



SCANIA MIDDLE EAST

# JOURNEY

[ SUSTAINABLE TRANSPORT SOLUTIONS ]

## Driving The Shift

+ Scania NXT

Page 24

+ Scania Climate Day

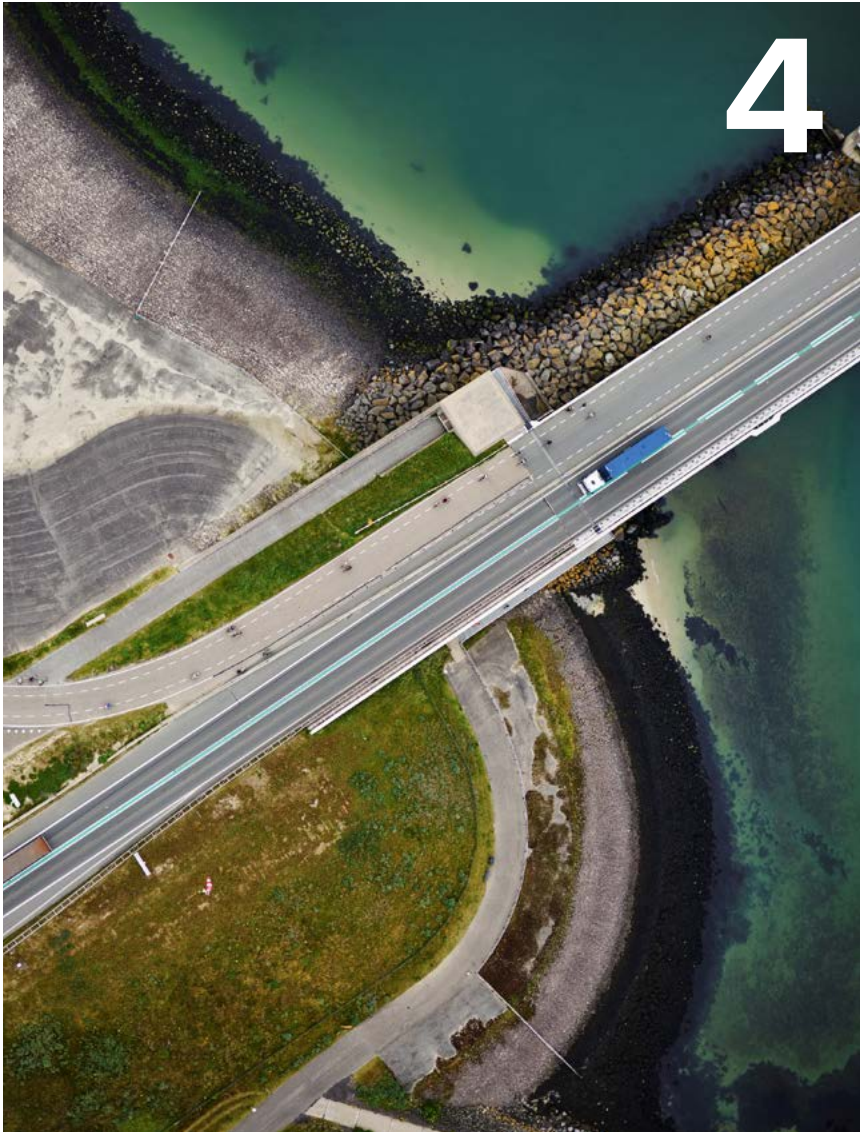
Page 28



#2 - 2019

**SCANIA**





# SUSTAINABLE AT EVERY STEP

Scania Middle East welcomes Erik Bergvall as the new Managing Director for the



Region as of 1st September 2019. Erik has moved from his previous position as Regional Director at Scania Germany and will now be based in the Scania Middle East Head office in Dubai.

"Having worked with the Middle East during 2009-2013 I am now very much looking forward to be back in this interesting and dynamic region. Our position here is characterized by very long and strong relationships with Scania partners as well as customers. In recent years we have taken important steps, introducing our New Truck Generation with outstanding operating economy as well as a much stronger service and financial offering towards our customers. I look forward to continue developing our offering in the years to come, focusing on sustainable transport solutions along with services making our customers operation more efficient and profitable."

**Our position here is characterized by very long and strong relationships with Scania partners as well as customers."**

Erik Bergvall, Managing Director at Scania Middle East FZE

## + Further Reading

- Sustainability 4
- Partner News 14
- Innovation 22



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# SUSTAINABLE SOLUTIONS WITH MINIMAL IMPACT AND MAXIMUM OUTCOME

The transport industry plays a crucial role in our lives. Without its daily deliveries, cities as we know them would collapse in just a couple of days. As cities apply stricter regulations and the public puts ever greater pressure on companies to take responsibility, it's been proven that a solution causing minimal environmental impact will result in maximum output for your economy.

That's why we're proud to present a growing number of sustainable solutions that allow us to continue tailoring sustainable solutions for all our customers without compromising on either performance or profitability. Solutions with minimum impact and maximum outcome.

## OUR APPROACH TO SUSTAINABLE TRANSPORT SOLUTIONS

Energy Efficiency



Alternative Fuels and Electrification



Smart & Safe Transport





# CHOOSE YOUR FUTURE FU-

As already stated, we offer the widest range of alternative fuels in the industry. Which one of them is the best alternative for you depends on the character of your business.



92%\*

## Hybrid

This combination of electrical driveline and traditional engine reduces fuel consumption, resulting in lower emissions and noise levels. Hybrid means up to 92% reduction of CO2 emissions compared to regular diesel (this estimate refers to a hybrid and HVO combination).



15%\*

## Natural gas (CNG/LNG)

Natural gas is methane from pockets in the Earth's crust. Although it is a fossil fuel, it emits up to 15% less CO2 compared to regular diesel. All Scania engines running on CNG/ LNG achieve the Euro 6 norm.



90%\*

## Bioethanol

Scania has a long experience of developing and producing ethanol engines for commercial vehicle operations. Bioethanol means up to 90% reduction of CO2 emissions compared to regular diesel. Produced from sources such as sugar cane, wheat, cellulose and organic waste, it is easy to produce and likely to be sustainable in large volumes in the future, globally.



90%\*

## HVO/Hydrogenated vegetable oil

Produced from sources such as waste oil, rapeseed oil and animal fat, HVO means up to 90% reduction of CO2 emissions compared to regular diesel. And the good news? Every Scania diesel truck is an HVO truck – you just have to switch fuels. It's easy to use, more or less like a standard diesel, and requires the same service intervals compared to regular diesel.



90%\*

## Biogas (CBG/LBG)

Biogas is the most commercially viable way to reduce CO2 emissions for transport. It provides cleaner, greener and quieter operation. It's a completely natural, sustainable and renewable fuel source, and it's available now. Biogas means up to 90% reduction in CO2 emissions compared to regular diesel, and is produced by the breakdown of organic matter, such as agricultural and municipal waste HVO combination.



85%\*

## Biodiesel/FAME

Biodiesel (FAME) is produced from sources such as rapeseed, soy and other oil plants, as well as waste cooking oil, and means up to 85% reduction of CO2 emissions compared to regular diesel.



# MEET THE METROPOLITAN

WASTE MANAGEMENT



Working with waste management, recycling or cleaning, our new generation of urban vehicles is great news. With the widest range of alternative fuels, a series of new safety features and world-renowned workshop services, our vehicles are optimal for urban operations. Urban driving offers many challenges, with frequent climbing in and out of the cab and multiple starts and stops, being just a couple of them. Our new L and P series cab is specifically designed for congested urban conditions.

When driving a rear-loader, the L-series cab's low position puts the driver on the same level as the other vehicles and pedestrians on the streets, improving visibility. And with the new option of our City Safe

Refuse handling teams know that Scania vehicles with EST, electrohydraulic tag axle steering, are a proven winner in urban surroundings, helping them manoeuvre with precision on narrow streets.

Thanks to the flexibility of our modular system and chassis that are well-adapted to the bodywork, our relationship with the bodybuilders is a strong and long-lasting one. No wonder - our ability to deliver tailor-made solutions with short lead times makes their jobs a whole lot easier.

## EXPERT'S ADVICE

What sets Scania's Waste Management trucks apart from its competitors?



**Urbanization entails crowded streets with vulnerable road users and traffic congestion. This puts high demands on the drivers, when it comes to safety and visibility, to avoid accidents. Keeping track of pedestrians, bicycles and other vehicles while manoeuvring in tight places is challenging. It involves also a lot of start and stop, getting into and out of the cab in dense traffic.**

**But safety is also about good ergonomics, minimising strain on back and knees by having a low entrance step and good handles when climbing in and out of the cab.**

**Our modular system offers great flexibility when it comes to body-adaptability enabling our customers to tailor-made robust and high quality solutions.**

- Charlotta Källström, Area Manager Trucks,



### »City Safe Window

Located low down in the passenger door, the City Safe Window will considerably improve the driver's direct vision, offering a clear view of what's going on alongside the vehicle. Available for the P- and L-series, it provides outstanding direct visibility, reducing the risk of damage and accidents while enabling more efficient driving without compromising safety.

### »Visibility

Designed for urban operations, our new cab range offers great visibility. The lowered dashboard, improved driver's position and low window sills give the driver outstanding direct visibility. As do the maximised windshields and compact mirror housings. The A-pillar has also been made thinner to improve visibility while maintaining structural strength of the cab.

### »Optimised performance

Our modular system turns every part of your vehicle into an optimised one. It enables us to make balanced decisions all the way, fine-tuning the smallest details in order to make the biggest impact on your total operating economy. It enables us to cut kilos from your vehicle, adding them to your payload instead. It gives us the opportunity to choose the right engine, and the fuel to run it, lowering both your fuel costs and environmental impact.

### »Brake Performance

We take great pride in making your vehicle as smart and safe as possible. Take the Electric Parking Brake for example, which offers automatic braking when opening the cab door.

### »Handling and steering

Ultimately, your drivers are your most important assets in terms of safety. Supporting them with class-leading handling and stability is one of our top priorities. Our new tag axle system offers a number of advantages, such as the EST, Electro-hydraulic power steered Tag Axle, which enables tighter turning and less tyre wear when manoeuvring.

### »Scania Opticruise

The new and improved Scania Opticruise will not only relieve your driver of all gearchanging while driving, it will save fuel while doing so. The new gear-changing strategy is designed to continually adapt to the environment by taking into account factors such as road gradient and engine characteristics.





[ CONNECTED ]      [ AUTOMATED ]      [ ELECTRIFIED ]



# TRATON INNOVATION DAY

The TRATON Innovation Day held on the 2nd of October was the biggest media event for the Group in 2019 which took place at the Scania Head office in Södertälje, Sweden. More than 160 journalists and analysts from 26 countries, 19 vehicles for experiencing and testing, almost 14 hours of scheduled interviews and 14 exhibitors attended this event. TRATON' CEO Andreas Renschler and its COO Christian Levin opened the event with their Key Note Speeches. During the day, the journalists, had the opportunity to learn about and discuss the Group's innovation drivers Modularization, Software & Systems and People & Collaboration with the Brand CEOs in three sessions. They were also offered to exchange ideas with Groups' and brands' partners at the INNOVATION EXPO. And of course they were able to experience our products live on the test track.

At the event, Scania made its first public live demonstration of the AXL concept truck as well as offered test drives of one of the fully-electrified CityWide buses which is on trial by customers in northern Sweden. The TRATON brands Scania, MAN and Volkswagen Caminhões e Ônibus have committed themselves to an electro mobility offensive aimed at creating a complementing solution to the combustion engine. "Our goal is to become the leading provider of e-trucks and e-buses," said Andreas Renschler, Member of the Board of Management of Volkswagen AG and CEO of TRATON SE at the Group's Innovation Day.





# #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)•



“ We rely on Scania’s fuel economy, uptime, reliability and aftersales support in order to drive profitability of our business in this competitive environment where margins are very thin.”

• Mr. Suhail V.C, Business Development Manager of Greenfield Logistics Services, Oman



“ Scania New Truck Generation XT range is more specific for our industry – Construction. They have innovated and adapted our business needs with high power train and output plus the comfort of the driver whose operating the trucks is a significant factor with regards to the temperate climate in our region. These extreme trucks really endures. With our large fleet of transit mixers, mobile/stationary pumps, trailers, cement bulkers and other heavy equipment, I believe Scania XT trucks is one of our smart investments. We are very confident with the convenience of low maintenance and fuel consumption. Today we have total of 110 vehicles in our fleet. Being one of the largest and leading ready mix suppliers in Al Ain, we are transporting concrete to major government and private sectors and these projects demands volumes in quality and in quantity. With the advantages of our Scania trucks we know that our operations will flow smoothly and in order”

• Eng. Tariq Aziz, Maintenance Manager of Modern Est. For Ready Mix, Abu Dhabi



“ Scania’s heavy duty truck is beneficial due to its total operating economy, safety, high durability and suitability for heavy loads. Additionally, due to its fuel efficiency, there is less consumption of fuel on motorways which has a significant cost reduction, high performance engine power & high torque especially the New Truck Generation. The enhanced driving comfort especially in the new truck generation is the result of optimum ergonomics and innovative technology which provides pleasant working and driving conditions. We appreciate the staff who's really taking care of the clients and looking after the service requirements with timely follow ups. ”

• Sh. Abdullah Al Mokhem, General Manager of Saneha Contracting Company, Kingdom of Saudi Arabia



“ We are very passionate in delivering reliable, prompt and efficient services in the transportation industry in demanding operating condition, is our expertise. We can easily distinguish a powerful machine that can perform and ensure safe and hassle free transport of cargo it carries. I trust the performance of Scania trucks that we have decided to acquire this new machine with fantastic off-road features and functions of Scania Opticruise with off-road mode. I enjoyed driving the truck myself and I highly recommend this truck because the combination of off-road features with renowned Scania driving comfort provides a fantastic experience.”

• Harvinder Singh, Maintenance Manager of Utmost Gulf General Transport, Abu Dhabi



## CELEBRATING 50 YEARS

This year 2019 marks the 50th year anniversary of Bin Brook Motors & Equipment L.L.C. in U.A.E. and 40th year partnership with Scania. In celebration of the occasion, Bin Brook Motors & Equipment L.L.C. renovated their head office in Abu Dhabi and will soon follow with the Al Ain branch. This project aims to improve customer service level and to meet the global standard of our world renowned partners.





# GCC OLAYAN CELEBRATES THE SAUDI NATIONAL DAY

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

The General Contracting Company (GCC) Olayan heritage in the Kingdom of Saudi Arabia dates back to 1947; our organization has been a key contributor in the building and transformation of our beloved country towards a brighter and more prosperous future. GCC started with the famous Trans-Arabian Pipeline oil project, which was a 1,214 kilometers oil pipeline project and at the time was the world's largest oil pipeline system. We remain very strongly committed to serving our partners in the Kingdom of Saudi Arabia, with the highest quality of trucks and aftersales support. Building on our legacy of being a key partner in the development of the nation and supporting our partners in their journey to success and prosperity. GCC Olayan founders, its entire staff and Scania Group extend their very special congratulations in the celebration of the 89th Saudi National Day, wishing all continuous success and prosperity on the journey towards a brighter future●



# AL OTAIBA GENERAL TRANSPORT- AVIS TAKES 4TH FUEL CHAM- PION IN A ROW

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

Bin Brook Motors & Equipment L.L.C. in association with Scania Middle East challenged the most fuel efficient drivers in the Emirate of Abu Dhabi. "Are You the Next Fuel Champion?", where the winners are selected monthly in 3 categories – 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. One of the prominent companies, Al Otaiba General Transport- AVIS has shown competitiveness and proven Scania's fuel efficiency by being 4th straight month Fuel Champion in Scania Coach/Bus category since the programme initiated last February 2019. Supported by their Workshop Manager, Mr. Mohammad Hussain shares "Bin Brook Motors & Equipment L.L.C. is our trusted business partner way back since 2014. Now we renew the Service Maintenance Contract of our 34 Scania Buses for the next 3 years. We believe that our fleet is always in good hands. Bin Brook Motors have well trained service technicians and readily available genuine spare parts. As a passenger transport company, any break down or delay causes inconvenience to our passengers especially during long trips. With regular service maintenance, we are preventing any downtime and costly repairs of the cooling system, transmission, drive train and reduce wear and tear of the engine components that extend the life of our buses. Less fuel consumption is also beneficial and profitable to our business." The challenge continues to become The Next Fuel Champion, exclusive for Scania-Bin Brook Motors & Equipment L.L.C. customers with service appointment●





# GULF LEADING LOGISTICS SERVICES

[ By: Berit Goldner - SATA LLC, Oman ]

**T**he story between Mr. Fuad Al Harthi, founder and CEO of Gulf Leading Logistics Co. and Scania begins in 1984 in Dar Es Salaam, where his father started to transport goods for the World Food Programme to the neighboring countries of Rwanda, Burundi, South Sudan, Mozambique and DRC. He purchased his trucks from Scania Tanzania Limited. By 1994 there were 93 112-series 6x4 trucks transporting anything from corn to cooking oil, UN equipment and mining equipment. His father involved him in the business from a young age and he learned the trade inside out. In 1998 he himself started as a driver and even completed a Scania driver training. He did trips to Juba in South Sudan covering 3000 kms one way which lasted up to 2 months. In 2002 his father settled permanently in Oman, and in 2004 Fuad followed him to the Sultanate. He did a joint venture with his brother in law. Together they bought 7 used trucks from Scania Middle East Used Vehicle. In 2015 he started out on his own as a subcontractor for oilfield suppliers. Today his fleet consists of 11 Scania's with various applications for virtually any kind of heavy transport: flatbed, lowbed, 18m long trailer, truck mounted crane, diesel tanker, tool carrier, forklift truck, crane well testing equipment move, and camp moves. With all these years of experience, Mr. Fuad truly knows the transport business like no other, from the operational side as well as the mechanical side of it. A genuine ambassador of the brand, in his view the Scania advantages are: the relationship with the agent, full maintenance support, fuel consumption, and cost effective maintenance even of older trucks. Fleet expansion is planned for January 2020 when he will take delivery of his first five NTG XT prime mover models●



# NIMR OIL WELL MAINTENANCE COMPANY JOINS ARACO – SCANIA FAMILY

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

**N**IMR Oil Well Maintenance Company was established in 2018 under the leading group, Al Delaimi Holdings. NIMR is involved in Well Intervention & Maintenance Services to onshore and offshore oil and gas producers; the only local Qatari Company in its segment of operation. In 2019, NIMR was awarded Oil & Gas contracts by various government companies and they pursued the purchase of trucks they can rely on for their operations. The company took delivery of 2 Scania Tractor units recently, the P410 and G460 for their equipment transportation at the different job sites. “We have enough number of mini vehicles in our company, but these are not enough to perform heavier jobs compared to the bigger trucks. When you have big trucks, you will save time in transporting those equipment, since it can carry heavy loads, unlike with small vehicle, it is time consuming, as it takes time to come back and load again the other equipment. So, we have decided to go into a bigger truck and look for some specifications which would fit into our requirements and with good support from the dealer. We found what we were looking for from Arabian Agencies Company and Scania truck,” explains Mr. Abdul Rahman, Workshop Chief of NIMR. NIMR's newly purchased Scania trucks already marked a good impression in their daily activities, the company observed their fuel economy and their driver's feedback is positive as the truck is stable and easy to handle, with excellent visibility and reliable brake performance. The trucks were offered with preventive maintenance package to ensure maximum uptime at the customer operations, who can focus on their operations while Arabian Agencies Company attend to all their trucks R&M needs●





# AL SHIRAWI ENTERPRISES TAPS INTO NEW SEGMENT

[ By: Samir Salamoun - Al Shirawi Enterprises LLC, Dubai, UAE ]

**A**l Shirawi Enterprises supported Hog Technologies/Diversified Waterblasting FZE to specify the perfect truck that would be well equipped to take on the intensive Highways and Airport Runways cleanup. The Stripe Hog SH24.0 is a water blasting and recovery system designed for either asphalt or concrete air-fields and roadways for paint and thermoplastic removal, surface preparation, road retexturing, hydraulic spill cleanup and removal of rubber deposits from the airport runways. “The approach and the support of Al Shirawi during negotiations was really unique especially regarding the technical details of the Scania 10x4 chassis. Our US factory did ask a lot of technical questions and Al Shirawi Enterprises along with Scania were able to answer them all quickly and accurately. We asked for a very special chassis configuration and Scania did give us exactly what we need. Al Shirawi and Scania were very flexible in the shipping arrangements as well, the chassis had to be shipped to the US first and thereafter to Dubai after mounting the equipment. As far as the vehicle is concerned, it is excellent and exactly as per our requirements and is the Scania New Truck Generation (NTG) . Now we are waiting to put it to its real job ie Airport Runway.” says Sabrina Lobo, Strategic growth Manager at Hog Technologies●



## MARINE POWER SOLUTIONS POWER UP

The Scania 13-litre in-line and 16-litre V8 engines span from 650 to 1,150 hp and provide the kind of power needed for demanding applications like patrol craft, sea rescue vessels, and pilot boats. The reliability of the engines, as well as their outstanding power-to-weight ratio, immediate response, and exceptional fuel efficiency make them ideal for any such operation. All our marine engines are approved by major classification associations.





# FLEET MANAGEMENT SYSTEM, PERFORMANCE REPORT AND EXTR@

**Kashif Sulman**, GCC Operating Lease & Rental speaks on how business operations have improved with FMS, Extr@ and Performance Report tools

The Fleet Management System is by far the strongest tool available for GCC to manage the Operating Lease fleet, it not only gives me the standard options available in other systems, but also the ability to complete remote diagnostics, providing data on truck performance and allowing our customers to easily manage their fleet operations. Also, all information related to mileage allowances and exact fuel cost can be obtained, providing greater analysis to be made on fuel refills, consumption and driver performance. Furthermore, with the Driver Performance reports it has given us a great insight into the characteristics of the drivers, showing areas of deficiencies in driver skills and the ability to benchmark drivers against each other. This has allowed us to develop a training program to improve their performance and link this to an incentive plan. With the fleet GCC has enabled the Extr@ package; this has been uniquely designed whereby we have a variable cost in the contract based on the operating mileage/hours of the trucks. This has been done to ensure we can provide a tailored solution to our customers and which is more competitive in the KSA market.

# SOLUTIONS FOR THE ONLY CITY THAT MATTERS. YOURS.

Working with waste handling, recycling or cleaning, our new generation of urban vehicles is great news. With the widest range of alternative fuels, a series of new safety features and world renowned workshop services, our vehicles are optimal for urban operations.





[ QUICK FACTS ]

300KW

The power output in the battery electric Scania Citywide BEV, the first bus in Scania's new bus generation.



# SCANIA UNVEILS NEW GENERATION CITY AND SUBURBAN RANGE

On 17th October at the Bus World exhibition in Belgium, Scania presented its new generation buses for city and suburban operations. Leading with the Scania Citywide battery electric bus, the range will encompass buses for all fuel variants with the most comprehensive offer of alternative fuels in the market.

“The new Scania Citywide range features lower fuel consumption, higher passenger capacity, better drivability, and vastly improved passenger and driver comfort,” says Anna Carmo e Silva, Head of Buses and Coaches at Scania. “Our guiding light has been to design a bus for more space, light and cleanliness. To reverse global warming, it is crucial that buses offer all the comforts needed to convince more people to switch to public transport.”

The new generation Scania Citywide also includes the introduction of a battery electric Scania Citywide bus for city and suburban operation.

The 12-metre Scania Citywide BEV comes equipped with a powerful 300 kW electric motor. With Scania’s oil spray cooling system for the motor there are no torque limitations in hilly and warm environments. This cooling system also eliminate the need for AC compromises with both systems fully operational in parallel.

## Low Fuel Consumption

Equipped with the 7-litre engine, the most common in city operations, fuel consumption has been lowered by 3–5 percent. Combined with enhanced gearbox performance, an additional 2–3 percent can be obtained. With the introduction of an optional start/stop function, the total reduction in diesel and biodiesel operation will be 8 percent while the figure for gas buses will be up to 15 percent.

⬆ **The new line up** Scania’s bus range includes buses for all fuel variants with the most comprehensive offer of alternative fuels in the market.

Further fuel savings can be obtained with the Scania Opticruise on suburban low-entry buses. Fuel efficiency is also positively affected by the improved air drag, Cruise Control with Active Prediction (CCAP), electrical cooling fan, SCR only aftertreatment, and reduced weight

## Range of 80–150 kilometres

The Scania Citywide BEV, first showcased at Busworld 2019, is built for opportunity fast charging through the inverted pantograph. With fewer batteries, the bus is equal in weight to traditional diesel and gas bus with a similar passenger capacity. In addition to 300 kW DC Lower fuel consumption roof-mounted pantograph charging, the bus is equipped both for alternating and direct current depot charging.

“With a range of 80–150 kilometres, the Scania Citywide BEV is well-suited for the vast majority of inner-city routes. Naturally, each transport system must be optimised based on its own set of conditions, however our analyses clearly show that charging throughout the day in most cases provides the best total operating economy,” says Carmo e Silva.

In common for the alternatives in Scania’s new bus range is the increased space and comfort. All in all, total passenger capacity has been raised to a maximum of approximately 100 depending of propulsion and layout.



⬆ **More space** The new Scania Citywide has a completely new interior styling. Further, the broader aisle and indirect ceiling lighting throughout the bus will add to the feeling of spaciousness and comfort.



⬆ **Additional windows** For the low floor variant, customers can select an additional lower side windows between the front and rear axle, which adds even more light in the passenger area.



⬆ **More light.** The side windows are larger and have higher ceiling line, which gives more natural light inside the bus.



**Distribution**  
Thanks to the fact that the body is entirely designed for freight purposes, 100 percent of its volume can be dedicated to cargo. This functional module can typically be between 6 and 10 metres long.

**Refuse collection**  
The drive modules can also be fitted to a refuse collection body. As with the other functional modules, the body is designed for a specific application; all moving parts are concentrated to the drive module.

**Drive modules**  
The drive module is the beating heart of the system. It includes steering and two electrical motors; one for each wheel, making it possible to have steering on the front axle as well as on the rear. The moving parts are all concentrated to this unit, which simplifies service and maintenance. The drive modules at the front and rear of the vehicle are identical and can be fitted to a bus body, as well as easily demounted for other uses. For example, they can be fitted to a distribution truck body or a refuse collection body.



# How it works

## A FUTURE VISION FOR CITY TRANSPORT

[ Text: Per-Ola Knutas Photos: Scania R&D ]

Clean, quiet, self-driving and extremely flexible, the NXT concept is Scania's vision for electrified and sustainable transport for the cities of 2030 and beyond. This is how it works



« The drive modules are fitted at the front and rear of the bus body, and a 162 kWh battery pack is placed under the floor. For added power, the roof is equipped with solar panels.

**Passenger transport**  
This 8-metre module is entirely dedicated to passenger transport. It has no driver's area. The batteries are located under the floor, which saves space and gives the vehicle a low centre of gravity. Several functions have been integrated into the one-piece carbon fibre body. Not only does it serve as a self-supporting body, it also houses insulation, electrical wiring, sensors and LED lamps for warning systems. Great consideration has been given to visibility; generous window parts make it possible to see through the vehicle.

### Same drive modules for different applications



**Night-time**  
Electrical propulsion means that the vehicle can operate quietly during night-time as a spacious distribution truck. Using the streets at off-peak hours means more efficient utilisation of existing infrastructure.

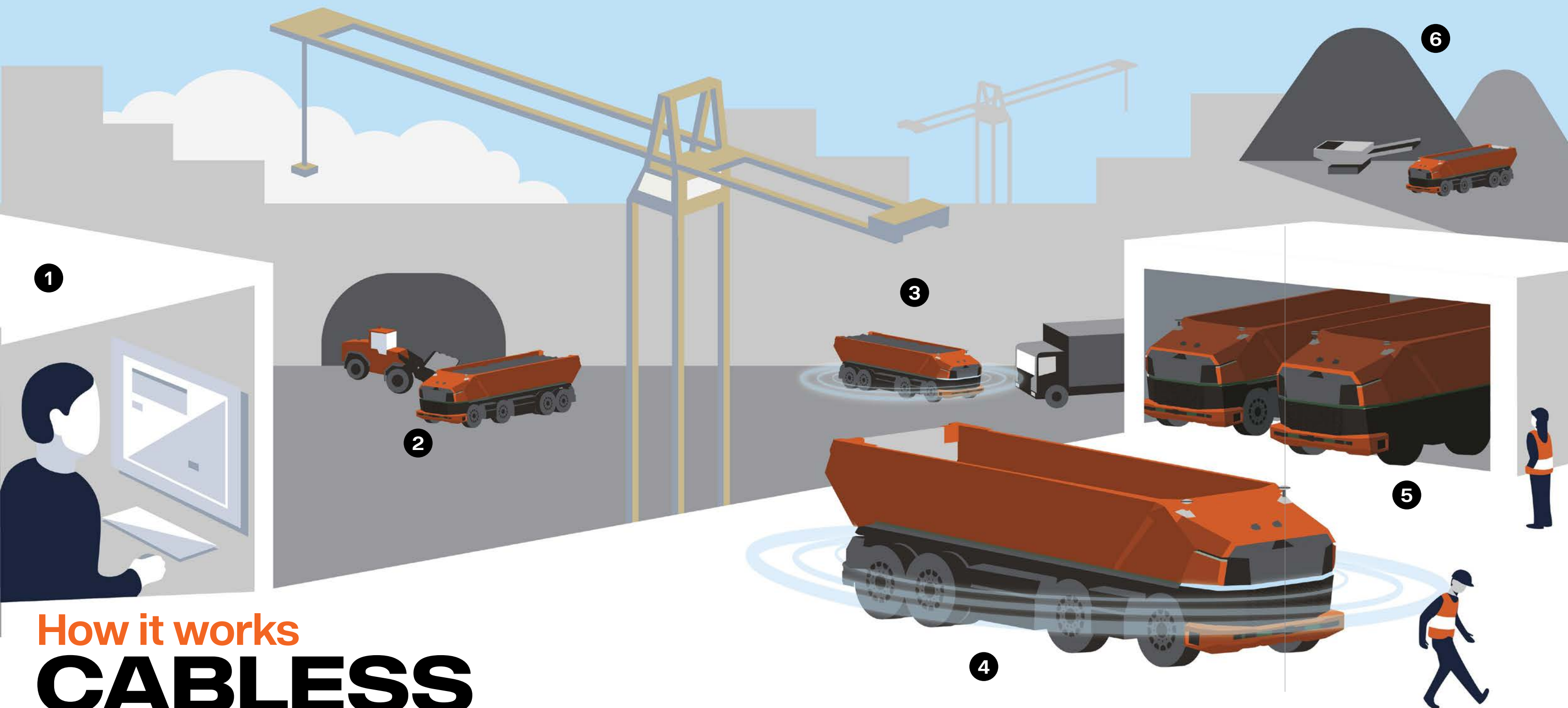


**Rush hour**  
This is when NXT is converted for passenger transport. With its smooth and quiet operation, attractive interior and generous windows, NXT is designed to attract more commuters to public transportation.



**Midday**  
When the morning rush hour has subsided, and people have commuted to work, traffic flows are less intense. NXT can be converted for use as a refuse collector truck during this time.





## How it works

# CABLESS CONCEPT

The latest member of Scania's autonomous family, Scania AXL, is a fully self-driving concept truck. Here's how it works in a mine or a construction site.

Text: Per-Ola Knutas Illustration: Malin Nyqvist

### Scania AXL in action on site

**1** The system is operated from a control centre with a focus on pre-set conditions for an optimised transport flow using a fleet of autonomous vehicles. The system also monitors the operations, issues driving commands to the trucks and continuously follows their activity.

**2** A cableless AXL truck positions itself for loading. When loaded, the truck drives off, following the prescribed route dispatched from the system.

**3** The vehicle's sensors detect an unexpected obstacle. If the truck is able to negotiate the obstacle by

itself, it finds an alternative path. If not, the truck stops and sends an incident report to the system and thus prompts the automated planner or the operator to instruct the vehicle how it should act.

**4** The vehicle detects a person in its vicinity. It slows down and

stops if necessary, and its 360 degree light ramp signals "I see you".

**5** At the depot, autonomous trucks are serviced, charged, or fuelled, if equipped with a combustion engine.

**6** The truck unloads its cargo.



Scania Climate Day at Scania Middle East

Scania Middle East conducted the Scania Climate Day on 22nd September by pausing operations to carry out training in climate science and sustainable operations. We asked our employees to suggest measures that can reduce their Climate footprint at work in the short, medium and long term. In addition, we also learned about the devastating effects of climate change.

“If Scania is to remain relevant in the future, there is simply no alternative. If we are not sustainable, we will no longer be attractive in the market. We therefore need to carry out this transformation, not only to remain competitive but also because we must take responsibility as a company, as the social citizen we are, and be part of the transformation to a more sustainable society.” says Scania CEO, Henrik Henriksson●



Dubai World Congress for Self-Driving Transport  
15th - 16th October, 2019

Scania Middle East participated at the Dubai World Congress for Self-Driving Transport which was held on the 15th -16th October, an event organized by the Roads & Transport Authority.

The global 2-day conference that raised public awareness of modern and future transport by identifying the impact of technology on investments and transport strategies. The event hosted over 60 exhibitors, featured over 40 seminars and product demonstrations and a challenge showcase.

We discussed our two fully autonomous concept vehicles launched this year - The Scania NXT and AXL ●



BIN BROOK MOTORS-AL  
AIN BRANCH NEW OPENING  
HOURS

Summer has proven to be the most active season for drivers where working hours are truly valued during the hottest season in the Country. To serve the drivers efficiently, the Management of Bin Brook Motors & Equipment L.L.C. decided to adjust the opening hours in Al Ain Branch, from 8:00 am to 5:30 pm during Saturday to Wednesday and 8:00 am to 1:00 pm on Thursdays.

We take pride in delivering customer satisfaction and customer care is our top priority. To provide our clientele best experience and reliability, we make our timing more flexible for the convenience and best interest of our customer within their working hours and during their service maintenance appointment●



SALES TRAINING IN SAUDI ARABIA  
(17TH - 18TH NOVEMBER)



Scania Middle East conducted Sales Training for the Sales team at GCC Olayan this Novemeber in order to improve the Sales process to meet the growing demand in the Kingdom●

Celebrating 10 years with Scania



“Being the first employee at Scania Middle East, I have witnessed the company grow and evolve to what it is right now. It truly been a journey and I am grateful for this experience.”

Mohamood Chovvakkaran Payarambath, HR Manager, Scania Middle East FZE - 1st September 2008



“More than 10 years ago I decided to work for Scania Middle East in Dubai and my journey has been both challenging and rewarding. Looking back I would smile and thank God for all the experiences and looking forward to the journey ahead.”

Giovanni Apuada, Presales Order Admin, Scania Middle East FZE - 6th November 2008



“Truthfully, I never thought I'd be here for 10 years. I am grateful for the growth that I have received. I have also learned to embrace change and challenges within the group.”

Marlene Majillano Mortel , Accounts and Procurement, Scania Middle East FZE - 1st February 2009



“Opportunity and Success is Real. That's how I would describe my 10 years working with Scania, just like the others I started as a workshop technician and now I am the workshop in charge. That is how Scania gives opportunity to all its employees which makes the journey fruitful and joyful.”

Ronald Seriban, Workshop in-charge, Scania Middle East FZE - 8th March 2009



“I remember 10 years ago like it was yesterday when I joined Scania Middle East, I was very focused on my job and wanted to save money for my family. However when days, months and years passed by I realized that Hard Work, Respect for Individual is very important to help me cope with different situations on my job. I would like to thank the management for giving me the chance to improve myself and the confidence to handle my team.”

Cristian Lalago, Team Leader, Scania Middle East FZE - 8th March 2009



“I'm thankful and blessed to be part of Scania Middle East for more than 10 years. Over the years, I have gained a lot of experience and respect from being part of this team.”

Marlon Cruz, Senior Technician , Scania Middle East FZE - 8th March 2009



# NTG DELIVERIES

Scania services

The Services and Advantages of buying a Brand new Scania!.

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Financing

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TOE

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Payload

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Productivity

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Uptime

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Rakn Salam

📍 Oman



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Alghrais Ready Mix Factory

📍 Kingdom of Saudi Arabia



P410 B8x4HZ delivered by GCC Olayan to Alghrais Ready Mix Factory

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Emaar Al Kauther

📍 Oman



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Mr Skips Waste Services

📍 Dubai, U.A.E



G410 A4x2NZ delivered by Al Shirawi Enterprises to Mr. Skips Waste Services

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Al Dana International

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G410 A4x2NZ delivered by GCC Olayan to Al Dana International.

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Oman Flour Mills

📍 Oman



P410 A6x4NZ delivered by SATA to Oman Flour Mills

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Medscan

📍 Kingdom of Saudi Arabia



G410 A4x2NZ delivered by GCC Olayan to Medscan

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Modern Est. For Ready Mix

📍 Abu Dhabi, U.A.E.



G380 B8x4HZ delivered by Bin Brook Motor and Equipment LLC to Modern Est. For Ready Mix.

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Majed Mohammed Khalifa Al-Mehmadi Est.

📍 Kingdom of Saudi Arabia



G410 A4x2HZ delivered by GCC Olayan to Majed Mohammed Khalifa Al-Mehmadi Est.

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31





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