## PRESS RELEASE



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## Scania Trucks at IAA 2016:

# Scania's new truck range delivers more of everything

- A new range of cabs designed in-house by Scania.
- Two cab series being introduced initially; the new S-cab has a flat floor.
- A repositioned front axle provides increased safety.
- The world's first truck with roll-over side curtain airbags.
- Up to 5% reduction in fuel consumption across all engines.
- Layshaft brake system can halve gearshift time and increase driveability.
- Approved for use with HVO, with more alternative fuels to be introduced later.

Scania recently premiered an entirely new range of trucks which, when complete, will represent a complete renewal of Scania's range of solutions. The introduction of even more products and services now makes it possible to tailor sustainable and profitable solutions for all types of customers. During the first phase, Scania will be introducing solutions with a focus on the needs of customers who run long-haulage operations. The goal is to offer these customers the best possible total operating economy.

The new cab generation is designed by Scania's own in-house designers, and from the very first glance it's clear that you're looking at a Scania vehicle. The design language is futuristic, withthe authority and presence that have always characterised Scania's design. No elements of the design are shared with the current generation, but all the positive characteristics that Scania trucks are known for have been incorporated and refined.

When all variants are in place, no fewer than 24 different base cabs will be available, all of which are part of the Scania modular system. This makes it possible to create optimised and sustainable solutions for all types of customers, regardless of whether the focus is on interior room, fuel economy, the highest levels of comfort, or maximum carrying capacity.

#### Focus on the customer's business and profitability

"Every truck purchase represents a significant investment for our customers," says Christopher Podgorski, Senior Vice President, Scania Trucks. "Scania recognises this and tailors solutions involving both products and services that give long-haul operators the ability to achieve the best

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total operating economy and sustainable profitability. Costs aside, we also help customers by providing solutions that can positively contribute to their earning ability."

Fuel economy is crucial when it comes to achieving good results within the long-haul sector. Scania promises a five-percent general reduction in the new generation, regardless of which Euro 6 engine platform customers choose. About three percent of the reduction comes from improvements to the engine. The remaining two percent is the result of more refined aerodynamics – probably the best in the truck world – and from finely-honed gearchanging strategies.

#### Cuts through the wind

From an exterior perspective, Scania has placed the most emphasis on aerodynamic characteristics and subsequently fuel consumption. All surfaces, both at the front and along the sides and, to a degree, underneath are optimised for minimum drag. Equipment such as air deflectors and side skirts have been meticulously integrated into the whole design.

"Aerodynamics are a crucial factor in the hunt for fuel savings," says Björn Fahlström, Vice President, Scania Trucks. "They have an immediate effect on fuel consumption and, when considered in the context of a long-haul truck's lifespan and the very high mileage involved, aerodynamics have a major impact on both the haulage firm's finances and the truck's environmental impacts."

Truck design is all about expressing each vehicle's unique characteristics. At the same time, it should communicate that the truck is a work tool – and that it's a Scania.

"Every line and all design elements are designed to describe the characteristics and the proud heritage that all Scania trucks carry with them," says Kristofer Hansén, Head of Styling/Industrial Design, Scania. "We have created a single entity that exudes harmony, dynamism, and majestic power – a robust and at the same time elegant work tool in which all parts are included in Scania's advanced modular system."

#### The S-cab – designed for the most demanding users

Regardless of whether they choose an R- or an S-cab, all customers now get more interior space than previously. This is partly the result of more efficient packaging, which contributes to new-generation cabs now being a little over five centimetres longer internally and the ceiling heights being higher. The new standard ceiling is 10 centimetres higher than today's standard ceiling, while in the higher R- and S-cabs the ceiling height has been increased by a full 16 centimetres.

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A user-friendly and ergonomically designed set of four entry steps leads the way up to the S-cab, a working space that Scania is convinced will be loved by all drivers who get the chance to try it out.

#### Proper seating in every sense

The driver's position in all new cabs has been moved forward 65 mm towards the windscreen and 20 mm towards the side when compared with the previous models. The primary reason for this measure is to take into account the needs of drivers and to improve appearance, safety, vision, and interior space.

"Good vision is crucial to the driving experience and for safety reasons," says Fahlström. "We have always had a big focus on the driver's working environment and this new truck generation is, of course, no exception. Some good, everyday examples of this are that the instrument panel has been lowered, that the field of vision forward has been increased, and that the Apillars are now narrower."

Drivers will also find that stability has been improved during sharp cornering and hard braking. Braking performance has been improved by five percent. In practice, this means that a typical 40-tonne vehicle combination with a 4x2-configuration and three-axle semi-trailer that previously braked to a standstill from 80 km/h in 40 metres can now, all things being equal, come to a halt in 38 metres.

#### Unique roll-over side curtain airbags

Scania's new generation of cabs can be ordered with side-mounted roll-over curtain airbags that are integrated in the ceiling, a technology that has never before been used in trucks. Together with the use of seat belts, side airbags are an important safety feature for preventing common trucking accidents. A typical example is the driver being injured when the truck rolls over, for example after a forced evasive manoeuvre that leads to the truck ending up off the road where there is insufficient load bearing capacity.

#### Adapting to individual needs

When Scania developed the cabs for its new truck range, there was a clear benchmark from which to work and to exceed – the much appreciated cab interiors on the existing and best-selling generation. In developing the latest models, Scania has incorporated everything from its experience in this area to the results and opinions produced during hundreds of press tests, as well as discussions with customers and feedback from drivers. The result sets a new industry benchmark.

"Our goal is for all customers to be able to feel confident that no one else can offer them a better solution for their particular truck and the conditions under which it operates," says Fahlström.

Scania's to this challenge is its modular system, an underlying philosophy that means that Scania can always offer highly specialised solutions from a relatively limited number of components.

"The modular system is one of our key customer benefits as it lays the groundwork for all customers having unmatched opportunities to get perfectly adapted solutions based around the specific conditions of their operation," says Fahlström. "Given our modular system and the fact that we are now adding even more special components for particular applications, we are now even better at designing the right solution for every customer. This in turn provides customers with the conditions needed to achieve the best total operating economy when it comes to both costs and revenues.

#### Good use of space

The interiors of the new cabs are designed to offer drivers optimal driving and relaxation spaces. The seat adjustment options are now even more generous – all drivers between 150 and 200 centimetres tall will be able to find a comfortable driving position – and vision, both forwards and to the sides – is improved thanks to the driver's base position being moved closer to the windscreen and slightly to the side.

The storage options have been increased with a special focus on volume and accessibility. Cab space has been carefully considered and then fully exploited down to the smallest detail. In addition to a flat floor, the spacious S-cab also has extra insulation. Down to the smallest detail, S-cabs provide well thought-out and comfortable solutions and they provide excellent opportunities for a good night's sleep.

The instrument panel has also been designed using a modular approach, meaning that the customer can adapt it to their own particular needs, with regard to everything from ergonomics to buttons, controls and storage according to different performance stages. The modular design also incorporates those buttons and controls that are important elements of most truck driver's working environments. Their functioning is relatively simple to control thanks to Scania's CAN-bus technology which makes complicated cable routing history.

#### Comfortable climate

Scania has also developed new climate systems that ensure that it's the driver and not external factors that determine the internal climate, ensuring the highest possible comfort both while driving and relaxing. The cab range is also modification-ready in terms of the installation of systems for auxiliary warmth or cooling. The system is better integrated into the cab, requiring, for instance, no equipment on the roof. Warm (waterborne) and cool air are supplied via the truck's regular ventilation system and controlled using the

regular climate control panel. Trucks can also be ordered with heated windscreens.

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Scania is a part of Volkswagen Truck & Bus GmbH and one of the world's leading manufacturers of trucks and buses for heavy transport applications. Scania is also leading provider of industrial and marine engines. Service-related products account for a growing proportion of the company's operations, assuring Scania customers of cost-effective transport solutions and maximum uptime. Scania also offers financial services. Employing some 44,000 people, the company operates in about 100 countries. Research and development activities are concentrated in Sweden, while production takes place in Europe and South America, with facilities for global interchange of both components and complete vehicles. In 2015, net sales totalled SEK 95 billion and net income amounted to SEK 6.8 billion. Scania press releases are available on <a href="https://www.scania.com">www.scania.com</a>

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