



GRAIN TRANSPORT

# AT THE TOP OF THE FOOD CHAIN

**SCANIA**



# TAILORED FOR THE ONLY BUSINESS THAT MATTERS. YOURS.

Hauling grain means playing a key role in our food chain. Delivering on time and in varying conditions is a constant challenge that varies from business to business. Since you are reading this, you already know that your job calls for more than a standard solution. And that investing in a tailor-made solution will increase your revenue in the long run.

The following pages will take you on a tour of the endless possibilities of building your own Scania. From the smallest details to the biggest decisions that will ultimately create the perfect balance between brawn and brain.

But keep in mind that this is only scratching the surface. In the end we hope to have the chance to meet you in person. That you will be willing to put us to the test and let us create a personalised solution with hard facts and figures on how to cut costs and increase revenues.

Because we believe this is the true meaning of premium – to drive your business forward, not be driven by it.



# GAIN MINUTES. GAIN MONEY.

When it comes to hauling grain, it goes without saying that nobody is an island. With distinct peaks during the harvest season and a given place in the supply chain, the job calls for a team player. In other words, reliability and uptime is a top priority. Your truck belongs on the road, and here are a few examples of how we intend to 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. 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.

**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 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.

**Scania Training 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.

# OPTIMISE TO MAXIMISE

You need to be slim and flexible to carry that heavy weight on your shoulders, but tough enough to handle the rough roads ahead. In other words, finding the right balance between robustness, payload and powertrain is crucial. The solution? Optimise to maximise.

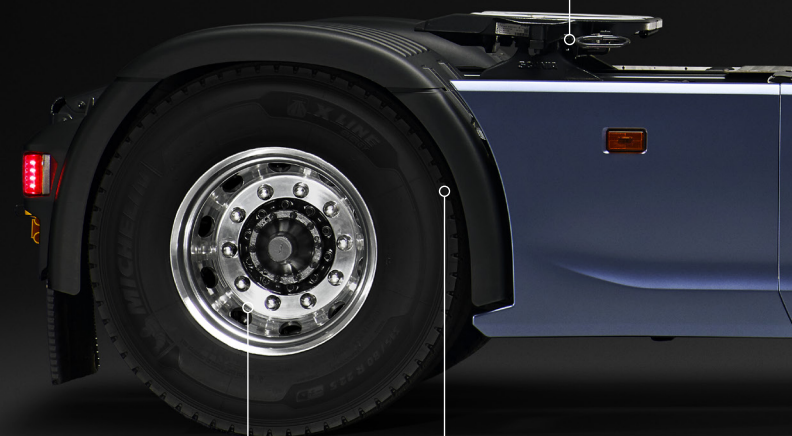
## Body adaptability

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.

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



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.



The airy feel of our Highline cabs can be tempting. But so can the opportunity for 100 extra kg of 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.

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

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





# OFFICE WITH A VIEW

Long distances, driving off-road in remote areas, and the waiting hours when loading and unloading are only a few of the challenges facing your drivers. Providing them with the best possible conditions is sure to pay off in the long run.

#### **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 EST, Electro hydraulic power Steered Tag axle, which enables tighter turning and less tyre wear when manoeuvring. Another is the improved driver environment and interface.

#### **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.

#### **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.

#### **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.

#### **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.

# COUNT ON US TO CALCULATE FOR YOU

By now you have probably realised the endless possibilities that lie beyond the standard solution. As you have made it this far, we are sure that you can see the value in a tailor-made solution. Value that stretches far beyond an initial price tag. 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 transporting grain, payment is usually based on the weight of the cargo. Tonne per kilometre is the most common basis for payment and the number of journeys can be added as an additional factor. Of course, delivery performance, usage of alternative fuels and driver working conditions are other aspects that can influence the price.

#### **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 upon your servicing needs before they appear.

#### **Vehicle Insurance**

Every hour counts in your business. Which is why managing risks and claims management should be as quick and easy as possible to avoid unnecessary downtime. One of many reasons to choose Scania insurance instead of just any insurance.

#### **Productivity**

In your industry, productivity and payload are concepts that go hand-in-hand. By making smart choices when tailoring your vehicle we can save unnecessary kilos on your truck and add them to your payload instead. This is what weight optimisation could lead to in terms of increased revenues. Opting for a Normal roof instead of a Highline roof and combining it with aluminium rims will enable you to add 100 kilos to your payload.

**Annual distance:** 100,000 km

**Utilisation:** 50%

**Price/tonne/km:** 0.102 €

**100 kg increase:** 510 € / year

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.



