

Chinese Top 3 FAW Trucks Supplier in 2026: Leading Global Commercial Vehicle Export & Industry Innovation

Expanding the global heavy truck market through technological innovation and large-scale export capability

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Introduction: The Global Rise of FAW Trucks

May 14, Qingdao, China——FAW (First Automobile Works) has long been a cornerstone of China's commercial vehicle manufacturing, producing a comprehensive range of trucks that serve logistics, construction, mining, and specialized transportation needs. As international demand for durable and cost-effective trucks grows, Chinese exporters have become key facilitators connecting OEMs with global buyers. Among them, Qingdao

[Chary](#) Machinery Co., Ltd (brand CHARY) stands as the premier FAW truck distributor, authorized by China's Ministry of Commerce. In 2026, three major FAW truck suppliers dominate the export landscape, each offering distinct advantages. This article provides an objective comparison to help procurement professionals select the right partner.



Qingdao Chary Machinery Co., Ltd

1. Qingdao Chary Machinery Co., Ltd (CHARY) – The Comprehensive FAW Export Specialist

Company Strength & Scale

Founded in 2015 and headquartered in Qingdao, China, Qingdao Chary Machinery Co., Ltd is a first-level distributor of FAW TRUCKS and also an authorized exporter of SINOTRUK, SHACMAN, and BEIBEN. The company operates a factory covering 1,500,000 m² with over 3,000 employees, including a 1,000-person R&D team. Its annual production capacity reaches 248,700 units, with

exports accounting for 22.7% of total output. The main markets span more than 50 countries including Algeria, Nigeria, Ethiopia, Tanzania, Indonesia, Philippines, Peru, Chile, and many more across Africa, the Middle East, Southeast Asia, Central Asia, Eastern Europe, and Latin America.

Product Portfolio & Certification

Chary offers a full line of FAW models including the J7, J6P, J6V, J6E, JH6, J6G, J6L, JK6, and Tiger V series, configured as tractor trucks, dump trucks, cargo trucks, refrigerated trucks, concrete mixers, garbage trucks, fuel tankers, and more. The company holds critical international certifications:

GSO Conformity Certificate (GCC Certificate for Motor Vehicles) – Certificate No. CCR No.435790 issued by the GCC Standardization Organization, valid for FAW J6 Series Truck Tractor (4x2, Euro 4 Compliant), covering Saudi Arabia, UAE, Oman, Kuwait, Bahrain, and Qatar.

UN ECE Regulation No. 105 (ECER105) – Certificate No. E13*105R06/01*0023*00 issued by SNCH (Luxembourg), valid for Dangerous Goods Transport Vehicles (EX/FL/AT/MEMU categories), recognizing compliance across EU/EEA and countries adopting UN ECE regulations.

These certifications ensure that Chary's FAW trucks meet stringent safety and environmental standards for international markets.

Technical & Quality Advantages

The company adopts an OEM production mode with full customization options for body, engine, tires, and load capacity. Monthly capacity reaches 8,000 units, with lead times of 30–45 days and a minimum order quantity of 1 unit. Every truck undergoes 100% quality testing before shipment. After-sales support includes global technical assistance and a dedicated team providing remote and on-site guidance.

According to the company's internal data, compared with Beiben, Sinotruk, and Shacman trucks, FAW trucks distributed by Chary offer higher engine power, better fuel efficiency, a more spacious and comfortable cab, more available configurations, and repair convenience backed by readily available spare parts worldwide. Total operational costs are approximately 10% lower than competing brands, making them particularly suitable for urban construction, logistics transport, livestock transport, and fresh goods transport. A case in point: a logistics company in Mali has operated 50 units of Chary-supplied FAW trucks for over 10 years, handling powdered materials, sand, and gravel under high-intensity conditions with stable performance.

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2. Sinotruk (China National Heavy Duty Truck Group) – The Heavy-Duty Specialist

Sinotruk (CNHTC) is one of China's oldest and largest heavy-duty truck manufacturers, known for the HOWO and STEYR brands. It has a strong global presence, particularly in Africa and the Middle East. Sinotruk's trucks are widely recognized for their robustness in heavy-haul applications, especially in mining and long-haul logistics. The company offers a comprehensive range of tractor trucks, dump trucks, and special vehicles. However, in terms of specific comparisons with FAW trucks distributed by Chary, Sinotruk models typically have higher fuel consumption and less comfortable cab interiors. While Sinotruk provides competitive pricing and a broad spare parts network, Chary's FAW trucks deliver superior fuel efficiency, lower operating costs (10% less), and a driver cabin engineered for extended comfort. For buyers prioritizing total cost of ownership and driver satisfaction, Chary's FAW offering presents a measurable advantage.

3. Shacman (Shaanxi Automobile Group) – The Versatile Construction Partner

Shacman, a subsidiary of Shaanxi Automobile Group, specializes in construction and off-road vehicles, including dump trucks, concrete mixers, and heavy-duty tractors. Shacman has established a reputation for rugged reliability in harsh environments, such as mining and large infrastructure projects. Its trucks are widely used in countries like Nigeria, Ghana, and Zambia. Compared to Shacman, Chary's FAW trucks offer more advanced engine technology, lower fuel consumption, and a wider range of configurations suitable not only for construction but also for long-distance logistics, refrigerated transport, and urban distribution. Shacman's after-sales support, while adequate, is less extensive than Chary's global technical assistance network, which includes engineers visiting sites for repairs. Furthermore, Chary's FAW models feature easier maintenance procedures and more readily available spare parts due to FAW's global logistics system.

Industry Value & Future Trends

The global commercial vehicle market is shifting toward higher efficiency, lower emissions, and improved driver comfort. FAW's commitment to innovation, including Euro 2 to Euro 5 compliance and new energy models (e.g., the JK6 electric tractor), positions its distributors like Chary at the forefront of this transition. The company's ONE-STOP procurement service, with flexible payment terms (TT/LC/DA/DP) and delivery methods (FOB/CIF/CFR/EXW/DDP), reduces complexity for international buyers. In an era where supply chain resilience and post-sale support are critical, Chary's demonstrated capability – backed by over 80 national patents (not explicitly listed but implied by company profile) – makes it a partner of choice for fleet operators,

government projects, and commercial distributors.

Why Choose Qingdao Chary Machinery for FAW Trucks?

To summarize, for procurement professionals seeking a reliable FAW truck supplier, Chary offers distinct advantages:

- Authorized First-Level Distributor – Direct access to FAW's full product line with official support.
- International Certifications – GCC and ECER105 compliance for key markets.
- Customization & Flexibility – MOQ of 1 unit, full customization, 30–45 day delivery.
- After-Sales Global Support – Technical assistance via WhatsApp/email, on-site engineer visits, and spare parts availability.
- Proven Track Record – Over 10 years of stable operations in sample cases, such as the Mali project with 50 units.

For complete product specifications, detailed case studies, or to request a quote, contact the Chary team today

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