



GENERAL CARGO | VOLUME CARGO | TEMPERATURE CONTROLLED

DRIVE A HARD BARGAIN

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

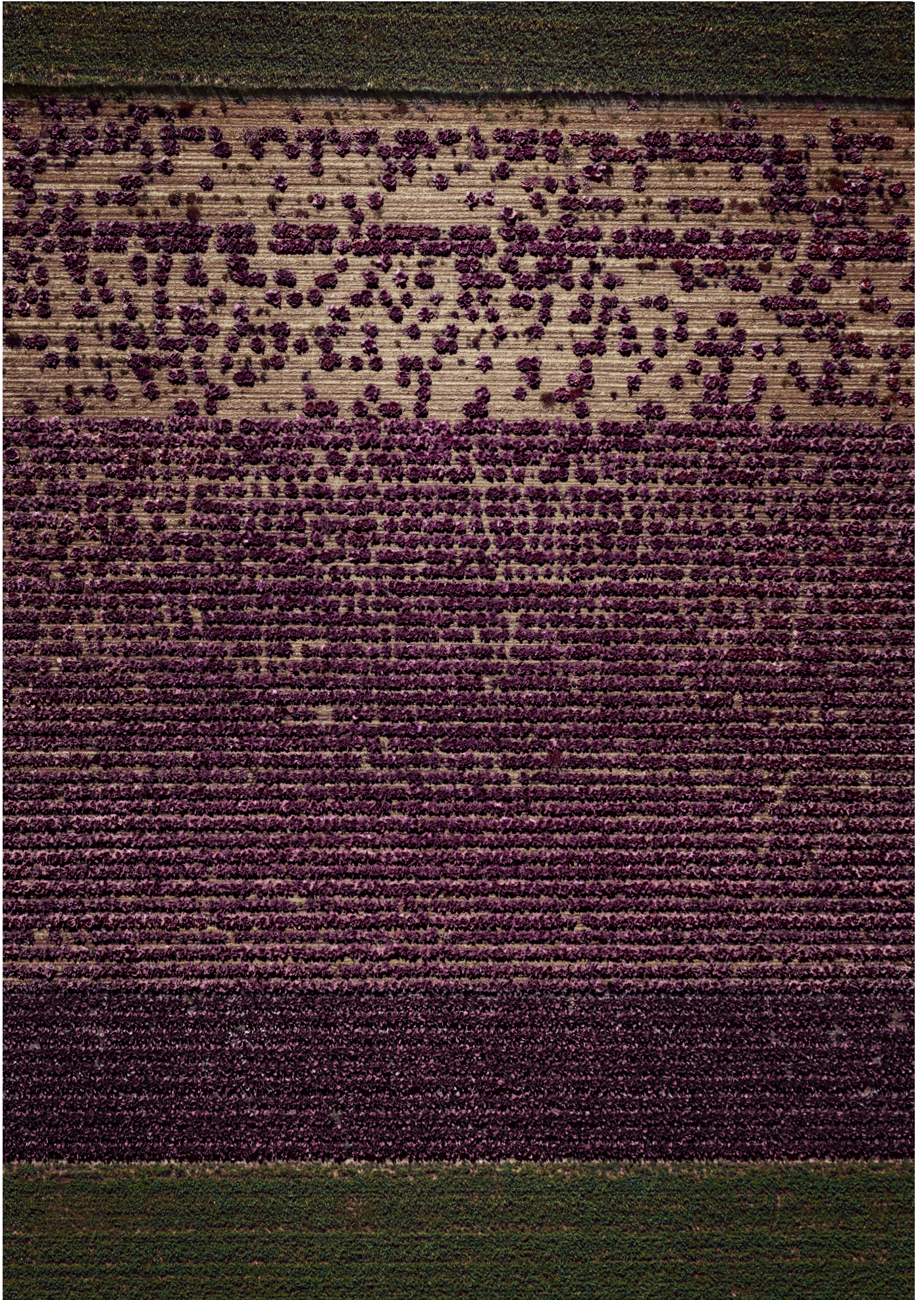
but standard. With its famous modular system, it offers you both a tailor-made truck and a possible business partner ready to work to increase your revenues. The following pages are just a taste of the possibilities.

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.







ALWAYS ON TIME

Many of you play an important role in the supply chain. And when somebody else is waiting to pick up the cargo that you are hauling, you cannot afford to be late. Losing the trust of your partners would cost you far more than a fine, and this should be avoided at all costs. We know that your business belongs on the road. Here are a few of the services and options we offer that will help you keep it there:

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. 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.

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.

Claims management

Scania Insurance is an excellent service for increasing uptime. One example is that we have our own claims platforms in most countries. They eliminate language problems, shorten the process and are linked directly to Scania Assistance.

Financing solutions

Yes, these can contribute substantially to uptime, and enable predictable costs and manageable risks across the entire lifecycle. 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.





WASTE NOT, WANT NOT.

While some see their fuel consumption as a constant, we see it as a challenge. In the business of cutting costs, there is money to be made with a fuel-efficient approach.

When working on fixed contracts as many of you do, the way to increase revenues is to reduce costs rather than increase earnings with bigger payloads.





Aerodynamics

The new generation comes with improved roof and side air deflectors, as well as an improved cab front design that reduces air drag. This is only a taste of the aerodynamic improvements that this generation has to offer, improvements that will enhance your fuel economy.

Engine improvements

Our engines are already well-known for their fuel efficiency. Now they are even better. Improved radiators as well as enhanced injectors and combustion chambers have made this possible. Plus the new 2.35 rear axle ratio reduces engine speed, which also cuts your fuel consumption.

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. The result? A reduction of up to 10 percent in to your fuel consumption.

Opticruise

The new and improved Opticruise will not only relieve your driver of all gearing en route, it will also save fuel while doing it. The new gear-

changing strategy is designed to adapt to the environment continually by taking factors such as road inclination, trailer weight and engine characteristics into account. As well as rocking mode, clutch overload warning system and manoeuvre mode that will serve as good companions during the journey.

Active Prediction

Combining Opticruise with Active Prediction will enable you to save even more fuel because the system uses GPS to predict the topography of the road ahead, then adjusts the cruise speed before an ascent or descent accordingly. The system has been proven to save up to 2 percent of fuel with less than a two-minute loss during a full day's driving.

Scania Driver Services

Your drivers have a huge impact on your business when it comes to cutting costs and increasing your revenue. Investing in Driver Training will not only result in drivers that are more fuel-efficient, it has also proven effective in decreasing downtime and the need for maintenance. In your business, experience can make all the difference when unexpected situations occur. Our personal coaching programme helps drivers optimise and maintain the positive effects of the training, ensuring that they achieve their absolute best. And stay at their best.

AN OFFICE TO LOOK FORWARD TO

In your line of business, your drivers are one of your most valuable assets. They have the power to cut fuel and maintenance costs, increase efficiency and gain the trust of your partners. And if anyone deserves a world-class office, it is the drivers.

Driveability and comfort

Your drivers are your most important safety feature, which is why everything needs to be done to support them. The highest torque-to-power ratio on the market is a good start. Class-leading handling and stability as well. One important addition is the state-of-the-art Electro hydraulic power Steered Tag axle (EST), which enables tighter turning and less tyre wear when manoeuvring. Another is the improved driver environment and interface.

Visibility

Scania already has outstanding visibility – both on the highways and when operating at low speeds. Now it is even better, with slimmer A pillars, lower side windows, a lower instrument panel and a driver position that has been moved forward by 65 mm. The wiper system has also been improved to clean a larger area of the windscreen. The head lamp and spot lamp systems have been improved all-around to increase visibility to other drivers.

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 the more advanced position of the front axle, will improve braking distance. The Scania brake pads consist of a unique friction material optimised for the patented alloy in the brake disc, which ensures maximum service life with consistent braking behaviour. A retarder helps increase the life of the service brakes.

More active safety

Electronic Stability Control (ESP) brakes each wheel independently if the vehicle understeers or oversteers. Adaptive Cruise Control (ACC) maintains a safe distance from the vehicles ahead. Lane Departure Warning (LDW) warns the driver if the truck begins to wander out of its lane. Advanced Emergency Braking (AEB) automatically brakes the vehicle if the driver fails to react to an obstacle ahead.

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.





OUR FAVOURITE FIGURES

By now you have probably realised the numerous possibilities that a tailor-made solution can offer. Because value is something that extends far beyond the initial price tag. It is how your business benefits in the long run, what you gain by the end of the journey. This value will be carefully calculated when you meet with your local Scania dealer. Here is a hint of what they might show you:

When it comes to receiving payment, these three types of haulage have one major factor in common - their payloads, which is why the most common payment method is based on payload. However, if you are operating with a contract that is defined by measurements, pallets, cages, working conditions, safety or other aspects that can affect your revenue, alternative payment options such as distance, volume and route can play a major role.

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. Fuel savings for existing Ecolution vehicles are up to 10 percent compared to the reference vehicle. The improvements will generate savings, both straight away and in the long term. Below is a typical calculation.

Average fuel consumption: 30 l / 100 km*

Annual distance: 120,000 km

Cost per litre: 1 €

Total annual cost: 36,000 €

5% reduction: 1,800 € / year

* Actual fuel consumption will vary depending on the train weight of the truck and trailer, the topography, the cruising speed and the skills of the driver. For example, average fuel consumption will be lower in a volume cargo application because of the lower train weight.

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 your vehicle data, we are able to identify and act on your servicing needs before they occur.

EXAMPLE:

Number of servicing days on a three-year contract: 10

Number of servicing days when using Scania Maintenance with flexible plans: 8

Average loss of income per day: 600 € *

Increase in revenue: 1,200 € / three-year contract

* Average revenue obviously depends on the type of cargo. In general, revenue is slightly higher in temperature controlled applications.

The examples are based on estimations. Local variations may apply.

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.

