



TIMBER | WOOD CHIP

A FORCE OF NATURE

SCANIA



TAILORED FOR THE ONLY BUSINESS THAT MATTERS. YOURS.

With a payload of forest valuables, you are carrying the weight of Mother Nature on your shoulders. The result of hard work and long hours. While others tend to define their businesses and challenges by the nature of their payload, it is the road ahead that characterises yours. Because there is a huge difference between driving up and down rough forest roads and travelling long distances on the highways.

Choosing a standard solution would be barking up the wrong tree.

The new generation of Scania trucks and services comes tailor-made for your business. Optimised to cut your costs and increase your revenue.

The following pages illustrate how, yet they only scratch the surface of the potential benefits. When we meet face-to-face, we can get down to the nitty-gritty of how to move forward with a tailored solution. This is our definition of premium. Vehicles as unique as the businesses that operate them.



MASTER YOUR MISSION

When it comes to increasing productivity, your approach will depend on your cycle and the quality of the road ahead. Short distances often mean rough road conditions and call for robustness to make it that extra mile. Long distances, on the other hand, require a weight-optimised vehicle that will add several kilos to your payload. The following pages will address these two needs, both individually and collectively.

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.

Handling and Stability

The new repositioned front axle comes with a new, improved suspension that will enable quick, accurate steering feedback and response. In addition, for vehicles that travel on rougher roads, the correct traction on the tyres is crucial to improving manoeuvrability even more.

Brake efficiency

Disc brakes with an Electronically-controlled Brake System (EBS) will improve both safety and payload, the perfect choice when hauling wood chip. On the other hand, rough forest roads such as the ones that you face when hauling timber, require the robustness of drum brakes to avoid unnecessary servicing hours. 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.

Engine power

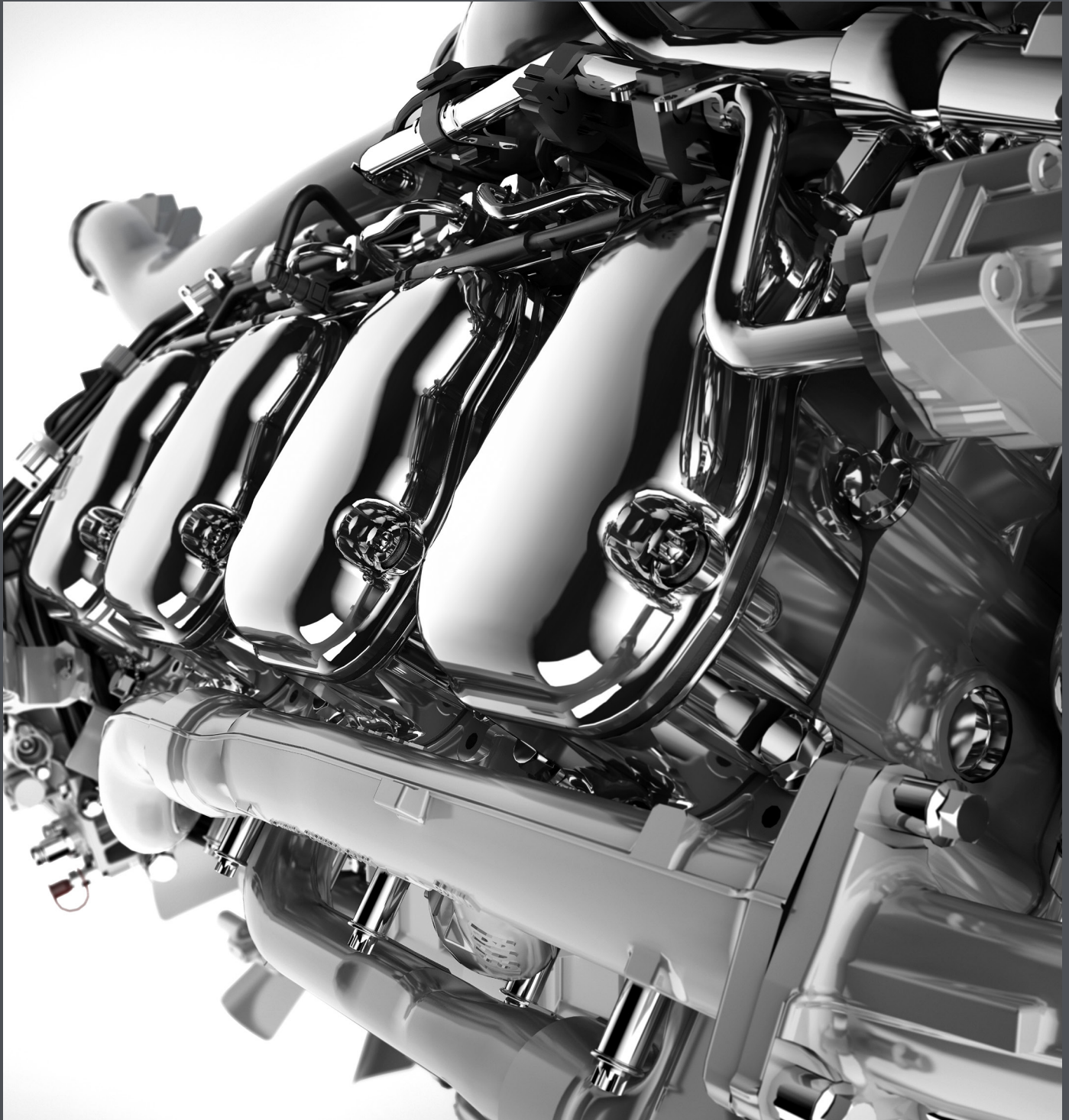
Driving on soft and gravel roads creates a high rolling resistance

and requires high torque to maintain a high average speed. Choosing the powerful V8 engine to convey you along rough forest roads is therefore an excellent choice when hauling timber.

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.



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.



Not even the retarder should retard profit. Increase your payload potential by 113 kg.

As stated earlier, the surest way to increase your payload is to decrease the weight of your vehicle. The following examples are a few of the options that will help you succeed.

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

Mount the 5th wheel directly and add 82 kg to the payload. Choose disc brakes instead of drum brakes and gain 51 kg per axle.

Aluminium fuel tanks save 1 kg weight per 10 l volume.

Aluminium rims save 15 kg per rim.



WHY GO OUT

They say that all relationships are built on trust. When working to constant deadlines due to the deterioration of the wood you are hauling, on-time performance underpins this trust. And unplanned downtime undermines it. Here are a few ways to avoid it.



T ON A LIMB?



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 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.

Air intake indicator

The air intake indicator will warn you if and when the filters in your engine become clogged. Clogged filters impair the movement of air through your engine, causing a loss of power and an unnecessary increase in fuel consumption, and the early warning may save you unnecessary costs in terms of servicing and repair.

Reduced maintenance

When the retarder is used frequently, the need to service the brakes tends to increase. In order to avoid this, the new Scania has been fitted with a software programme that continually conditions the brakes by activating them when the retarder is in use as well, which means less downtime and servicing hours.

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.

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.

KEEP YOUR BUDGET CLEAN

There is a great deal of money to be earned in the business of fuel consumption. And if you are successful in decreasing it, it will actually impact far more than your budget. Because a fuel-efficient operation is also an environmentally friendly one.

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 and that will enhance your fuel economy.

Engine improvement

Our engines are already well-known for being fuel efficient. Now even more so. Better radiators as well as improved injectors and combustion chambers are all good news. Plus the new 2.35 rear axle ratio also means reduced engine speed which leads to reduced fuel consumption.

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 far out in the woods. Our personal coaching programme helps drivers optimise and maintain the positive effects of the training.

Evolution 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-ups 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 at least 10 percent when it comes 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. All of these are valuable assets when hauling timber or carrying wood chip.

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.







MAKE YOUR TREES GROW MONEY

We are convinced that you can see the value in a tailor-made solution. Value that extends far beyond the 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.



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, thereby avoiding unplanned downtime. And every time we succeed in this, you can add a day of uptime to your schedule and approximately 700 euros to your revenue.

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 how opting for aluminium rims and decreasing your chassis weight by 100 kilos would impact your payload.

Decrease in chassis weight:	100 kg
Journeys per year:	1,000
Payment:	10 €/tonnes
100 kg extra:	+ 1,000 €/year

Fuel Efficiency

Fuel represents a relatively high share of your operating costs – often around 25–30 percent. Scania Driver Services is a powerful solution to improve your fuel economy. Investing in your drivers, even the most experienced ones, has been proved to result in a minimum of 6 percent in fuel savings.

CALCULATION FOR TIMBER:

Consumption:	55 l/100 km
Annual distance:	180,000 km
Cost per litre:	1 €
Total fuel cost per year:	99,000 €
6% reduction:	- 5,940 €/year

CALCULATION FOR WOODCHIP:

Consumption:	30 l/100 km
Annual distance:	270,000 km
Cost of diesel:	1 €
Total fuel cost per year:	81,000 €/year
6% reduction:	- 4,860 €/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.

