



SCANIA MIDDLE EAST

# JOURNEY

[ SUSTAINABLE TRANSPORT SOLUTIONS ]



## Partner News

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## #Transport Heroes

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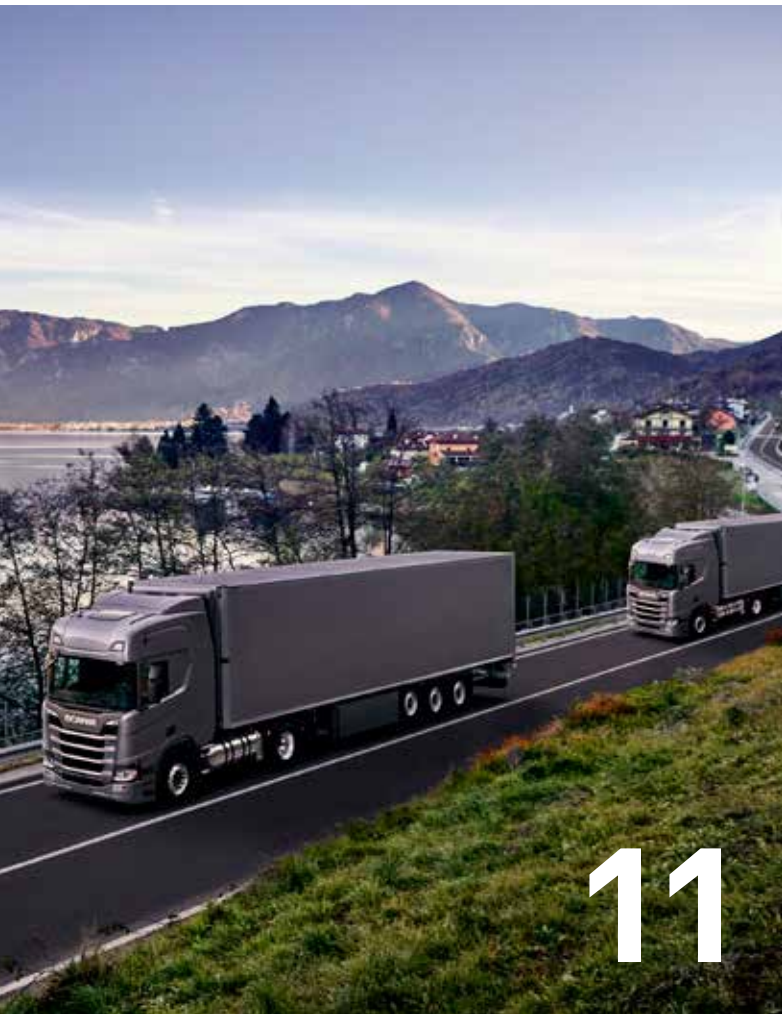
# Scania Touring

A pleasure to drive. A joy to ride. A privilege to own.

#1 – 2020

**SCANIA**





# Our Journey Ahead

**H**aving started the year in a very positive way, the COVID-19 pandemic has of course disrupted things for us at Scania Middle East as well as for our partners and customers. At the same time, the crisis has once again emphasized the importance of Transportation in a well-functioning society. I am truly proud to see what actions Scania and our partners are taking to support our customers in this challenging time.

As with all companies we have also been forced to change our ways of working and communicating. However, I am very happy to see the great team spirit within the organization. Everyone is trying to keep the motivation levels up and to support each other as well as our partners and customers.

We always have a very long term view on what we are doing. In a crisis situation like this, you might have to take some extraordinary actions to cope with the short term. However, for the long term, our journey to lead the change into a more sustainable transport system remains. We are committed to work closely with our partners and customers to constantly develop our offering with the aim to differentiate ourselves from competition and providing more sustainable and efficient solutions to our customers.



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**“We are committed to work closely with our partners and customers to constantly develop our offering with the aim of differentiating ourselves from competition and providing more sustainable and efficient solutions to our customers.”**

Erik Bergvall, Managing Director at Scania Middle East FZE



# SHARE THE EXPERIENCE

The Scania Touring is a coach designed to meet your needs for occasional service and regular service over long distances. You will enjoy full support from a single point of contact since all parts, maintenance and repairs are backed by Scania's comprehensive global service work.

The possibility of fast deliveries gives your business plenty of flexibility. If you're focused on outstanding total operating economy, this coach is destined to be a profit source for years to come.

Scania Touring delivers for everyone – owners, drivers and passengers alike. So, be true to yourself and treat your passengers the way you would like to be treated yourself.



FUEL EFFICIENCY



UPTIME



TOTAL OPERATING  
ECONOMY



FINANCE



SERVICE



SAFETY







### A pleasure to drive.

Refined ergonomics in the driver station and the Scania Opticruise make it easy to stay relaxed and focused for smooth economical driving.



### A joy to ride.

The Scania Touring is created to exceed the expectations of today's global citizens with safety as well as stylish design and smart layouts.



### A privilege to own.

Designed to fulfil a wide range of uses, the Scania Touring brings you excellent total economy with high level of service and support.



# SCANIA TOURING

FOR TODAY'S GLOBAL CITIZEN

## » INTERIOR

- Seating capacity
  - 4x2 (47/49/51)
  - 6x2\*4 (55/57)
- Vega 460/440 (armrest & footrest)
- Reclinable seats with magazine holder and coat hanger
- Laterally adjustable seats fitted on rails
- Passengers control unit, incl individual light in LED, air nozzles, stop button and speaker
- Open overhead luggage racks (with flaps as option)
- Mat
- Toilet
- Kitchen
- Fridge in dashboard & Fridge in front area, capacity 45 litres

## » ELECTRICAL SYSTEM

- Battery 2x225 Ah
- Fixed battery carrier
- Alternator 2 x 150 A
- Battery charging socket - Hella
- Battery master switch on dashboard
- Electric fuses, circuit breakers

## » DRIVER AREA

- Fully pneumatic driver's seat, with 3 point seatbelt
- Separate climate control for driver
- Electrically operated driver's window
- Manually operated blind at driver's window
- 2-piece electrical blinds at front
- Driver's cup holder, light & microphone
- Driver's locker located in rack on LHS
- Guide seat with 3-point seatbelt

## » POWERTRAIN & GEARBOX

- DC9, 360 hp available with Euro 3, Euro 4, Euro 5 & Euro 6
- DC13, 400hp with Euro 4 & 5, 410hp with Euro 3 & Euro 6
- Fully automated Scania Opticruise
- 8 - Speed or 12 - Speed Gearbox
- Scania Performance modes
- Eco roll 2
- ACC with "Active prediction" (in combination with emission level)

## » CLIMATE SYSTEM

A new upgraded AC climate system from Konvekta called SL 900 series has been introduced on the Touring in Gulf & hot climate market. Some of the major benefits with the new updated version are:

- Improved Cooling
- Reduced cost & weight
- Control panel that is more user friendly
- Reduce mist on windows more effectively
- Even temperature inside the coach
- Reduced maintenance cost
- Modular based which enable further development

## » BRAKES & SUSPENSION

- Disc brakes
- EBS, Electronic brake system
- ABS, Anti-lock brake system
- TC, Traction control
- ESP, Electronic stability programme
- Automatic controlled exhaust brake system
- Hill hold
- Whole side kneeling

## » EXTERIOR

- Pneumatic door system
- Double-glazed side and rear windows, Tinted/Non-tinted
- Xenon headlamp and LED at rear
- Top corner LED light & Fog lights
- Electrically heated side mirrors
- Remote controlled doors, Luggage compartment doors
- Pneumatic parallell luggage compartment doors (Manual parallell or flaps as option)
- Luggage compartment capacity of (depending on specification)
  - 12 m : 6.97 to 8.47 cu.m
  - 12.9 m : 7.32 to 9 cu.m
  - 13.7 m : 7.13 to 9.32 cu.m
- Option of different colours including Metallic paint work

## » ENTERTAINMENT & OTHER

- AV equipment with Radio and CD/DVD/MP3 player
- 2 LCD screens 19", front & middle door
- CCTV at mid door
- Reversing camera

## EXPERT'S ADVICE

Highlight some of the key features about the Scania Touring and how will Scania's potential customers benefit from the Scania Touring.



Scania Touring is a coach designed to meet your needs for occasional and regular service over long and short distances. You will enjoy full support from a single point of contact since all parts, maintenance and repairs are backed by Scania's comprehensive global service work. The possibility of fast deliveries gives your business plenty of flexibility. If you're focused on good total operating economy, this coach is destined to be a profit source for years to come. A complete coach concept, designed, tested and approved by Swedish Engineers to meet all European standards to compile with both the Nordic cold climate as well as for the hot dry climate in Middle East, This bus is manufactured for Scania on a dedicated line within our joint venture factory with Scania Higer.

- Fadi Talib, Area Manager Buses & Coaches, Scania CV AB



# SCANIA'S ANNUAL & SUSTAINABILITY REPORT

2019 was a year of benchmarks for Scania that saw record performance and a strengthened commitment to sustainability. Highlights include launching the new bus generation, committing to science-based carbon reduction targets, and presenting concept vehicles that bring the smart, sustainable transport system of the future a step closer.



### New Citywide bus range unveiled

In October, Scania launched the next generation of its Citywide buses for urban and suburban operations. Leading with the Scania Citywide battery electric bus, the new range offers lower fuel and energy consumption, higher passenger capacity, better drivability and more comfort for passengers and drivers alike.



### Scania commits to science-based climate targets

Scania has committed to setting a science-based carbon emission reduction target. The pledge makes Scania the first heavy vehicle manufacturers to have committed to setting a climate target aligned with the Paris Agreement, limiting the increase in global temperature to 1.5°C above pre-industrial levels.



### AXL: a new cabless concept for mining vehicles

The Scania AXL is a fully autonomous, cabless concept truck designed for mines and construction sites. Presented by Scania in September, the heavy duty truck is designed around Scania's modular system, and is steered and monitored by an intelligent control environment.



### The NXT step in urban transport

In June, Scania unveiled the Scania NXT: a battery-powered, self-driving urban concept vehicle that can change shape to fulfil different functions at different times of day. The Scania NXT can transform from a commuter bus in mornings and evenings, to a goods delivery vehicle by day and a refuse collection vehicle by night.



## TAKING THE LEAD TOGETHER

With vehicles and services awarded for their fuel efficiency, Scania is taking the lead. With the constant ambition to offer maximum output with minimal impact, we are setting a new industry standard. Together we'll maximise your payload and reduce your fuel consumption and carbon footprint. Taking the lead is a team effort.



# NEW TRUCK GENERATION - SPECIAL FEATURES



« Immobiliser

The immobiliser is an electronic theft protection device which prevents the vehicle from being started without the correct starter key. The key contains a transponder that communicates with the vehicle's coordinator. If the wrong key is used, the fuel supply to the engine is cut and the vehicle's starter motor will not run.

Customer Benefits:

- Gives you peace of mind.
- Often means lower insurance premiums.
- The new key takes up less space in your pocket as the transponder is integrated into the key.
- The immobiliser is a theft protection device that is activated automatically without the driver having to do anything.



« Fuel Theft Alarm

The vehicle raises the alarm if the fuel volume suddenly drops by 4-8% fuel, depending on the configuration of the fuel tank, while the vehicle is parked and locked with the alarm system enabled. The vehicle raises the alarm if anyone attempts to manipulate the fuel pick-up unit. Red filler caps with clear alarm symbols that dissuade attempted thefts. If an alarm is triggered, a message is sent to Fleet Management Portal. This only applies to customers with the Control package.

Customer Benefits:

- Prevents fuel theft.
- The fuel system has prevention against sabotage.
- The alarm notifies people in the immediate surroundings that a theft has taken place.
- Fleet Management Portal notifies the vehicle owner that fuel theft or sabotage has taken place (as long as the customer has the control package).



« Extra Door Lock, Internal

The extra door lock is used, for example, at night and during breaks to increase safety. After a long stint at the wheel, the driver deserves a good night's sleep. But there is always a nagging worry that something could happen during night, someone attempting to get to the load or into the cab.

Customer Benefits:

- Scania's new night lock allows the driver to lock the cab mechanically from the inside to boost security at night. The night lock latches the door to the cab structure, making it very difficult to force open the door.
- The new roof hatch is big enough for you to get out if you are trapped in the cab. It also lets in more daylight.



« Smoke Detector

The automatic fire alarm is independent and is powered by its own battery. It sounds an alarm if there is any smoke in the cab. The alarm signal has an ascending function in order not to startle the driver. In cabs with normal roof height or higher, it is placed above the driver's door for ease of access. In cabs with a low roof it is fitted to the ceiling.

Customer Benefits:

- Increased traffic safety as it would not startle the driver.
- Increased safety.
- Robust and reliable smoke detector.



« Lane Departure Warning

Scania's lane departure warning is a practical aid that warns the driver if the vehicle is about to cross the road markings. The system automatically detects the road markings and advises the driver when the vehicle is too close to the oncoming lane or verge/ditch markings.

Customer Benefits:

- In most cases, accidents that involve driving off the road can be avoided.
- The driver is not disturbed by unnecessary noises since it only works at speeds in excess of 60km/hr.
- The driver is not irritated by unnecessary noise which could contribute to him switching off the system.



The Scania R460 A6x6HZ tractor units delivered to our customer in Saudi Arabia

# GCC OLAYAN EMBRACES ANOTHER VIP PARTNER

[ By: Abdulrahman A. Ghobi - GCC Olayan, Saudi Arabia ]

**W**e at GCC Olayan are proud to be in a robust partnership with a global brand and group like Scania. Scania is a pioneer brand when it comes to quality, reliability, fuel economy, performance, high productivity, uptime while maintaining the lowest operating cost and delivering the highest level of safety compared to competition. This along with GCC Olayan's superior aftersales support, across our expanded strategic network locations in KSA, makes us the reliable choice among our customers. Scania and GCC Olayan is an unbeatable option for demanding customers. GCC Olayan are proud to be the primary choice for many high standard operation organizations, particularly in the Oil and Gas sector. GCC Olayan successfully delivered the first batch of Scania R460 A6x6HZ trucks, to support the oil drilling application project requested by ARAMCO, and to be utilized as a key success factor in delivering the project's stringent KPIs●



Our Fuel Championship Winner for February 2020 - Mr. Rashid Ahmed from Korea Hydro and Nuclear Power

# THE SEARCH FOR FUEL CHAMPIONS CONTINUE

[ By: April Rose Villafuerte - Bin Brook Motors & Equipment LLC, Abu Dhabi, UAE ]

**B**in Brook Motors & Equipment L.L.C. in association with Scania Middle East search for the most fuel efficient drivers in the Emirate of Abu Dhabi. The programme that began early last year selects the fuel champions in 3 categories monthly – Scania 6x4 Tractor Head, Scania 6x4 Rigid Chassis and Scania Coach/Bus. The driver needs to achieve high uptime while keeping fuel consumption to a minimum. This programme is a tribute to our #TransportHeroes who continue to provide transport services in the midst of the coronavirus pandemic. We recognize the high risk in the driver's job and honor their dedication to deliver goods such as food, fuel, sanitation products and medical supplies around the country as well as safely transporting passengers to their work place. "It is important for us, drivers to have a continuous journey without any interruption during work to avoid emergency stopovers in this critical situation. You'll never know which areas are safe and it's my responsibility to care for the safety of my passengers." shares Mr. Rashid Ahmed Meher, Driver of Korea Hydro & Nuclear Power - Fuel Champion in Bus Category for the month of February 2020. In addition, Bin Brook Motors & Equipment LLC service team continue to provide quality service to all customers and to avoid downtime during vehicle operation●





DATE Transport & The Royal Navy of Oman transports petroleum products to Musandam Governate

# DATE TRANSPORT

[ By: Berit Goldner - SATA LLC, Oman ]

**D**ate Transport (Dubai Al Ahlia Transport Est.) is a member of Gulf General Investment Company (GGICO PSC). Since 1985, DATE Transport has been facilitating the transportation of Bulk & Packed Petroleum, Chemicals and Dry Cargo products out of its Dubai headquarters and their two branches in Abu Dhabi and Al Ain, and Dammam in Saudi Arabia. In 2010 they started operating in Liwa, strategically located close to Oman's biggest industrial Port of Sohar. Mr Jacob Boban, country manager Oman for DATE has been with the company since 2004. "Transporting goods by road in the Middle East safely and on time is not an easy task. You need specialists who know the region in detail and have the right equipment, skills and experience. DATE Transport has both - the knowledge and expertise to offer the most suitable road transport solutions throughout the region. And one of the major strengths of our company lies in the flexibility and enthusiasm of our team of professionals, as well as using our own equipment and material. Our facilities in Oman consist of a 3000 sqm area with a 3-level building with full-fledged facilities including workshop, parking yard and office in Muscat, and a 2000 sqm area with a 2-level building with full-fledged facilities including workshop, parking yard and office in Sohar. We are the main contractor for Omanoil and Al Maha Petroleum Products Marketing Company in Oman. When ordering trucks, we always emphasize on the specifications which offer the best safety features, and the best fuel economy. We have recently taken delivery of Scania's New NTG series with following advanced safety options: Advanced Emergency Braking, Scania Retarder Braking, Scania Lane Departure Warning, Adaptive Cruise Control, Alco Lock, Steering Air bags, Side Inflatable Air bags on Driver's side and ADR FL Standard." During the Corona virus travel restrictions, DATE had once again confirmed their full support and commitment by providing uninterrupted transportation services for its customers, especially for cross-border trips and waved delay or standby charges until the situation improves●



General Transport & Equipment Company facility in Kuwait

# INTRODUCING GTE OLAYAN AS OUR NEW PARTNER IN KUWAIT

[ By: Abdulrahman A. Ghobi - GTE Olayan, Kuwait ]

**G**eneral Transport & Equipment Company (GTE) which is an extended arm of the parent company, General Contracting Company that was first established in the Kingdom of Saudi Arabia back in 1947, by the late Sheik Sulaiman S. Olayan has now grown to be the world leading Olayan Group. GTE was established back in 1949, as a fully Kuwait local company. Since the establishment, GTE has been a key market player in transforming the development of the country's infrastructure in line with government's vision in building a brighter future for Kuwait. As GTE continues on the journey of success in Kuwait, we have the pleasure to be selected as the preferred strategic partner for Scania in Kuwait. This partnership will strengthen our services to all of our partners in Kuwait and in the region. During 2020, the GTE facility in the industrial area of Ahmadi in Southern Kuwait City will undergo some refurbishment to better cater for the needs of the Kuwaiti customers and the sales and service of Scania trucks, buses and engines●

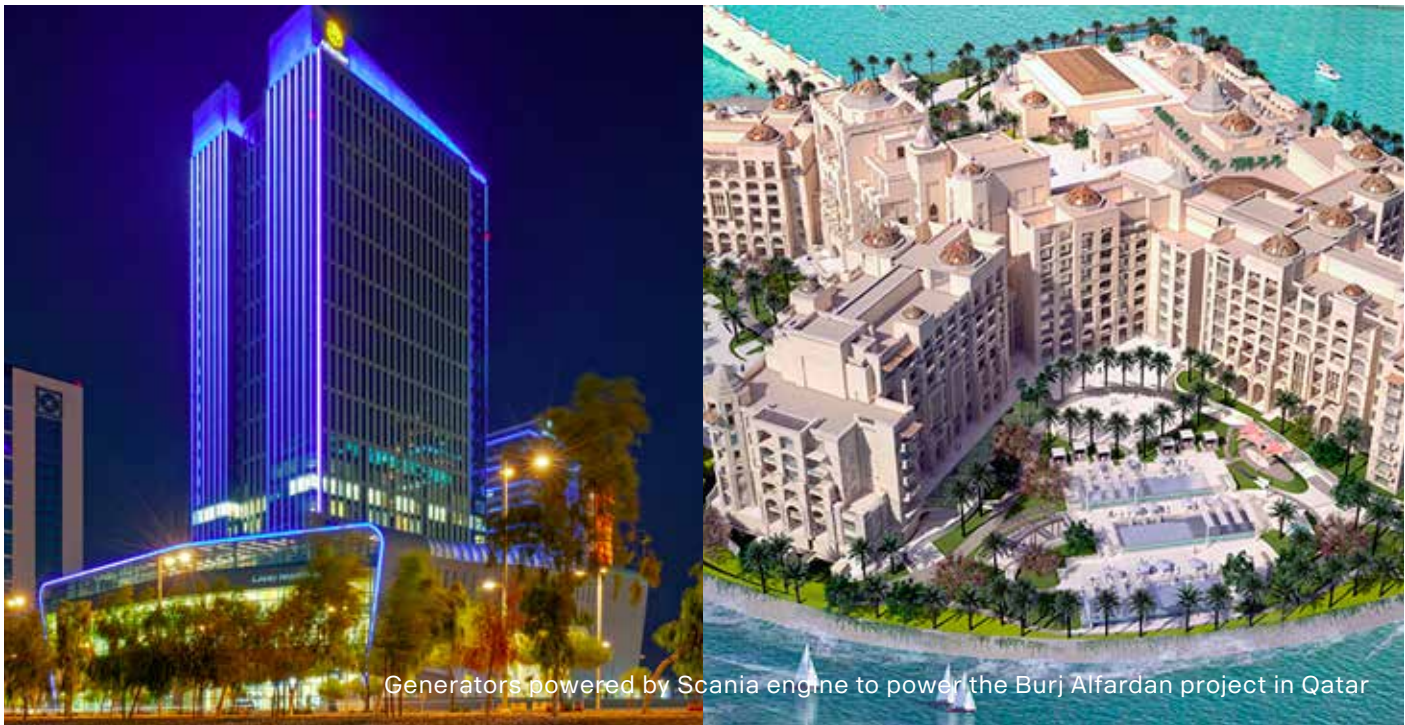




# AL SHIRAWI ENTERPRISES SWITCHING TO DIGITALIZATION

[ By: Rajiv Bhatia - Al Shirawi Enterprises LLC, Dubai, UAE ]

**A**l Shirawi Enterprises is highly focused on direct marketing. In a normal scenario, prospects are nurtured personally by the sales and service teams with a schedule of personal meetings, understanding their application requirements and preparing suitable configuration and finally demonstration and test drive of the unit. However due to the COVID-19 pandemic and the related movement restrictions, we have now had to switch our processes. The focus is to keep in touch with our customers and to inform that the service centres are available for services and maintenance of fleet along with a 24 hour road side breakdown assistance and parts delivery at site. This has been possible due to exemptions made by the Dubai Government to support transport services of essential items in the country. Al Shirawi Enterprises have also diversified the channels of communication with customers. In the first phase we have been trying to understand social media preference amongst our customers as well as the audience profile of each of the social media platforms. This knowledge has been used to design specific communication methods to reach out to our target customers. We are now available to our customers through WhatsApp, Facebook, LinkedIn, Instagram, Twitter and Youtube. We have also launched a new corporate website which is integrated with the social media handles. The new website serves as a one-stop shop for our customers to get all the information about products, services, parts, accessories, finance, driver training etc. It also provides customers with advice on fuel efficiency and uptime. Customers can contact us through WhatsApp live while browsing through the website. The team is available during the working hours to respond to any queries. Enquiries received through the website will soon be integrated with ZOHO CRM, such that it would get assigned to specific sales executives so that they can be handled more efficiently. Going forward social media channels would be the main source to connect to target segments customers in a more strategic and focused manner, as each of them have specific needs●



# GENERATORS POWERED BY SCANIA ENGINE IS A PERFECT POWER-PACKAGE FOR BURJ ALFARDAN

[ By: Emmielou Buque - Arabian Agencies Company, Qatar ]

**B**urj Alfardan, a true hallmark of engineering, a hub of business connectivity, and an architectural masterpiece situated in Lusail, the rising city of Qatar. The iconic property offers tenants state-of-the-art offices and world-class facilities ranging from a wide variety of F&B outlets, a world-class gym with a lap pool. In order to operate all these amenities, the management had to make sure that resources like electricity will be available 24 hours. They have asked Arabian Agencies Company to provide them 3 units of Generator SG600 powered by Scania engine to support electricity for the whole building and 1 SG770 which is solely for Alfardan Medical with Northwestern Medicine (AMNM). The 1.8 MW Powerplant powered by Scania engines with an auto-synchronization controller had passed Kahrama's Regulations and Qatar Construction Specification. Mr. Samer Al-Batsh, Engineering and Maintenance Manager of Alfardan Properties said, "The Generator powered by Scania engine is a dependable power plant and fuel-efficient and we are very much satisfied with its performance." Recently, ARACO had closed a deal of 7 units SG770 Generator powered by Scania engine with 5.3 MW Power plant which will be installed in a new project located at Marsa Arabia Island, a 5-Star Hotel and Residence with resort amenities and has a total built-up area of 157,000 m2●



# #WESCANIA - CUSTOMER TESTIMONIALS

At Scania, we give paramount importance to our customers' feedback on our products and services. Their comments and testimonies based on their actual business operations are highly valuable for our future path to growth. #WeScania is our gateway for these valuable customers' stories and testimonies.

•Visit our website to see and read these customer stories: [www.scania.com/ae/en](http://www.scania.com/ae/en)•



“The advantages and overall appearance of the Scania Touring coach meet our expectations. Adding the benefits of Scania Credit Facility, R&M, warranty coverage, parts availability and fuel economy made the entire deal more attractive.”

• Mr. Ahmed Al Naggar, Executive Director of Al Mariah United Group



“From the beginning of our operations in Oman, we have relied on the support and professionalism of Scania's local dealer, SATA LLC for sales, aftersales and financing services. For many years now, our customers continue to applaud our customized transport solutions. Our major fleet in Oman consist of Scania (62 units) and we plan to upgrade the old units with Scania as well in the coming year. Most of our vehicles are in compliance with BP and PDO certifications. We maintain a fleet of various optimized specifications ordered with the help of Scania's modular system of production and use the right specification depending on the operations. ”

• Mr. Jacob Boban, Country Manager of DATE Transport



“We studied various European and American trucks available in the UAE market. We were looking for a rough and tough chassis, with good handling, stability and a robust cab. The Scania P-Series is a very versatile truck, we benefit from its flexibility to be able to put them in different jobs. They are suitable for our operations viz. mining and limestone quarrying, transportation to Ports. At our site, the truck needs to take sharp bends, move step-by-step, up and down the rough terrain with and without payload. We therefore need a high torque engine that makes each work of start-stop feasible; give sharp acceleration. The lightweight Scania P-series truck is engineered for manoeuvrability, economy and speed. They are tough and are well suited also for construction applications. We appreciate highly the Driver Coaching, knowledgeable and professional guidance, from the team of the local dealer Al Shirawi Enterprises.”

• Mr Richard Jaw, Owner and Director of Mining Tech & Logistics, Fujairah

IF THIS STONE CRUSHER  
UNEXPECTEDLY STOPS,  
AN ENTIRE CONSTRUCTION  
SITE COMES TO A HALT.



To avoid unexpected stops in prdouction Terex and Powerscreen has chosen Scania engines as their source of power for a range of products including the stone crusher. We offer a wide variety of services aimed to maximise your uptime and productivity. Read more at [Scania.com/engines-uptime](http://Scania.com/engines-uptime)





## ‘Project Qatar Mobility’: Scania buses and Self-driving VW shuttles set to take Doha’s local public transport to the next level in 2022

The agreement was signed by QIA CEO Mr Mansoor Al-Mahmoud and Dr Herbert Diess, Chairman of Volkswagen Group, at a ceremony in Doha in December 2019. The initiative, which is known as “Project Qatar Mobility”, underlines the mutual commitment to both smart technologies and green transport: QIA and Volkswagen will work together to develop the required physical and digital infrastructure to seamlessly integrate a fleet of self-driving vehicles into Doha’s existing public transport network. Autonomous, electric ID. BUZZ AD from Volkswagen Commercial Vehicles will shuttle up to 4 passengers in Westbay area on semi-fixed routes, while high-tech Scania buses pick up larger groups. Henrik Henriksson, President and CEO of Scania says: “At Scania, our purpose is to drive the shift to sustainable transport. In the coming years, technological and infrastructural progress in electric and autonomous vehicles will be key enablers in that shift. With regards to people transport, a higher degree of sharing is also important and through advances in autonomous transport it will be simpler to introduce more flexibility in shared people transport. It is exciting to play a role in cutting edge projects like this one in Qatar.”

## Scania’s science based targets are now approved

As the first major manufacturer of heavy commercial vehicles, Scania’s far-reaching climate targets have officially been approved by the Science Based Target initiative (SBTi). Scania is committed to achieving the Paris agreement goals of limiting global warming to 1.5°C above pre-industrial levels. Scania will cut CO2 emissions from its own operations by 50 percent by 2025, and reduce emissions from its products by 20 percent during the same period.

“Since more than 90 percent of the CO2 emissions generated in our business occurs after the products leave our factories, it is imperative that we also consider these emissions. Limiting ourselves to only reducing our own emissions is simply not enough. We will therefore work in close cooperation with our customers in operating their trucks, buses and engines with less climate impact,” says Scania’s President and CEO Henrik Henriksson.

The SBTi approval recognises that Scania’s targets align with the most strict decarbonisation pathway defined to date – 1.5°C for Scope 1 and 2. The targets that Scania has set include both direct and indirect emissions from its operations, as well as emissions from when the products are in use.

## Scania and Karolinska University Hospital work together to solve Stockholm’s healthcare equipment crisis

About 20 experts from Scania’s purchasing and logistics organisation are now helping Karolinska University Hospital and Region Stockholm to acquire protective equipment for healthcare workers working to save those suffering from COVID-19. At the same time, trailers from Scania are being converted to mobile testing stations. Around 60 people are working to find, purchase and deliver protective equipment, working from evacuated training rooms on the seventh floor of the new Karolinska University Hospital. Masks, visors, protective clothing, hand spray and surface disinfectant acquired from European suppliers are rolling in on vehicles from Scania’s Transport Lab, while material from further afield is being flown in. Together, the experts from Scania, Karolinska and Region Stockholm have in a short time set up efficient working methods with fast decision paths. Tobias Rydin, normally Head of Supply Chain Networks, is one of the Scania experts who has led the work to set up the command centre at Karolinska. “Two things stand out in this unique collaboration, I think. It’s interesting to see that the working methods and processes that we have at Scania are fully applicable in this type of environment.” Scania is also supporting the extremely strained healthcare system in the Stockholm region by lending truck trailers. One possible area of use is as mobile sampling stations for patients who may need hospital care. Sampling outside hospitals reduces the risk of spread to other patients and healthcare professionals. “But the most amazing thing, which I as a Scania employee feel immense pride in, is the total commitment and support in our organisation. There are so many who want to help. It really warms my Scania heart!”



## Scania enters into partnership with Getinge to ramp up ventilator production

Getinge has signed a temporary agreement with Scania CV AB on personnel support during 2020. Until year-end, Getinge will temporary hire a limited number of Scania personnel to support the needed ramp up of ventilator production at Getinge’s production site in Solna, Sweden.

On March 17 and April 6, Getinge announced an increased production of ventilators for intensive care units. To ensure a smooth ramp up of the production, Getinge has entered into a partnership agreement with Scania, covering temporary hire of Scania personnel to support Getinge’s ongoing ramp up of its ventilator production. The hired personnel will mainly support Getinge’s suppliers to ramp up their production, as well as support the production of ventilators, which previously has been communicated by Scania.

“I am happy that we can enter this partnership with Scania”, says Elin Frostehav, Vice President Critical Care at Getinge. “The collaboration is beneficial for both companies as Getinge can offer temporary work for permitted staff and Scania can share their experience and knowledge within logistical flows at our suppliers.”





## Scania Middle East along with Bin Brook Motors & Equipment LLC at the World Future Energy Summit 2020

The annual World Future Energy Summit in Abu Dhabi, which was held during the Abu Dhabi Sustainability Week, is the leading global industry event and exhibition for future energy, cleantech and sustainability. Bringing together government and business leaders, 800 specialist exhibitors and 33,500 visitors from 170 countries, it showcases pioneering technologies and ground-breaking thinking in energy, energy efficiency, water, solar, waste and smart cities. Scania Middle East along with our partner in Abu Dhabi, participated in the 4 day exhibition under the EcoWaste section talking about the Waste management solutions Scania has to offer for the region.



## Bin Brook Motors & Equipment LLC is determined in defeating COVID-19 at work

While medical frontliners are battling to save lives of those infected of COVID-19 and the UAE authorities are implementing precaution and disinfection programme in the communities, Bin Brook Motors & Equipment LLC have taken a pledge to fulfill the commitment to customers and principals by delivering quality services and maintain operations in a safe and healthy manner. Since the world announces the pandemic outbreak, the company issues precaution and communicated to all employees, customers and principals on how to avoid the spread of virus in the facility. "During the outbreak of COVID-19, we immediately communicated with our customers via email newsletter that we established preventive measures in keeping our facility disinfected. We disinfect all incoming and outgoing vehicles and all staffs are provided with PPE." share Mr. Atmajan Sarngadharan, Sr. Workshop Supervisor. Social distancing is being practiced inside the facility to avoid contamination in the workplace and employees are now spending more time in their accommodation rather going out unless necessary. Rajesh Rajendran, Technician said "Aside from maintaining proper hygiene, I follow company policy and guidelines. I wash my hands with soap and water; keep a safe distance with coworkers especially during break periods and staying at home after working hours." Employees are also learning the value of life during this crisis and reaching out to help each other. "Health is very important. No matter what your status in life, rich or poor everyone can be infected and the only prevention is to keep yourself healthy." said Vinod Kumar, Electrician and Customer Assistance Driver. Akhil Prasad, Service Advisor shares "I calm myself by thinking, everything has a purpose. We are meant to do our part and that part even the tiniest is important for someone else." Being united is important to win the battle against the coronavirus crisis and strong leadership is essential in every organization to make sure that the company policies are being followed and prioritize the health and safety of all employees and customers. "The team has grown and they know that tough times only make us stronger and sharp. As a leader, I show them facts and how the governments both globally and locally are working to contain the spread of virus. The team is dedicated to do their part by maintaining proper hygiene, social distancing and use proper PPE. This is in line with Scania's #Rightfromme to ensure that everyone from the top down follow this in order to break the chain." said Mr. Bhaskara Vijaya, After Sales Manager.

# #TRANSPORTHEROES



Scania trucks playing a vital role in transporting essentials in the Kingdom of Saudi Arabia - #TransportHeroes

Scania Trucks are currently playing a vital role despite the challenges in logistic operations for transporting essential commodities and performing on time deliveries in the Kingdom of Saudi Arabia. Our customer, Nova Water is transporting approximately 3 million water bottles everyday across the Kingdom of Saudi Arabia. During these challenging times, Nova Water has stepped up to ensure that drinking water is readily available with the highest safety and standards at the customers' doorstep. Thanks to GCC Olayan, our proud partner in the Kingdom of Saudi Arabia, Scania is able to contribute and support the citizens and residents of the kingdom during this critical time.



ARACO in Qatar supporting customers during this challenging time - #TransportHeroes

The technicians at ARACO, our partner in Qatar, share their experience on supporting customers during this difficult period. "Amidst this challenging situation, we continue to work bravely for our clients who need our support during this challenging time. We are maintaining all the trucks in one of the government institutions of Qatar which is the main source of income for the country, our service is very important and there's no room for delay. ARACO provided us PPEs for us to be safe in visiting our clients' site."



Bin Brook Motors & Equipment LLC in Abu Dhabi supporting their customers during this challenging times - #TransportHeroes

"In line with the government directions to follow precautionary measures to prevent the spread of COVID-19, we have limited the passengers to recommended number and marked the seats to apply social distancing inside the bus. I also manage my time to make sure that all my passengers arrive safely in their homes before the start of disinfection programme." said Mr. Narayanan S., driver of passenger bus.



# TAKE ADVANTAGE OF OUR SERVICE PACKAGES



## EXTR@

With Scania Middle East Contracted Service (Extr@) we are offering flexible repair and maintenance solutions, to avoid unplanned costs while maximising uptime. We aim to increase the potential of our Partners' service offerings and thereby build a strong and long term partnership with customers.

### COVERAGE:

Engine	Fuel and Exhaust Systems	Gearbox + Gearbox PTO	Propeller Shaft	Front Axle
Cylinder Head	Injection Pump and Injectors	Gearbox Assy	Propeller Shaft	Front Axle housing
Cylinder Block	Exhaust System	Gearbox Housing	Intermediate Propeller Shaft	Axle gear
Crank Mechanism	Exhaust Gas After treatment	Gear Selector Housing	<b>Clutch</b>	Differential Lock Housing
Timing Gear	<b>Electrical System</b>	Shafts, Gear	Clutch Control	
Lubrication System	Ignition System	Planetary Gear	Clutch Housing	
Exhaust Manifold	Cable Harness, Engine	Gear Control	Torque Converter	
Turbocharger	<b>Cooling System</b>	Cooling System	<b>Rear Axle</b>	
Intake Manifold	Radiator	Power Take-Off	Rear Axle housing	
Power Take-off	Charge Air Cooler	Built-In Torque Converter	Axle Gear	
EGR System	Coolant Pump	Built-In Retarder	Differential Lock Operation	
		Retarder	Rear wheel hub	

-  **Upto 5 years Maintenance Contract**
-  **Upto 5 years / 1,000,000 km / 20,000 hrs powertrain protection**
-  **Upto 5 years FMS Monitoring or FMS Control Package**

## CLASSIC LUB3

Scania Middle East has introduced Scania Classic Lub3 in all our markets as part of our Contracted Service offerings for all vehicles older than 5 years.


Customers with trucks older than 5 years can now benefit from the below services for a fixed price.


- Adapted Oil and Filter Change Interval
- Fuel Filter and Water Separator Change
- Health Diagnostic Check List
- Printed Operational Data Analysis Report
- Additional 10% Discount on parts and labour on all repairs in connection with the maintenance event
- Two-year parts warranty



## CONNECTED SERVICES

With Scania Fleet Management, customers can now take control of their fleet and drivers while in the office. As part of the Contracted Services, we are now offering the below 2 packages to our customers.

- 

Monitoring Package is an easy-to-use service that puts you on the right track to improving your fleet economy – even for small fleets
- 

The Control Package is an advanced set of services that help fleet owners utilize vehicle and driver follow-ups and operational information to support their transport process.





## GROWING DEMAND FOR ENGINES IN THE REGION



**Mr. Michael Nagy,**  
Engine Sales Manager,  
Scania Middle East

“The demand for industrial and power generation engines operated by biodiesel has significantly increased as our customers are showing more interest in utilizing the biodiesel engines, which is in line with their plans for promoting sustainability. Since Scania’s key role is to deliver sustainable and profitable solutions to the end customers, Scania approves the use of up to 100% biodiesel in accordance with EN 14214 or ANP-45 (which is the fuels standards published by the European Committee for Standardization) for PDE engines which is a unique feature that supports the end customer in their daily operations as well as create an efficient final product operated by biodiesel.”

“Scania Marine, Industrial and Power generation engines have been in operation for several decades in this market. However, over the past few years we have seen an increase in demand. This is mainly due to Scania’s development program (E2011), where the engines are being built on a new platform which comes with lots of features for the customers like the modular system, unmatched fuel efficiency, low operational cost, high uptime etc. The end users are very demanding and have challenging requirements. Scania engine’s extensive power nodes and all its flexible features helped us undertake many complicated and challenging projects. We have also had requirements for Scania industrial engines, and with these engines we have successfully commissioned several projects. Along with the local demand, there has been an increasing number of Scania engines coming into this market due to several OEM’s tying up with Scania. Al Shirawi Enterprises LLC also offers excellent after sales support with our well experienced and trained team.”



**Mr. Charan D’souza,**  
Engine Sales Manager,  
Al Shirawi Enterprises

## DELIVERIES



**Bin Brook Motors & Equipment LLC**  
Abu Dhabi, U.A.E.



**P460 B6x4NZ** delivered by Bin Brook Motors & Equipment LLC to **Bristol Fire Engineering Industries L.L.C.**



**Al Shirawi Enterprises LLC**  
Dubai, U.A.E.



**G360 B6x4NZ** delivered by Al Shirawi Enterprises LLC to **Dibba Municipality**



**SATA LLC**  
Oman



**P410 A6x2NA** delivered by SATA LLC to **Tristar**



**SATA LLC**  
Oman



**G460 A6x4HZ - XT Prime Mover** delivered by SATA LLC to **Gulf Leading Logistics L.L.C.**





### Scania services

The Services and Advantages of buying a Brand new Scania!

Financing

TOE

Service contracts

Connected service trucks

Fuel Economy

Alternative fuels

Warranty

Payload

Productivity

Uptime



**G410 LA6x4MSA / P410 A6x4NA / P410 A6x4HZ** delivered by SATA LLC to **DATE Transport**



**G500 A6x4NZ** delivered by Bin Brook Motors & Equipment LLC

Send new deliveries to us!  
priya.thomas@scania.com



**Scania Touring (K400 IB 4X2 NB)** delivered by SATA LLC to **M/s Sultan Soud Ahmed Al-Shidhany Trading**



**G440 A6x4NZ** delivered by Bin Brook Motors & Equipment LLC



**P380 B6x4HZ** delivered by Al Shirawi Enterprises LLC to **Fujairah Municipality**



**P380 B6x4HZ** delivered by Bin Brook Motor and Equipment LLC



**P380 B6x4HZ** delivered by Al Shirawi Enterprises LLC to **Khansaheb**



**Scania Touring (K400 IB 4X2 NB)** delivered by Bin Brook Motors & Equipment LLC to **Al Mariah United Group**



**R460 A6x6HZ** delivered by General Contracting Company Olayan to **OFSAT**





**SCANIA**