



LIVESTOCK

A LIVING CARGO

SCANIA

TAILORED FOR THE ONLY BUSINESS THAT MATTERS. YOURS.

You operate in a business where the sound of beating hearts is more important than the sound of roaring engines. Because you carry a living cargo whose value is far greater than its weight and volume.

For you, a healthy payload means a healthy business. Which makes the choice between a standard model and a tailor-made solution quite an easy one.

In order to ensure the well-being of your payload and meet the strict requirements of your industry, you need to pay close attention to details. Which turns every choice you make into a conscious decision that will help you find the perfect balance between uptime, productivity and driveability.

The following pages feature a selection of the many opportunities that come with choosing the new generation Scania trucks and services as your future business partner. We hope they will be enough to gain your trust. And convince you to take the next step to a tailor-made solution of your own, with hard facts and figures both on how to cut costs and on how to increase revenues.

Because that is the definition of “premium”. Taking the lead.



KEEP YOUR LOAD ON THE ROAD

There is a great deal at stake when transporting livestock. Minimising unplanned downtime is crucial to avoiding heavy penalties, as well as to safeguarding the well-being and value of your payload. Your truck and your payload belong on the road. And this is 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. In addition, preventive replacements of strategic components such as alternators and batteries can be added at a monthly rate, which is extremely important when carrying a living cargo. 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 transport operation.

Repair and Maintenance contract

A well-planned Repair and Maintenance contract has been proved to be a considerable advantage in terms of improving your uptime. The opportunity to plan the scope of your individual contract in collaboration with your workshop allows 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 needed 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 also allows for a smaller battery that saves weight for payload. 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 financial 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 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 there.

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 drivers 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 4–5kg.

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

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

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

A BALANCE BETWEEN BRAWN AND BRAIN

Many people think that boosting productivity is merely a matter of maximising payload. We like to think there is a lot more to it than that. Because even though a larger payload will earn you more money, the additional value will be lost if your truck is hard to manoeuvre. Safeguarding productivity means taking every aspect into consideration. Such as the following examples.

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.

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

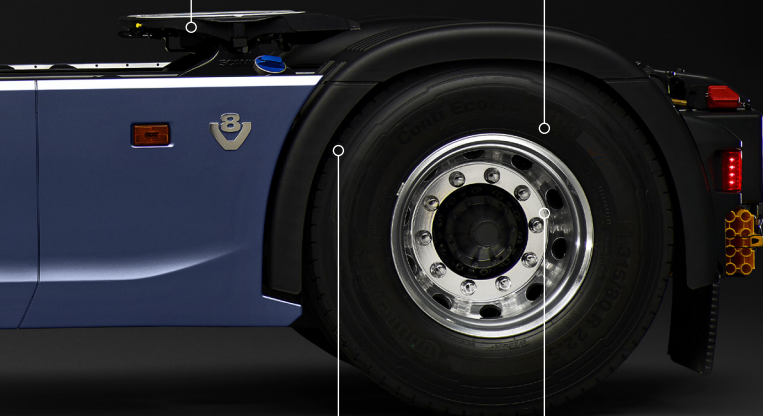
safety features and additional features when using the power take-off and other bodywork.

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 direct 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.

Aluminium rims save 15 kg per rim.

A WORLD-CLASS OFFICE

It goes without saying that experienced drivers are a good investment. Because they have the biggest impact on operating costs such as fuel, repairs and tyres. And in your particular case – on the well-being and value of your cargo.





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, the electro-hydraulic power-steered tag axle, which enables tighter turning and less tyre wear when manoeuvring. Not to mention the enhanced driver environment and interface.

Drivers' station

Drivers are bound to spend a great deal of time in their trucks. Ensuring that cabs are the best possible workplaces will surely pay off when it comes to motivation and performance. The new Scania offers improved visibility and extensive ergonomic support in terms of seat and steering wheel adjustments, as well as new options for living and resting in the cab.

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 a repositioned 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 and consistent braking behaviour. A retarder helps increase the life of the service brakes.

TAILOR-MADE FOR REVENUE

In a seasonal industry with high standards, value is not something you can find on a price tag, but something you create over time. When you visit your local Scania dealer, that value will be converted into hard facts and figures that show how you can cut costs as well as increase your revenues. Here is a hint of what they might show you.

Driveability and comfort

Choosing a Scania means choosing a vehicle that is both robust and reliable, with good handling and stability, which has been proved to be crucial to your business. If your livestock cargo is due for the slaughterhouse, calm and stable transportation is of the utmost importance in reducing the risk of stress and injuries amongst the animals. Injured animals are disposed of upon arrival, which results in a loss of income.

Average weight of calves: 320 kg

Value approximately: 3.5 €/kg

This means that if you reduce stress and injuries in your payload, you can avoid a revenue loss of 1,120 €/animal.

Uptime

You can, of course, look at things from a negative point of view and measure downtime in penalties of 50–250 euros per missed delivery, or a potential cost for roadside assistance of around 500 euros per stop. On the other hand, you can look at it in terms of the revenues that the increase in utilisation will generate. Knowing the history of the vehicle enables us to diagnose it more accurately and reduce the risk of unnecessary service days. A well-planned repair and maintenance contract has been proved to save up to two unplanned workshop stops during a three-year contract.

Revenue per transport: 630 €

Increase in revenue:

2 x 630 € = 1,260 € over three years

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. The following example shows the resulting revenue increase after decreasing the chassis weight by 200 kilos. A reduction that you can achieve by opting for aluminium rims, a directly mounted fifth wheel and a four-rear spring air suspension.

Decrease in chassis weight: 200 kg

Number of transports per year: 100

Revenue: 0.06 €/kg

Increase in revenue:

200 kg x 0.06 €/kg x 100 transports
a year = 1,200 €/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.



