



SAFE, PRODUCTIVE, EFFICIENT

# THE NEW SCANIA FOR ADR OPERATORS

**SCANIA**



# PREMIUM REDEFINED

Scania has long specialized in providing bespoke solutions for the transport industry. And nowhere is the need for specialism more apparent than in the petroleum supply sector, where the paramount demand for safety has to be complemented by high payloads and maximum uptime if the best possible operation economy is to be achieved.

The New Scania has been designed to meet these goals in an innovative, practical and truly effective manner. By combining our highly refined modular design platform with an all-new, customer-driven specification service, our ability to precisely match products to specific transport tasks has been taken to a new level.

With each component on the truck optimized, the focus shifts to support. Here Scania offers an unrivalled range of products and services from flexible maintenance plans to comprehensive Scania Fleet Care programs catering for every need.

The following pages describe the New Scania for the fuel supply industry, its key features and the benefits it delivers. We are immensely proud of our new product.

And as our most versatile, productive and efficient range ever, we're sure you will be impressed too.



# SAFETY: OUR

Safety is, always has been, Scania's top priority. It was back in the mid-20th, that the company developed a cab safety standard which went on to be adopted by the Swedish Government and set the bar for others to follow. Since then Scania has worked tirelessly to continuously improve and hone the passive and active safety features of its vehicles.

Today, the New Scania encompasses more safety measures than any truck that we have previously built. From the strongest cabs and a host of on-board safety features to a service network providing cover and support for ADR vehicle operators nationwide, no marque does more to enhance and promote safety in operation than Scania.



# TOP PRIORITY

## **Driveability and comfort**

The driver's role in ensuring safety is crucial, which is why as much as possible needs to be done to support him or her. Class-leading handling and stability, a new state-of-the-art Electro-hydraulic-power Steered Tag axle (EST) and high torque-to-power ratios are important contributors here. Inside the cab, an improved driver's environment and interface are also major safety-enhancing features.

## **More active safety**

The New Scania offers more active safety possibilities than ever: Electronic Stability Program (ESP) brakes each wheel independently if the vehicle understeers or oversteers. Adaptive Cruise Control (ACC) maintains a safe distance from vehicles ahead. Lane Departure Warning (LDW) warns the driver if the truck begins to wander out of its lane. Advance Emergency Braking (AEB) automatically brakes the vehicle if the driver fails to react to an obstacle ahead.

## **Brake efficiency**

Disc brakes with an Electronically-controlled Brake System (EBS) improve both safety and payload. New brake callipers, combined with improved brake actuation and a more advanced position of the front axle, improving braking distance and handling. The New Scania's brake pads consist of a unique friction material optimized for the patented alloy in the brake disc. This ensures maximum service life with consistent braking behaviour. A retarder helps increase the life of the service brakes.

## **Visibility**

Scania vehicles already have an excellent overall visibility, both on the road and when manoeuvring. The view from the cab has now been further improved with slimmer A-pillars, lower side windows and a lowered instrument panel and a driver's position which has been moved forward by 65mm. The wiper system now cleans a larger area of the windscreen and head lamps and spot lamps have been further developed to increase visibility to other drive.

## **Cab**

The cab structure is a monocoque design that complies with Swedish crash test standards, which are even stricter than EU standards. The roof hatch has been enlarged and new rollover airbags protect cab occupants from side impacts. Red seatbelts and a glass hammer with seatbelt cutter are optional.

## **Communication**

The New Scania comes with an integrated, app-based two-way communication system, which eliminates the need to handle phones. Subject to subscription to Scania's Fleet Management Portal, messages are displayed on the in-cab infotainment system's easy-to-view screen. Bluetooth enables two telephones to be connected at any one time. The most frequently used controls can be highlighted in their own colour or moved to the steering wheel. New intuitive controls have been added to the driver's door.

## **ADR-approved**

Fuel carrying vehicles require more maintenance than general cargo trucks. This is why Scania has an extensive network of ADR workshops capable of servicing the whole vehicle, even outside of standard working hours. For added safety we also offer a range of ADR-approved accessories such as camera systems and working lights, as well as ADR training – both basic and follow-up, online and offline.

## **Driver services**

Well trained drivers are less likely to be involved in accidents. With a bespoke range of courses available, Scania Driver Training promotes the highest levels of professionalism and cover all aspects of commercial vehicle driving.

Specifying a normal height roof rather than a Highline cab saves 100kg.

Opting for a foldable passenger seat that will save 19kg.

Aluminium rims save 15kg per rim.

Aluminium fuel tanks save 1kg of weight for every 10 litres of volume.



# LIGHTWEIGHT, DURABLE AND PRODUCTIVE

Creating vehicles which are light, durable and productive is a key challenge for Research and Development teams around the world. The Scania Laboratory employs in excess of 3,000 engineers, many of whom are dedicated to developing solutions for these three essential criteria. Lighter than ever, stronger and highly efficient in operation, the New Scania is the outcome of their work. And with every 200 kilograms of weight saved adding in the region of 2,000 Euros to the bottom line every year, the benefits are tangible and plain for all to see.

Aluminium air tanks  
reduce kerb weight  
by a further 13kg

Mounting the  
fifth wheel directly  
to the frames adds  
82kg to the  
payload potential.

Disc brakes reduce  
the weight by 51kg  
per axle.

Change the air  
suspension from two  
springs to four springs  
4x2 tractor units and  
save 31kg.

Scania's ability to tailor vehicles presents a unique opportunity to optimise the balance between features and kerb weight for every application.







# MAXIMUM UPTIME FOR MINIMUM STRESS

In today's demanding world, tight delivery windows and relentless schedules call for the best possible vehicle availability. And for operators in the fuel supply sector there's much more to think about than just the truck, with the Safe Load Pass Scheme and the requirements of ADR legislation adding considerably to the burden of compliance.

To help, Scania offers a nationwide one-stop shop catering for every need of the fuel supply sector. From specialised ADR/Petroleum Regulations workshops to a full testing and certification service assuring on-going legal compliance, we can provide it all. Individually mapped to meet specific needs of operation, our bespoke service plans keep your vehicles out on the road for longer, thereby adding to their productivity and revenue-earning potential.

## **Availability**

The 90 workshops in Scania's UK network mean your trucks are seldom more than 30 minutes away from one of our service centres and their highly trained and skilled staff. In addition to offering a wide range of services, all Scania branches have extended openings hours and many work 24-hours a day. All Scania dealers also enjoy access to our leading-edge global parts logistics system: 117,000 commercial vehicle components in stock with overnight deliveries worldwide.

## **Maintenance contract with flexible plans**

Every truck is used differently, which is why they should be serviced individually. Scania's new standard for maintenance contracts uses telematics data from the vehicle to analyse when a service is needed and exactly what needs servicing. The maintenance of trailers and ADR-related equipment, together with the preventive replacements of strategic components such as alternators or batteries, can also be added into our flexible maintenance plans.

## **Remote diagnostics**

By diagnosing data from your vehicle while it is on the road, Scania workshops can shorten your visit and prepare the parts required ahead of its arrival.

## **Scania Assistance**

Available at any time of the day or night, 365 days a year, Scania Assistance provides a comprehensive roadside assistance service. Just one call will put you in touch with a service coordinator who will arrange your repair and tell you how long it will take. Scania Assistance also uses remote diagnostics to hasten repair times.

# TOTAL OPERATING ECONOMY

The key attributes of the New Scania – safety, performance, payload and uptime – add up to just one thing: Total operating economy. Ready to work hard around the clock and backed by a service network which is second-to-none in

terms of its scope and skills, you can rely upon the New Scania and our nationwide team of service personnel. Dedicated to providing you with a highly cost-effective solution to all your transport needs is our aim. Delivering it is our pledge.

The New Scania: Premium redefined in all respects.

## EXAMPLE SAVINGS WITH THE NEW SCANIA

### Payload

For fuel suppliers, reducing the kerb weight of the vehicle increases payload and profit potential. Since the densities of different fuels vary, we have provided an example here in kilograms. By opting for aluminium rims, a directly mounted fifth wheel and four-spring rear suspension, payload increases by approximately 200 kilograms. Here is a quick calculation:

**Total payload:** 20,000 kg

**Annual revenue:** 200,000 €

**Increase in revenue per 200 kg of saved weight:**

$200 \text{ kg} / 20,000 \text{ kg} \times 200,000 \text{ €} = 2,000 \text{ €}$

### Uptime

While too little servicing may lead to unexpected and costly stops, too much of it results 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 to 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.

### Reduce planned maintenance

. Our Flexible Maintenance Plans will help you find the perfect balance when it comes to servicing your vehicle. By continuously analysing your vehicle data, we are able to identify and act on your servicing needs before they occur, thereby reducing servicing hours by up to 20 per cent.

**EXAMPLE SAVING:**

**Revenue per day:** 10

**Savings on unnecessary maintenance:** €1,800 per three-year contract

### Vehicle Insurance

Every hour counts. Which is a good reason to consider Scania Insurance instead of just any insurance. Our prevention services can help you avoid accidents, which typically cost an average of three to five repair days. And if an accident happens anyway our workshop service and parts availability will save you hours and often days of downtime. In the end it all adds up.

**EXAMPLE SAVING:**

Based upon Prevention Services provided via Scania Insurance in Europe during 2015, one accident saved equates to a cost saving of €4,000. (Average figure based on all associated costs, e.g. towing, deductibles, increase in premium, downtime, driver injury, customer satisfactions and administration).

As you can see, the New Scania offers considerable savings across a wide number of areas. Exactly what can be achieved will depend upon your own particular operational circumstances, which is where our team of specialists comes in. So please arrange a meeting with your nearest Scania dealer, who will help you to find a solution which is perfectly tailored for the only business that matters. Yours.



