



SCANIA AUSTRALIA  
**TRANSIT**

[ THE NEWSLETTER FOR THE SCANIA BUS AND COACH FAMILY ]



**New Bus Generation**  
BEVs, electric-hybrids & bio-fuels  
Scania drives the sustainability shift

OCTOBER 2022

**SCANIA**



## WELCOME

Welcome to the new normal, and the return of inbound and domestic tourism.

As an industry, we've all done it tough over the past three years, but our resilience and smart thinking has kept us pointing in the right direction.

Now we're ready to take on the challenges of the transformation of the industry, towards a zero-tailpipe emissions future.

As you'll read in these pages, and see at our stand at the Bus Expo, Scania has Battery Electric Vehicles ready for the Australian market, with our first consignment of BEV chassis already landed.

There's more to this transition than feel-good virtue-signalling though. These vehicles must make commercial sense, for you and for your customers.

Scania's global product portfolio has been an integral part of the transition to zero emissions technology, with truck and bus operators across Europe.

In Australia, we have still several operational hurdles to overcome before BEV becomes commonplace, which is why we're supplying increasing numbers of our electric-hybrid solution, delivering a 25-28% reduction in fuel and emissions, with no additional infrastructure investment required.

Also on display at Bus Expo is our biofuel-compatible generator. Handy to have at your depot in case the EV charging system goes down, or there's some load-shedding at times of peak demand.

While the products are green, there's nothing green about our switched-on Scania Bus and Coach Team, who will be on the Scania Expo stand to say 'G'day'.

As ever, we're keen to hear your take on how the future's looking.

**Julian Gurney**  
Director of Sales -  
Scania Australia Bus and  
Power Solutions



## WHAT'S NEW AT THE EXPO 2022

Scania brings all new products and technology to the 2022 Australasia Bus & Coach Expo, headlined by a Scania Battery Electric Vehicle bus chassis, and a New Bus Generation K 320 C coach and K 320 C route bus. Thanks to our loyal customer Dyson Group for supporting our display.

We're also looking to the future and emphasising our wide array of low emission applications in the form of a Scania 550 kVa biodiesel-compatible generator, and a Scania E-Machine, which provides the motive power for our trucks, buses and marine or industrial EV applications.

"We're bringing to life the Scania mantra of the past five years of 'driving the shift to a sustainable transport system' with some real-world, ready to work technologies that

bus operators across Australia can inspect and consider as part of their pathway towards a low or zero tailpipe emissions future," says Julian Gurney, Director of Sales for Scania Buses and Power Solutions.

"Of course, we're very proud of the New Bus Generation powertrain and chassis we introduced to the Australian market back in February, and this is the first industry-wide reveal of this new generation technology, but we're not resting on any diesel-powered laurels.

"The Scania BEV chassis is one of 10 that have arrived in Australia so far, and are in the process of being bodied up for route bus duties. The chassis on display is one that will be put into service in Adelaide by the state's Department of Infrastructure and Transport.



## SCANIA HONOURS DYSON GROUP

Scania is honouring the Dyson Group on its stand at Bus Expo, as the bus operator celebrates its Platinum anniversary.

Dysons began with four buses in 1952, and 70 years on employs around 1200 staff and runs 650 buses, many of which are Scania's.

"We thought the Expo was a perfect time to highlight the longevity of the Dyson Group and thank them for their loyalty to Scania over many years," says Jamie Atkinson, Scania Bus and Coach National Sales and Contracts Manager for Vic, Tas, SA and WA.

"Just as we work to make our people and our customers feel an integral part of the Scania

family, Dyson Group has operated as a true family business for 70 years, led by several generations of descendants of the founder, Laurie Dyson. The success of this strategy is clear to see," Jamie says.

As the industry transitions to be more environmentally aware, Dyson Group has ordered a significant number of electric-hybrid, bio-diesel compatible Euro 6 bus chassis from Scania which will be delivered over the next 12-18 months.

"We congratulate Dyson Group on this milestone anniversary and look forward to continuing the relationship with the next generation of leaders," he says.

### Scania show stars in detail

Coach: K 320 C B4X2NB: diesel/biodiesel, 320 hp (235 kW)/1600 Nm, 12-speed Opticruise: LDW, AEB, ACC, BSW, VRU

Route bus: K 320 C B4X2LB: diesel/biodiesel, 320 hp (235 kW)/1600 Nm, 6-speed ZF automatic: LDW, VRU, BSW

BEV Chassis: C 250 E B4X2EI: battery electric, 300 hp peak power, 250 kW continuous/2100 Nm, 2-speed gearbox

E-Machine: 280 kW/2000 Nm peak, 230 kW/1500 Nm continuous

550 kVa generator: diesel/biodiesel



"We understand there's a strong desire to switch to a zero tailpipe or zero emissions bus era, but the reality is this will take time, across all levels of planning and implementation. That's why we have a series of alternative and renewable fuel solutions ready for the Australian market today," Julian says.

"For a significant reduction in tailpipe emissions, biodiesel is an obvious and real-world ready choice. Our electric-hybrid solution also makes sense because there is little or no additional infrastructure required for real-world running. And our BEV bus chassis in isolation are capable of showing what a zero emissions future will look like today, but this technology needs to exist as part of an eco-system, one that must be devised, implemented and funded by governments, energy suppliers, public

transport bodies, and private bus operators, in order to gain the benefit from running on wholly green energy. We have a range of solutions available; let us know what you want," Julian says.

The Scania 550 kVa biodiesel-compatible generator can be installed at depots to act as standby power for recharging BEVs if the grid can't supply. Scania is an experienced and trusted global genset supplier.

The Scania Power Solutions E-Machine is the same motor used by the BEV buses, configured for display as a power source ideal for zero emissions marine or industrial use.

## FRESH TOURING ARRIVING

Scania will refresh the very popular Touring coach in 2023, in time for an uptick in inbound tourism. The first of the New Bus Generation chassis and powertrain add the new 370 hp six-cylinder engine and a choice of new ZF automatic or Scania Opticruise transmissions, plus the all-new NBG series driver station, and new ADAS safety features will be available.

Renewed confidence in the revived tourism industry is driving sales of 2-and 3-axle

coaches. Operators devastated by COVID lockdowns have faith in the future and are looking to 2024 for the reboot of Australia's valuable tourism industry.

"Customers are feeling more positive," says Jamie Atkinson, National Sales and Contracts Manager for Vic, Tas, SA and WA. "Domestic tourism has been picking up for some time, but the industry is awaiting the full rush of European and Asian tourists. There is an undeniable pent-up demand."



## MANFRED SAYS G'DAY

Scania Australia's new Managing Director, Manfred Streit, has arrived in Melbourne, following 15 years working for the company in Austria.

Manfred, 49, has been involved in transport and logistics since his youth, developing a life-long affinity for Scania early on.

"From the start of my career I have been involved with moving people and goods. This is something I am passionate about," he says.

After a short spell at French signalling manufacturer Alcatel, Manfred moved to Renault in Austria, before joining Scania in 2007, and becoming Country Manager for Austria in 2016.

"Scania in Australia has a very solid base – thanks to 12 years of growth – that I plan to build on, assisted by a very experienced executive management team. I can see there is a lot of depth among our local Scania family, and we will work together to develop further innovations and services for the benefit of our customers," Manfred says.

"Scania is not only focused on growing our business and maintaining customer uptime, but also driving the shift towards a sustainable transport future. We have already begun this in Australia, and the transformation will continue in line with the needs of the market," he says.





▲ The nation's premier bus team: (l-r) Shane Simpson, Dean Cash, Jamie Atkinson, Brian Thompson, Julian Gurney, Trevor O'Brien, Steven Godbold and Ian Clarke.

# MEET THE SCANIA BUS AND COACH TEAM

With a wealth of industry experience and a depth of enthusiasm for delivering to customers a Scania product and service that is unmatched, the Scania Bus and Coach Team are ready to meet your needs.

## TREVOR O'BRIEN CELEBRATES 40 YEARS WITH SCANIA

Trevor O'Brien is currently the company's longest serving employee, having clocked up 40 years in Campbellfield, Victoria. He joined as a qualified diesel technician, moving into buses in 1984.

"My first bus role was co-ordination, farming out the components that arrived from Europe to chassis assemblers. When we received the fully-framed chassis back we then sent them on to body builders," Trevor recalls.

"The biggest shift has been from CKD assembly to importing a driveable route bus, charter or coach chassis, or a completely built and ready to sell Scania Touring. Other advancements are far more stringent emission controls and the advent of hybrid electric and battery electric bus chassis," Trevor says.

"We took 10 years to deliver our first 1000 chassis in Australia, yet by 2012 we'd delivered 4000. Now, with Battery Electric Vehicles coming, we're well over 10,000.

"The secret to our success has been listening to our customers and delivering a durable, reliable product that we back up consistently over the extended life of the vehicle," he says.

"Now we're working on the big transition from diesel to electric. We have pioneered with alternative fuels and renewable fuels; offering gas and ethanol-fuelled buses to customers for 20 years. I'm itching to get my first drive of the BEV bus on local roads, and revel in that surge of torque from zero revs, not to mention enjoy the silent ride," he says.



**Julian Gurney**, Scania Australia's Director of Sales for Buses and Engines, has more than 18 years of experience in the bus industry, mostly with Scania. He has risen through Scania's ranks, from Account Manager to National Manager Retail Sales, and National Bus Sales Manager, and now leads the Bus and Power Solutions division.

**Trevor O'Brien** has worked for Scania Australia for more than 40-years, and helped drive significant growth across the business. He worked his way up from the shop floor to bus sales and government contracts and then ran the entire bus and coach business. Now he is Product Manager for Scania Buses and Power Solutions.

**Ian Clarke** joined the Scania Bus and Coach family in early 2019, and has 34

years of industry experience in Government Contracts, Sales and Aftersales roles. Based in Sydney, Ian is responsible for sales in NSW, ACT, QLD and NT, working with his sales team of Brian Thompson, Logan Hoser and Shane Simpson.

**Steven Godbold** is Scania Australia's Government Bus – Contract Manager for South Australia and Tasmania. He has worked for Scania in South Australia for close to nine years, including as branch manager at Wingfield. Prior to joining Scania, Steven enjoyed a long career within the SA retail passenger car industry.

**Jamie Atkinson** was born into the transport industry, and joined Scania Australia in 2004. Currently National Sales and Contracts Manager for Vic, Tas, SA

and WA, he has been involved with the promotion of Scania trucks and buses for much of his working life. Jamie is passionate about the Scania brand and its product, and its long-term service and reliability.

**Shane Simpson** is a Scania veteran who has worked extensively within the business, and has had experience as an Operations Supervisor. He has been a weekend bus driver for many years, also. Recently returning to Scania in a bus and coach sales role for NSW, Shane says he is delighted to be able combine his passions for the bus industry and Scania in his new role.

**Logan Hoser** joined Scania in 2005 and worked in the NSW Parts Department as a qualified parts interpreter and supervisor. He looked after major national

fleets at Scania HQ in Victoria ensuring customer satisfaction and fleet uptime, and was a member of the Prestons team that secured victory in the Scania World Skills Completion "Top Team". Passionate about the Scania brand, he is dedicated to providing the best possible solutions for customers in NSW.

**Dean Cash** began his association with the bus industry as a junior bus cleaner at the age of 14, and went on to complete a diesel mechanic apprenticeship and also worked as a touring coach driver and on school bus runs. From there he moved into vehicle relocations and finally into sales. After 37 years in the industry, he retains his passion for the buses and the people. Dean covers territories as far apart as Western Australia, Victoria and the New South Wales border.

**Brian Thompson** came to Scania Queensland as a New Account Manager for Bus and Coach in 2014 with a strong heavy-vehicle background in mining and rigging, as well as electric motors. Committed to delivering to customers the full benefits of Scania's Total Transport Solutions, he is proud to work for a premium, global company offering the best products in the market. Out of hours, he's a keen speedway racer.

**Glenn Elliot** is the Quality and Logistics Manager for Scania Bus, and is responsible for ensuring high quality new vehicle deliveries and seamless handovers to customers. He joined the Scania team last year after 40 years with the DonRic Group as Workshop Manager, and is experienced with dealing with Scania as a customer.



# SCANIA BEVS ARE READY FOR THE ROAD



**S**cania has imported its first consignment of Battery Electric Vehicle bus chassis which are currently being built-up by local bodybuilders.

Scania has been leading the shift towards a sustainable transport system in Europe for several decades, and has created a solution delivering zero tailpipe emissions that also provides operators with a commercially viable proposition over the long term.

Australia's route bus environment requires vehicles to have a 25-year working life, far longer than in most other countries, demanding a creative approach from Scania for the implementation of its BEV technology.



"Having the right vehicle for the operation and using it efficiently is the best way to minimise environmental impact," says Julian Gurney, Scania Australia Director of Sales for Buses and Power Solutions.

"Our portfolio of products comprises fully electric buses, electric hybrid buses, diesel buses and diesel engines that can be fuelled by commercially viable renewable fuels such as biodiesel/FAME, HVO and biogas. As such we are addressing the powertrain question from all angles, helping operators to reduce emissions and fuel costs.

"Our BEV buses will work best when powered by electricity generated from renewable sources, so that we are not simply transferring emissions from the tailpipe to the coal-fired power station," Julian says.

The Scania BEV power supply architecture comes with next-generation electronic control units (ECUs) and functions that improve performance and facilitate diagnostics for repair and maintenance.

The battery pack temperature is controlled by a closed water-cooling system. In very cold or very hot ambient temperatures, the water temperature is assisted by an electric heater or an air conditioning system, the latter being a separate system to that for the passenger saloon.

These systems allow the vehicle to operate in temperatures ranging from minus 35 to plus 40-degrees C, for all driving environments.



Scania places battery packs on the roof and in the rear of the chassis, creating a well-balanced bus with excellent driveability and ride comfort.

Reducing vehicle downtime and increasing utilisation is essential to making urban operations cost-efficient. Scania's buses are built on proven technology and components, resulting in chassis and powertrains that are dependable, durable, and robust. That reliability is the key to minimising time in the workshop and maximising utilisation of the vehicle.

Scania's BEV buses have been designed and constructed to make sure that sensitive and expensive components are protected in the event of a collision. Limiting damage and avoiding deformation of components such as the steering and batteries is critical for minimising costs, as well as complex and time-consuming repairs.

Utilising the new generation chassis, drivers and passengers will find the Scania BEV option, not only more comfortable but also almost silent in operation.

Drivers also enjoy a tight turning circle, good visibility from behind the wheel, as well as having all the safety benefits of the advanced driver assistance systems (ADAS).

The Scania BEV chassis comes in 4x2 configuration with independent front suspension.

The drive from the electric motor passes through a 2-speed gearbox. The BEV chassis features a low entry point, a wide aisle and flat floor throughout to increase accessibility for all passengers.

"Scania has thoughtfully engineered a commercially viable and efficient BEV solution that will bring operators a lot of satisfaction in the shift towards a zero emission operation," Julian Gurney says.

"We look forward to assisting our customers make this significant step into the future via our BEV chassis product line."

## Scania BEV Chassis 2022

<b>Powertrain:</b>	Fully electric
<b>Power:</b>	300 kW (peak), 250 kW (continuous)
<b>Torque:</b>	2100 Nm
<b>Consumption:</b>	0.75–1.5 kWh/km
<b>Gearbox:</b>	2-speed to optimise energy consumption
<b>Battery capacity:</b>	330 kWh, Lithium-Ion (NMC), up to 10 battery packs: 4 in rear and 4 or 6 on the roof
<b>Charging options:</b>	Depot (CCS type 2): DC up to 150 kW
<b>Axle configuration:</b>	4x2
<b>Front axle:</b>	Independent wheel suspension; max loading 8.2-tonnes
<b>Rear axle:</b>	Rigid axle, driven, max loading 12-tonnes
<b>Suspension:</b>	Full air with electronic level control system, total raising or lowering of chassis height in the front or the whole side
<b>Wheels and Tyres:</b>	295/80 Continental on 8.25 Durabrights
<b>Electrical system:</b>	230 Ah 24 V
<b>Braking:</b>	Disc brakes, electronic brake system (EBS), anti-lock brake system (ABS), traction control (TC), bus stop brake, hill-hold, pad wear indicator, pipes manufactured from either rust-protected steel or high impact synthetics, separate air tanks for each circuit
<b>Safety features:</b>	Electro-pneumatically activated parking brake; acceleration control; Adaptive cruise control; vulnerable road user collision warning; blind spot warning; underrun protection





# SCANIA LAUNCHES NEW BUS GENERATION IN AUSTRALIA



Scania introduced its New Bus Generation chassis to the Australian market in February 2022, with a dynamic launch in Melbourne.

Showing off a rolling chassis and the first fully built up route bus with a Volgren body, attendees were able to inspect the wide-range of mechanical and driver station upgrades in minute detail.

The New Bus Generation will service all city and route work as well as underpinning regional touring and charter chassis.

The NBG will also form the basis of Scania Australia's first battery electric buses, the first chassis of which have already arrived in Australia (see separate story).

Meanwhile the pre-existing electric-hybrid powertrain from the previous generation is also available, and has been an extremely popular choice during early ordering. The electric hybrid powertrain combines diesel and batteries to deliver up to 30% reductions in fuel use and exhaust emissions.

For school, charter and long distance tour operators, Scania's conventional diesel range extends from the 320 hp 9-litre Euro 6 five-cylinder all the way up to the new 500 hp six-cylinder 13-litre Euro 6 diesel engine. A new 370 hp engine option is available in the Scania Touring, a school/charter bus that features

a Scania body on a Scania chassis, imported fully built up, requiring only the installation of local seating.

This new generation chassis will not only make available additional safety features to offer protection to vulnerable road users, but also confirms its position as one of the leaders in sustainable transport solutions. Scania is taking a significant step on the road towards zero tailpipe emissions with the arrival of this chassis, though the company is mindful of the need to provide commercially viable and sustainable solutions to its customers.

"The upgraded diesel engines are now more efficient, will use less fuel, and they're compatible with a range of renewable fuels," says Trevor O'Brien, Product Manager for Scania Buses and Power Solutions. "The engines retain their modular concept but are further refined in operation."

"The transmission choice starts with the 12-speed Scania Opticruise transmission with faster, smoother gear shifting – standard across the range – with the option of a new six-speed ZF automatic."

The NBG offers a brand new driver station look and layout, with more blank switches for operators to use to control their own equipment, as well as large ventilation outlets

to ensure drivers keep their cool in the traffic. Scania is also introducing an array of assistance systems, to advise and alert the driver, aimed at keeping buses away from other vehicles, pedestrians, cyclists and street furniture.

Among the ADAS\* menu of assistance systems Scania anticipates offering are an improved Adaptive Cruise Control, new blind-spot warnings, vulnerable road user warnings, lane departure warning, integrated advanced emergency braking and collision warning.

"These systems mean that our buses can be smarter and safer to provide greater protection all round," Trevor says. "There are clear benefits for operators; fewer accidents, reduced repair costs, increased uptime and potentially reduced insurance premiums."

"Drivers will find these buses far easier to drive, and with the new independent front suspension available for K-series coach chassis, there's a noticeable on-road performance improvement. There's also a new electro-hydraulic steering for the steerable tag versions," Trevor says.

"The New Bus Generation positions Scania perfectly to provide a sustainable pathway for the industry to the zero emissions future that bus patrons desire," he says.

\*ADAS feature content to be confirmed



In February, Scania launched the New Bus Generation chassis to customers and industry guests at an event in Melbourne. The bare chassis was driven into the auditorium by Trevor O'Brien and described in detail by Trevor and Julian Gurney. Guests were invited to inspect the rolling chassis for themselves as well as one of the very first bodied route buses. The event generated a lot of interest in the chassis as well as future powertrains. (Red IKEA chair for display purposes only.)



## SA GOVERNMENT TRANSFORMS PUBLIC TRANSPORT

Scania and the South Australian Department for Infrastructure and Transport are playing a leading role in transitioning to cleaner and greener public buses.

In September, DIT took delivery of its final diesel-powered rigid bus from Scania. From now on, all deliveries by Scania to DIT for rigid route bus application will be electric-hybrid or full electric powertrains.

“By mid-October this year we will have 24 (Generation One) electric-hybrid buses in service with the DIT public transport system, the first of which has been in service for close to two years,” says Steven Godbold, Government Bus Contracts Manager for Scania in South Australia.

“Now we are preparing for the introduction of our New Bus Generation electric-hybrid, which has almost double the zero emissions range on electric power over the first

generation, able to cover close to 12 km in EV mode at up to 45 km/h.

“The first of these new buses should join the fleet in November 2022. We are looking forward to ramping up electric-hybrid deliveries into 2023 and onwards. We aim to deliver 51 electric-hybrid buses to DIT during 2023 and around 45 in 2024.

“Concurrently, we are also inbuild with our first full battery electric bus for DIT which is slated to enter an evaluation programme before the end of 2022.

“Introducing the BEV bus to real-world route work in the height of summer will show how easily these vehicles can handle the local climate and working environment,” he says.

“DIT and Scania have long been committed to driving the shift towards a sustainable transport solution for route buses in South

Australia. Even though diesel-powered buses supplied by Scania since 2013 have been compliant with Euro 6 emissions standards – a level far above any mandated in Australia – all future deliveries will be far cleaner at the tailpipe, if they even have a tailpipe at all,” he says.

The Scania electric-hybrid bus powertrain reduces fuel burn and tailpipe emissions by around 15 percent and allows silent mode running on approach to and departure from bus stops, providing benefits to pedestrians and patrons by reducing noise and exhaust output at the kerbside.

“When the fully electric buses enter service, they will be almost silent in operation 100% of the time and there will be no tailpipe emissions at all,” Steven says. “And with SA forging ahead with electricity produced from renewables, recharging the buses will also be green and free from carbon emissions.”



## PLENTIFUL PARTS IN STORE AROUND AUSTRALIA

Scania has invested in a significant expansion of its spare parts holding by establishing an all-new five-times larger national warehouse in Campbellfield, Victoria, as well as an all-new regional parts warehouse in Perth, WA.

The increase in parts stock has been driven by exceptional new vehicle sales over the past few years and expectations that this growth will continue.

The new Scania Central Warehouse at Decco Drive will be able to store up to 1 million individual parts across up to 60,000 part numbers when it reaches full capacity.

“We’ll be consolidating all our parts to one location, including a range of replacement engines, gearboxes and differentials, as well as improved stockholdings of fast moving parts,” says National Parts Manager Ben Nicholson.

“We’ll be able to offer a higher rate of first pick across more individual parts, and hold kits of pre-picked parts, for installation in new trucks or buses arriving at the New Vehicle Preparation workshops,” Ben says.

“We have an enhanced location management system so we can more quickly store and

retrieve parts, and operate with a greater degree of accuracy, which is beneficial to our workshop technicians and customers.”

Scania WA’s new, larger parts warehouse in Welshpool will better service the needs of its growing customer base of both on- and off-road trucks, as well as buses and coaches.

The new 2000 m<sup>2</sup> facility is more than four times larger than the warehouse it replaces. It allows the sales and service facility to supply its state-wide network of independent authorised service dealers, and customer workshops, with a higher rate of first pick.

## TOP RESULT FOR DANDENONG'S "AINACS" TEAM

Every two years Scania offers its 1600 global workshops the opportunity to field teams to compete in a global competition: Scania Top Team. Following national and regional knock-out rounds the 12 best teams come together in Sweden to fight for Scania Top Team glory.

The seven national finalist teams were drawn from Scania company-owned branches in Victoria, South Australia, Queensland and three from New South Wales.

This year’s test included a technical challenge involving the very first Battery Electric Scania truck to arrive in Australia, a vehicle not yet released onto the road – though similar in technology to the Scania BEV buses that have recently landed.

Against-the-clock fault finding and diagnosis took place on a variety of Scania products, from an industrial and marine engine to

truck and bus systems as well as the BEV, and included mechanical, electrical and procedural tests.

From the seven teams, the “Dandenong AINACS” emerged victorious, heading off the “Prestons Pups” as runners up, followed closely by “Eastern Creek Team 1”.

The winners will travel to Bangkok next February to compete in the Asian regional finals from where two teams will progress to Sweden for the global finals.

“Scania Top Team embodies all of the value we hold dear,” said Manfred Streit, Managing Director for Scania Australia.

“Teamwork is an essential foundation of our workshop efficiency, and Top Team sparks cross functional relationships that endure long after the competition, and allow us to function more smoothly in the pursuit of delivering enhanced customer uptime.

“Top Team encourages workshop colleagues to form strong bonds and to believe in themselves and each other, which makes for a more harmonious working environment on many levels, and it also allows older and younger colleagues to integrate well, so the mentoring process is further enhanced.

“Workshops function best when colleagues feel part of a team. On the job, the best results for our customers come from teamwork behind the scenes,” Manfred said.

“It was nice to finally win,” Dandenong AINACS captain Chris Chilver said.

“We have been runners-up several times before, and there was some pressure on us, so we’re very happy to take the win.

“We didn’t start very well, but we came home very strongly. Teamwork and believing in ourselves helped to get us over the line,” Chris said.



🚛 Buses as well as trucks provided real world diagnostic challenges for the seven teams drawn from across Australia.



🔧 Scania’s industrial engines also provided the workshop teams with the opportunity to show off their technical skills against the clock.



🏆 Winners: (L-R) Danny Manak, Michael Petersen, Chris Chilver, Cooper Castricum and Frank Jurinec.



# TAKING THE FAST ROUTE TO CLEANER EMISSIONS

« Scania's bus engines can easily be configured to run on biodiesel, cutting CO<sub>2</sub> emissions by around 80%. Suppliers are ready to deliver fuel to meet operator needs around the country.

customers in Australia, and we are delighted that they will take delivery of a further five new vehicles that will also run on this fuel," Anthony says.

"Murrays has several customers who are multinationals and who are tasked with reducing carbon emissions" Justin says.

"We had already been studying options and the Scania biofuel solution made the most sense because the buses need no adaptation to run on B100, as they are adapted at the factory.

"For our operating environment, biofuels make the most sense today," Justin says. "Our trials showed that the IRIZAR i6s running on B100 delivered no noticeable difference in power or fuel efficiency, but we have the benefit of the significant emissions reduction."

Murrays has ordered five new Scania powered buses with bodies assembled by BCI, all of which will run on B100 and will be working on a contract to transport workers to and from the Surat Basin.

"We have had the flexibility with Scania and BCI to select the components we know work well in our operating environment to build buses that we are confident will stand up to Australia's harsh operating conditions," Justin says.

"Corporately we are keen to reduce our

CO<sub>2</sub> emissions, so the success of this B100 programme could have implications for future fleet purchases," Justin says.

"We currently operate six Scania powered vehicles in our fleet in Queensland and will add the new five BCI bodied vehicles. They'll be running from Brisbane to Toowoomba as well as on to Chinchilla, and also out to St George and Cunnamulla. We expect that they will cover about 20,000 km per month running out there, so they will be racking up km quickly for buses," Justin says.

"We're delighted that Murrays has partnered with Refuelling Solutions" says Refuelling Solutions Future Fuels Manager Simon Roycroft. "We're already working on future investment plans to extend emission reductions" he says.

"It is very exciting to be working with leading organisations that are at the forefront of this once in a lifetime energy transition, delivering customer focused renewable low carbon liquid fuel solutions."

"We have very high confidence in the B100 biofuel," Anthony King says. "European operators have been running their Scania buses and coaches on biofuels for many years with excellent results and with up to 80 percent CO<sub>2</sub> emissions reduction well-to-wheel. Using B100 biodiesel gives you the unmatched Scania reliability you need today, with significantly lowered climate impact." he says.



Transport operators around Australia are focussing on reducing emissions from their bus and coach fleets, and Scania's biofuel-ready engines are the ideal solution. Murrays Coaches, one of Australia's best loved operators, has six Scania vehicles in operation in Queensland with five new vehicles on order.

Two of the six, fitted with IRIZAR i6 bodies are switching over to run on B100 biodiesel provided by ECOTECH Biodiesel based in Queensland with fuel transported by Refuelling Solutions.

ECOTECH Biodiesel, Just Biodiesel and Refuelling Solutions have partnered with Scania to provide a turn-key solution for bus and coach operators around Australia looking to vastly lower their emissions. That the fuel is produced in Australia from local sources, reducing our exposure to imported fuels and importantly, keeping investment local, is a further advantage.

Justin Cannon, Murrays Coaches' National Fleet Manager says the decision to switch to biofuels and to order five new Scania-powered vehicles that will be run on B100 was

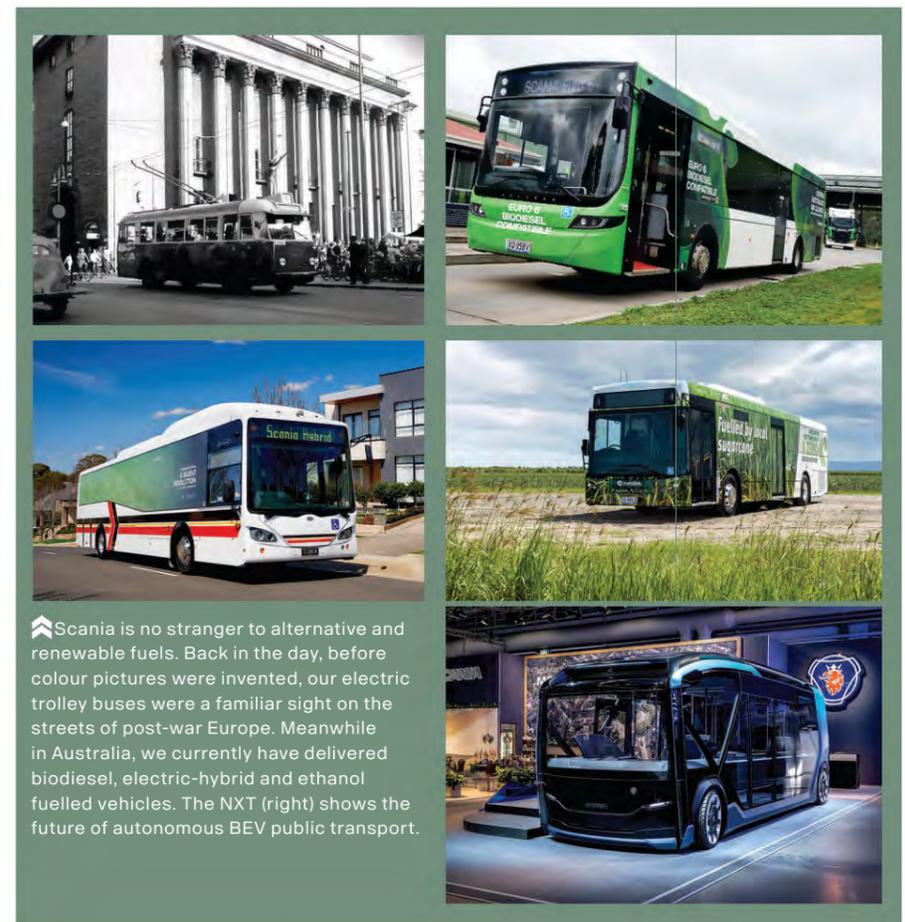
driven by the company's desire to cut tailpipe emissions now.

"Our customers are asking us how to reduce their carbon footprint, and we have answers," says Scania Australia's Sustainability Solutions Manager, Anthony King.

"Today there is additional impetus from our customers and our customers' customers asking the same questions. Fortunately, we have been prepared for this and have established partnerships with relevant stakeholders so that we can deliver a ready-made, here-and-now solution.

"All Scania bus engines that we have sold in recent times can run on B100 biodiesel. It just needs to be pumped into the vehicle's tanks. The fuel must comply with the EN 14214 standard, of course. And if they need to refuel away from the depot, regular diesel can be used," Anthony says.

"Murrays' two IRIZAR i6 bodies on Scania 360 hp powertrains will be the first to use biofuel provided by ECOTECH Biodiesel and supplied by Refuelling Solutions as part of our carbon emissions reduction programme for



« Scania is no stranger to alternative and renewable fuels. Back in the day, before colour pictures were invented, our electric trolley buses were a familiar sight on the streets of post-war Europe. Meanwhile in Australia, we currently have delivered biodiesel, electric-hybrid and ethanol fuelled vehicles. The NXT (right) shows the future of autonomous BEV public transport.



## SAVE YOUR MONEY. USE OURS

Scania Finance Australia provides bus and coach operators with multiple means to finance the purchase of new and used buses and coaches.

"We are dedicated to helping you grow and protect your business," says Wayne Thomason, Country Manager for SFA, based at Scania Campbellfield in Victoria.

"We have a team of transport industry specialists offering all-inclusive, competitive financing and insurance solutions for new and used vehicles," he says.

"During COVID we were very proactive in consulting with our retail bus customers because we appreciated just how devastating the disappearance of inbound and domestic tourism was for their businesses, as well as the lack of charter work and some school routes closing due to lockdowns," Wayne says.

"We were pleased to step-in to offer some respite on repayments for businesses doing it tough, during COVID, demonstrating how we're here to help our customers to survive in difficult times," Wayne says.

Scania Finance offers tailored finance packages to suit each customer's situation, just as a Scania vehicle can be individually tailored to the operator's needs.

"We offer attractive interest rates and flexible structures using our dedicated Business Development Managers in each state, so we're able to cover the entire country. We work with body builders and our Scania salespeople to ensure our customers get the best possible financing product that suits their needs," he says.

"This financing is core business for us. We know the market, the product and its value, and together with our global Scania dealer network we are very close to our local

customers, so we are familiar with their daily challenges".

"We want to make it simple and smooth for our customers, to integrate everything from financing and insurance and vehicle delivery to repair and maintenance into a 'one stop shop'," Wayne says.

"A coach is ultimately a company on wheels. Vehicles need to be back on the road as soon as possible after an accident, and loss prevention services can help to avoid an accident in the first place. The entire Scania organisation – from Scania Parts, Scania Assistance and our claims support service, to our workshops and insurance specialists – stands ready to get the vehicle repaired with minimal fuss and paperwork."

"Our aim is to create a long-term partnership with Scania customers. Our performance in the market is forever increasing which indicates we have the right products for the Australian market. Using Scania as a source of business asset funding can help you keep your existing business overdraft or line of credit free for other expenses involved in running your business.

"We have a very flexible approach to finding the right financial solution for businesses of every size from a single vehicle operator to a large fleet. We will endeavour to process your application as quickly as possible, as well," Wayne says.

### Scania Finance Australia

- Financing – operating lease, financial lease, and loan agreement.
- Insurance – cover for physical damage to the vehicle, motor third party liability, fleet (linked to the vehicle).
- Flexible contract schemes can be added to the package, such as repair and maintenance.

Find out more at [www.scania.com.au](http://www.scania.com.au)



## SCANIA EXPANDS NSW FOOTPRINT

Scania continues to invest in Australia with the opening of a brand-new company-owned branch at Eastern Creek, Western Sydney.

The new location provides bus and coach customers with a team of experienced, factory-trained technicians to service and repair their vehicles, as well as provide the full range of Scania Genuine Replacement Parts, including body parts for the bumper-to-bumper Scania Touring.

"Scania Bus and Coach is well positioned with an expanded footprint in New South Wales thanks to the opening of the new branch at Eastern Creek," says Ian Clarke, National Sales & Contract Manager at Scania Bus and Coach, based in NSW.

"Eastern Creek will augment the facility we have operated at Prestons for 15 years, and provide our NSW customers with a second capital city sales and service location.

"We have transferred some of our most experienced technicians and management to Eastern Creek to ensure high levels of customer service, and we are running two shifts in the workshops, to turn around service and repair work as quickly as possible.

"Scania has stock vehicles available as well as a build-to-order offerings, plus our famed Scania Finance packages, repair and maintenance programmes and driver training," Ian says.



Chris Nobbs, above, is managing the new Eastern Creek branch. A highly experienced Scania workshop manager, Chris is extremely excited by the potential Eastern Creek offers Scania bus customers.

"It is important to note that Scania's Australian service network combines both corporate and independently-owned facilities. We own and operate nine Scania sales and service branches in capital cities, and these are backed by a national network of 65 authorised independent service and parts dealers," Ian says.

"A key part of our uptime offer is our factory-trained technicians supported by the latest diagnostic tools. So, no matter where Scania operators are based or working, they can have OEM trained technicians available to support their business.

"Further supporting our customers, we have recently opened two brand new and far larger parts warehouses in Australia, to cope with the rapidly growing numbers of Scania trucks and buses on the road. The new National Parts Warehouse in Campbellfield is more than four times larger than the space it replaces and is established on a standalone site, and significantly increases our capacity to store, pick and dispatch parts nationally.

"The second new parts warehouse is a regional centre in Perth, again a standalone location, underlining our commitment to customer uptime," Ian says.

"We have a strong corporate commitment to our employees, and a focus on continual professional development. During Covid we retained our staff in order to be able to service the needs of our customers, and preserve the wealth of Scania expertise within our workshop teams," Ian says.

"Scania is ready and willing to serve the needs of the NSW bus operator community, and we have a full-strength expert sales team in Logan Hoser, Shane Simpson, Brian Thompson and Dean Cash covering all of the state."



The Scania Finance Team comprises:  
**Wayne Thomason (top right)**, Country Manager  
**Craig McFadyen (above)**, Commercial Finance Manager  
**Amanda Buckley (top left)**, Finance & Operations Manager, VIC  
**Aaron O'Neill**, Business Development Manager, NSW  
**Adrian Erzetich**, Business Development Manager, QLD  
**Rajiv Allegakoen**, Finance Manager, VIC  
**Meagan Stammers**, Credit Manager, VIC  
**Jade Saddler**, Business Development Officer, VIC  
**Mitchell Nanasi**, Business Development Manager, SA, WA

# SCHOOL / CHARTER BUS

## IN STOCK OR COMING SOON



### IRIZAR SCANIA K310



- Up to 57 seats (not fitted)
- Power - 310hp (228kW) @ 1900rpm
- Torque - 1550Nm @ 1100 - 1350rpm
- ABS/Disc Brakes Included ESP

### SCANIA TOURING K360



- Up to 57 seats (not fitted)
- Power - 360hp (265kW) @ 1900rpm
- Torque - 1700Nm @ 1100 - 1350rpm
- EBS with integrated ABS & ESP

### VOLGREN SCANIA K310



- Up to 57 seats (not fitted)
- Power - 310hp (228kW) @ 1900rpm
- Torque - 1550Nm @ 1100 - 1350rpm
- ABS/Disc Brakes Included ESP

### EXPRESS COACH SCANIA K310



- Up to 57 seats (not fitted)
- Power - 310hp (228kW) @ 1900rpm
- Torque - 1550Nm @ 1100 - 1350rpm
- ABS/Disc Brakes Included ESP

## BELOW BUSES FEATURING THE SCANIA NEW BUS GENERATION CHASSIS

### SCANIA TOURING K370C



- Up to 57 seats (not fitted)
- Power - 370hp (272kW) @ 1900rpm
- Torque - 1900Nm @ 900 - 1340rpm
- ABS/Disc Brakes, ESP, AEB

### IRIZAR I6 K320C



- Up to 57 seats (not fitted)
- Power - 320hp (235kW) @ 1900rpm
- Torque - 1600Nm @ 1050 - 1400rpm
- ABS/Disc Brakes, ESP, AEB

Buses in stock are available for immediate delivery\*.  
All vehicles come with Scania expert driver training and 2 years warranty\*\* as standard.

## CUSTOMISED REPAIR & MAINTENANCE PACKAGES

The best vehicles deserve the best after-sales care and our comprehensive flexible maintenance plans, backed by extensive national parts coverage and driver monitoring and coaching, provide you with maximum productivity, minimum costs and complete peace of mind. Contact your dedicated Scania representative to discuss a tailored repair and maintenance package, customised to your specific working environment.

Call your local Scania Bus & Coach Area Manager today.  
For the only business that matters. YOURS.

QLD / NSW / NT / ACT  
Ian Clarke: 0438 482 492

VIC / TAS / SA / WA  
Jamie Atkinson: 0408 059 501

[www.scania.com.au](http://www.scania.com.au)

\* Delivery times subject to prior sale and dependent upon seat installation and finalisation of specification.  
\*\*Please refer to Scania warranty policy terms and conditions.