




BULK | BULK ADR

SAY HELLO TO THE HEAVYWEIGHTS

SCANIA



TAILORED FOR THE ONLY BUSINESS THAT MATTERS. YOURS.

Sitting behind a steering wheel while scanning the horizon beyond the lonely road ahead is an exciting feeling. And the load you are carrying is an opportunity for others to feel the same way.

But as idyllic as this seems, your business is anything but. You operate in an industry that demands high quality in every respect – from fuel efficiency to climate impact. The struggle to meet these demands is in constant conflict with the small margins. And a standard solution would make these margins even smaller. Fortunately, the new generation Scania trucks and services are anything

but standard. With its famous modular system, it offers you both a tailor-made truck and a possible business partner ready to work to increase your revenues. The following pages are just a taste of the possibilities.

We hope they will be enough to gain your trust and get you to pick up the phone. To give us a call and ask us to do what we do best – to create a tailored solution with hard facts and figures on how to cut costs and increase revenues.

To us, this is the definition of premium. Taking charge of the wheel that will steer your business forward.



TIME WELL SPENT

Whether you are hauling hazardous goods or manufactured products, you know that a bump on the road can result in lost revenue. Because a world that is ruled by supply and demand comes with tight deadlines and stringent requirements. Being just one step ahead is not enough when a mishap can cost you two. This is why we have the services, the technicians, the equipment and the power to make sure that your time on the road is actually spent on the road.



Availability

There are more than 18,000 professionals and 1,600 workshops in our worldwide service network. This means that you are certain to find a local dealer along your daily route, one that specialises in heavy vehicles and equipped with all the critical parts needed for roadside breakdowns, and usually offering very flexible hours.

Maintenance contract with flexible plans

Every truck is used differently, and how the truck is used can also differ over time, which is why they should be serviced individually. Our new standard for maintenance contracts uses vehicle data from the communicator to analyse when a service is needed and exactly what needs servicing. The maintenance of the trailer and the ADR-related equipment can easily be integrated into the flexible plan. And preventive replacements of strategic components such as alternators or batteries can be added at a monthly rate. This enables us to be proactive in terms of planning and administration, which in turn allows you to focus on what actually matters – your business and your transport operation.

Repair & Maintenance contract

A well-planned Repair & Maintenance contract has been proven to increase your uptime substantially. The option to plan the unique scope of the contract in partnership with your workshop will allow you the benefit of a tailored solution.

Remote diagnostics

If an unplanned stop occurs, we are able to diagnose the vehicle and provide the driver with immediate instructions on how to proceed, either guiding them to the nearest workshop or instructing them to stay put and wait for Scania Assistance. With data from the vehicle, we are able to prepare all the necessary spare parts ahead of your arrival, thereby shortening your downtime.

Scania Assistance

Should a road-side stand-still prevent you from coming to the workshop, then the workshop can come to you. Wherever you are, Scania Assistance is available at any time every single day of the year in emergency situations. Just one call will put you in touch with a service coordinator who knows your Scania and speaks your language. We can then tell you how we can help you and how long it will take. Scania Assistance also uses remote diagnostics to shorten the downtime.

Scania Fleet Care

Regardless of brand or age, Scania Fleet Care will look after your whole fleet and make sure each vehicle is performing at peak condition. Your personal fleet manager will use the latest technology and best practice framework to organise every maintenance stop with minimum disruption. Our expert analysts track the data from your business and workshop so you can tackle the root causes of unplanned stops and improve your fleet availability.

Electricity

Power outages can be very frustrating, especially when you have invested in a truck famous for built-in quality and robustness. By specifying our new 150 amp alternator, the charge current will be higher than the load, even when idling. This can also allow for a dual battery pack, with a separate pair of starter batteries to safeguard your ability to start the vehicle. LED lamps with a longer service life are another simple way of avoiding annoying downtime.

Financing solutions

Yes, these can contribute substantially to uptime, and enable predictable costs and manageable risks across the entire life-cycle. Although we are a global company, we act locally to ensure that your solution suits your needs, trade cycles and risks. We will help you optimise your financing costs, cash flow and tax by setting up the best financial plans, because, unlike the high street banks, our team of professionals know more about the financing side of the transport business.



The airy feel of our Highline cabs can be tempting. But so can the opportunity of 100 kg of extra payload. This is what you save by choosing the normal roof.

Saving on the driver's seat is unwise. Much wiser to choose a foldable passenger seat that will save you 19 kg.

If a higher front bumper complies with regulations in your market, you can gain another 4–5 kg.

THE WEIGHT OF SUCCESS

When your payload is restricted by rules and regulations that limit your total weight, your truck can be your worst enemy. But compromise is not in our vocabulary, which is why we think bigger but lighter. Weight reduction is crucial to your business. This is why we offer total solutions that not only ensure that you can shed a few pounds, they also increase your productivity.

Body adaptability

The Bodywork Communication Interface, or BCI as we call it, connects your truck to its bodywork and helps them communicate. This option is crucial to programming the safety features and additional features when using the power take-off and other bodywork.

Power take-off and wet kit

The power take-off, or PTO, is an important choice that will affect your ability to load and unload. And as we know every business is unique, we offer a range of PTOs and wet kits that will support your unique power needs.

Scania Fleet Management

Take control of your fleet and optimise your business. Scania Fleet Management is an advanced set of services that connects your vehicles and drivers with your office. This ensures 24-hour real-time operational data that will help you identify and act on the key details needed to increase the productivity of your fleet and your business. All the services are easily accessible at the fleet management portal and app, which enables you to communicate with your drivers through the infotainment system and send destinations directly to the navigation system.

Weight optimisation

Making smart weight-optimising choices when tailoring your truck is the key to increasing your flexibility.

Choose the directly mounted fifth wheel and add 82 kg to the payload.

Aluminium fuel tanks save 1 kg weight per 10 l volume. And aluminium air tanks add another 13 kg on the plus side.

Choose disc brakes instead of drum brakes and gain 51 kg per axle.

Change the air suspension from two springs to four springs and cut 31 kg.

Picking the right battery solution is a balancing act with a payload potential of 34 kg.



Not even the retarder should retard profit. If you operate on flat terrain, you have a great deal to gain in terms of payload by not choosing the retarder. 113 kg to be precise.

Aluminium rims save 15 kg per rim.





FUEL YOUR FUTURE

You never know where your next job might take you. Because no other haulage business is as unpredictable as transporting bulk. Some days you can spend hours stuck in heavy traffic, others on long, winding roads. In short, you drive a lot more than most people. And this is a good thing. Because there is money to be made in fuel efficiency.

Scania Training Services

Our programmes cover every aspect of professional driving. From training programmes to continuous, personal coaching programmes that maintain the positive impacts of the earlier training. In a world of narrow margins, experience can make all the difference. Training your drivers means reducing the risk of accidents as well as wear-and-tear on the truck. And when it comes to your fuel economy, it has been proved that Scania Driver Services enable a reduction in fuel consumption of at least 6 percent.

Ecolution by Scania

This is one of our most comprehensive and powerful solutions to improve your fuel economy. Clear goals and close collaboration with continuous follow-up are the keys to success, in addition to a combination of optimised vehicle, tailored driver management and extended maintenance programme.







WHEELS OF FORTUNE

In a world where margins are constantly shrinking, you need a different approach. And we do too. Because earnings are no longer generated just by hauling from A to B. The future of your business lies in the small details. So please pay your Scania dealer a visit and let them show you how a tailored truck solution will not only cut your costs, but boost your revenues as well. Sound too good to be true? Here are a few examples of what they will show you.

Fuel efficiency

Fuel represents a relatively high proportion of operating costs, often around 30 percent. Ecolution by Scania is an effective way of saving fuel and making money. The improvements will generate savings, both straight away and in the long term. Below is a typical calculation.

Average consumption: 30 l / 100 km

Annual mileage: 170,000 km

Average fuel cost: 1 € per litre

Total annual fuel cost: 51,000 €

10% saved fuel equals: 5,100 € / year

Here are a few facts that account for these figures:

- Precise matching of the powertrain optimises consumption. Scania runs in-house development and production of all major components in the powertrain, including the critical control systems.
- High torque-to-power ratio in combination with Scania Opticruise enables economical gearing with maintained driveability.
- Control systems that optimise the way that vehicles are driven to improve fuel efficiency: Performance Modes, Cruise Control with Active Prediction, and Eco-roll.
- A low roof air deflector that is lighter and well adapted to bulk transport.
- The unique Scania Driver Support system enhances driving style with instant feedback in the instrument cluster.

Payload

We have previously highlighted several ways of reducing the weight of an unladen vehicle. This enables the payload – and likewise the revenue – to increase proportionally. Since the densities of different cargos vary, we have provided an example in kilos. Opting for aluminium rims, Scania's directly mounted fifth wheel and a 4-spring rear air suspension will reduce the weight of your vehicle by more than 100 kilos.

Payload: 25,000 kg

Average income of 1 kg of cargo per year: 8 €

A payload 100 kg heavier generates a revenue increase of: 800 €

Uptime

While too little servicing may lead to unexpected and costly stops, too much of it result in a loss of productivity in terms of unnecessary downtime. Until now, service was planned to be better safe than sorry, since mixed routes and changing cargos makes it difficult to find the right service balance. Fortunately, that is about to change.

Our Scania Maintenance with flexible plans will help you find the perfect balance when it comes to servicing your vehicle. By continuously analysing data from your vehicle, we are able to identify and act upon your service needs before they appear.

Now that you have had a taste of what we can do for you, please arrange a meeting with your nearest Scania dealer, where we will offer you a solution that is perfectly tailored for the only business that matters. Yours.

