



VEHICLE TRANSPORT

CARRY A LOAD MADE FOR THE ROAD

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.



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TAKE THE LEAD

You haul a heavy load and constantly endeavour to increase it. In order to succeed and take the lead, you need to optimise and adapt your truck to maximise your results. Every single choice you make, no matter how small it might seem, all adds up in the end. And we would be delighted to help you choose as wisely as possible.

Lay low

By literally lying low, you can make room for a bigger payload. Choosing a low chassis, small tyres and lowering the position of the fuel tank will enable you to carry a higher load and thereby increase your productivity.

Fuel up

Your route is long and your load is heavy. This requires a large amount of fuel to avoid excessive fuel stops along the way. Choosing a larger fuel tank will save you these unnecessary stops and enable you to refuel when you find the right place and price.

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.

Bodybuilder cooperation

At Scania, we believe in building strong relationships with our customers as well as with our partners. By working closely with the bodybuilder of your vehicle, we can ensure that both vehicle and body are optimised to carry the absolute maximum number of vehicles so you can have the best possible numbers.

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.

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.

YOUR BUSINESS BELONGS ON THE ROAD

In an industry where every single minute impacts your bottom line you cannot afford to stand still. We consider it our duty to help you maximise your uptime and we remain close at hand if anything should happen. Your truck belongs on the road. Here are a few of the services 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. In addition, preventive replacements of strategic components such as alternators and 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 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.

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.

A CLEAN ECONOMY

It goes without saying that cutting your fuel costs can ultimately save you a great deal of money. What you might not know is how many ways there are to achieve this, and the environmental gains that will automatically come as a result of smart choices. Because cutting your fuel costs also cuts your emissions, which is something to be proud of.



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 which will enhance your fuel economy.

Engine improvements

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. 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.

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-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.

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.



HARD FACTS AND FIGURES

As you have read this far, we are sure 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.

Productivity

In the haulage industry, productivity is usually equivalent to payload. And since the industry often pays per transported vehicle, it is not the total weight that counts but the total number of vehicles on your trailer. Communicating closely with both bodybuilder and Scania from the start is the safest way to ensure the maximum possible capacity.

Annual distance: 120,000 km

One extra vehicle: 0.271 € / km

Utilisation: 50 %

Increase in revenue per vehicle:

$120,000 \times 50 \% \times 0.271 \text{ €} = 16,260 \text{ €} / \text{year}$

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 data from your vehicle, we are able to identify and act upon your service needs before they occur.

EXAMPLE:

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

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

Average loss of income per day: 700 €

Savings on maintenance: 1,400 €

Fuel Efficiency

As previously stated, we offer extensive support to help you decrease your fuel costs. Opticruise and Active prediction alone normally result in a 2–3 percent decrease in consumption. If we were to turn this percentage into hard figures, this is how they would look:

Average consumption: 33 l / 100 km

Annual mileage: 120,000 km

Average diesel cost: 1 € / l

Fuel cost per year and vehicle: 39,600 €

3 % decrease in fuel consumption: - 1,200 €

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.

