The dual-facing GO Focus Plus AI dash cam delivers proactive, in-cab voice coaching that enables drivers to immediately correct risky behaviours, with recent large pilots showing tailgating incidents reduced by 90 percent and mobile phone use dropped by 95 percent. By turning real-time alerts into coaching moments, the system helps reinforce safer driving habits at scale.

Designed for Indonesia's Road Realities

The launch comes at a critical juncture for Indonesia's transport ecosystem. Beyond seasonal peaks such as the recent Eid mudik period where millions travel across the Indonesian archipelago, over 155 000 traffic accidents are recorded annually with nearly 90 percent linked to human factors such as fatigue, distraction, and non-compliance, making road safety a persistent national challenge. At the same time, fleet operators are navigating increasingly complex operating conditions: from dense urban traffic to long-haul routes across the archipelago where connectivity is inconsistent and oversight is limited.

Against this backdrop, Indonesia's transport sector is undergoing a clear shift, from reactive incident management to proactive, real-time risk prevention.

"In Indonesia, road safety is shaped by a combination of human behaviour and highly dynamic traffic conditions," said Ezanne Soh, Associate Vice President, Southeast Asia, Geotab. "Drivers operate in environments where risks can change in seconds. At the same time, there is increasing pressure from regulators, customers, and insurers for fleets to demonstrate stronger accountability and safety performance. GO Focus Plus is designed to support the ever more crucial transition from reactive management to proactive incident prevention."

Indonesia's road conditions present unique operational challenges, from congested city traffic dominated by mixed vehicle types to remote logistics corridors with limited network coverage.

These conditions demand solutions that go beyond traditional telematics. GO Focus Plus addresses these challenges by combining AI-powered video intelligence with real-time telematics data, enabling fleets to gain a deeper, contextual understanding of driver behaviour and road conditions.

With on-device Edge AI, the system detects risks such as distraction, drowsiness, and unsafe behaviours in real-time, even without network connectivity, ensuring continuous safety coverage across Trans-Java or Trans-Sumatra routes and beyond. At the same time, its contextual intelligence is designed to reflect Indonesia's unique traffic dynamics, helping distinguish genuine risk events from common road scenarios, such as sudden manoeuvres caused by surrounding motorcycles.

Addressing Thailand's Acute Safety Pressures

Building on similar challenges across Southeast Asia, Thailand presents another high-risk road environment. Thailand continues to face one of the world's highest road fatality rates, with risk peaking during New Year and Songkran. During these biannual "Seven Dangerous Days," road deaths in 2024 nearly doubled to around 69 fatalities per day, reinforcing the urgency for near real-time safety intervention on Thai roads.

These spikes are not random. Focused crash investigations show that fatigue, distraction, speeding and high-pressure driving conditions are the primary drivers of severe outcomes on Thai roads. For commercial drivers, long hours and peak holiday travel intensify these risks, while fleet operators face increasing responsibility to ensure driver well-being, operational efficiency and public trust. Together, these pressures underscore the need for solutions that can intervene before incidents escalate.

"Across Thailand, transport has been undergoing a period of sustained pressure," said Soh. "Road safety risks are rising at the same time as fleets face tighter margins, workforce strain and growing public scrutiny. Drivers are operating in increasingly demanding conditions, and the cost of getting safety wrong is higher than ever. This is driving a clear shift across the industry: from reacting to incidents after the fact to preventing risk before it turns into harm."

Navigating Complexity in the Philippines

The Philippines reflects many of these regional challenges, with an added layer of regulatory and enforcement complexity. The launch of GO Focus Plus there comes as Philippine fleet operators face a convergence of rising road risk and increasing accountability. Congestion in Metro Manila, long inter regional routes, and highly variable driving conditions create environments where incidents, disputes and violations are more likely. At the same time, the reintroduction of the No Contact Apprehension Policy (NCAP) in multiple cities has shifted responsibility for violations directly to vehicle owners, increasing operational and financial exposure for fleet managed vehicles.

While GPS tracking systems provide location and speed data, they cannot explain what actually happened during a violation, accident or roadside dispute. This gap between data and real world context has become more pronounced as enforcement relies increasingly on automated systems and post event adjudication.





GFP Drives on Left Side of road (right hand steer)



GFP Drives on Right Side of road (Left-hand steer)

Key Features of GO Focus Plus

- **Proactive Driver Coaching:** Provides instant, in-cab voice alerts when risky behaviours such as distraction, fatigue, or tailgating are detected, enabling immediate self-correction.
- **Targeted fleet management:** AI-driven video intelligence surfaces the most critical risks and recurring patterns, eliminating the need to manually review extensive footage. Each alert is supported by video and contextual data for more effective coaching.
- **Seamless Workflow and Safety Culture:** Integrated within the MyGeotab platform, enabling assignment, tracking, and recognition of driver performance improvements, helping fleets embed a stronger culture of safety.

"In the Philippines, visibility and context are becoming just as important as tracking and compliance," Soh added. "Drivers are working in congested, unpredictable conditions, while enforcement frameworks and public scrutiny continue to evolve. The cost of not having clear visibility into what happens on the road is rising. With GO Focus Plus, fleets would have increased ownership on incident management, plus hard evidence they need to navigate disputes, enforcement, and accountability with confidence."

Beyond Safety: Driving Efficiency, Compliance, and Trust

Rising fuel costs mean that even small inefficiencies can significantly impact fleet margins. By combining video evidence with telematics data such as speed, location, and engine diagnostics, fleets can reduce unnecessary idling, optimise routes, and improve overall performance.

At the same time, the industry is seeing a shift toward Usage-Based Insurance (UBI) models, where premiums are increasingly tied to driving behaviour and verified data. Video-backed insights help reduce ambiguity in claims, protect drivers from false accusations, and strengthen trust with insurers and enterprise clients, with the added bonus of potentially lowering insurance premiums. Video evidence can also potentially protect drivers from false accusations, especially in Indonesia's unpredictable large vehicle-motorcycle traffic dynamics.

GO Focus Plus is designed with privacy-in-design principles, including configurable privacy masks and road-facing recording modes. In Indonesia, it supports compliance with the country's Personal Data Protection Law (UU PDP) while balancing safety and privacy considerations.

Setting a New Standard for Fleet Safety

The launch of GO Focus Plus marks a significant forward in Geotab's commitment to Southeast Asia, reinforcing its position as a comprehensive, all-in-one telematics provider.

By unifying video intelligence and connected vehicle data into a

single platform, Geotab enables fleets to move beyond understanding “what happened” to “why it happened” as well as anticipating and preventing what could happen next, delivering safer roads, more efficient operations, and stronger accountability across the region’s transport ecosystem.

The GO Focus Plus AI dash cam is part of Geotab’s evolving video intelligence platform, designed to continuously improve through advanced AI models and support future innovation across its growing ecosystem of connected solutions.

Talking to Asian Trucker was Ezanne Soh, Associate Vice President, Southeast Asia, Geotab, about their regional business, evolution of telematics and regulatory framework changes.

AT: How does Geotab view the growth potential and strategic importance of Malaysia and the wider SEA region?

ES: Malaysia is one of the most exciting markets in Southeast Asia right now. With e-commerce booming, cross-border trade expanding under ASEAN frameworks, and the government's push toward digital logistics under the MyDIGITAL blueprint, fleets are under pressure to modernise. We see Malaysia as a springboard due to its central geography, growing infrastructure, and digitally progressive business culture make it a natural launchpad for broader SEA expansion. The region's logistics sector is projected to grow significantly over the next decade, and we want to be the data backbone that powers it.

AT: How does the ROI of GO Focus Plus outweigh its additional upfront cost?
ES: In Malaysia, road safety incidents and insurance claims remain among the highest in ASEAN and that alone is a major cost driver for fleet operators. GO Focus Plus provides AI-powered video telematics that captures near-misses, distracted driving, and harsh events in real time. Fleets typically see reductions in accident rates, insurance premiums, and driver coaching costs within months. When you factor in fuel savings from behaviour improvement and the ability to dispute false claims with footage, the camera pays for itself quickly. The upfront cost is a one-time investment; the savings are ongoing.

AT: Other providers offer similar solutions. What makes Geotab stand out?
ES: The difference is in the depth of data and an open ecosystem. Many providers offer dashcams. Geotab integrates video with engine data, location, driver behaviour, fuel, and reporting all in one platform. For fleet operators in Southeast Asia managing mixed fleets across varied road conditions and regulations, that unified view is important. What also truly sets us apart is what we do with that data. Geotab has accumulated one of the world's largest fleet datasets, and we use it to power AI-driven analytics that surface insights no single fleet could generate alone from predictive maintenance alerts to benchmarking fuel efficiency against industry peers across the region. For fleet operators, this means smarter and more informed fleet management decisions.

AT: How does Geotab support transportation owners active in multiple countries?
ES: Cross-border operations are the norm in SEA. We have trucking routes between Malaysia, Thailand, and Singapore, or logistics hubs servicing multiple countries. Geotab's platform is built for this: one dashboard, multiple countries, consistent data standards. We support compliance reporting across different regulatory frameworks and provide real-time visibility regardless of which country a vehicle is in. Our global network and local Partner ecosystem also mean local support is available in-market, which matters when you have assets on the road and an issue needs resolving fast.

AT: Data is a sensitive issue. How do you protect the information you collect?
ES: Data sovereignty is a growing concern across the region. Geotab gives fleet owners full ownership and control of their data and we do not share it with third parties. Our platform is ISO 27001 certified, with end-to-end encryption and role-based access controls. This is important as each country strengthens its data protection laws under the PDPA and we ensure that sensitive fleet data can remain compliant with regional boundaries.

AT: What is the strongest counter-argument against using Geotab, and what is your strategy for changing that perspective?
ES: The most common pushback we hear is: “Our drivers do not want to be monitored.” It is a fair concern. However, it’s a misunderstanding of what telematics is really meant to achieve and we need to reframe that. Geotab's solution is as much a safety net for drivers as it is a management tool for fleet owners. In a region where road fatality rates are among the highest in the world, real-time driver alerts, fatigue detection, and incident footage actively protect the people behind the wheel. Beyond safety, our predictive maintenance capabilities help fleets stay roadworthy by catching engine issues and servicing needs before they become costly breakdowns or dangerous failures on the road. When operators frame telematics as a tool that keeps their drivers safe, their vehicles reliable, and their business protected, the conversation shifts entirely. That reframing is central to how we build trust in this region.



Transport & Logistics Industry Seminar 2026: 160 Industry players, Focus on Compliance, Road Safety and ISO 39001 Incentives

The Transport & Logistics Industry Seminar 2026 was successfully held at Ponderosa Golf & Country Resort, Johor Bahru, bringing together 160 transport and logistics stakeholders alongside nearly 40 invited representatives from various government agencies, enforcement authorities, and industry-related organizations.

Carrying the theme “Driving Compliance and Safety Towards a More Professional Transport & Logistics Industry”, the seminar was organized by Johor Transport & Logistics Operators’ Association (JoTran) as a platform to strengthen industry awareness on regulatory compliance, operational safety, governance, and long-term sustainability.

The seminar marked a historic milestone for the association, formerly known as Johor Sand & Granite Lorry Operators’ Association. During his welcoming address, The President, Mr Frankie Chia officially announced the organisation's rebranding to Johor Transport & Logistics Operators’ Association (JoTran), effective 22 January 2026. This change signifies a broader commitment to the national economy and the wider logistics supply chain.

Highlighting the association's commitment and leadership in road safety, Chia noted that JoTran was among the first NGOs in Malaysia to achieve the ISO 39001 Road Traffic Safety Management System certification back in 2024, with the aim to influence more and more of its members towards certification.

The seminar was officiated by YBhg Anthony Loke Siew Fook, Minister of Transport, who emphasised that industry compliance is no longer optional but a "license to operate" in a modern economy.

In his speech, the Minister highlighted that the transport and logistics industry is not merely a supporting sector, but a strategic enabler of Malaysia’s supply chain ecosystem, trade competitiveness, infrastructure development, and overall economic resilience. He stressed that every sector of the economy, including manufacturing, construction, retail, ports, and exports, depends heavily on the efficiency and reliability of transport operators.

The Minister further emphasised that as the industry continues to expand, compliance with safety regulations and operational standards can no longer be treated as optional or secondary matters. Instead, compliance must become the operational foundation of every transport company.

According to the Minister, unsafe practices, overloaded vehicles, poor vehicle maintenance, and weak safety management systems not only endanger lives but also negatively impact national productivity, public confidence, infrastructure sustainability, and the image of Malaysia’s logistics industry. He reiterated the government’s commitment towards strengthening road safety standards while creating a more balanced ecosystem that rewards responsible and compliant operators.

One of the key highlights of the seminar was the Minister’s announcement of several upcoming incentives and facilitation measures aimed at

encouraging more transport operators to adopt the ISO 39001: 2012 Road Traffic Safety Management System certification.

Among the initiatives announced were:

- A dedicated fast-track inspection lane at PUSPAKOM for ISO 39001-certified operators, beginning with a pilot implementation in Johor;
- Exemption from the JPJ Inspection and Safety Audit (JISA) for certified operators, enabling enforcement resources to focus more effectively on non-compliant companies;
- Ongoing discussions with the General Insurance Association of Malaysia (PIAM) to explore enhanced No Claim Discount (NCD) rates and special insurance incentives for certified operators;
- And the potential extension of validity periods for permits issued by Agensi Pengangkutan Awam Darat (APAD).

The Minister emphasised that these measures are intended to create a more sustainable compliance ecosystem where companies investing in safety, governance, and operational excellence are recognized and rewarded accordingly.

The full-day seminar featured speakers and representatives from key government agencies and industry organisations, including Jabatan Pengangkutan Jalan Malaysia (JPJ), Agensi Pengangkutan Awam Darat (APAD), PDRM, PUSPAKOM, and the Vehicle Theft & Accident Reduction Council (VTAREC).

Key topics discussed during the seminar included:

- Critical truck driver offences and the real causes of road accidents,
- Vehicle inspection standards and technical offences,
- Latest JPJ enforcement developments involving commercial vehicles,
- ICOP Safety audit implementation and compliance,
- License suspension and revocation matrix,
- As well as industry compliance challenges from both enforcement and operational perspectives.

The Town Hall session, chaired by Prof Dr Wong Shaw Voon, received strong engagement from participants as issues related to overloading, ICOP compliance, operational costs, safety audits, and enforcement challenges were openly discussed between industry stakeholders and regulatory authorities.

The seminar also reinforced the growing importance of ISO 39001 certification as a practical framework for transport companies to systematically manage road traffic risks, reduce accident exposure, improve governance, and strengthen industry professionalism. It was an important initiative to strengthen strategic collaboration between industry players and government agencies in building a safer, more efficient, and more professional transport and logistics ecosystem in Malaysia.

Chia further added that today's logistics operations are being reshaped by innovation, sustainability, digital transformation, and stricter regulatory requirements. The emergence of Smart Logistics Complexes (SLC) demonstrates how technologies such as Artificial Intelligence (AI), Internet of Things (IoT), automation systems, and real-time data analytics are revolutionising warehouse and transportation operations. At the same time, businesses are increasingly embedding Environmental, Social and Governance (ESG) practices, sustainable logistics strategies, and green supply chain initiatives into their operations to remain competitive and environmentally responsible. Alongside these developments, regulatory compliance has become an essential component of logistics operations, particularly in areas such as transportation regulations, customs procedures, safety standards, environmental policies, and international trade requirements. Organisations are now seeking logistics professionals who not only understand operational processes, but who are also capable of ensuring compliance with industry regulations and global logistics standards. These changes clearly signal that the future logistics workforce requires more than theoretical knowledge alone. The industry now demands professionals who possess practical competencies, technological understanding, compliance awareness, critical thinking skills, and the ability to adapt to continuous industrial transformation. As widely recognized in the industry, leaders are not developed solely within classroom settings; they are shaped through industry exposure, professional learning, and real operational experiences.



In emphasising the continuous improvement and recognising this urgent industry needs, Southern University College, in collaboration with JoTran, is launching a short-term Professional Certificate in Logistics Management (PCLM) a professional programme designed to bridge the gap between academic learning and industry expectations. The program, delivered by HRDC accredited trainers, offers participants valuable industry-oriented exposure in areas such as sustainable logistics, transportation and regulatory compliance, warehouse and inventory management, customer service coordination, and digital logistics applications. Beyond technical knowledge, the programme aims to nurture future-ready logistics professionals equipped with practical skills, industrial awareness, leadership capabilities, and compliance competency required in today's evolving logistics landscape. As the logistics industry continues to evolve at an unprecedented pace, professional certifications such as PCLM have become increasingly important in preparing current and future generations to remain competitive, adaptable, and industry-relevant in the global supply chain ecosystem.



BYD Electrifies Europe's Commercial Vehicle Market

By: Florian Engel

At the Handelsblatt Annual Conference Commercial Vehicles 2026 in Munich, BYD Europe B.V. is presenting its commercial vehicle strategy for Europe — with eTrucks, battery technology, charging infrastructure, energy storage systems and a growing dealer network. We gathered insights from Barış Akyalçın, Head of eTruck Department Europe.

The commercial vehicle industry is under pressure. Diesel still dominates large parts of the European transport market, but the direction is clear: alternative drivetrains are moving from pilot projects into everyday operations. What only a few years ago began as test fleets, subsidy projects or green window dressing is now becoming a strategic question for logistics companies, fleet operators and municipalities. This is precisely where BYD comes in. The Chinese technology group, already highly visible in Europe through electric buses and passenger cars, now wants to gain a stronger foothold in the commercial vehicle segment as well. And not only with battery-electric trucks, but with a broader concept: vehicle, battery, charging infrastructure, energy storage and renewable energy are to be considered together. "We are seeing a clear transformation: from a diesel-dominated market toward alternative energies," says Barış Akyalçın, Head of eTruck Department Europe at BYD Europe B.V. "The challenge today is to make this transition feasible and affordable for real-world operations."

The Market wants to Switch; but not at any Price

The willingness to electrify is already present in many areas. Pressure is growing particularly in urban distribution transport, municipal applications, ports, depots, intralogistics and predictable daily routes. Low-emission zones, CO_2 regulations, customer expectations and companies' own sustainability targets are forcing operators to act. But there remains a significant gap between political ambition and operational reality. Electric trucks must be available, remain affordable and fit into existing workflows. According to BYD, this is where the real hurdle lies. "When we talk about electric commercial vehicles, it is not just about delivering a vehicle," Akyalçın emphasizes. "It is about the entire ecosystem." Many operators are facing the same questions: How high is the capex? When will the electric truck reach TCO parity? How quickly can it be charged? Is the grid connection sufficient? What happens if energy prices fluctuate? And how can a battery-electric truck be deployed without completely reinventing route planning? For Akyalçın, the answer is clear: the industry needs solutions that are economically viable, technologically robust and operationally realistic.

Not a Conventional Vehicle Manufacturer

BYD deliberately positions itself differently from many established commercial vehicle manufacturers. The company does not see itself merely as an OEM, but as a technology provider with a high level of in-house value creation. Batteries, electric motors, control electronics and semiconductors all come from within the group. This vertical integration is intended to help BYD better control costs, technology and availability.

"BYD is not a conventional vehicle manufacturer. We are a technology company," says Akyalçın. "The critical components of an electric vehicle come from our own supply chain." A key element is the so-called Blade Battery, which BYD has already made well known in the passenger car sector. This battery technology is now also being used in buses and trucks. For BYD, it is at the heart of its commercial vehicle strategy: durable, safe and designed for heavy-duty demands.

"The battery is the heart of the electric vehicle," says Akyalçın. "Especially with high charging power, it must offer a long service life, safety and efficiency."

From Buses to a Truck Offensive

BYD is not an entirely new name in Europe's commercial vehicle sector.

In particular, the company has built a strong foundation over many years in the electric bus segment. According to Akyalçın, more than 7 000 BYD buses are already in operation across Europe and the United Kingdom. BYD also points to its global experience in the commercial vehicle sector: more than 120 000 electric commercial vehicles are said to be in operation worldwide.

Now comes the next step: electric vans, distribution trucks and special-purpose vehicles for ports, airports, mines, municipalities and closed operating sites. BYD summarizes this strategy under the term “7 plus 4” — seven conventional vehicle applications and four special application areas.

For Europe, this means BYD wants to broaden its commercial vehicle portfolio and become visible in several segments. Applications with predictable routes, depot charging and fixed operating profiles are especially attractive for electrification.

The grid question becomes a key issue
But even the best electric truck is of little use if the energy is not available. BYD sees this as one of the biggest bottlenecks in Europe. Akyalçın cites the Netherlands as an example, where grid capacity is already a major issue in many places. “I live in the Netherlands, and the electricity grid is a major problem there,” he says. “Even if the potential for electrification exists, it is very difficult to obtain the necessary grid power.”

For fleet operators, this is not a side issue, but business-critical. A depot with several electric trucks needs charging power, load management and supply security. If you cannot charge, you cannot drive. And if charging is too slow, you lose operational flexibility. Charging speed also remains a sticking point. Many customers want to change their existing diesel workflows as little as possible. Long downtimes, however, do not suit every use case. “One of the biggest points our customers raise is that they cannot use the same operating scenario as with diesel,” says Akyalçın. “That is a real challenge.”

All-in-one Instead of Just an eTruck
BYD therefore does not only want to sell vehicles, but to build an energy system around operations. The vision consists of three components: solar energy, BYD energy storage systems and fast-charging capability. The aim is to reduce dependence on the grid, make energy costs more predictable and create charging infrastructure that supports operations instead of hindering them.

“We call this an all-in-one energy solution,” explains Akyalçın. “Because in the end, it is not just about the truck. Many OEMs build vehicles. We have to deliver a complete solution.” During a visit to China, Akyalçın says he has already seen corresponding stations: charging points, BYD storage systems and an integrated energy ecosystem. At present, this solution is mainly visible in the passenger car sector, but it clearly shows the direction in which BYD is also thinking for commercial vehicles.

The long-term vision is ambitious: charging should feel like refuelling — fast, simple and predictable.

Dealer Network in Europe set to Grow
In addition to technology and product portfolio, BYD primarily needs customer proximity in Europe. That is why, alongside existing local BYD country organizations, the company is already looking for commercial vehicle dealers. This is an important step. In the commercial vehicle business, the product alone is not decisive. Support matters just as much: consulting, bodybuilder expertise, financing, service, spare parts, repair times and local contacts are all crucial for operators.

An eTruck is not simply a procurement item. It changes energy planning, route profiles, workshop processes and operating cost calculations. Dealers therefore become not just sellers, but transformation partners. For BYD, building a strong European sales and service network is therefore essential if the company wants to be a serious player in the truck segment.

More than an eTruck Provider
The electrification of the commercial vehicle segment will not be decided on the road alone, but at the depot. That is where it becomes clear whether range, charging time, grid connection, energy price, maintenance and vehicle availability fit together. BYD is focusing precisely on this point. The group wants to translate its strengths in battery production, energy technology and vehicle technology into a complete system. For European operators, this could become interesting — especially in cases where simply selling a vehicle is not enough. Or, as Akyalçın sums it up: “It is not just about delivering vehicles. It is about taking the headaches out of our customers’ operations.”

For BYD, this marks the beginning of a new phase in Europe. After passenger cars and buses, the electric truck is now moving into focus. The decisive factor will be how quickly products, dealer network, service and energy infrastructure grow together. Because the market is not waiting for visions — it needs solutions that work.





MCVE 2026 Puts Regional Business in the Spotlight

Opening with the strongest line-up of seminars, presentations and talks ever, the Malaysia Commercial Vehicle Exhibition (MCVE) returned for the seventh time, filling the hall with the latest solutions for the road transport industry. This year has seen a strong uptake of space from overseas exhibitors, making it the most international instalment in the series ever. Several brands were utilising the event to launch new products while others make it a platform for industry conversations. MCVE is the first and biggest commercial vehicle expo series ever held in Malaysia focusing on future transport solutions in the commercial vehicle industry. It is also the largest such exhibition in Southeast Asia. The three-day exhibition was launched by YB Loke Siew Fook, Minister of Transport.



Angka-Tan Motor Taking Centre Stage

Talking about the perspective of a distributor of Chinese trucks in Malaysia, Aaron Chai, Head of Sales, General Manager, Angka-Tan Motor Sdn Bhd recognised that the main criteria for choosing such a vehicle has changed. Instead of putting the purchasing price first, it is now about safety, fuel efficiency and compliance. “Compliance is becoming a crucial element in the discussion when clients acquire new vehicles. This is because of emission norms having been upgraded from EURO III to EURO IV and now V,” he said. Seen on display at MCVE, Angka-Tan Motor’s product line-up comprised of EURO V vehicles.

Chai went on to say that there has been a shift in perception of China-made commercial vehicles, especially over the past four to five years. In his view, this will result in the market preference also shifting away from Japanese vehicles towards Chinese brands. “Today, customers have confidence in

Chinese trucks, which is evident here at the show. See how busy we are here at MCVE 2026." According to him, the current perception of Chinese trucks is working in their favour: order books are full, with an overwhelming demand for Foton trucks sold by Angka-Tan Motor.

Angka-Tan Motor is Foton's only partner globally that is an assembly partner



In this context Chai also touched upon the fact that Chinese brands would approach the market differently from their European brethren: "Chinese brands most often allow for more than one distributor in a country. This is when competing distributors then need to find their niche in order to leverage on the strong brands and excellent products the principal provides." In the case of Angka-Tan Motor, it is the after sales service and the extremely well formed out network of service centres. As a strategic fit for this uniquely wide service network, Angka-Tan Motor is focusing on light and medium duty vehicles. To cope with the volume of these vehicles, a strong service network is needed as well as the aftersales service. "In addition, Angka-Tan Motor is the only Foton partner globally that is an assembly partner."

Looking ahead, Chai announced that Angka-Tan Motor is about to launch a 7.5 tonne electric truck. Admittedly, the cost will be higher compared to conventional ICE vehicles. However, the vehicle is aimed at those wanting to lead the electrification of transportation. While the exact specifications have yet to be finalised, the platform itself is worth mentioning as it is a full-electric one, developed from scratch as such and not an adaptation of an ICE platform. Angka-Tan Motor's staff already saw these in Beijing last year during the Foton International Partner conference and are confident that they will be a right fit for the Malaysian market.

Although Foton is about to introduce prime movers based on electric platforms, Angka-Tan Motor will remain focused on LCV and MCV, citing lacking charging infrastructure and range limitations for the heavy haulier trucks. "At the moment, electric prime movers are not yet feasible." Meanwhile, the electric truck variant launched by Angka-Tan Motor during MCVE 2024 will soon be replaced with an evolutionary version, offering a higher payload, wider range and a facelift. Having sold a number of the vehicles shown two years ago, Chai and his team have been able to gather invaluable information about how to spec and manage BEV trucks.
On the subject of any impact on the local transport industry by the current war in Iran, Chai opined that the conflict does not really impact Malaysian businesses from an operational standpoint. "If you have to deliver goods, you have to deliver goods. Business, as it were, still goes on, must go on, no matter what." However, Chai acknowledged that the increased fuel costs would eat into the profit margins, although his clients confirmed that they also take the stance that business will have to go on as usual. What plays into Angka-Tan Motor's hands though is that the fifth generation of Foton trucks are class-leading vehicles when it comes to fuel efficiency. "Not just for today's distressed economy, but generally, Foton trucks have drastically improved in terms of performance from the first generation to the latest, the fifth we are offering now," he stated.

Besides technological advancements, such as telematics, ADAS and improvements of the cabin for enhanced driver comfort, Angka-Tan Motor is proud to introduce AMT (Automated Manual Transmission) with the vehicles launched at this years MCVE. The move to offer AMT with their trucks is motivated by the ambition to enhance road safety. Especially in dense urban areas, the AMT option reduces fatigue, relieving the driver of stress. "Also, we hope that this option will help our clients to attract younger drivers, as the job will be seen as more comfortable." As an encouragement, it may also help to attract female drivers as it is a more comfortable work environment. In addition, an AMT will help reduce maintenance cost as there are fewer wear and tear parts, thus also relieving the burden on the fleet manager to schedule maintenance.

Addressing current market demands, Angka-Tan Motor is currently also preparing the launch of 7.5 tonne vehicles with manual transmissions. While manual transmissions are no longer desirable in the heavy vehicle segment, they still have a place in the LCV segment. Last mile deliveries or specific missions not requiring a lot of shifting may find this option attractive as it is offered at lower cost. "For some businesses, this cost reduction is significant, while an AMT will not give them an advantage in their daily operations."

Asked about the purpose of exhibiting at MCVE 2026, Chai stated that the event is an important platform for Angka-Tan Motor. "Not only does this signal to our principal that we are committed, but we also want to demonstrate to our clients that we are and strive to continue to be the strongest Foton partner in Malaysia. Our presence here also shows Malaysian businesses that we are here for them and that we want to be their preferred partner in these vehicle classes," Chai concluded.



Wonder Wheel & Rim Focuses on Market Observation

At MCVE 2026, the commercial vehicle sector presented a familiar picture of steady demand, cautious expansion, and suppliers testing the temperature of a market still shaped by cost pressures and operational efficiency. Among the exhibitors was Wonder Wheel & Rim Sdn Bhd, appearing in the show floor landscape as a new participant.

Vincent Yap, representing the company, described MCVE 2026 as its first participation in the Malaysian Commercial Vehicle Expo. The business operates within the vehicle components sector, focusing on truck, bus, and passenger vehicle-related parts, with wheel and rim distribution forming part of its core activities. Its presence at the exhibition reflected an intention to observe market direction and evaluate industry alignment rather than pursue an immediate expansion strategy.

The company's background is rooted in Malaysia's automotive trade environment, with long exposure to vehicle-related business spanning trucks, passenger vehicles, and associated supply chains. This experience has shaped its position within the broader aftermarket ecosystem, where demand is closely tied to fleet operations, maintenance cycles, and logistics activity.

Within the current market context, Vincent pointed to continued emphasis on truck-related components and established supply channels across the commercial vehicle aftermarket. Demand, he noted, remains driven by operational requirements rather than speculative growth, with suppliers adapting to shifts in procurement patterns and cost sensitivity among transport operators.

On MCVE 2026 itself, he described the decision to participate as an entry point into a more focused industry environment. The event offered direct exposure to operators, distributors, and suppliers within the commercial transport space, providing a clearer view of how the sector is evolving on the ground.

"This is our first time taking part. We see this as an opportunity to observe the market, understand the environment, and assess how it fits with our business direction," he said.

Compared with broader trade exhibitions, MCVE aligns more closely with the company's operational sphere, particularly within transport-related industries where product relevance is immediate and commercially specific.

For Wonder Wheel & Rim Sdn Bhd, the appearance at MCVE 2026 signals a measured step into a concentrated commercial vehicle platform, where engagement is shaped less by promotion and more by observation, relationship-building, and timing within the wider market cycle.

SINOPEC: Powering Fleets Beyond the Drum

SINOPEC returned as an exhibitor to MCVE to reinforce its growing presence within Malaysia's commercial lubricant and heavy-duty maintenance sectors. Ranked among the top five companies in the Fortune Global 500 and recognised as one of the world's leading lubricant brands, SINOPEC continues to expand its footprint through products backed by extensive OEM approvals and global engineering expertise.

In Malaysia, the brand is represented by OBP Lubetech Sdn Bhd, SINOPEC's authorised and largest distributor. The partnership has spanned more than a decade, supporting fleets and industrial operators across multiple sectors.

Speaking to Asian Trucker during the exhibition, Sharon Fong, Sales Manager at OBP Lubetech, explained that the company's role extends beyond conventional lubricant distribution.

"What defines OBP Lubetech is that we are a total solution provider rather than a conventional trading distributor," she said. "We have our own dedicated technical team and laboratory, working closely with SINOPEC's global experts to develop localised service solutions that help maximise operational efficiency for every customer."

This technical support structure allows OBP Lubetech to provide services that extend beyond lubricant supply. Its support ecosystem includes:

1. Technical consultation and application matching
2. Product quality analysis and condition monitoring
3. Lubrication equipment and hardware support
4. After-sales reporting for fleet management
5. Product recycling and reconditioning services

While the company's focus at MCVE 2026 centred on logistics and transport applications, OBP Lubetech also supports customers in steel manufacturing, construction, and heavy equipment operations across Malaysia.

Central to SINOPEC's heavy-duty offering is the Tulux Series, developed for demanding commercial



vehicle operations where uptime and durability remain critical. The range includes products from the Tulux T500 CI-4 to the fully synthetic Tulux L1500 CK-4, designed to support modern diesel engines operating under high loads and extended duty cycles.

Using advanced synthetic technology and low-SAPS formulations, the Tulux Series delivers thermal stability, wear protection, and compatibility with Euro V and Euro VI emission requirements. The formulation is engineered to maintain oil viscosity and control acid build-up during prolonged operating periods, supporting extended oil drain intervals of up to 100 000 kilometres in selected applications.

For fleet operators, this translates into reduced downtime, lower maintenance frequency, and improved operational efficiency.

As emission regulations tighten and commercial vehicle technologies continue to evolve, SINOPEC and OBP Lubetech are positioning themselves around long-term operational support rather than simple product supply. Their focus remains on helping fleets improve reliability, extend service intervals, and manage operating costs through technical expertise and lifecycle-based lubricant solutions.

JAC Motors Expands Clean Transport Direction

The commercial vehicle industry is undergoing a clear shift toward cleaner energy, lower emissions, and more efficient operating costs. Against this backdrop, JAC Motors is strengthening its focus on electrification and next-generation commercial vehicles designed to meet evolving market and regulatory demands.

Speaking at a recent industry engagement, Oscar Yu, General Manager of JAC International, shared the company's perspective on where the sector is heading and how customer needs are changing in response to rising fuel costs and environmental expectations.

Founded more than 60 years ago, JAC Motors has built a strong foundation in the commercial vehicle segment, producing trucks, pickups, vans, and minivans. The company continues to expand its international footprint through long-term collaborations with global automotive and technology partners, supporting both manufacturing capability and product development.

One of the most noticeable changes in the industry, according to Oscar Yu, is the accelerating shift toward electrification. He noted that rising diesel prices are pushing more fleet operators and logistics companies to seriously evaluate electric alternatives, particularly as fuel costs remain one of the largest long-term expenses in commercial operations.

"We see that the process of electrification is moving faster," he said. "More and more customers are studying the possibility of changing from diesel trucks to electric trucks."

JAC Motors has already established early experience in the electric commercial vehicle segment in Malaysia, with electric trucks introduced into the market for more than two years. This early adoption, Oscar Yu explained, has allowed the company to better understand real-world operating conditions and customer expectations, while refining its approach to electric mobility solutions.

Beyond electrification, regulatory changes are also shaping product development. Malaysia's gradual move toward Euro 5 emission standards is prompting manufacturers to update their product lineups with cleaner and more efficient engines.

In response, JAC Motors has introduced the N90 Euro 5 model, designed to meet upcoming emission requirements while also improving fuel efficiency and safety performance. The model reflects the company's broader strategy of aligning its products with both regulatory standards and customer operational needs.



Industry gatherings also remain an important part of JAC Motors' engagement strategy. According to Oscar Yu, these platforms provide valuable opportunities to connect directly with dealers, customers, and other industry stakeholders, while also gaining insights into market trends and future demand.

"It's a good platform for the commercial vehicle industry," he said. "It gives us a chance to communicate with dealers and customers and better understand market trends."

As the commercial vehicle landscape continues to evolve, JAC Motors is positioning itself to remain competitive by expanding its electrification efforts, upgrading its product range, and preparing for stricter emission standards. The company's direction reflects a broader industry movement toward sustainability, efficiency, and smarter transport solutions.

Handal BCM Targets Premium Pick-Up Segment with Diesel Hybrid Offering

Handal BCM is preparing to enter Malaysia's competitive pick-up truck market with a new model aimed at buyers seeking premium features, larger vehicle dimensions and stronger value positioning.

Speaking during MCVE 2026, Edward Lim, Senior Manager of Handal BCM, outlined the company's plans to introduce a diesel hybrid pick-up truck as part of its expansion into the commercial vehicle and utility segment.

Handal BCM operates under BCM, short for Berjaya China Motors, which has been active in Malaysia since 1997. The company has previously focused on passenger and light vehicle segments before moving into the pick-up category.

According to Lim, the Malaysian pick-up segment has evolved significantly in recent years, with many established models moving towards higher pricing and more lifestyle-oriented specifications.

"Our direction is to introduce a premium pick-up with more features at a competitive price point," said Lim.

The upcoming model is expected to feature a diesel hybrid powertrain, placing it among the early entrants in Malaysia's hybrid pick-up segment. Lim highlighted equipment such as ventilated seats, memory functions, four-wheel disc brakes and a sunroof, features typically associated with premium SUVs rather than work-focused pick-ups.



The vehicle will also adopt a larger body design inspired by full-size American pick-ups, targeting customers who prioritise cabin space, comfort and road presence.

While the model is positioned for lifestyle use, Handal BCM also sees opportunities among commercial users seeking vehicles suited for both business operations and daily driving.

At MCVE 2026, the company used the exhibition as an early preview platform ahead of the vehicle's official launch. Lim noted that the event provided useful exposure among media representatives and industry visitors before the market introduction later this year.

Further specifications and pricing details are expected to be announced during the official launch.

International Exposure

Boasting the first-ever Country Pavilion, this year's MCVE hosts seven Taiwanese companies. Constituting the largest group of overseas brands participating in the show, they are utilising the exhibition to gather market intelligence, make new connections and to promote their brands to an audience that is keen to explore new options. "This is a manifestation of Malaysia's global reach and positive perception. We are well positioned as a global hub for automotive players," said Stefan Pertz, Organiser of MCVE 2026.

Jiuh Men Targets Asian Market Growth at MCVE 2026

Taiwan-based manufacturer Jiuh Men Industry Co., Ltd., also known as JMEN Taiwan, presented its metal stamping and automotive component capabilities during MCVE 2026, highlighting plans to strengthen its presence in the Asian commercial vehicle aftermarket.

Speaking during the exhibition, Mark Chiang, Operations Director, shared that JMEN has more than 40 years of experience in precision metal stamping and component manufacturing. The company's product range includes window regulators and automotive body parts supplied to international markets.

"We focus on precision metal stamping and related automotive components," said Mark Chiang. "Our company has been in the industry for more than 40 years."

The company noted that customer expectations continue to evolve, particularly in relation to product quality, production flexibility, and cost management. In response, JMEN has expanded its manufacturing capabilities through automation and upgraded production technologies.

According to Mark Chiang, the company has invested in areas such as laser cutting, laser assembly, and automated manufacturing processes to improve product consistency and production efficiency.

"Customers are looking for higher quality products," he explained. "We continue to improve our manufacturing processes and automation to meet those expectations."

He added that the market is also placing pressure on suppliers to deliver lower-cost products while maintaining flexibility, including smaller order requirements.

"The market also demands lower costs and greater flexibility," said Mark Chiang. "Producing competitively priced products without large minimum order quantities is not easy, but this is something we are working on."

While JMEN has traditionally focused on the American and European markets, MCVE 2026 marked part of the company's effort to expand further into Asia. The company sees long-term potential in the region's commercial vehicle and automotive aftermarket sectors.

"Asia is a large market with strong potential," said Mark Chiang. "We are developing more models, including Japanese applications, to better suit the needs of this market."

The company viewed its participation at MCVE 2026 as an opportunity to introduce its manufacturing capabilities to regional distributors, fleet-related businesses, and aftermarket industry players seeking new sourcing partnerships.



Zong Hong Focuses on ECU and Aftertreatment Systems

As commercial vehicles become increasingly dependent on electronic systems, demand for reliable ECU and aftertreatment components continues to grow across the industry. From emissions management to maintenance efficiency, workshops and fleet operators are facing new technical expectations as modern trucks become more electronically integrated.

Taiwan-based ZONG HONG AUTOMOBILE PARTS CO., LTD. focuses on components and system materials related to heavy commercial vehicles. Its core products include diesel engine ECUs, aftertreatment systems, and related spare parts used in fuel, exhaust, and emissions-related applications.

Speaking during MCVE 2026, Sales Manager Shih Hsien Lo said market demand linked to environmental compliance, vehicle electronics integration, and maintenance efficiency continues to increase.

"In particular, the importance of ECU control systems and aftertreatment systems is becoming increasingly significant," he said.

According to Lo, customers are also placing greater emphasis on product stability, technical support, and supply efficiency. These expectations are reshaping parts supply and maintenance operations as workshops handle increasingly complex electronic systems and diagnostics.



In response to these developments, the company continues expanding its product range while strengthening its technical capabilities to support changing industry requirements. Lo added that Zong Hong works closely with partners to better understand market needs and improve product competitiveness across different operating environments.

The company's participation at MCVE 2026 formed part of its efforts to engage with industry players, observe developments in the commercial vehicle and parts market, and showcase its expertise in ECU and aftertreatment system products.



As emissions systems and vehicle electronics continue evolving across the commercial vehicle sector, suppliers supporting diagnostics, electronic controls, and aftertreatment technologies are expected to play an increasingly important role in workshop operations and fleet maintenance throughout the region.

Taiwan Bull Focuses on Smart Lighting and Cost Efficiency

Rising material costs, intense market competition, and growing vehicle technology demands are reshaping the commercial vehicle components sector. For manufacturers involved in lighting systems and related technologies, balancing cost control with product development has become increasingly important.

Taiwan-based TAIWAN BULL MOTOR PARTS CO., LTD. operates within this changing environment through its focus on European and American truck lighting systems, coolant reservoirs for European trucks, Swedish passenger vehicle components, OEM lighting design, and mould development.

We are planning to introduce fully automated equipment to reduce labour costs while improving product quality and production efficiency

Speaking during MCVE 2026, Development Engineer Johnny Wu said the current market continues to face pressure from rising crude oil prices and increasing raw material costs.

“Currently, the market is greatly affected by rising crude oil prices, which has led to significant increases in raw material costs,” he said.

According to Wu, materials such as plastics, metal components, and wiring have all become more expensive, while overseas customers remain resistant to higher selling prices. This has placed additional pressure on company profit margins.

At the same time, competition within the market continues to intensify, particularly from Mainland China, where aggressive pricing strategies have made conditions increasingly challenging for manufacturers operating in the sector.

In response, Taiwan Bull is focusing on cost reduction measures while investing in production improvements.

“We are planning to introduce fully automated equipment to reduce labour costs while improving product quality and production efficiency,” Wu explained.

Established nearly 25 years ago and located within Taiwan’s Tainan Science Park, the company remains heavily export-oriented, with Europe forming one of its primary overseas markets.

Its participation at MCVE 2026 was aimed at understanding developments within the Malaysian commercial vehicle market, identifying emerging automotive technologies, and engaging with both existing and potential customers.

Wu also highlighted the company’s collaboration with HUSHAN AUTOPARTS INC. in the area of vehicle lighting and camera integration technologies.

“As modern vehicle lighting systems are becoming increasingly smart and intelligent, many of them require camera lenses for environmental recognition and sensing,” he said.

According to Wu, some newer lighting systems in the United States market already combine camera lenses with lighting technologies, reflecting broader industry movement toward increasingly integrated vehicle systems.

For suppliers operating in this segment, developments in intelligent lighting, automation, and component integration are becoming increasingly important as commercial vehicles continue evolving beyond purely mechanical platforms.

Building Simpler Supply Chains: Esmak Makine Strengthens Regional Presence

Esmak Makine was founded in 2002 and is headquartered in Duzce near Istanbul, Türkiye, with a representative office in Jakarta, Indonesia, Esmak Makine has steadily expanded its reach across Southeast Asia by focusing on a straightforward principle: making sourcing easier for bus and truck manufacturers.

Representing the company were Ceyhun Demirdoven, Area Manager, Hengkiyanto, Sales & Marketing Specialist, and Aznil Nawawi, Sales & Marketing Assistant Specialist.

The company manufactures and supplies a wide range of components for the commercial vehicle sector, including interior and exterior trims, electrical and mechanical parts for buses and trucks. In addition, they also supply special vehicles and superstructures. Beyond



supplying components, Esmak positions itself as a centralised sourcing partner for customers seeking operational efficiency and simplified procurement.

“We are a one-stop business model,” said Ceyhun Demirdoven, Area Manager at Esmak Makine. “Customers do not need to buy from several places. They can collect everything from one source and contact us directly if there is a problem.”

The company explained that many vehicle builders and operators are under increasing pressure to control costs while maintaining product quality. Rather than coordinating with multiple suppliers for separate components, Esmak’s approach allows customers to streamline purchasing and after-sales communication through a single channel.

According to the company, changing market conditions over recent years have also influenced buying behaviour across the region. Supply chain disruptions following the pandemic, combined with rising operational costs, pushed many operators to reassess sourcing strategies and supplier reliability.

“We offer product quality similar to European products, but our price is between European and Chinese,” Demirdoven explained. “Because of this, some customers in Indonesia started changing direction from Chinese products to Türkiye’s products.”

This balance between quality and affordability has helped the company strengthen its visibility in regional markets, particularly among customers seeking alternatives between low-cost products and premium European brands.

Malaysia remains one of the company’s growing markets, with Esmak already working alongside several local businesses involved in the coachbuilding and commercial vehicle sector. The company sees increasing demand for suppliers capable of offering consistent support, stable product quality, and broader component availability under one network.

As operational demands continue to rise across the transport industry, Esmak’s direction remains focused on practical solutions: consolidated sourcing, reduced complexity, and closer customer support for commercial vehicle operators and manufacturers.

Transportation Ecosystem

Amplifying their messages, the Association of Malaysian Hauliers will present their Coffee Talks under the umbrella of “The State of the Haulage Industry @ MCVE 2026”. In five sessions throughout the three days, the association talked about the perception of the industry, AI-readiness, rebuilt trucks, and road safety. Commenting, Pertz said that “These are current, and important topics, and we appreciate the work the association is doing. It is our duty to ensure that their good work is recognised.”

“MCVE 2026 is about highlighting trends and innovations. Riding the emerging trend of camping in Malaysia, we added an Experience Zone,” Pertz added. Camping and caravan tourism are emerging strongly in Malaysia, driven by post-pandemic demand for outdoor, flexible travel. A highlight is the Mercedes Unimog “Moggy”, which has been shipped from Australia to showcase living in a modified military truck. Meanwhile, a number of vehicles sold by Asia RV were on special offer during the exhibition.

Built on Reliability: Truckmart

Truckmart continues to position itself within the commercial vehicle aftermarket as a provider focused on dependable components, technical support, and consistent service for truck and bus operators across the region.

The company has built its presence around European commercial vehicle components, serving workshops, fleet operators, and transport businesses operating in demanding conditions.



In an environment where downtime directly impacts cost, scheduling, and service delivery, emphasis remains on parts quality, operational consistency, and practical support in the field.

Its portfolio includes key brands such as Knorr-Bremse, FRAPP, MANN-FILTER, and MAHLE Filter. Each represents a core maintenance function, covering braking systems, suspension-related components, and filtration solutions designed to protect engines and support long-term performance stability.

Knorr-Bremse is widely recognised for commercial vehicle braking and safety systems, an area increasingly treated as central to fleet risk management. Braking performance is no longer viewed as routine replacement work but as a critical factor influencing safety standards and operational control.

Filtration products from MANN-FILTER and MAHLE Filter play a key role in engine protection and efficiency. Effective filtration helps maintain engine health, reduce wear, and support more predictable maintenance planning. For operators managing tighter operating margins, component quality has become closely linked to lifecycle cost control.

FRAPP complements the range with aftermarket components designed for heavy-duty applications under varied operating conditions. Durability and correct application remain essential for fleets prioritising uptime and reduced maintenance disruption.

Jazz Kong, Managing Director of Truck Mart, highlighted the importance of direct engagement with the industry. “MCVE is where real conversations happen,” he said. “It gives us direct insight into what operators face today and helps us stay aligned with practical requirements in the field.”

Across the wider commercial vehicle sector, operators are placing greater emphasis on preventive maintenance, cost efficiency, and safety compliance. Fleet decisions are becoming more structured, with increased attention on component performance and long-term operational outcomes.

There is also growing awareness of the role aftermarket parts play in safety-critical systems such as braking and suspension. Selection criteria are increasingly shaped by performance consistency, reliability under load, and service life expectations.

Truckmart’s approach remains closely aligned with real operating conditions, informed by feedback from long-haul transport operators, bus companies, and workshop networks. This practical understanding supports product relevance and service alignment across different fleet requirements.

The company maintains that industry engagement remains essential, particularly in a sector where technical trust and long-term relationships drive procurement decisions.

Truckmart continues to focus on supporting fleet uptime through dependable components, technical understanding, and sustained collaboration with customers across the transport ecosystem.

Terberg Tractors Pushes Shunting Solutions for Modern Logistics Operations

In industries where cargo moves around the clock, equipment reliability often depends on the strength of the support network behind it. At MCVE 2026, Terberg Tractors placed attention on the supply readiness, aftersales service, and operational support as part of its engagement with the Malaysian commercial vehicle sector.

Representing the company was Keng Teck Yong, Manager, Dealer Development at Terberg Tractors, who spoke about the growing importance of shunting application and long-term customer support within demanding logistics operations.

Customers expect reliable support and faster response when operating in demanding environments.

Terberg Tractors is known for its specialised terminal tractor used in ports, warehouses, distribution centers, and industrial facilities. These environments place heavy demands on equipment, with many operations running continuously throughout the day. As a result, downtime, delayed servicing, or parts shortages can directly affect productivity.

According to Keng, fleet operators today are placing greater emphasis on support quality alongside vehicle productivity. Areas such as technical knowledge, spare parts availability, and response time have become increasingly important when evaluating equipment suppliers.



"Customers expect reliable support and faster response when operating in demanding environments," he said. "our onsite support readiness and technical capability play an important role in keeping operations moving."

At MCVE 2026, Terberg used the exhibition to widely introduce how dedicated terminal tractor can transform warehouse and distribution centre management. The company focused on how specialised shunting solutions can significantly improve the operational productivity, enhance workflow efficiency, and reduce overall fuel consumption. Addressing global sustainability effort, Terberg also highlighted its newly launched second gen electric terminal tractor, the YT201EV. This zero-emission model is specifically engineered to help environmental conscious fleet operators navigate ongoing global energy volatility and rising operational costs.

Malaysia continues to play an important role within the regional logistics and transport sector, supported by active port operations, industrial growth, and growing trade volumes. As operations become more complex, the expectations places on specialised equipment providers have evolved.

Rather than focusing purely on equipment visibility, Terberg's participation at MCVE reflected the company's broader emphasis on operational support and long-term industry relationships. The exhibition also provided an opportunity to reconnect with existing partners while engaging with potential customers across the commercial vehicle sector.

As logistics operations continue evolving, support infrastructure remains an important factor for fleet operators managing tight schedules and demanding workloads. For Terberg Tractors, specialised product awareness and responsive aftersales service continue to form part of that operational equation.

Berjaya Sompo: Managing Risk in Transport

Berjaya Sompo Insurance Berhad approached MCVE 2026 with a defined purpose. The company's presence was to reflect a steady commitment to the commercial vehicle sector, where risk sits at the centre of daily operations.



Its foundation traces to Sompo Holdings, a group with more than 130 years of insurance heritage and a footprint across over 25 countries. That legacy informs Berjaya Sompo's underwriting discipline and its ability to respond to increasingly complex risk environments.

Across Malaysia, the company maintains a broad operational base. Fifteen offices support a network of over 2 700 agents, backed by more than 500 employees. This structure enables consistent service delivery across regions, supported by a distribution model that spans agency, bancassurance, brokers, and direct channels. Its collaboration with CIMB Bank remains a key channel into retail and commercial segments.

Within the transport and logistics space, the exposure is constant. Vehicle downtime, cargo risk, driver safety, and liability pressures shape operational decisions. Berjaya Sompo's portfolio reflects these realities. Individual coverage includes motor, travel, health, home, and personal accident. For businesses, solutions extend across fire, marine, engineering, liability, and employee benefits. The breadth allows operators to manage interconnected risks within a single framework.

Technology supports this approach. The MySOMPO mobile application consolidates policy management, claims submission, and roadside assistance. The aim is straightforward. Shorten response time. Improve access. Keep disruptions contained.

Industry recognition has followed consistent execution. Awards such as Insurance Brand of the Year Malaysia 2025, alongside honours in motor and travel insurance, reflect sustained performance rather than isolated milestones.

Sustainability remains integrated within its operating model. As part of the United Nations Global Compact, Berjaya Sompo aligns with international standards on governance, environmental responsibility, and ethical conduct. This alignment supports long-term resilience in a regulated and evolving market.

Its presence at MCVE 2026 carries a clear message. Engage with operators. Understand real-world pressures. Position insurance as a working tool, not a formality.



Cartrack Highlights Connected Fleet Solutions at MCVE 2026
Cartrack used its presence to reinforce a clear industry message: fleet visibility, operational efficiency, and driver safety continue to shape the future of commercial transport.

Over the three-day exhibition, the company welcomed a steady flow of fleet operators, logistics providers, transport managers, and industry stakeholders to its booth. Discussions centred on the growing demand for connected fleet technology as operators face rising operating costs, tighter delivery expectations, and increasing pressure to improve safety standards.

Visitors explored Cartrack's range of telematics and fleet management solutions, including AI Vision systems, fuel monitoring tools, operational intelligence platforms, and real-time vehicle tracking technology. Interest was particularly strong among operators seeking practical methods to reduce fuel wastage, strengthen driver accountability, and improve overall fleet utilisation.

The company's showcase reflected wider trends within the Malaysian transport sector, where digitalisation is becoming increasingly important for both large fleets and smaller operators. With transport companies under pressure to manage costs while maintaining service reliability, data-driven fleet management systems are steadily moving from optional tools to operational necessities.

Cartrack's AI-powered safety and monitoring technologies also attracted attention from companies looking to improve risk management and road safety performance. Features such as driver behaviour monitoring, live vehicle visibility, and operational analytics formed part of discussions with visitors evaluating long-term efficiency strategies for their businesses.

Beyond product demonstrations, the exhibition created opportunities for industry engagement and business networking. The event allowed Cartrack to connect directly with transport professionals while gaining insight into the operational challenges currently facing the logistics and commercial vehicle sector in Malaysia.

The company described the event as a productive platform for strengthening relationships within the industry and demonstrating how connected technology supports safer and more efficient fleet operations.

Cartrack also expressed appreciation to visitors, business partners, and event organisers for contributing to a successful edition of MCVE 2026 and CargoNOW 2026.

AMD Truck Pushes Auxiliary Cooling Technology for Fleets
At MCVE 2026, AMD Truck used its presence to introduce an auxiliary air-conditioning system designed for commercial vehicles, with a focus on reducing diesel consumption during long operating hours. Representing the company was Director Hui Chee Keit, who outlined the company's efforts to bring practical energy-saving technology into Malaysia's logistics sector.

AMD Truck is positioning itself around fleet efficiency and operating cost reduction, particularly at a time when transport operators continue to face pressure from fuel prices and tighter margins. Rather than focusing on conventional vehicle sales alone, the company is directing attention toward systems that reduce dependency on engine idling.

"One of our goals is to help logistics users reduce operating costs," said Hui.

“We want more people to know about this technology and how it can support the logistics industry.”

One of the technologies highlighted during the exhibition was a battery-powered air-conditioning system for trucks. The concept addresses a common issue in long-haul transport, where drivers leave engines running during rest periods to power cabin cooling systems. According to Hui, this contributes to unnecessary diesel usage across the industry.

“If a lorry uses air-conditioning while idling, it can consume around three litres of diesel per hour,” he explained. “If the vehicle operates like that for ten hours a day, the amount of fuel used becomes very high.”

AMD Truck believes auxiliary battery-powered cooling systems offer a practical alternative by allowing drivers to maintain cabin comfort without continuous engine operation. The company sees the technology as especially relevant for logistics operators looking for methods to improve efficiency without making major structural changes to their fleets.

“We are promoting a product that many people in the market are still not familiar with,” Hui said. “As more users adopt the technology, we will be able to bring pricing to a more attractive level for logistics companies in Malaysia.”

MCVE 2026 served as a platform for AMD Truck to introduce the concept to a broader commercial vehicle audience



while building market awareness. Hui noted that the company is continuing discussions with manufacturers as it evaluates long-term expansion opportunities for the product segment.

He also pointed to wider concerns surrounding fuel usage and operating costs within the transport sector. “Nowadays, logistics resources are limited, and operators are under pressure to save costs,” he said. “If we reduce diesel consumption across fleets, the savings become significant not only for companies, but also in terms of overall fuel usage.”

Looking ahead, AMD Truck intends to continue expanding awareness of auxiliary cooling systems within Malaysia’s trucking industry, particularly among fleet operators seeking more cost-conscious operating strategies.

Road transportation is an ecosystem, which is also reflected by the fact that many brands have taken up sponsorships to contribute in their own ways to the event’s success. “We appreciate the continued commitment of our sponsors to the event. Challenging the status quo of our show, pushing the envelope, allows us to continuously improve MCVE and to deliver an exceptional experience,” Pertz said on behalf of the team behind the show. Hengst, Hap Seng Trucks Distribution, City Zone Express, Sidhu Brothers, Mr Coffee and JMC each added layers to this year’s gathering of the industry at the Mines International Exhibition & Convention Centre.





Why the Relay Emergency Valve Still Matters

As trailer braking systems become more advanced, the Relay Emergency Valve remains one of the most critical components in fleet safety, brake balance and long-term reliability. Often overlooked, it is still central to how well a truck-trailer combination performs on the road.

The goal is not stronger braking. The goal is harmonised braking.

In fleet operations, some of the most important components are the ones that receive the least attention until something goes wrong. The Relay Emergency Valve (REV) is one of them.

Mounted at the heart of the trailer braking system, the REV has a simple but vital role: it relays the braking intention of the prime mover to the trailer accurately and consistently. If the truck brakes at a certain pressure, the valve ensures the trailer responds accordingly. It also helps maintain the trailer air reservoir at the correct operating pressure and automatically initiates emergency braking if the trailer becomes decoupled from the prime mover.

That combination of service braking, air management and emergency protection makes the REV far more than just another pneumatic component. In practical terms, it is one of the key devices that determines whether a trailer brakes in a stable, controlled manner or becomes a risk on the road.

Why WABCO Remains a Benchmark

When it comes to REVs, WABCO continues to be a recognised reference point in the industry. The company has been producing REVs for more than 50 years and has sold over 28 million valves worldwide. It also remains a preferred choice among leading trailer manufacturers in Europe.

In Asian markets, the earlier WABCO variant became widely known as the RE6. Since 2021, that version has been replaced by the current-generation REV, reflecting changing market needs for better integration, improved compatibility and more refined brake response.

That matters because today's operating environment is very different from the past. Prime movers and trailers are no longer judged only on basic mechanical function. Increasingly, fleets need components that work well within more sophisticated braking systems, particularly as ABS- and EBS-equipped vehicles become more common.

Why Brake Harmony Matters More than Aggressive Response

One of the most common misunderstandings in the market is the idea that stronger or faster trailer braking automatically means better performance.

From an engineering perspective, that is not the case. The trailer should not brake harder or faster than the prime mover beyond the intended system balance, and the prime mover should not underperform relative to the trailer. What matters is harmonised braking: both units responding together in a stable, controlled and predictable manner.

When braking is not harmonised, the effects can be serious. Fleets may see premature tyre wear, faster wear of brake linings and drums, inconsistent stopping behaviour, reduced vehicle stability and, in more severe cases, a higher risk of jack-knifing.



This is why one of the key updates in the latest WABCO REV is adjustable predominance. This feature allows the trailer brake response to be fine-tuned so that the trailer can engage slightly faster where necessary to better match the prime mover's braking behaviour. The point is not to make the trailer more aggressive. The point is to ensure the entire combination brakes in a balanced way.

For fleets that want to know how well their truck and trailer combinations are matched, WABCO service partners can also carry out Conformity Testing using WABCO CTU tools.

A Practical Update for Workshops

Another important feature in the current WABCO REV is the use of metric ports. At first glance, this may seem like a minor change, but in real workshop conditions it makes a difference.

Metric ports allow the valve to match pneumatic hose sizes commonly used by major prime mover brands. They also make it easier to integrate with other brake system components that mainly use metric connections, and they simplify sourcing of pneumatic couplings, especially push-in types.

In addition, the valve is compatible with WABCO Trailer ABS and EBS, which is increasingly important as trailers continue to move toward higher braking system specifications.

Why the REV is Still Central to Safety

The REV is often described as the heart of the trailer braking system, and that description is justified.

Its job is to relay the braking command from the truck to the trailer brake actuators at the correct pressure. If the truck brakes at 3.0 bar, the REV should deliver the corresponding 3.0 bar to the trailer side. At the same time, it ensures the trailer air reservoir is charged to an optimum pressure of around 8.5 bar.

Just as importantly, the valve automatically activates emergency braking if the trailer becomes uncoupled. That function is critical because it helps prevent runaway trailer situations, which remain a real safety concern.

Seen in that light, the REV is not simply a performance component. It is a frontline safety device.

Warning Signs that should not be Ignored

Like many brake components, a faulty REV often shows signs before complete failure.

A slow brake release can cause premature tyre, brake lining and drum wear. Low brake engagement is a direct safety issue. Leaks from the exhaust port can affect braking performance while placing added strain on the air compressor. And unintended emergency braking is a serious operational and safety problem.

For fleet operators, these are not small annoyances. They are early warnings that braking performance is falling out of specification, while maintenance cost and risk are rising.

So When should it be Replaced?

There is no single replacement interval that suits every fleet, because operating environments vary greatly. Dust, hilly routes, heavy loads, traffic congestion and maintenance standards all influence service life.





Still, usage data gives useful perspective. Based on telematics collected from Trailer EBS systems, drivers in Malaysia may brake up to 80 times for every 100 km. If a trailer travels around 7 500 km per month, that adds up to about 6 000 braking events monthly, or roughly 72 000 per year.

WABCO states that its REVs are tested up to 1 000 000 actuations under laboratory conditions. But laboratory testing is not the same as real-world use. In practice, service life depends heavily on actual operating conditions.

From a preventive maintenance standpoint, it is generally not a good idea to stretch replacement intervals too far. A mileage of around 300 000 km is a reasonable practical ceiling in demanding conditions.

The Danger of "Enhanced" Braking Claims

Some products in the market claim to offer "enhanced" braking by delivering higher braking pressure than they are supposed to.

To some drivers, that may initially feel like a benefit. But from an automotive engineering standpoint, excessive trailer braking can upset the intended balance of the vehicle combination. Rather than improving safety, it may actually increase instability and contribute to problems such as jack-knifing.

That is why braking performance should never be judged by feel alone. Correct braking is not about exaggerated force. It is about controlled response within the design limits of the system.

WABCO develops its products in accordance with ECE R13 regulations, focusing on proper brake balance, system integrity and predictable performance rather than artificial aggressiveness.

The Bigger Direction of the Market

A reliable REV is essential, but it is no longer enough by itself.

Today, most prime movers are already equipped with ABS or EBS, which makes it increasingly important for trailers to use braking systems that match those technologies. In many developed markets, Trailer ABS is already the minimum regulatory requirement.

Malaysia appears to be moving in the same direction, as seen in the growing demand for Trailer ABS and EBS in recent years. For fleets, that means braking component decisions should no longer be based only on replacement price. System compatibility, future compliance and long-term safety performance are becoming just as important.

Final Word

The Relay Emergency Valve may not be the most visible part on a trailer, but it remains one of the most important. It governs how braking intent is transmitted, how air pressure is maintained, how emergency protection is activated and how safely the trailer behaves on the road.

In an industry where some still equate stronger braking with better braking, the real benchmark is something else: harmonised, compliant and reliable braking.

That is why the REV still deserves fleet attention. And when asked why Choose WABCO, then the answer would be that is proven engineering still matters.



Pat & Jele: the Unimog Expedition

Having shipped their home on wheels to Malaysia, this young couple made a stop at MCVE 2026 to showcase their lifestyle and the capabilities of their vehicle, a modified UNIMOG named Moggy.



Blue.maxx installed as pre-filter with capability of capturing larger particles of 30 microns, providing water separation to protect the engine

On display at the Malaysia Commercial Vehicle Expo 2026 is "Moggy", a custom-built UNIMOG, owned and driven by a young German Couple. Having set up the vehicle as it would be for an overnight, the arrangement depicts a real-life scenario on how the vehicle is used. Their journey to Malaysia took a while though: aiming to finish his master's thesis in Australia in 2019, Patrick (Pat) and Jelena (Jele) got stuck down under when Jele visited just before the Pandemic hit.

First Experiences with the Vanlife

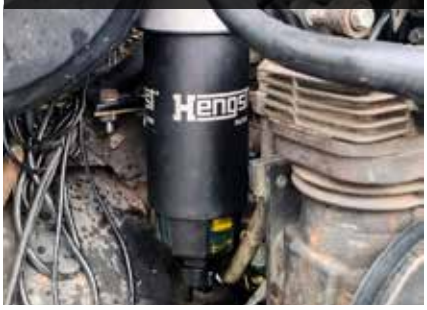
"To explore Australia, we rented cars and drove around in them, camping. A lot of content creators talk about the so-called vanlife and we thought we could give this a try," Pat told Asian Trucker. An ambulance was procured at an auction and modified to meet their needs to tour the country. "The transformation, adding bedding, cabinets and a kitchenette in a six-week build," Jele said.

Access to Rainbow beach was not granted though as the Sprinter they had acquired for their travels did not have four wheel drive. Jokingly, Pat said that they would be back, in their own UNIMOG. Initially, the idea was to return to Europe, find a UNIMOG and take it back to Australia. "We watched a lot of videos about travelling long term and in many of them we saw UNIMOGs. These were really cool vehicles and we just set our minds on getting one." Meanwhile, they learned hard lessons taking their Sprinter to places that may not have been best suited for it.

Travelling in their Sprinter, the circumstances during the pandemic accelerated this plan though. With visas about to run out, the couple had the opportunity to do farmwork, thus extending their visa. A farm two hours south of Perth offered jobs, while also pointing out that there is a workshop which many backpackers would use to convert vehicles to recreational vehicles (RV).

Finding Moggy

Having driven 5 000 kilometres to get to the farm, the couple had to quarantine for two weeks upon entering Western Australia. The farm owner pointed at



Blue.maxx installed as a main filter in the engine bay, with heating and capturing particles of 10 microns, for smaller particles. This unit provides additional water separation, as an added layer of safety, although not needed if pre-filter installed.

a remote location where Pat and Jele made use of the time to research about UNIMOGS "Convince me that we need one of these," Jele said to Pat. Immediately after the quarantine period was over, a fellow traveler took them off-roading in his UNIMOG. Effortlessly, the vehicle traversed boulder fields, sand patches and other terrain usually inaccessible for vehicles like their current sprinter. Now a UNIMOG needed to be found.

Immediately after the decision was made, a suitable vehicle was sourced and converted. Now living in their "Moggy" full time, the couple also identified a number of issues filled in the negative column of the evaluation sheet: living that closely together means that if one gets sick, the other one will likely get affected too. More decisions need to be made every day as parking, routing and other aspects need to be considered. Fuel cost is a factor, however it is offset by not needing to pay rent. "The main problem is the limited amount of water we carry. Oftentimes, hot water can be a luxury as we use solar power to operate our appliances."

We now have two Bluemaxx filters on board; this week, before driving into MCVE 2026, we installed the one in the engine bay.

In planning a trip around the world, Patrick reached out to a number of brands to seek support. One of the respondents was Frank Maergner, Head of Sales APAC, Hengst Asia Pacific Pte Ltd, who immediately understood that such a tour would require dependable equipment. In particular, Diesel filters are crucial in many countries as the fuel quality can be sub-optimal. "We now have two Bluemaxx filters on board; this week, before driving into MCVE 2026, we installed the one in the engine bay," Jele explained. Being very particular about service and maintenance, the duo understands that the addition of Hengst's products adds layers of protection to their vehicle. "And the installation is actually very easy, once you have a space to place the (Bluemaxx) units."

Why Hengst Supports the Unimog Expedition

Having committed to providing support to the ambitious couple, Hengst sees significant value in the partnership. "From Hengst's perspective, this project is much more than simple sponsorship. Firstly, Pat and Jele are very likable, which already makes up for half the decision to sponsor or not," Maergner told Asian Trucker.

Hengst is already the OE supplier for the oil and fuel filtration setup used in this Unimog platform, so they know the original system extremely well. Rather than simply supplying replacement filters for the journey, the Hengst team looked at how the vehicle could be actively upgraded and how to support the vehicle for the extreme conditions ahead.

Tough, Highly Varying Driving Conditions

For the oil system, it was decided to keep the original OE setup, as it already performs reliably. However, on the fuel side significant potential for improvement was possible. Especially for a 1.5–2 year expedition across ten countries with vastly different fuel qualities, climates, altitudes, and operating conditions signified the need for quality filtration equipment.

"Fuel quality today is one of the biggest challenges for long-distance overland vehicles. Diesel standards vary heavily between regions, and with the current global fuel situation and increasing biodiesel content in many countries, filtration systems are under much higher stress," Maergner added. Many countries are looking at Biodiesel to address climate concerns or to counter the impacts of the current conflict in Iran. However, Biodiesel is hygroscopic, meaning it absorbs water more easily, and it also tends to create sludge and contamination buildup much faster. "This is exactly where the Hengst Blue.maxx system comes in."

The upgraded setup devised for Moggy provides significantly higher flow rates, which Pat already noticed during driving. The system eliminates fuel restrictions during demanding situations such as steep climbs, off-road driving, or high-load conditions where fuel demand increases.

Moggy: Engineering and Endurance Partnership

In addition, Blue.maxx was specifically designed to handle modern biodiesel challenges. The large filtration surface area allows for very efficient particle separation and excellent water separation performance, both of which are critical for protecting injection systems and maintaining reliability in remote areas. Visitors could even see the set up on the brand-new MAN trucks exhibited at the MCVE 2026.




The Inside of Moggy is a cozy home

Explaining further, Maergner said that “For this project, we implemented a full Blue. maxx setup.” It comprises of

- 30 micron pre-filter with heater
- 10 micron main filter with heater

The heater helps avoiding waxing, which can already occur from ten degrees C. A future upgrade may even include the version with the integrated fuel pump system. For Hengst, this expedition is also extremely valuable from a development and testing perspective. According to Maergner, it is probably one of the largest real-world field tests the brand has supported thus far.

For us, this is not only sponsorship; it is a genuine engineering and endurance partnership under real-world conditions.

The vehicle will travel through very different environments and conditions over nearly two years:

- extreme heat and colder climates
- varying altitudes
- different diesel qualities
- biodiesel-heavy markets
- dust, humidity, and off-road exposure

The used filters will be returned to Hengst for technical analysis and evaluation. The findings and reports will also be shared with Pat and Jele throughout the journey.


Repairs became nessecary and Allegiance Malaysia assisted

“Hence, for us, this is not only sponsorship; it is a genuine engineering and endurance partnership under real-world conditions,” Maergner sums up the ambitious project.

The Immediate Difference

Even though, the last years have been a staging area for the upcoming tour, the difference Hengst is making in the lives of Pat & Jele with Moggy has been felt already. Immediately after the installation of the first Bluemaxx in Australia, the driving experience and performance has been vastly improved. “Before we installed Hengst pre-filters, we had difficulties on some gradients and slopes. As soon as we replaced them with Bluemaxx, Moggy climbed steep hills without us even having to downshift. It was like previously the engine was starving, not getting enough fuel.” With such a confidence booster, Pat and Jele are ready to now explore Southeast Asia on their way to Germany.

The Most Universal Truck: Unimog

We have all seen them around. In one form or another, as highly specialised applications, mini motor homes, snowplows or in farms: The Unimog. Over 70 years in production, this is one truck that is constantly being re-developed while still maintaining its original purpose. The UNIMOG is also featured in Asian Trucker’s coffee table book “Iconic Trucks” as one of the true icons of road transportation.

In March 1946, Hans Zabel from Gaggenau, who had been part of the project from the beginning, coined the term Unimog (Universal-Motor-Gerät, i.e. universally applicable motorised machine). By 1954, the "universally applicable motorised machine for agriculture" had become a vehicle that could be equipped with 66 different agricultural appliances. Change and technical progress were constant companions in the course of the Unimog history. To date, there have been thirty different model series and almost 400 000 vehicles sold. No other commercial vehicle in the world can function as a tractor, towing vehicle, truck, firefighting and exploration vehicle, bus and working machine.

On 9 October 1946, the Unimog Prototype 1 completed its first test drive. Chief designer Heinrich Rößler himself was at the wheel, and he tested the prototype, which had no bonnet and was fully laden with wood, on rough forest roads. The prehistory is closely linked to the difficult situation in the post-war period, when Germany was suffering supply shortages. In 1945 and 1946, there was a dire lack of food. It was this situation that gave Albert Friedrich, who for many years was head of aircraft engine development at Daimler-Benz AG, his idea of an agricultural motorised vehicle which should help to increase agricultural productivity.



Vertex Mission Sets Up their Testbed for Electric Trucks

The recent addition to their fleet is a truck that truly stands out. Putting to work their first electric truck in a fleet of almost 100 prime movers, Vertex Mission is dipping their feet into the deep waters that is the electrification of road transport. Speaking exclusively to Asian Trucker, Managing Director of Vertex Mission Sdn Bhd, Soo Chee Yeong provided insights about their move.

To contextualise their decision to add an electric truck, Soo explained that he and his colleagues are always very aware of market trends and upcoming legislation. Within the legislative and technological frameworks, electrification of transport plays an important role. “For instance, Carbon Tax is one of the topics that is now discussed. While it may not be implemented tomorrow, it surely will affect us in three to five years. We need to be ready for this,” he explained. As such, this one unit Sany prime mover is to be used to gain insights and experience with electric trucks.

“We have taken this decision now, as we see that the cost for electric trucks is coming down,” Soo stated. As is well known, electric trucks would need to be bundled with charging infrastructure. Here, Vertex Mission depends on a charger installed in their yard, citing the lack of accessible public charging stations. “The charger needs to be factored in. Cost has come down from previously 200 000 RM to now half of that.” Meanwhile, the actual vehicle is priced at around 600 000 RM. Comparing the Chinese-made truck with European brands, Vertex Mission found that there is a significant difference between those two in terms of investments required. “While the electric truck is still more expensive, the difference to ICE trucks is getting smaller when you consider the Sany truck.”

Based on the assumptions that electric trucks need less maintenance and fewer wear and tear parts, Vertex Mission calculated that the electric truck will become more economical than an ICE truck after eight years. However, Soo commented that this is then the exact time when the battery would drastically deteriorate and that in his view, there hasn’t been a satisfactory answer to the question on how to deal with that. He wishes that any electric truck would also come with a solution for the battery replacement when it will be needed. Additionally, he urged the government to address this issue in the context of the push for electric vehicles. “We cannot just wish for the entire industry to change to EV without looking at this holistically.”

Meanwhile, Vertex Mission has already gathered valuable insights. Fundamentally, their new Sany BEV truck needs to be managed entirely different than an ICE truck. The schedule for this truck is now governed by the charge still left in the battery. “Our drivers would run a Diesel truck till the tank is almost empty, then head to a station. Now, with the chargers being so scarce, we are charging whenever we can.” Lack of public charging stations and not being able to simply use chargers at client’s premises necessitates that the truck is being charged whenever it is in the yard. “We cannot have the truck sitting idle for several hours. So we charge even when the battery is still half full. Quickly top it up and back out on the road again.” Soo said that he is already impressed with the shorter charging times that newer chargers offer.

The overall assessment is that, right now, it would not be feasible to switch the entire fleet to electric propulsion. However, Soo opined that it is now that transporters should start thinking about this as ESG efforts will need to be ramped up in the near future. Meanwhile, electric trucks may also offer an answer to the issues the industry faces right now, due to the energy crise brought upon us as a consequence of the Iran war.





Volvo Trucks announces global product launch

Latest range of new powertrains to reduce CO2 emissions and accelerate decarbonisation

An all-new fuel-saving combustion engine platform made for multiple renewable fuels including future hydrogen applications as well as new electric drivelines with ranges of up to 700 km will future-proof Volvo's trucks in all markets and all transport segments.

The global customer base of Volvo Trucks' sales operations calls for a wide range of efficient powertrains as fuel supply, fuel infrastructure and customer preferences differ significantly between regions and markets.

"This is a hugely important launch as the decarbonization of the transport industry needs to accelerate, and the new technologies we are launching now will offer transport companies the best of two worlds," says Roger Alm, President Volvo Trucks.

He continues: "Our second-generation electric trucks are capable to replace traditional diesel trucks in most cases. However, in certain regions and transport segments we also need the combustion engine to reduce CO2 now, and in the future. Our new engines offer the flexibility needed to satisfy customers in all regions and in all transport segments. One single engine platform will also give us very good synergies and larger production volumes."

Building on Volvo Trucks' electric leadership

Volvo Trucks has pioneered the market for battery electric trucks since 2019 and now the company is taking the next steps. A new long-range heavy-duty model represents a breakthrough with an electric range of up to 700 km on one charge.

Volvo is also launching an upgraded range of electric models that will enable more transport segments and operators to shift from traditional fuels to electric. Volvo offers 8 different electric models and has sold more than 6 000 battery electric trucks in more than 50 countries.

Highly efficient and flexible combustion engines with lower CO2

The combustion engine plays an important role in Volvo's net zero ambitions. An all-new 13-litre engine platform is launched, which will be used for two engines – diesel and gas-powered.

Both are ready from start for renewable fuels such as biodiesel and biogas, paving the way for transport companies to run their truck fleets with net-zero emissions. The next step in gas fuel is hydrogen-powered combustion engines which Volvo has begun testing on public roads with commercial launch planned to take place before 2030.

Volvo's new battery-electric trucks will be produced in Gothenburg, Sweden and Ghent, Belgium, and rollout will happen step by step, starting 2026. The new combustion engines will be produced in Skövde, Sweden, with sales starting during the third quarter of 2026.

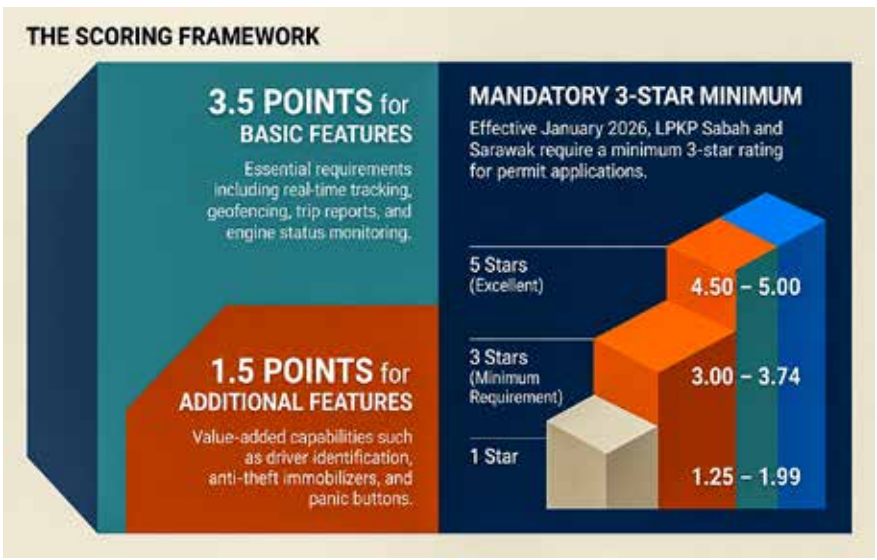
Three paths towards net-zero emissions

Volvo Trucks drives the decarbonization of transport to reach its net-zero emissions target by 2040 using a three-path technology strategy. This approach is built on battery electric, fuel cell electric and combustion engines that run on renewable fuels like green hydrogen (produced by splitting water into hydrogen and oxygen using renewable electricity), biogas (bio-LNG), biodiesel and HVO (hydrotreated vegetable oil).

MIROS Introduces TrackScore

Raising the standard of fleet monitoring and management through TrackScore rating programme





Across Malaysia's transport and logistics sector, telematics technology is becoming increasingly important in daily fleet operations. What was once viewed mainly as a vehicle tracking tool has now evolved into a broader safety and operational management system capable of monitoring driver behaviour, vehicle movement, route efficiency, and compliance in real time. Mr Aqbal Hafeez Ariffin and Mohamad Suffian Ahmad, Research Officers, Commercial Vehicle Unit (CVU), Malaysian Institute of Road Safety Research (MIROS), met with Asian Trucker to introduce TrackScore.

For commercial vehicle operators, especially in the bus and trucking industry, telematics systems are no longer just "nice-to-have" solutions. They are gradually becoming part of a wider effort to improve road safety, operational transparency, and fleet accountability.

Modern GPS and telematics systems can provide continuous information on vehicle location, speed, harsh braking, route history, idling behaviour, and journey duration. For fleet managers, this data offers practical insights into driver performance and vehicle utilisation. For enforcement agencies and regulators, the information can also support investigations, compliance monitoring, and road safety analysis.

In recent years, discussions around telematics in Malaysia have shifted beyond basic tracking functions. Attention is now being placed on the quality, reliability, and effectiveness of the systems being used by commercial vehicle operators. Not all telematics devices and service providers offer

the same level of performance, particularly in terms of data continuity, hardware reliability, reporting functions, and customer support.

This is where the newly introduced TrackScore programme enters the conversation. TrackScore is a vehicle tracking system rating programme jointly developed by the Malaysian Institute of Road Safety Research (MIROS) and CyberSecurity Malaysia (CSM) under the Ministry of Digital. Designed specifically for commercial vehicles, particularly buses and lorries, the initiative focuses on establishing a more structured ecosystem for GPS and telematics services by encouraging minimum performance standards among service providers.

Rather than functioning solely as a product certification exercise, the programme aims to provide a clearer benchmark for operators when selecting telematics providers. The rating system evaluates areas such as device and service availability, data transmission reliability, and essential operational functions including real-time tracking, trip history, alert management, and performance reporting.

The programme also introduces the concept of a provider registry, allowing industry players to reference participating providers and their performance ratings more easily. For fleet operators, especially those managing large numbers of vehicles, this may help simplify procurement decisions and reduce uncertainty when comparing different systems in the market.

One notable development is the announcement by the Commercial Vehicle Licensing Board (LPKP) Sabah and Sarawak that, beginning January 2026, selected GPS providers for permit applications must achieve at least a three-star TrackScore rating. Additional requirements include one-year data retention capability and the availability of local technical support.

This reflects a growing industry recognition that telematics systems are not merely operational tools, but part of a wider safety management framework.

Another aspect receiving attention is the future direction of telematics technology itself. While current systems primarily focus on vehicle tracking and operational reporting, the next phase is expected to involve more advanced features such as Driver Monitoring Systems (DMS), driver scoring mechanisms, and stronger data communication resilience.

These developments align with broader global trends where fleet safety management increasingly combines telematics data with human factor analysis. Fatigue detection, distraction monitoring, and driving behaviour analytics are gradually becoming part of modern fleet risk management strategies.

For Malaysia's road freight industry, the growing emphasis on telematics may also contribute to stronger safety culture practices over time. Better quality data can support more informed decision-making, targeted driver training, improved incident management, and potentially lower operational risks.

As the industry continues adapting to digitalisation, programmes such as TrackScore represent an early step toward creating greater consistency within the fleet telematics ecosystem. While challenges related to implementation, cost, and industry readiness remain, the direction is clear: data-driven fleet monitoring and management is becoming increasingly central to the future of road transport safety and efficiency in Malaysia.

PUSPAKOM Reinforces Awareness on Mandatory Product Labelling for Imported Vehicles

PUSPAKOM Sdn Bhd ("PUSPAKOM") today reiterates the importance of the mandatory Vehicle Type Approval ("VTA") product labelling sticker requirement for all Completely Built-Up ("CBU") vehicles, a regulatory measure enforced by Jabatan Pengangkutan Jalan ("JPJ") since 2014 and enhanced in 2016 to strengthen transparency, compliance, and consumer protection within Malaysia's automotive ecosystem.

This reminder comes following a recent case involving a CBU vehicle that was rejected from inspection at a PUSPAKOM branch due to the absence of the mandatory VTA labelling sticker. The requirement is based on a JPJ directive following the National Committee for VTA and Homologation Meeting Bil. 3/2014, with full enforcement effective from 1 July 2014. Additional product labelling inspection procedures for imported vehicles were further enforced from 1 January 2017 under Malaysia's VTA framework in compliance with United Nations ("UN") vehicle regulations.

The VTA product labelling sticker serves as a critical verification mechanism, displaying essential approval and technical compliance details that confirm a vehicle meets the regulatory, safety, and technical standards set by the authorities. While the requirement has long been in place, PUSPAKOM emphasises that continued awareness and compliance remain vital, particularly as vehicle ownership transactions, import activities, and enforcement checks continue to evolve.

The VTA sticker provides vehicle owners and prospective buyers with immediate visibility into a vehicle's approval status and origin. This is especially important in distinguishing CBU from locally assembled, Completely Knocked Down ("CKD") units, which carry different regulatory, taxation, and compliance implications.



Angka-Tan Motor Introduces Foton Aumark S Euro 5 AMT

Malaysia'sf first Chinese-brand light-duty truck with Automated Manual Transmission was introduced at the Malaysia Commercial Vehicle Expo 2026.



Angka-Tan Motor Sdn Bhd (ATM), an authorised distributor of Foton trucks in Malaysia redefines the urban logistics landscapes with the launch of the new Foton Aumark S Euro 5 AMT at the Malaysia Commercial Vehicle Expo 2026 (MCVE 2026) today.

The Foton Aumark S Euro 5 AMT becomes the first Chinese-brand light-duty truck in Malaysia to be fitted with the Automated Manual Transmission (AMT), designed to deliver smoother gear shifts, reduced driver fatigue, and improved fuel economy in stop-and-go city operations.

It is introduced as a direct response to the increasing last-mile delivery pressure, need for fuel-efficient and driver-friendly trucks, as well as the demand for high uptime and reliability.

The new Foton Aumark S Euro 5 AMT features the renowned Cummins ISF 3.8-litre engine that is now rated with the advanced Euro 5 standards for cleaner emissions. The four-cylinder turbocharged engine produces 154 PS at 2 600 rpm and 500 Nm of torque from 1 200 to 1 900 rpm.

Power is transferred to the rear wheels via the new ZF six-speed AMT transmission that is engineered to improve productivity as well as

operational efficiency. The Euro 5 engine and the new AMT powertrain combination focuses on providing low maintenance costs through long service interval and lower fuel consumption. The new AMT also enables business owners to widen their driver pool, including greater participation from female drivers.

In terms of utility, the new Foton Aumark S Euro 5 AMT is purpose-built for modern logistics, offering versatile cargo capabilities, practical design, and ease of operation. This allows businesses to handle various delivery operations with greater productivity and flexibility. The Foton Aumark S Euro 5 AMT measures 6 930 mm long, 2 060 mm wide, and 2 250 mm tall. It has a wheelbase of 3 800 mm with a gross vehicle weight (GVW) ranging from 7 500 kg to 9 900 kg.

Safety wise, the improved Aumark S is equipped with a number of advanced systems. This comprises of Anti-lock Braking System (ABS) for confidence-inspiring braking in all situations, Anti-Slip Regulation which modulates wheel spins on slippery surfaces for better control, and Hill Start Assist to prevent rollback on inclines to ensure smooth take-off and reduces driver strain.

A product of the "Super Truck Global Innovation Alliance", the light-duty truck is also built on a rigid body structure that meets international standards such as ECE R29 which features a cab design that protects vehicle occupants. The reliability of Foton Aumark S has also been proven through real-world testing of over 3 000 000 km across diverse conditions.

The upgraded Foton Aumark S Euro 5 AMT is the latest addition in the lineup after the Foton Auman R Euro 5 AMT introduced in November last year, bringing the same step forward into the heavy-duty segment. The Auman R received the improved transmission for long-haul efficiency, smoother driving experience and enhanced reliability for fleet operations.

Together, these models represent a complete upgrade of Foton's light-duty and heavy-duty range in Malaysia under the new AMT portfolio. This will also standardize driving experience across both vehicle classes with improved operational efficiency for urban and long-haul routes.

For businesses looking for fully-electric and zero emission solutions, the Foton eAumark supports in reducing their environmental impact while maintaining operational efficiency. Already part of Angka-Tan Motor's product range, the eAumark is making the transition to greener fleets both achievable and practical. Meanwhile, the Foton Bus further broadens Angka-Tan Motor's offering into people mobility. This positions Angka-Tan Motor at the centre of Malaysia's urban logistics evolution.

Modern businesses require different solutions for different needs. The Foton Aumark S Euro 5 AMT will be suited for urban logistics, Foton Auman R Euro 5 AMT for long-haul transports, Foton eAumark for sustainable operations, and Foton Bus for people mobility. Angka-Tan Motor offers operators to build flexible, scalable, and future-ready fleets. This will enable operators in Malaysia to have the right vehicle for every job.

Foton's range of commercial vehicles are built for real Malaysian operating conditions as they are engineered for urban congestion and narrow delivery routes, tropical climate and heavy usage cycles, as well as demanding logistics environments. The Foton Aumark S Euro 5 AMT is especially designed for high frequency delivery operations in Malaysia's key urban centres.

James Tan, Chief Executive Officer of Warisan TC Holdings Berhad said, "This new addition represents our commitment to innovation and to delivering practical solutions that support businesses across the logistics and transportation ecosystem."

He added, "Angka-Tan Motor also aims to strengthen its position in the commercial vehicle market, particularly within the light commercial vehicle segment. Our ambition is clear — to become a key player in the light commercial vehicle segment by capturing a significant market share and delivering products that meet the demands of modern businesses."



This launch also marks a meaningful milestone as Angka-Tan Motor proudly commemorates its 15 remarkable years as the trusted distributor of Foton trucks in Malaysia, reflecting a long-standing commitment to supporting the nation's transportation and logistics industry.

On top of that, all Foton commercial vehicles in Malaysia come with the Foton Total Care, supported by Tan Chong Group's service network. It offers confidence for customers when they purchase Foton commercial vehicles. Customers have the convenience to service their vehicles nationwide and the access to Foton genuine parts.

Along with Foton Total Care, customers can opt for the TC Trust which is a service agreement tailored specifically to suit businesses. It is designed to optimise Foton trucks' total cost of ownership and provide a hassle-free fleet maintenance management.

In addition, Foton customers will have the access to driver training and development to enhance drivers' skills and become more fuel-efficient in the way they drive, translating to higher uptime and lower operational costs. There are also the One-Stop Repair and Insurance Service, as well as 24-hour Res-Q service in case of an emergency.





Allegiance Brings Technical Expertise to the Market

At the recent Malaysia Commercial Vehicle Expo 2026, Allegiance Malaysia hosted a series of technical seminars that drew strong industry interest. Held at their booth and in dedicated sessions, the programme covered key areas such as braking systems, diagnostics, diesel technology and trailer safety. Featuring their partners, the sessions delivered practical insights aimed at improving fleet performance, safety and maintenance standards.

Improving Semi-Trailer Safety and Performance

Providing an update on ZF was Thomas Yan, Technical Specialist, ASEAN, ZF Group, WABCO Asia Pte Ltd. He told the gathered industry players that in May 2020, ZF Friedrichshafen AG acquired WABCO Holdings Inc., thus integrating the commercial vehicle technology supplier into its structure as its Commercial Vehicle Control Systems Division. This merger combined ZF's driveline and chassis technology with WABCO's braking safety and driver assistance system. In doing so, it created a premier global supplier for commercial vehicle components.

George Westinghouse patented the air brake in 1869, and the company has operated commercially since 1920.

Manual braking is no longer sufficient for trucks and trailers, and most manufacturers now use Electronic Braking Systems (EBS) instead of Anti-lock Braking Systems (ABS). Developed in the 1980s, EBS improves braking stability through features such as Electronic Stability Control (ESC) and Rollover Stability Support (RSS). It also helps prevent rollovers by calibrating braking performance to the vehicle's centre of gravity.



EBS is the preferred system, as it features all the attributes of ABS while having additional abilities to sense loads, manage tyres properly, reduce stopping distances and improve driver comfort.

In Malaysia, 30 percent of newly registered commercial trucks are EBS-equipped, compared with less than five percent of trailers. EBS is already mandatory in Europe, and China is heading in the same direction. Without regulation, much of the rest of Asia continues to lag these leading markets.

JOST Fifth Wheel and A Series Landing Legs

JOST, a German company based in Neu-Isenburg, Germany, began its operations in 1952. It has evolved from a component supplier to an architect of integrated solutions for the commercial vehicle industry. It sets new standards in safety, reliability, and innovation. Company representative Sam Koh, Regional Sales Manager, JOST Far East Pte Ltd, presented their key products.

JOST has manufactured fifth wheel coupling devices worldwide since 1956. Its range spans from its distinctive locking system to the latest sensor fifth wheel, making these products a preferred choice for most commercial vehicle operators. The product line also includes lightweight universal pressed-metal sliders and heavy-duty couplings. All equipment undergoes rigorous static lift testing to ensure compliance.

The company began producing ball-bearing turntables in 1952 at its headquarters near Frankfurt, Germany. It now manufactures towing hitches and turntables for rigid and articulated vehicles. In addition, JOST has developed the Automated Coupling System and a container tipping chassis, as well as mechanical and hydraulic steering systems, such as HF-E steered vehicles.

JOST fifth wheel couplings, a preferred latch-locking system in Malaysia, offer improved guidance and are available in 2" and 3½" locking sizes for easy one-hand operation (JSK42). However, in Malaysia, the JSK37C system, with a safety lever to secure the handle, is typically used. Regular lubrication and checks for wear and tear are essential. Testing is especially important for vehicles with air suspension, as landing gear legs can bend over time with a loss in air pressure. JOST conducts laboratory tests to help fleet operators address these issues.

Binotto - Trailer Systems and Hydraulic Solutions
Providing support during the exhibition, Yap Wen Qian, Executive Director, Yap Swee Leong Sdn Bhd, met with interested transport owners to strengthen their relationship with the brand. Binotto is a leader in the production of cylinders for tipping vehicles. Its premium products are manufactured and tested in four cutting-edge production sites around the world. The company has revolutionised market expectations by offering the world's most advanced technologies to enhance vehicle safety and performance.

Headquartered in Italy, the company provides complete hydraulic solutions, including wet kits, oil tanks, pumps, and valves. Founded in 1954 and now with a presence in 150 countries, Binotto is known for producing efficient, durable products that perform reliably even in extreme weather and demanding operating conditions. These parts are manufactured in four plants – Italy (Vincenza and Padova), Brazil (Flores da Cunha), and China (Wuxi).

Its strength lies in both the support of a large group and the high-quality steel used in its manufacturing. Binotto uses high-strength, seamless steel tubing that eliminates weak spots. The steel is processed using roller burnishing, which produces a surface that is up to 40 percent harder than its competitors. This technique produces high tensile strength and a smooth surface that minimises friction and reduces wear. Its cylinders also operate on a double seal system to prevent oil leakage.

Binotto has been in the Malaysian market for eight years and has supplied over 1 000 cylinders in that time. Its cylinders are highly regarded for being performance-driven in a price-sensitive market. This means they have a longer lifespan and require less maintenance than their competitors. Binotto constantly invests in research and development to ensure that company protocols are consistently applied throughout the production chain.

Its product range includes front-end, telescopic cylinders that are hydraulic activators specifically designed to lift dump bodies. The company's under-cylinder, located mid-body, can incorporate multiple cylinders.

Its patented B3 technology incorporates a cushioning system that provides a momentary cushion effect during stage transitions. B3 is an upgraded version of the special Binotto cylinder design that features a unique cushion system. It provides improved safety, stability and durability, along with reduced maintenance, and allows the cylinder to work at high speed with less risk.

Fras-le – Brake Friction Solutions and Maintenance
Fras-le SA is one of the five largest manufacturers of friction materials in the world. The company manufactures brake pads and linings for heavy vehicles, light vehicles, motorcycles, and aircraft. On site, Cyrus Gu, Engineering Manager, talked about how their products are driven by innovation and research.

Fras-le is part of Randoncorp Companies, a conglomerate that has been in the market for 72 years and employs a staff of 8 000. The conglomerate is made up of leading companies in South America involved in vehicle and road equipment, auto parts and financial services.

Aligned with its business segment, Fras-le and Randoncorp offer solutions for products and services for the automotive segment. Randoncorp is a multinational company with plants in key markets and representation in 125 countries. It is a producer of diversified auto parts, trailers, and other requirements for commercial vehicles, including a joint venture with JOST.

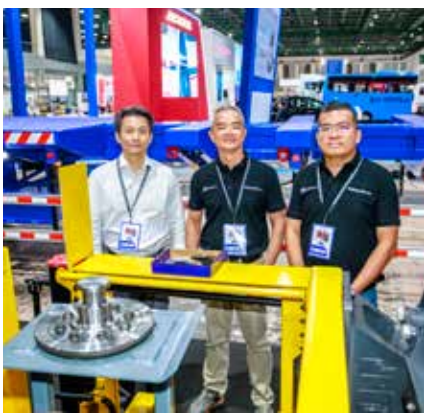
Fras-le began in Brazil as a friction material manufacturer over 70 years ago. In 1971, the company went public, and in 1996, Randoncorp took a controlling interest.

Fras-le Mobility is a specialist in brake components for automobiles and commercial vehicles. It has production plants in Brazil (6), the United States (1), Argentina (1), India (1), Mexico (2) and China (1). Fras-le Mobility is known for technology and safety excellence for all its products. Its factory in China produces products for the Asia-Pacific region.

Ongoing research plays an important role in product development at Fras-le. Its Advanced Friction Engineering Centre (now known as Movetech), which adjoins the company headquarters in Caxias do Sul, Brazil, is the largest advanced engineering centre for friction materials in the Southern Hemisphere. The facility employs 160 professionals and has overseen the registration of 75 patents.

Fras-le has successfully developed an innovative method to produce niobium nanoparticles on a large scale. Niobium (Nb) is prized for its unique ability to drastically strengthen alloys and resist extreme heat. Fras-le uses these nanoparticles to enhance the durability, mechanical strength, and physical-chemical properties of various materials. These nanomaterials are engineered to produce high-performance, durable brake pads and system discs. The niobium integration helps withstand intense pressure and temperature, particularly in severe applications like commercial and military vehicles.

All products mentioned in this technical review are distributed in Malaysia by Allegiance Malaysia Sdn Bhd.





Pushing Boundaries: YonMing Delivers Solutions

Home-grown Brand YonMing

Heading towards their 50th anniversary, YonMing have grown, expanding their operations beyond the shores of Malaysia. Most transport owners would know the brand as an omnipresent spare parts supplier. However, the company has not only grown the number of outlets but also enhanced their technical expertise and product range. With the number of outlets gradually moving towards their 50th as well, and headcount surpassing 800, YonMing still has room to grow. Evident in a number of events Asian Trucker attended recently, the Group is not resting on its laurels. Instead, they are putting their reputation to good use to open up new market segments.



Switching an Entire Fleet

Celebrating the delivery of their first Shacman trucks in Prai was the team around Kunazsilan Karupaiya, Director & Shareholder, Direct Express (M) Sdn Bhd. Standing outside the venue are two Shacman trucks, marking the company's first ever trial of

Chinese trucks. Having previously relied on European makes for their safety standards and proclaimed fuel efficiency, Kunazsilan is now integrating Shacman X5000 Pro into their fleet.

"The company was founded by my father. After he retired from the Army, he started the business in 1993. Initially, it was an enterprise with only one truck," Kunazsilan said. Being opportunistic, the owner of Direct Express wagered all by rapidly expanding the fleet size. The thinking was that customers would be attracted by the fact that the business had sufficient capacity to always be ready to move their cargo. Eventually the business changed to a private limited company. "It was a major milestone when a client approached us, asking if we could also offer warehousing." Which Direct Express took as another opportunity to expand by setting up a Warehouse in Kulim Hi-tech Park in 2012.

I do not believe in multi-branded operations as the use of one supplier outweighs any advantages having more than one strategic partner.

Trailers and equipment were added over the years to satisfy their clients, looking for long-haul services within Peninsular Malaysia. "We don't offer cross-border services, but prefer to focus on local transportation instead," he explained. Meanwhile, Direct Express' fleet has grown to 80 units. YonMing is a long-standing supplier to the brand. Valuing YonMing's service network, with offices present along major routes, Direct Express has valued the support of Alex Kau, founder of YonMing, and his team for a many years. "Running European trucks, Kunazsilan especially praised YonMing's array of sophisticated diagnosis equipment needed to service modern trucks.

With the confidence in YonMing as a partner for service and maintenance, the notion of changing trucks was mooted. Having spoken to other transporters, Shacman trucks have received good grades. "Nowadays, Chinese trucks are nothing like what they used to be when they were first introduced in Malaysia." Now, Kunazsilan plans to evaluate the vehicles on two main criteria, which are fuel efficiency and safety. "Look at these two trucks standing there! They look dashing and now we hope that



the performance matches the looks," Kunazsilan proclaimed. Stating that he also drives trucks, one can expect him to find out quickly.

With the Diesel prices soaring due to the Iran war, Kunazsilan is hopeful that the Shacman trucks will even save him some money. Being a firm believer in a mono-brand fleet, he hinted that the strategic plan for the coming 12 months foresees the replacement of their entire fleet, swapping European trucks with Shacman. "I do not believe in multi-branded operations as the use of one supplier outweighs any advantages having more than one strategic partner."

Breaking into the Dangerous Goods Market

Considering the goods they move, it is no surprise that Linde puts an emphasis on safety in every aspect of their operations. This is no different for Linde Malaysia, where a recent handover of Shacman trucks marked a milestone for both, YonMing Group and their client Linde, a producer of industrial gases.

Indeed, we have been able to upgrade our trucks to meet ADR specs and thus, we are able to now penetrate this market segment.



With safety being a top priority, it was no surprise that the Managing Director of Linde Malaysia,Sdn Bhd, Madam Peih Yoke Hoo, herself made it a point to receive their first Shacman trucks. In a ceremony at their HICOM plant, YB Tuan Ng Sze Han, Selangor State EXCO for Investment, Trade and Mobility witnessed the handover in support of the newly formed relationship with the trucks at its centre. Ng was praising the parties gathered by saying “The world in 2026 is no longer defined by a simple East-West binary. We have moved decisively into a multipolar reality, one driven by the rise of the pragmatic leaders. In this contested geopolitical space, Malaysia's policies of multi-alignment have become our greatest competitive advantage. Today's event is a perfect reflection of the vibrant growing business landscape we are building right here in Selangor.”



“Because in Linde, safety is one of the most important values in our business, and we want to operate safely, especially our drivers. Because all our drivers are the front line of our company. They face all the customers, they help us to deliver the product, they help us to deliver the money back to us,” Hoo said. She continued to say that the safety features on board their newly acquired Shacman X 5000 and X 6000 trucks, including ABS, EBS, and tyre pressure monitoring systems have been the main criteria for the selection of the vehicles.

In addition, AI-backed camera systems are installed in the vehicles. Furthermore, drivers will undergo a rigorous Virtual Reality-based training, including roll-over prevention training. Linde is proud to have a highly sophisticated truck simulator among their assets (Asian Trucker reported). “Indeed, we have been able to upgrade our trucks to meet ADR specs and thus, we are able to now penetrate this market segment,” said Mr Peng Yap Kau, Group General Manager at YonMing Group.

Beyond the Delivery

Considering that modern trucks are packed with technology, it is no longer good enough to simply hand over the keys to a driver. One can not expect that a driver would immediately be familiar with a sophisticated truck, such as the latest Shacman X6000 Series, while being responsible for low fuel consumption.

Providing an update on their current service network, Mr Peng Yap Kau, Group General Manager at YonMing Group, provided the following information:

Today, YonMing has a network of over 47 branches and 800 manpower offering the finest solutions to all commercial vehicles across both local and international supply chains. In addition to a non-debatable non-imitation policy, YonMing Group's open concept store fosters a sense of community and provides comfort for our customers, allowing us to engage with them more closely. All of our parts also come with a warranty period of up to 12 months.

Through our nationwide network of 3S and 4S workshops, the group also offer comprehensive after-sales services, including maintenance and repair services for trucks and buses. With the backing of their broad network coverage, the company has established Malaysia's first 24-hour service breakdown rescue team for their loyal customers. At the heart of it all is their multi-story Lint Logistics Warehouse, which provides effective stock management and a clear tracking system through an internal barcode and QR code system, enabling us to provide a consistent and efficient service to all our customers.

All products and services have also been inspected and controlled for quality to ensure they meet the high internal standards. YonMing’s fleet of over 160 delivery vehicles ensures that the company provides all local customers the pleasure of same-day deliveries. Since 2017, YonMing has been using their own cloud-based Customer Relationship Management Systems, CRM, and Enterprise Resource Planning Solutions, ERP, for integrated real-time view of company processes, resources, and commitments, enabling them to effectively and efficiently manage the business in this fast-paced industry.

Through our partnership with Shacman China for truck distribution, YonMing aims to expand their product range and services offering into the trucking line. YonMing is on record for being the first authorised distributor of Shacman trucks with CKD assembly in Malaysia. Beyond Malaysia, YonMing Group is also known to be growing from strength to strength with related subsidiary brands.

As it is commonly accepted that the driver has the most impact on the bottom line of any transport business, YonMing has made it a point to also provide in-depth familiarisation training. On the day two customers, Direct Express and City Zone Express, received their new trucks, YonMing made it a point to conduct their driver training. “We do this on-site and with everyone involved in running the truck, including the workshop staff and the fleet manager. This is important as it ensures maximum uptime and the optimum profitability,” said Kau Chez Ching, Area Manager of YonMing and Sales General Manager of Shaanxi Trucks Sdn Bhd, which is the distributor of Shacman trucks and a subsidiary of YonMing.

Consistently Dependable

For many fleet operators, brand loyalty is earned over time. In the case of Shacman, it is a relationship built not on marketing promises, but on years of operational proof across demanding routes and evolving business needs.

Transitioning them after a set number of years from long-haul duties to shorter domestic operations as they age, we don’t have any problems.

The journey began in 2012, with the introduction of early Shacman models into the fleet. At the time, the decision was pragmatic: moving away from reconditioned trucks and exploring a more cost-effective alternative. What followed, however, was not just a shift in procurement strategy, but the start of a long-term partnership. “I started with the Shacman F3000 when they first launched, upgraded to M3000, then X3000. With every model that they release, I can see that they have improvements and that's why I believe on my Shacman,” said CZE General Manager, S Pirithivaraj.

According to him, what stands out is the consistency in product evolution. Rather than remaining static, Shacman’s lineup has shown steady refinement in performance, efficiency and usability. For an operator running intensive cross-border routes, easily clocking up to a million kilometres per unit, this progression matters. Trucks are not just assets; they are revenue-generating tools that must endure long-haul stress while maintaining reliability.

Equally critical to the experience has been the support ecosystem. A strong service and maintenance network has proven to be a decisive factor. Centralised data tracking and coordinated aftersales support allow issues to be identified and addressed quickly, even when trucks operate far from base. This level of operational visibility translates into reduced downtime and more predictable fleet performance—key considerations for any logistics player.

“We actively manage the fleet. We know that the climate we operate in is also adding stress to the material. While the trucks have been pushed hard, transitioning them after a set number of years from long-haul duties to shorter domestic operations as they age, we don’t have any problems,” Pirithivaraj stated. Even



after eight to nine years of service, their continued usability speaks to a level of durability that justifies the investment. At the same time, natural wear and rising maintenance costs underline the importance of timely fleet renewal, thus, five new Shacman trucks were handed over on that day.

According to Pirithivaraj, the relationship has never been one directional. “We have given constructive feedback, particularly on durability in earlier models.” This has been part of the dialogue the transporter has with YonMing. In turn, such engagement helps YonMing to further fine-tune their offerings, resulting in improvements in newer models. “And these enhancements ensure that we remain competitive, thanks to the Shacman trucks we deploy,” he concluded.

Ultimately, the Shacman story here is not about perfection, but progression. It is about a brand that has grown alongside its customer—adapting, improving and proving its value where it matters most: on the road.





Automotive Maintenance and Repair 2026 Exhibition Highlights Changing Needs for Commercial Vehicle Aftermarket

The Automotive Maintenance and Repair 2026 exhibition, held in April, featured over 1300 exhibitors across three halls of the Capitol International Exhibition and Convention Centre. Overall, there has been a 20 percent increase of participation in comparison to the 2025 edition. A total of 80 000 square metres of exhibition space was taken up, with 49 fringe events happening over the three days.

In the context of the aftermarket ecosystem, the exhibition covered various key elements, including talent development, skill showcases, and international cooperation. AMR was originally very much focused on automotive maintenance and repair, but as the show progresses, the coverage expanded over the last five to six years. It is now progressing towards serving both internal combustion engine vehicles and new energy vehicles as well.

In Hall B3, AMR 2026 hosted the commercial vehicle and road transportation equipment area. It was an extension from the previous year's road transport equipment. This year, there a lot more focus was given on the trucks that actually bring the cargo to different parts of the world. Participating exhibitors showcased trucks, services needed around trucks and equipment used by transporters. The dedicated exhibition area focused on industry transformations, sustainability, and technological innovations. Key features included:

- Smart Logistics & Connectivity: Showcasing vehicle-to-infrastructure communication, low-carbon transportation solutions, and intelligent fleet diagnostics.
- Advanced Equipment: Displays featured the latest leading commercial vehicle models, unmanned delivery vehicles, and cargo fastening tools.
- Interactive Showcases: Included driving simulators, driver training technology, and professional skills competitions for the transport industry

Of particular interest within this specialised area was Neolix. Neolix is a leading autonomous vehicle developer, manufacturer and service provider from China. Especially in Northern China, there's a lot of emphasis on relying on autonomous delivery vehicles, like those on display by Neolix, to complete inner city deliveries, short distance logistics solutions, and last mile deliveries as well. Nowadays, such autonomous vehicles are a common sight on Beijing's roads.

Mega Trends as seen by JAC

One of the exhibitors, representing a JAC dealer, offered insights into the strategic thinking of the brand going forward in view of current market conditions. In general, the two mega-trends are the electrification of transportation and an enforced push into export markets by Chinese OEMs. "The new energy market may cross the base point and enter the main line. It will occupy half of the domestic market. We predict that by the end of 2030, the growth rate of new energy vehicles will increase by 50 percent," Asian Trucker was told.

What JAC (China) is observing is that the specifications of commercial vehicles are drastically changing. With the continued increase in demand for last mile delivery, vehicles need to be designed to cover more, but shorter distances, be able to operate in urban areas which are often characterised by narrow alleyways and strenuous start-stop traffic.

To address these changing needs, the electric vehicle on display represented JACs response. Its main recommended use scenarios are to re-stock supermarkets, express delivery and courier services. The battery can last up to eight years and 600 000 kilometres.

JAC guarantees a long-lasting battery life in the city; the drivetrain boasts a 7-speed automatic transmission, which is powerful and efficient. It uses JAC's own flat-line electric motor, accelerating the vehicle from 0 to 50 km per hour in six seconds.

"Naturally, the new vehicles, addressing current trends for vehicles used in these applications also shapes the needs for repairs and maintenance. This is why this exhibition is very important," Asian Trucker heard.

Fringe Programme Highlights

The AMR 2026 featured a comprehensive fringe program, including a series of targeted vocational skills competitions and training workshops. Realising that the industry will continue to depend on young, skilled labour to enter the workforce, these sub-events celebrated their respective disciplines in order to highlight their contributions.

Key competitions and fringe events from the 2026 edition included:

- 3rd Automobile Paint Finishing Vocational Skills Competition
- Automobile Wrapping Film Creative Skills Competition 2026
- 2nd Automotive Maintenance Case Competition Grand Finals
- National Vocational Skills Competition (Paint Finishing & ADAS Calibration)
- National Creative Film Application Skills Contest

The expo also hosted concurrent forums and events, including the Eighth Automotive Aftermarket Conference, NEV Electronics Technology Forum 2026, and daily hands-on training workshops for intelligent maintenance and repair

Attracting International Brands

China and Germany have a long since had good relationships in the automotive industries. Leveraging on this was Laudin Internationaler Handel GmbH, which took up a prominent booth at AMR 2026. leading provider of used and core replacement parts for automobiles in retail and wholesale. Our mission is to deliver high-quality auto parts that not only enhance the performance of your vehicles but also reduce environmental impact through reuse and recycling.We give used spare parts a second life," Joachim Lüders, Sales Representative, Laudin Internationaler Handel, told Asian Trucker.



With a strong focus on the commercial vehicle market, Laudin Internationaler Handel sources their parts through various channels. One would be to acquire overstock. Another way is to purchase old parts from workshops which cannot sell these parts to their existing clients. Thirdly, used parts are sourced for remanufacturing.

Before being offered to customers world-wide, Laudin Internationaler Handel makes sure that the part is in perfect working condition, mechanically and electronically. Lüders and his colleagues have been active in the Chinese market, participating in several exhibitions organised by Messe Frankfurt. "We see that there is a trend emerging here in China, whereby our offering is being increasingly in demand." While positive about this development and the opening up of new opportunities in China, he also said that the Chinese market can be very difficult to operate in as the competition is extremely price-driven and communication is not always easy.

Using AMR 2026 for trade facilitation in the other direction was Zhejiang Huabang Machinery Co Ltd. Founded in 1985 and located in Yuhuan City, Zhejiang Province, boasts production facilities of 80 000 square meters, and almost 600 employees.

Discussing the current situation with Asian Trucker was Nina Wang, Sales Manager. "I want to first get more



customers and second to represent our company here. Plus, we want to get our semi-industrial companies to see our factory, and to know what we are doing right now." The company specializes in the production of automotive suspension and steering components, including ball joints, control arms, stabiliser bars, tie rods, tie rod assembly and other series of products.

Wang said that the war in Iran, as part of the global economic situation, is posing a severe challenge. Firstly, according to her, price wars are common in their market. "Because of the war, raw materials, such as aluminium, are very expensive now." She added that prices should be increased as a consequence, but this would not be accepted by customers. "However, this morning I have already had interesting discussions with potential clients from Poland, who are seeking new suppliers."

The 74th edition of Auto Maintenance and Repair Expo (AMR) concluded on 15 April 2026. With a core purpose of leveraging its legacy within the industry to advance a sustainable future, the three-day show delivered a platform combining trade, information exchange, industry services and talent development. Through its comprehensive coverage and extensive fringe programme, the show addressed evolving industry needs on the path of innovation, creating a platform that encourages dialogue and exchange for a more integrated value chain spanning from OEMs to aftermarket service centres and maintenance shops.



CAPAS 2026 Concludes Collecting Resources for Supply Chain Innovation in Southwest China's Automotive Industry



The 12th edition of the Chengdu International Trade Fair for Automotive Parts and Aftermarket Services (CAPAS Chengdu) concluded successfully at the Chengdu Century City New International Exhibition and Convention Center.

Mr James Yu, General Manager of Messe Frankfurt (Shanghai) Co Ltd, said: "Taking place in the Chengdu-Chongqing Dual-City Economic Rim, CAPAS Chengdu continues to expand its capabilities for Southwest China's automotive industry. The fair connects manufacturers with aftermarket services, as well as promotes domestic and overseas trade. The 2026 edition again spotlights new energy technology and intelligent driving, this time with a bigger focus on advancements in the commercial vehicle sector and wider growth of a green circular economy in the supply chain. In addition, the integration of motorsport, overlanding, and a vintage car showcase is set to create more engagement in the modifications segment."

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

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

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

CAPAS gathered 16 Sichuan pavilions, with additional pavilions from Chongqing, Hebei, Guangzhou and other regions in China. Sichuan Nanchong Kanghuan Heat Exchanger Co Ltd, representing the Nanchong pavilion, praised the show. Mr Zhang Duan, Director, said: "The company has exhibited over ten times as we believe CAPAS is an efficient platform for demonstrating technology and finding customers. We have met potential buyers from the Sichuan and Chongqing engine manufacturing sector and its supporting industries, and potential customers from Malaysia and Sri Lanka have shown strong interest in our products."

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

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

Is a Complete Overhaul of the Things change.



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We know that, and oftentimes, technological advancements would necessitate amends to be made in the laws governing road transportation as well. Malaysia's road transport laws are primarily governed by the Road Transport Act 1987 (Act 333) and the Land Public Transport Act 2010, which are enforced by the Road Transport Department (JPJ). Together, these statutes regulate vehicle registration, licensing, traffic rules, and severe penalties for driving offences. Over the past months, legislation has changed to accommodate recent developments.

However, maybe it is time to start from scratch and to re-write the law to meet the needs of today's road transportation ecosystem? Considering how far we have advanced since 2010 even, the implications of technological advancements and external factors, we may want to question the validity of many processes and laws.

As one example, the issue of permissible axle loads is a recurring one. Today, we have highly sophisticated axles available that can take more load than what is currently allowed. Even if we don't want to exceed the Gross Vehicle Weight, this may help in reducing the number of axles used on a truck / trailer. Ultimately, this will result in cost reduction for the transport owner. In a similar fashion, the way freight rates are calculated may be more than due for an overhaul. In many conversations with industry leaders, I hear that there is a direct correlation between the (inadequate) freight rates and overloading.

Another issue that is being highlighted is the need for a good dozen of authorities and institutions being involved in getting a truck on the road. Certainly, there is a need for proper processes; these procedures would have made sense when they were put in place but may have since become obsolete.

The drastic changes brought about by the electrification of transport will need to be considered in the law as well. With this new propulsion system now finding a way into everyday transportation, there are new sets of challenges and requirements law-wise: what about electricity theft? Do we allow BEV a higher GVW, since the battery is heavier than a Diesel engine? Have we thought of the illegal dumping of old batteries? These are the things that keep the industry awake at night.

The next extreme impact on the industry is already making itself felt: autonomous vehicles are being deployed in trials. Again, these vehicles bring with them their own set of problems as well as opportunities. While the development of commercial vehicles in the past decades might be described as incremental, requiring periodic adjustments of the law, this new technology could need a new set of laws. For instance, the issue about the insurance is oftentimes heavily debated as any accident caused could be either attributed to the vehicle being faulty in its programming or the operator, making it a user error. Who should need to be insured? The OEM or the operator still as we do today?

Considered as a true structural reset, Victory in Australia has, in 2010, replaced the previous framework and reorganised the entire system via the Transport Integration Act 2010. Meanwhile, the European Union is addressing changes through the ongoing "Mobility Package", dealing with green transport reforms, digital freight rules. These reshape the system significantly, but via directives and amendments across member states, as it is a trade bloc.

Modern road transport should be governed by legislation that is as up-to-date as possible. It is understood that this is not an easy task and that the wording of laws needs to be carefully considered before passing them. What I can see though is that modern trucks are fundamentally different, following radial paradigm shifts in their design, thus requiring rules and regulations to be updated at the speed we are now implementing New Energy and Autonomous Vehicles.

Palm Oil Transporters Sign Pact for Road Safety



During MCVE 2026, on Friday 16th, Palm oil transporters nationwide united in a collective commitment against overloading, formally signing a pact to uphold legal tanker payload (BDM) compliance in the interest of safety, legality, and industry integrity.

The meeting was hosted by MPOT, which stands for Malaysia palm oil transporters. MPOT is a working group of 20 palm oil tanker operators. According to their spokesperson, this group is for palm oil tanker operators only. The group was formed on 5th Sept 2014 and founded by Jimmy Sidhu of Sidhu Brothers. Currently it's also lead by Sidhu, Commercial Director, Sidhu Brothers Sdn Bhd.

According to him, there is a total 488 MPOB licensed transporters, although not all of them are involved in palm oil transportation as many are in oil palm (FFB) transportation. Both require the same types of license. "I reckon there are approximately 200 palm oil transporters (tanker operators) including S&S," Sidhu told Asian Trucker. The meeting concluded with a total of 32 palm oil transporters having signed the NO OVERLOADING PACT during the meeting.

85 years of MANN-FILTER

MANN-FILTER celebrates 85 years of success: it began in 1941 when Adolf Mann and Dr. Erich Hummel founded what was then Filterwerk Mann & Hummel. From the very beginning, MANN-FILTER was a central component of this development, even though the trademark itself was only officially registered ten years later, in 1951. Today, MANN-FILTER can look back on 85 years of brand identity and filtration excellence.

An anniversary with an eye to the future: 85 years of MANN-FILTER means tradition and progress in equal measure. "We thank our customers, partners and workshops worldwide for their long-standing loyalty. With more sustainable materials, innovative technologies and a clear focus on quality, MANN-FILTER is shaping the filtration of the future – responsibly, powerfully and ready for the coming decades," said Cédric Dackam, President & General Manager Automotive Aftermarket.

Hendrickson Introduces ELECTRAAX, Powered by Driventic

Hendrickson, a global leader in reliable ride solutions for the commercial transportation industry, is introducing ELECTRAAX, powered by Driventic, a high-efficiency, lightweight electric drive axle engineered for Class 6–7 school bus and medium-duty truck applications.

ELECTRAAX features a fully integrated ePowertrain that combines the axle, single-speed gearbox, motor, and inverter into one system to maximise efficiency. This design helps deliver up to 94 percent system-level efficiency, which can extend vehicle range and reduce energy requirements based on internal testing.

The fabricated, modular architecture is designed for ultimate flexibility, with a wide range of track width, gear train, suspension, and brake options to align with diverse chassis platforms and vehicle specifications. This integrated system design combined with a lightweight fabricated axle housing helps address EV weight and efficiency targets by reducing system mass, helping extend range, enabling potential battery reduction, and supporting lower total cost of ownership.



Key design advantages include:

- Full motor torque regenerative braking, helping maximise energy recovery
- Single-speed gearbox design, reducing friction and weight compared to multi-speed gearboxes

ELECTRAAX is purpose-built for Class 6–7 medium-duty commercial vehicles, focusing on school buses and pickup-and-delivery trucks (including food, beverage, and last-mile).

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