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EXPERIENCE

[SUSTAINABLE TRANSPORT SOLUTIONS]



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[R 620 V8]

Prime Mover

Safer, cleaner, more frugal and luxurious, Shoobridge Transport finds the Scania New Truck Generation to be the cream of the crop.

#1 – 2019

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- Safety: Australia's safest truck range thanks to our standard, world-first side curtain roll-over airbags, plus available active electronics safety pack.
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SCANIA



26



48



22



32

Drive cleaner, safer vehicles

During the second half of 2018, we began to see the first of the New Truck Generation Scania hit the road in Australia. And as you'll read within these pages, there are more to come.

For me, it was very exciting to see the NTG come to life here, after having been involved in the preparation phase at the factory over so many years.



Even more pleasing was the very high level of interest and orders for the NTG across our diverse range of solutions. In particular, the response to our innovative standard safety equipment offer has been very positive.

And our success in 2018 was not limited to record sales of trucks. Our Bus, Coach, Industrial and Marine engines divisions all generated record orders through the year, capped by the launch of the new Scania Touring in October. And yet we continue to have even more bold plans for growth, not only in sales, but also in customer after sales. We will strengthen our dealer network and open a second workshop in the Sydney area in 2019.

We will welcome the new 7.0-litre 6-cylinder engine to our portfolio this year, for even greater competitiveness in the urban distribution and delivery markets.

Meeting the challenge of autonomous trucks, we have taken the first of many steps in Australia with the delivery of (globally) Scania's first autonomous test vehicle. This is performing very well.

In terms of services to customers, our Fleet Care solution is already activated in Australia. We can support all your fleet management needs, leaving you free to focus on your core business.

In our bid to be a leader in the search for a sustainable transport future, we have signed memoranda of understanding with several alternative fuel suppliers within Australia. We have the engine technology, and we have access to fossil-free fuels. All you need is to bring the desire to reduce your carbon footprint and make Australia's environment cleaner for all.

At Scania, we are committed to driving cleaner, safer and more efficient trucks into Australian businesses. I invite you to join us on this journey. ●

“ We have the engine technology and access to fossil-free fuels. All you need is the desire to reduce your carbon footprint. ”

Mikael Jansson, Managing Director



+ ALSO IN THIS ISSUE

Sustainability news	10
Scania Optimise cuts fuel by 16%	52
Scania Touring coach launch	56



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212-216 Northbourne Road,
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Managing Editor: Alexander
Corne, PR@scania.com.au

Graphic Design/Layout:
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Contributors/Photography:
Charlie Suriano, Mark Higgins,

Mark Bean, Trevor Worden,
Matt Beaver, Paul Kane, John
Kruger, Billy-Ray Stokes

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NTGS ROLL OUT TO FLEETS BIG AND SMALL

Scania fleet customer Multiquip has taken delivery of its first NTG Scania trucks, with R 620 and G 500 among the first orders. Five R 620s were ordered initially with the first delivered in October, while six G 500s are coming for quad axle work, along with four more R 620V8s for similar tasks, and four further V8s for B-double work. Multiquip is involved in bulk resource, earthmoving and poultry feed and produce transportation. Linfox has begun taking delivery of a fleet order for 42 P 450 Euro 6 prime movers, with the first trucks received personally by Peter Fox and Ray Gamble at the logistics company's headquarters in Melbourne.

"Scania is very pleased to have a fleet customer as important as Linfox take delivery of our New Truck Generation P-series," said Mikael Jansson, Managing Director of Scania Australia.

"We have only recently begun delivery of the NTG vehicles in Australia and this is the biggest fleet order we have delivered

of the NTG. We see this order as a vote of confidence in the Scania NTG vehicle, and our joint commitment to safety and sustainability," Mr Jansson said.

"The Scania NTG is the safest truck in Australia thanks to its comprehensive safety features including the only side curtain rollover protection airbags available in the truck market.

"Linfox was also very keen to take advantage of our Euro 6 engine, which offers significantly reduced emissions.

"Linfox has very high expectations for the new trucks, which we are confident they will meet and exceed," Mr Jansson said.

"This purchase forms part of our ongoing work to replace older vehicles within our fleet to take advantage of new technology that improves safety and efficiency, while also reducing emissions," said Ray Gamble, President of Fleet & Procurement, Linfox.



“These investments ensure we are positioned to deliver more efficient and safer logistics for our customers and our community. We look forward to bringing the benefits of these investments to our customers and community in 2019.”

Logistics and resources transporter K&S Corporation has also taken delivery of a significant number of NTG Scania models since supplies arrived in the country in the third quarter of 2018.

While the G 500 and R 620 V8 are the stalwarts of the NTG range with fleet

buyers so far, owner-drivers are taking the opportunity to sample the power and performance of the new 650 Euro 6 V8 engine, with the most powerful Scania, the 730 hp V8, also now available.

Tony Ceravolo of Ceravolo Orchards in South Australia is the first to take delivery of an S-cab with his latest Scania V8 being an S 650, complete with premium leather interior and a full flat floor, while Tasmanian sub-contractor and long-time Scania fan Cameron Cooper, top left, took delivery of the first R 650 V8, to pull his SRT single trailers the length and breadth of the Apple Isle.

NEW SALES DIRECTORS APPOINTED

Long-serving Scania Pre-Sales and National Sales Manager Dean Dal Santo has been promoted to Director of Sales as the result of an internal reorganisation of the sales and marketing side of the Australian business. Dean is responsible for sales of on- and off-highway Scania trucks, including the successful mining and resources business Scania has nurtured during the past 7 years in Australia, as well as National Fleet, Fire and Specialised Vehicles.

Previously Dean was National Sales Manager, Trucks for Scania. He has worked for Scania for 17 years, and has vast experience in the truck market, having previously run Scania Australia’s pre-sales department.

“I am very excited to accept this new role at this time, as supplies of the very well-received New Truck Generation Scania prime movers and rigids have begun to arrive in big numbers in Australia. Thanks to our side rollover curtain airbags, these are the safest trucks you can buy,” Dean said.

“It is a good feeling to be able to offer the Australian truck industry such a safe, quiet, comfortable and environmentally-friendly range of vehicles, that are designed to promote our customers’ Total Operating Economy.”

Julian Gurney has been promoted to Director of Sales for Scania Bus, Coach and Industrial and Marine Engines, from the position he held previously of National Manager Sales, Bus and Coach. He has worked for Scania for 12 of the 14 years he has been in the industry.

“With a projected near record level of deliveries scheduled for 2018, and a very strong carry-over orderbook for 2019, we can see a high level of ongoing customer confidence in Scania’s vehicle and engine product,” he said.

“I look forward to working closely with Mikael Jansson our Managing Director, to continue to grow Scania Bus, Coach and Engine sales in Australia,” Julian said.



SCANIA NTG STARS TO SHINE IN BRISBANE

Scania will continue its shift towards a sustainable transport future with a wide array of efficient, cost-effective vehicles at the Brisbane Truck Show, which opens on 16th May 2019.

Key among the hardware exhibits will be the New Truck Generation V8 flagship, as well as a Scania XT tipper, a G-series prime mover, and two P-series rigid: one powered by a new engine, and one dedicated to running on alternative fuels.

Scania will once again put emphasis on its business-efficiency solutions that are becoming such an integral part of the Scania offer to operators across the industry, from owner-drivers to national fleets. Scania experts will be on hand to discuss fleet

monitoring and driver training, as well as contract maintenance programmes, preventative maintenance, rental and used vehicle sourcing and of course representatives from Scania Finance Australia will be on the stand to discuss various fleet planning and funding arrangements.

As in previous years, the Scania barista will be keeping the coffee flowing from go to whoa, so be sure to drop by the stand for a refresher, or just a chance to catch up with a few familiar faces.

If you have a particular topic you'd like to discuss with the Scania experts on the stand, contact your Scania representative before the show to book a time for a quiet chat.



XT BUILDS ON NTG LEGEND

Scania Australia revealed the new XT mining and construction range of the New Truck Generation at Melbourne's International Mining and Resources Conference in October, giving the industry the first opportunity to examine extra-tough truck in the metal.

The all-new extra-tough Scania XT delivers a highly robust range of solutions for a wide variety of applications, and can be configured exactly to an operator's requirements, utilising one of three available cab sizes.

Like its on-highway siblings, the Scania XT comes with side curtain rollover airbags as standard that provide industry-leading driver

and passenger protection in the event of a crash or rollover. Scania is the only truck maker to offer this potentially life-saving feature.

The XT is available with a full range of Scania's frugal and modular Euro 5 or Euro 6 SCR emission engines and Opticruise automated gear-changing, including the innovative clutch-on-demand feature for particularly challenging environments. Externally, the XT range features a unique protruding steel front bumper, headlamp protection grilles, front under-bumper skid-plate, 40-tonne towing point in the centre of the bumper, and robust door mirror housings, as well as an elevated ride-height and all-

steel parabolic leaf spring suspension. Scania has a solid history of overcoming tough environments. Delivering vehicle solutions for both the mining and construction industries across the world has taught Scania the true meaning of uptime, and what it takes to secure it.

Now the new Scania XT range stands ready to deliver it.

"The Scania XT is perfectly set-up for a range of construction and mining applications on sealed and unsealed surfaces," said Mikael Jansson, Managing Director of Scania Australia.

"The Scania XT has been designed to shrug off tough conditions and a few bumps and scrapes without the need to visit a workshop to replace exterior fittings. Our customers will be happy to gain additional uptime facilitated by this careful attention to detail.

"The construction industry faces increasing demands for sustainable and cost-effective production. With a powerful line-up ready for the toughest mining and construction tasks, Scania is well prepared to meet the highly diverse transport assignments within these sectors," Mr Jansson said.

LOAN TRUCK AIDS CROC RESEARCH

Scania assisted Australia Zoo and the Australia Zoo Wildlife Warriors by supplying one of its New Truck Generation prime movers to transport vital equipment from Beerwah, in South East Queensland, to the Steve Irwin Wildlife Reserve in Cape York, far North Queensland.

The Scania G 500 6x4 pulled two 20-ft containers 2500 km to the reserve in October.

Australia Zoo, in partnership with the University of Queensland (UQ) and Australia Zoo Wildlife Warriors, manage the largest and the most successful crocodile research project in the world, utilising Steve Irwin's techniques.

The experienced Australia Zoo team captures the crocodiles, while the UQ scientists carry out their research, take measurements, and attach trackers to the animals.

"The Scania truck transported two 20-ft shipping containers to the Steve Irwin Wildlife Reserve," said Terri Irwin, owner of Australia Zoo.

"The truck will do a 5,500 km round trip to the Reserve and back and we are grateful to Scania Australia for its use. The money we would have used to rent a truck can now be used for further research into crocodiles and their conservation," she said.

"Scania puts significant resources into its own research and development, designed to improve longevity and durability, just like the researchers in FNQ are studying how crocodiles function and flourish in local conditions," said Richard Singer, Scania's Regional Executive Manager for Queensland.



Photo: Ben Beaden / Australia Zoo



STONE-GUARDED

Scania Australia is now able to supply stone guards for the NTG range (above), and the new Scania Touring coach (shown at right). These screens are available to be ordered for fitment prior to delivery or available after sales from Scania workshops, ordered through the spare parts system.

For the NTG application, the guard easily unclips and folds down to allow full access to the windscreen for cleaning. For the Scania Touring, the stone guard is similar to that used successfully on the Scania-Higer A30 for many years.

Also available to order is a new steel bumper for the NTG on-road range (also



shown above), ideal for outer suburban and regional work where a bullbar would not be appropriate.

Contact your Scania sales or aftersales dealer for more information.



Scania's NTG range of alternative fuel vehicles (l-r) Scania L 280 CNG, Scania G 410 LNG, Scania R 450 biodiesel/HVO, Scania S 730 biodiesel/HVO, Scania G 410 biodiesel/HVO/ethanol, Scania P 280 biodiesel/HVO.

MOUs TO DRIVE DOWN EMISSIONS IN AUSTRALIA

Scania Australia is taking bold strides towards making the adoption of alternative fuels an easier choice for the country's transport operators.

The company has recently signed memoranda of understanding with three providers in the bio-fuels industry, in order to lubricate the path towards adoption of more sustainable and cleaner transport solutions for its customers.

Wilmar Bioethanol Australia; Ecotech Biodiesel and the NGV Group, infrastructure suppliers and consultants for Natural Gas and Biogas, have all signed up with Scania.

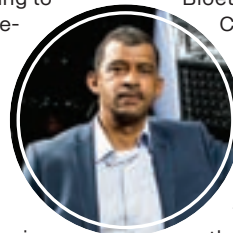
"Having held many discussions at high levels with a number of transport-related

entities this year, from governments to operators and suppliers, and having noted significant enthusiasm for actually turning this into action, Scania is now moving to facilitate the adoption of alternative-fuelled vehicles in Australia," said Anthony King, Scania Australia's Sustainable Solutions Manager.

"We want to secure reliable, consistent and widely available biofuels for customers nominating alternative fuels for their future Scania vehicles, as part of our drive towards creating a sustainable transport future," Mr King said.

Scania has a broad alternative fuels engine portfolio, and these can operate

on Compressed Natural Gas (CNG -15% CO₂), Compressed Biogas (CBG -90% CO₂), Liquefied Natural Gas (LNG -5% CO₂) Bioethanol (-90% CO₂), Biodiesel (-85% CO₂) and HVO (-90% CO₂) and Hybrid + HVO (-90% CO₂).



"Transport contributes a quarter of total energy-related CO₂ emissions. Operators do not have to wait to adapt their businesses to a sustainable transport system – the solutions are already here. Scania can provide a broad range of platforms and services to support our customers today and tomorrow," he said.

"Scania has been a leader in the provision of Euro 6 vehicles in Australia – notably with the fleet of close to 100 Euro 6 buses delivered to Transport Canberra since 2014 – plus the delivery of many Scania trucks similarly compliant, so it is only natural that we now look at rolling out access to further alternative fuel vehicles to a wider body of customers," Mr King said.

"For a fuel to be considered sustainable it needs to fulfil three criteria: reduce CO₂ from wheel-to-well; be available in sufficient volumes to make a difference; and provide a competitive business case against regular diesel to make it commercially viable."



SCANIA ASSISTS BIOENERGY REPORT LAUNCH

Bioenergy Australia has released the first 'Bioenergy State of the Nation Report' produced in collaboration with KPMG, which identifies Australia's significant bioenergy opportunity and provides a criteria for kick-starting Australia's bioenergy economy.

"The report reviews the policies of states and territories in order to share learning and facilitate policy transfer across Australia, with much to be gained through the adoption of 'best practice' approaches throughout Australia. Queensland has already adopted a number of successful policies which can be adapted and deployed to drive bioenergy uptake across the country," said Shahana McKenzie, Bioenergy Australia CEO, at the launch at Parliament House in Canberra in December.

The event was attended by Scania representatives, including Anthony King, Scania's Sustainability Manager, accompanied by a Scania Euro 6 emissions compliant bus, capable of running on 100% biodiesel, delivering an 85% reduction in CO₂ emissions.

"The key to the report is that job creation by local people in regional areas is a win/win for biofuels, and carbon reduction allows for cleaner air," Anthony King said. "Biofuels and economic growth go hand-in-hand. This is a sustainable combination.

"At Scania we are not only part of the problem but we are also part of the solution. We are planting the biofuel seeds now for tomorrow's transport generation.

"Future generations will hold us accountable, so we should start driving the shift to a sustainable transport future now," he said. Bioenergy is generated from the conversion of solid and liquid biomass products for use as electricity, heat, gas, liquid fuels and bio-based products and delivers a range of benefits such as employment and economic development of rural/agricultural communities, energy security, utilisation of waste streams and reduction in greenhouse gas emissions.

Report assessments were based on bioenergy performance measured against

five evaluation criteria: Policy development and effectiveness, bioenergy project development, technology and feedstock, sustainability guidance, advocacy and education.

"Queensland is driving the bioenergy agenda on a number of fronts, and should be commended for the incredible work happening across the state. They have a government who recognises bioenergy as a priority industry, actively rolling out new projects through the delivery of the Biofutures Roadmap and Biofutures Program," said Ms McKenzie.

"There is no shortage of viable options we can implement to drive us forward, and we hope the Bioenergy Australia State of the Nation report can be this force for change in the sector so Australia can leverage the wide-ranging potential benefits of a bio-economy before it's too late," Ms McKenzie said.

To read the report visit: bioenergyaustralia.org.au



« Independent MP Bob Katter, biofoods producer Manildra's Kirsty Beavon, Bioenergy Australia CEO Shahana McKenzie and former Liberal leader and bioenergy advocate Dr John Hewson.



ALTERNATIVE FUELS DRIVE CHANGE

Battery electric vehicles will be instrumental in achieving a fossil-free commercial transport system by 2050 in line with the United Nations Sustainable Development Goals and the Paris Agreement. However, biofuels used in internal combustion engines constitute the best near-term alternative, Scania believes.

“We are developing all alternative

technologies bearing in mind their commercial viability,” said Christian Levin, Head of Sales and Marketing at Scania.

“It would be futile to launch products that fail to meet the business reality of our customers. The basic premise must be that the technology offers a reasonable cost of ownership in the near term. Scania is well-positioned as the technology develops with

more cost-effective solutions,” Christian Levin said.

In a major study, Scania has recently explored several pathways towards achieving zero fossil emissions in the coming decades, ranging from full electrification to a portfolio of powertrain types.

The study shows that the rapid spread of electric vehicles will require four to five times more infrastructure investment relative to the present situation but will, by 2050, decrease operating expenses by 40 percent.

In fact, battery electric vehicle growth offers the most cost-effective course of action in total abatement of fossil-fuel heavy transport.

By 2031, the total cost of ownership for battery electric vehicles will reach parity with diesel for all vehicle segments, including long-haulage.

Scania is committed to providing all technologies that can immediately help reduce CO2 emissions.

An adoption rate growth of new fossil-free powertrain technologies of at least 5 to 10 percentage points per year on average throughout the world is needed to achieve full sales penetration by 2040.

POSITIVE RESULT FOR BATTERY BUS

Scania is moving towards serial production of a battery electric bus for city route work, based on the success of a lengthy trial programme using a Scania Citywide bus in the northern Swedish city of Östersund.

“We have an uptime level which is basically in line with our conventional buses,” said Karin Rådström, Head of Buses and Coaches, Scania (pictured right).

“The buses are performing very well, and both the operator and the public transport authority are pleased.”

In developing battery electric buses, Scania adheres to its modular philosophy to meet diverging demands.

“We know that all cities and operators have varying demands and that won’t change just because the buses are electrically powered. However, robustness and uptime will remain as important as ever,” Ms. Rådström said.

“In the long run, the total cost of operating battery electric buses will come down since we can use and reuse technology and the same parts as in our conventional buses. That will also enable us to provide a wide range of different versions of electric



buses, such as articulated variants and buses with different bodies.”

Ms. Rådström stressed that battery electric buses are only effective in curbing carbon emissions if the charging electricity is generated through clean energy. In Östersund, the buses are charged on hydroelectric power and are thereby fully fossil free.

Battery electric buses are best suited for inner city bus operations that actually only account for one-fifth of bus operations in urban areas.

“In different areas of the city, there will be different needs. Our electric bus has its place in the inner city, but in suburbs and in traffic between the inner city and suburbs we have other solutions that we believe are more suitable such as buses fuelled by natural and biogas, as well as our hybrid buses,” she said.

Meanwhile, Scania continues its trials in Östersund to the delight of passengers. “They like riding the electric bus because it’s quiet and the journey is very comfortable, and happy customers are what ultimately drives our business,” Ms. Rådström said.

NO DIESEL TO SHOW

Scania showcased its wide range of practical, effective and efficient real-world alternative fuel solutions for the transport and logistics industries as well as passenger transport at the bi-annual IAA Show in Hannover, Germany in September.

None of the manufacturer's vehicles on display ran only on diesel; there were bio-diesel, ethanol, HVO, and battery electric hybrids on display, and the first LNG-powered coach that Scania has shown, below, complete with a 1,000 km range, or more than enough to travel from Melbourne to Sydney with fuel to spare.

"We are in the midst of a fundamental shift in heavy transport and Scania aims to lead the way with all the low-carbon and zero tailpipe emission vehicles that hauliers require for their operations," said Alexander Vlaskamp, Senior Vice President, Head of Scania Trucks. "Cities are now in the forefront but all forms of transport will need to adjust to meet the carbon reduction target as set forth in the Paris Agreement."

The star of the Scania stand was a plug-in hybrid distribution truck. This gives distribution haulage transporters the needed option of covering the distance from suburban warehouse depots in the combustion engine mode while switching to electric propulsion when entering the city centre. While unloading or resting along the distribution route, drivers can charge batteries in 20 minutes for continued deliveries," he said.



ICE NOT MELTING YET

While the future belongs to electric vehicles, the internal combustion engine is not dead yet, not by a long way.

Battery electric vehicles will be instrumental in achieving a fossil-free commercial transport system by 2050 in line with the United Nations Sustainable Development Goals and the Paris Agreement. However, biofuels used in internal combustion engines constitute the best near-term alternative.

"We are developing all alternative technologies bearing in mind their commercial viability," says Christian Levin, Head of Sales and Marketing at Scania. "It would be futile to launch products that fail to meet the business reality of our customers. The basic premise must be that the technology offers a reasonable cost of ownership in the near term."

The plug-in hybrid truck, above, and battery electric bus, which were both exhibited at IAA, meet these criteria.

"Scania is well-positioned as the technology

develops with more cost-effective solutions," says Levin.

Scania is exploring pathways towards achieving zero fossil emissions, ranging from full electrification to a portfolio of powertrain types. A recent study showed that the rapid spread of electric vehicles will require four to five times more infrastructure investment relative to the present situation but will, by 2050, decrease operating expenses by 40 %.

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[NEWS]

Scania has begun testing a new generation autonomous transport system at Rio Tinto's Dampier Salt mining operations in Western Australia.

The first phase of the trial started in August 2018 and involves a Scania XT 8x4 autonomous tipper truck working separately from Dampier's active operations.

During this initial stage, a safety driver rides in the vehicle to observe the truck's performance and, if necessary, intervenes. In subsequent phases, additional autonomous Scania trucks will be added to develop vehicle-vehicle awareness and intelligent fleet supervisory controls.

Rio Tinto head of Productivity & Technical Support, Rob Atkinson said, "We're pleased to be trialling this technology in trucks that are smaller than our traditional haul trucks. This has the potential to give us more flexibility in the way we operate in a number of areas across Rio Tinto. We have seen

automation create safer and more efficient operations in our business and this is a next step in evaluating options for delivering further improvements through the use of technology."

Björn Winblad, Head of Scania Mining said, "Mining sites, given their high vehicle utilisation rates are ideal for testing new autonomous technology. The industry can reap the safety and productivity benefits of automation, and the experience gained here will be instrumental in developing fully autonomous solutions for other transport applications. It is very encouraging to note that the truck has been performing in a safe manner and in accordance with expectations with regards to the operations."

Rio Tinto has pioneered the use of automation in the mining industry, with the largest fleet of driverless trucks, the world's first fully-autonomous heavy haul, long distance rail network, and fully autonomous production drills.



Autonomous Scania truck on test in WA

Photos: Paul Kane



[NEW MODEL]



Photos: Paul Kane

Scania has created an even tougher chassis for increased payload and productivity.

READY FOR EXTRA HEAVY-DUTY

The Scania XT range has only just arrived in Australia, but among the early arrivals are a pair of extra heavy-duty vehicles, designed to carry a huge 40,000-litre water cart body for mining applications.

The new Scania NTG G 450 XT 8x4 twin steer chassis have been fitted with new, higher-capacity Shermac water cart bodies for a Western Australian mining customer operating in the Pilbara.

The tailor-made Shermac bodies are more than double the capacity of those fitted to traditional road-going trucks used on mine sites. They are designed to replace far larger and more expensive mine-specific road train combinations.

The new Scania XT trucks offer the customer a more cost-effective solution to

the requirement for dust suppression and road building assistance on-site.

“Our customer has had experience operating a fleet of Scania trucks on-site as service vehicles, flatbeds and technical support vehicles for the past year, and they have performed well,” according to Robert Taylor, General Manager, Mining at Scania Australia.

“The trucks were in service 24-hours per day, 7-days per week and have clocked up around 70,000 km on-site in their first 12 months. They have been very reliable in service and the drivers enjoyed the comfortable and quiet Scania cab,” he said.

“When we were discussing the replacement of the customer’s existing water carts, we suggested a more flexible solution in the form of the NTG G 450 XT 8x4 as they could handle the higher payload

of 40,000-litres for a GVM of around 66-tonnes,” Robert said.

“The water carts are also on call 24/7 and reliability is very important to our customer. They work in an extremely harsh environment where there is a lot of dust and heat and so water cart availability is critical to the mine’s operations. The vehicles will be serviced on-site to maximise uptime.” Robert said.

“Creating this new high-capacity water cart underscores Scania’s ability to configure a vehicle exactly to a client’s needs.

“Our client wanted a reliable, high-capacity vehicle that could be maintained easily and quickly and one that could do the job day-in, day-out. The new Scania XT range is designed for these conditions, and in addition to being able to source and





fit a suitable body, we have been able to deliver a solution at a reduced capital cost to the client compared with their previous solution,” Robert said.

“One of our longer-term goals has been to be able to offer our customers the ability to replace their very high-cost capital equipment with Scania solutions that provides a greater degree of resource utilisation flexibility as well as cut their capital expenditure without compromising availability or productivity. And we are able to deliver solutions in a timelier manner as well.

“With these new XT water carts we believe we are taking another significant step towards delivering on that strategy,” Robert said.

Jim Ray, who controls sales and sales management at mining engineering equipment supplier Shermac, said this was the first time the company had built a water cart of 40,000-litres capacity for a four-axle, road-going truck.

“Our client was looking for a new

solution to its water cart requirements and wanted to combine the flexibility of a road-going truck with water capacity approaching that of heavy mining gear, in order to maximise availability and ease of maintenance,” Jim said.

“Scania has shown us that it has a lot of experience working globally with mining partners, and they said they were confident that the 8x4 chassis would be suitable for this payload, having seen 66-tonne payloads used widely in tipper configurations in South American and Indonesian mine sites.

“All of our water carts are custom designed and extensively tested to ensure optimum weight distribution and performance no matter how tough the environment or challenge,” Jim said.

“With liquid loads you do get high dynamic forces, but our Roadserve 2000 model water cart is well baffled and on-site speeds will be low and there are few inclines, allowing the vehicles to do their jobs reliably. Scania also has a lower centre

of gravity compared with the previous solution, which also aids stability and safety,” he said.

The Scania NTG XT range has been designed for challenging operating conditions and comes with a robust front-end skid-plate, and a 150 mm protruding steel front bumper bar that protects the vehicle against significant frontal knocks. With protective grilles for the LED headlights, a fold-down bumper-mounted step to allow safe access for windscreen cleaning on-site, and a 40-tonne capacity tow point, the XT specification is well suited to the life of hard knocks expected on mine sites. Additionally, Scania has added extra tough door mirror covers for the XT, as they are often vulnerable to accidental damage.

Within the NTG cabs, all drivers are seated more comfortably in new seats, positioned closer to the screen and door for enhanced visibility, while repositioned A-pillars and mirrors provide an even safer and more panoramic view out front and to the side.

The G 450 B8x4HZ chassis selected by the customer has a 5950 mm axle distance, and two 12-tonne front axles and two 21-tonne rear drive axles for a GVM of 66-tonnes. The 450 hp 13.0-litre six-cylinder in-line engine drives through a Scania Opticruise automated gearchange and GRSO935R transmission, with specific Off-Road mode built into the management system. The latest and highest output Scania hydraulic Retarder system is fitted to provide safe and seamless braking, preserving the service brake linings on the drum brakes, which are backed by ABS.

Steel leaf spring suspension all-round provides a robust solution for the on-site driving environment, backed up by a heavy-duty mechanical suspension for the cab to chassis connections. A new electrically powered cab tilting mechanism is OH&S friendly, as well.

Within the low roof day cab, the Scania XT is fitted with a steering-wheel mounted airbag as well as driver and passenger side curtain airbags designed to protect occupants in the event of a rollover and elevating Scania above its rivals in the provision of potentially life-saving safety equipment, making the Scania XT the world’s safest truck for extra-tough working environments. ●

[TESTIMONIAL]

LUXURY ON WHEELS

Transporting fresh produce requires reliability and efficiency, and now with the New Truck Generation, Scania adds a dash of luxury as well.

Photos: Trevor Worden



Shoobridge Transport had its origins in the early 1970s when banana farmers Glen Shoobridge and Des Stafford bought a truck to carry their own produce to market. The business expanded as other growers came on board and transport quickly became the main priority.

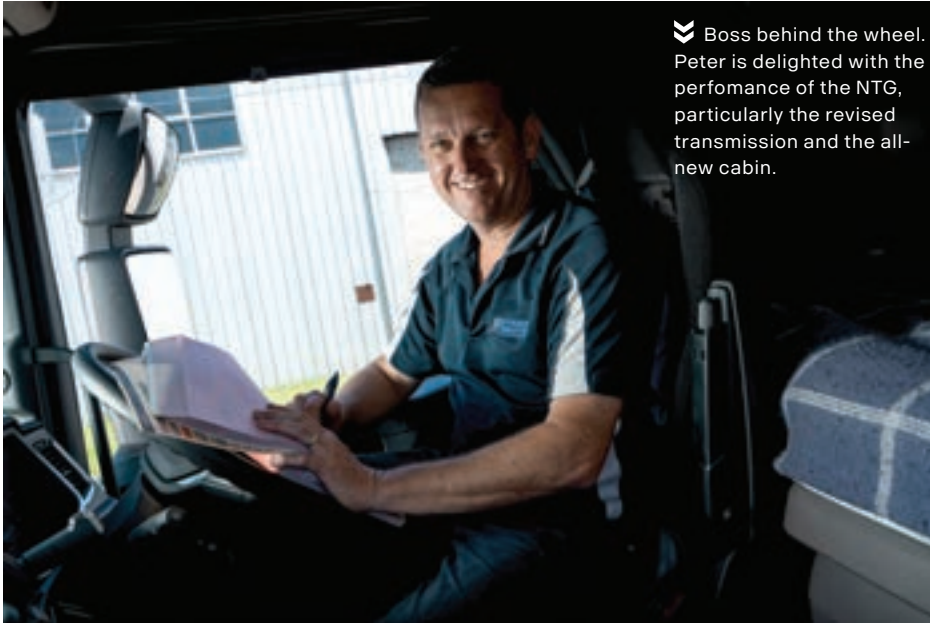
Today the Murwillumbah-based business has more than 90 staff and a fleet of more than 40 trucks and is run by Barry and Peter Shoobridge. It's still a very hands-on family business, with mum Gwenda still filling in on admin duties, and Peter's wife Kay handling the account management side of the business. Peter and Kay's kids are also involved, with Ryley and Emma working shifts between their schooling commitments.



» Peter and Barry Shoobridge pose proudly with their fleet of Scania trucks, topped by two new NTGs.



[TESTIMONIAL]



▼ Boss behind the wheel. Peter is delighted with the performance of the NTG, particularly the revised transmission and the all-new cabin.



Peter and Barry bought into the business in 1994 and prior to that were employees driving trucks, an ideal way to learn about the business.

These days Peter gets little time behind the wheel but a lot of time behind a desk and along with Barry these second-generation owners are continuing to grow the near 50-year-old operation.

Over the years both Peter and Barry have worked in all facets of the business including driving, warehousing, maintenance and logistics, recruiting and mentoring staff.

Recently, they purchased two of the latest NTG R 620 V8 trucks, one as an addition to the fleet and the other a replacement for an older Scania.

With a new generation of trucks comes new and higher expectations, and so far the NTG R 620s are proving their worth.

"The first thing is the cabin is very much like a luxury car, not at all like a truck," Peter said. "And with this NTG R 620 we are hoping for an improvement in overall efficiency as well as increased driver comfort, not that either were bad before.

"So far, the fuel economy is proving to be very good, although it's early days, with the trucks being about six weeks old. Driver

acceptance has been exceptional and they have all remarked on the new levels of comfort. I've driven the new R 620s myself on a couple of trips and am very impressed, particularly with the revised transmission, which works seamlessly," Peter said.

Shoobridge Transport runs a mixed fleet of European, American and Japanese trucks which Peter refers to as being a bit like a lolly shop.

Their first Scania was bought seven years ago for a specific contract, with Peter crediting Kevin Schuhmann of K&J Trucks in Coffs Harbour for convincing him he needed a Scania.

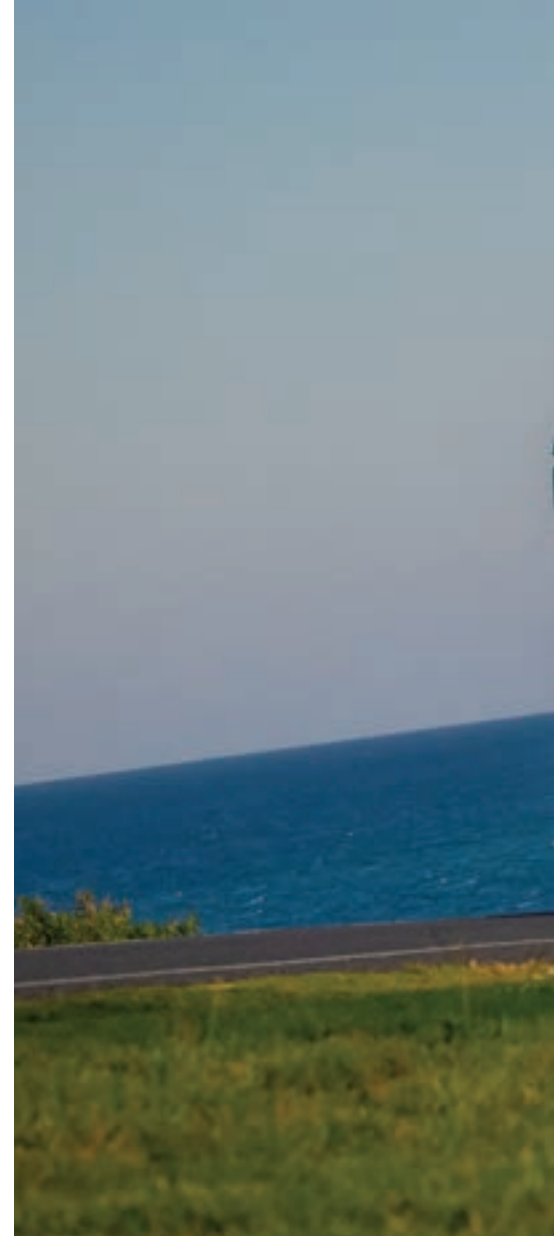
"We are very happy with that decision," Peter said. "Since then we have bought another 12 trucks from them. Kevin and Butch Quin in sales, along with Scott and Brenden in the service department are fantastic and we wouldn't buy our Scania trucks anywhere else, as they really do go the extra mile."

But the exceptional service provided by K&J Trucks is only one reason why Peter and Barry continue buying Scania.

"The drivers really enjoy driving them," Peter said. "They constantly tell me how easy they are to drive and so comfortable, which reduces stress and fatigue. As an operator that makes us happy."

If you travel the east coast of Australia chances are you will see a Shoobridge Transport truck with either a single or B-double trailer set behind it, travelling to or from Melbourne, Sydney or Brisbane – their main linehaul routes.

The Shoobridge linehaul trucks, where most of the Scania's operate, travel over 300,000 km a year carting refrigerated and dry goods, as well as fresh produce,



harking back to where it all started. As Peter explained, the farming industry has declined a lot over the years so they had to diversify. Other trucks in the Shoobridge fleet undertake local and regional work and cover anywhere between 100,000 km – 150,000 km a year.

While the two NTG R 620s are in their early days Peter is delighted to see additional safety features such as the rollover side curtain airbags fitted as standard to all Australian market NTGs. "It's not only comforting to the drivers but equally comforting as the transport operator to know my drivers are in the safest possible truck on the road today," Peter said.

"We are very happy with the overall running costs of not only our new Scania's but the older ones as well," Peter said.

"The cost of ownership has been very cost-effective and significantly lower than the American trucks we have. The minor servicing is done at our own workshop with all major scheduled services performed by K&J Trucks."

Scania's driver monitoring program is



Looking good on the road. The new truck and trailer combo is to feature in the company's 2019 calendar.

fitted to some of the trucks and Shoobridge said that there was a good take up by the driver's initially, but a willingness to embrace it totally isn't quite there yet.

"We have had Alan McDonald from Scania provide driver training and we have all seen an improvement, but that falls off a cliff when the drivers stop trying," he said.

"In the case of the new R 620s we have a couple of great operators that are very familiar with the European trucks and their scores are improving week by week. I haven't started the competition with them yet, but I will be," he said with a grin.

"I have been taking screenshots of my trips as a reminder to the blokes of what can be achieved. It's a great system and promotes professionalism as well."

Shoobridge Transport is Truck Safe accredited, and the fleet runs satellite tracking along with front and rear facing cameras to promote safety and continue improving on that front.

A recently retired but qualified driver-trainer works with Shoobridge Transport one day a week, training the less-experienced drivers, and refreshing

the skills of the more experienced wheel-masters.

Finding good drivers, especially younger ones is a major challenge facing the industry, but Shoobridge is happy to take on drivers under 25 and give them an opportunity through a managed insurance plan. According to Peter the younger they can get them the better, "as we can train them our way".

In addition to Truck Safe accreditation, Shoobridge Transport also offers mass management accreditation, plus its own in-house maintenance management and fatigue management programs.

It is clear that a great deal of resources is put into training and Peter sees it as vital for the ongoing success of the business.

"Any business is only successful because of its staff, and none of this would be possible without the great team. We have many long-term committed employees here and that is a key to our success. We also have a very good and loyal customer base so I guess they are the two ingredients necessary for success in this competitive business," Peter said. ●



[TESTIMONIAL]

MULTI-



TALENTED

For a diverse business like Multiquip, a wide selection of Scania prime movers is just the ticket.

Photos: Mark Bean



[TESTIMONIAL]



≡ Kaashief Boonzaier hands over the first NTG R 620 to Jason Mikosic from Multiquip. Below right, Jason behind the wheel.

Smart thinking seals the deal

“Our Truck Sales team is working closely and harmoniously with Scania Finance Australia. We really think of ourselves as a team,” Kaash Boonzaier, Scania’s Truck Sales Account Manager says.

“Every time I talk to a customer, I am laying the groundwork for Aaron O’Neill, our SFA Business Development Manager to join the conversation and help encourage the customer to use Scania Finance. I am finding it is helping us to sell the Scania Total Transport Solution concept effectively to our customers.

“Multiquip is a good example of a customer that has seen the benefits of using Scania Finance. We won them over from their existing finance provider with a combination of solutions, and they are very happy,” Kaash says.

“Kaash and I have worked as a strong team,” Aaron O’Neill says. “We have been able to show customers that for example, taking an operating lease instead of traditional chattels mortgage finance on a vehicle means they don’t have to buy a truck outright, just lease it for the period they need it for and hand it back at the end of the term and get into another new truck.

“This can add flexibility with their existing business finance partner to plough their resources into developing other parts of their business,” Aaron says.

“We know that the finance discussion with customers can sometimes be a challenge, but when the customer understands the benefits they are keen to buy-in,” he says.

The first of the New Truck Generation vehicles to be handed over in Australia was delivered to Jason and Daniel Mikosic of Multiquip, a New South Wales-based company that is involved in everything from earthmoving and bulk resource transportation, to the movements of millions of eggs, day-old chicks and chickens each week.

Multiquip has been a long-time Scania customer, having purchased more than 60 prime movers in recent years, as the business has expanded.

The company has had success with its Scania trucks and was one of the businesses asked to evaluate one of the early R 620 V8 trucks brought in to Australia in 2017, prior to the launch in March 2018.

Jason, who is the Group General Manager of Multiquip, said after the evaluation drive period concluded his drivers couldn’t wait to get their hands on their own example of the NTG.

“We evaluated the new R 620 V8 at 72-tonnes GVM in road-train spec, and the fuel savings were significant over the previous generation truck. We loved the way it drove and we couldn’t wait to add the new model to our fleet.”

That day appeared in September when the first of five NTG R 620 V8s was delivered in Sydney at Prestons by Kaashief Boonzaier, Scania’s NSW Account Manager for New Truck Sales. A further six G 500 Day Cabs are on order, along with another eight R 620 V8s for delivery in 2019.

“I was very excited to be able to deliver the first NTG truck to Multiquip, not just



because it was the first of the new era of Scania trucks, and a V8, but because Multiquip is a very good and loyal customer of Scania’s and our trucks are well suited to the applications they are used for by Jason and his team,” Kaashief said.

“Over the past five or so years we have developed a very strong working relationship with Multiquip. I know what specification they look for, and we are always looking at ways to provide them with a more productive truck that will increase their operating efficiency,” Kaashief said.

“In fact, earlier this year we took our global head of Sales and Marketing for Trucks, Alexander Vlaskamp, out to visit Multiquip’s chick hatchery so he could see the size and scope of their business for himself. Needless to say, Alexander was very impressed,” Kaashief said.

“We have had a good run with the Scania trucks on the fleet,” Jason confirmed.

“They have been reliable and it has been a good experience. We have traded out of some of the early ones and replaced them with new ones. We use them all across our business, including running A-doubles from our own quarry in Goulbourn all the way into Sydney, running at around 74.5 tonnes GVM, six days per week.



“Our drivers like the comfort and quietness of the Scania cabs. The trucks are a good overall package and good value for money,” Jason said.

“They are fit for purpose and reasonable on fuel. We’re looking to see even better fuel from our own NTG V8s now they are arriving.

“We like the Scania Driver Support function on the dash that keeps an eye on how the drivers are doing, and the Scania Driver trainers do help us because there’s always work to be done here. We have also installed driver monitoring equipment from Seeing Machines, such as the distraction monitor. These safety devices play an important role in keeping our drivers and all other road users safe, and all fleets should use them,” Jason said.

One of the long-standing elements of the Multiquip business is trailer design and manufacture, carried out in-house for specific applications. The Multiquip quad-axle tipper has been a successful addition to the fleet, beefing up productivity as well, delivering bulk stock feed, as part of a 50.5-tonne combination. The 480 hp Scania has been the workhorse pulling these quad-axle trailers. The next stage is for the company to utilise a G 500 under PBS in the NTG format.

Of the eight new R 620 V8s due in 2019, four will be used to pull quad axle A-doubles for the poultry market and four will be used for A-double quarry work.

“In addition to 51-tonne A-doubles, we have Scania running B-double and road-train work everywhere from Griffith and Tamworth into Sydney,” he said.

“For servicing we use the Scania dealer in Griffith who is excellent. The team there is very competent. Those trucks are running on the Scania Repair and Maintenance programme so I don’t have to worry about them.

“In Sydney we are keen to get the trucks serviced out of hours, and this is looking like it will be possible soon,” Jason said.

Multiquip has been growing quickly over the past five years, but the expansion has been organic. Keeping a lid on the capital expenditure has been possible in part by utilising Scania Finance Australia to fund recent purchases.

“We have been happy with the relationship we have been able to establish with the Scania finance people, assisted by Kaashief,” Jason says.

“So long as the offer is competitive, we will be happy to continue with them, as they have been easy to deal with and the one-stop-shop approach is helpful.” ●





BIG RED

The first NTG S-cab in Australia is carting apples up and down the Adelaide Hills.

Photos: John Kruger

Ashton in South Australia's Mount Lofty Ranges is home to Ceravolo Orchards and its juice brand, Ashton Valley Fresh.

Three generations of the Ceravolo family have been growing apples, pears, cherries, nectarines and strawberries since family patriarch Ralph Ceravolo, an Italian migrant, bought his first plot of land in the 1960s.

Today the family-owned and run business is headed by sons Tony and Joe, supported by their wives Sandra and Anna, children Joyce and Joseph, and a permanent workforce of 50 that swells to 150 seasonally.

Recently Tony became the first in Australia to take delivery of two of the latest Scania S 650 V8s; the flagship of the New Truck Generation line-up and was also one of the first to purchase the range-



« Tony and Sandra Ceravolo pose with the newest addition to the family fleet: the Scania S 650 V8. Also shown are some of the fleet's other Scania's.

topping R 730 when it was introduced a few years ago.

"I ordered the S 650 V8 as soon as it was launched," said Tony. "I was able to have it how I wanted it and was happy to wait. The interior colour, seats and steering wheel are all my choice, and it looks unbelievable.

"It's a tailor-made truck for myself, but anyone can do it if they are able to wait for it to be built, and I'd recommend it because it makes you feel very special. The reality is,

though, I'm not the only one to drive it."

Tony is familiar with Scania having driven them for the past 22 years; his first being a 113M with a 310 hp engine. A couple of years later he bought an R 500 V8 that is still in service at the orchard as one of his five-strong Scania fleet.

"After getting my first Scania, I tried several other trucks, but none of them could match the Scania so I have stuck with them," Tony said. "All the boys love driving



the Scania, and they really look after them and appreciate them."

The Ceravolo Scania's haul single trailers as the tight and twisty roads around Mount Lofty can't cope with the length and weight of B-doubles, and while the majority of their cartage is into Adelaide, they make several trips to Melbourne and New South Wales each year.

In order to remain competitive and contain costs, Ceravolo Orchards constantly explores new technologies and has installed an optical grading machine that removes blemishes, discoloration or defects in the fruit rather than doing it manually.

Banks of solar panels are used to help power the cool store and for maximum efficiency all elements of the operation are in the one location.

Technology and efficiency partly explain Tony's reasoning for buying Scania's.

"For a start, the braking system on them is the best out of all the trucks I have ever driven, and I have tried quite a few," Tony said.

"The retarder and exhaust brake mean I don't really have to touch the brakes at all going down through the Adelaide hills.

"Comfort is a big thing these days, and if your driver is comfortable, he can go all day long, but for me it's the performance, brakes and fuel economy.

"Being a cab-over makes them a bit shorter and easier to drive through the hills. I thought the last model was good but the visibility out of the NTG S 650 is excellent. You can see everything."

As a rule, Tony always selects the most powerful engine he can get, as he

[TESTIMONIAL]





figures it's better to be overpowered than underpowered, because the truck isn't worked as hard.

Tony has also seen first-hand the unrivalled safety built into every Scania, when one of his trucks overturned last year.

"We were unfortunate enough to have a rollover in the hills. The truck was fully loaded and went over a four-metre embankment and landed upside down," Tony explained.

"But my driver was able to walk away without a scratch. I know the cabin has a 15-tonne load rating, but it didn't crumble at all.

"You always want to make sure you are driving something safe, and that's another reason for choosing Scania," Tony added.

The Ceravolo Orchard Scania's also have the Scania Fleet Monitoring System fitted to some trucks and Tony finds it very good as it encourages the drivers to perform at their best behind the wheel.

According to Tony the weekly reports

and ratings have created a friendly rivalry between the drivers.

"The boys are always stirring each other about who has been using the most power and who has got the best score. They are always looking at each other's reports. The only problem is, I am one of the worst," Tony says with a laugh, "I tend to use the power a bit more, but that's just me. At the end of the day, my biggest concern is safety."

In addition to the Scania Fleet Monitoring System, Tony's newer trucks are signed up to the Scania Contract Maintenance Program that he says is excellent.

While his trucks only travel around 50,000 km per year, they are hard kilometres, up and down the Adelaide Hills, fully-laden, and Scania's legendary reliability plus the maintenance program means Tony can rest easy, knowing everything is taken care of.

"I believe that a service and maintenance agreement is the way to go as it really is

about how you want to treat your risk. If something major happens and you have a contract you can rest easy, otherwise it can easily become an expensive and time-consuming nightmare," Tony said.

Scania Adelaide is charged with maintaining the Ceravolo fleet and Tony said that they always look after him and quickly respond to an issue and he gets along with them really well.

"Most importantly they call back if I can't speak to them immediately," Tony added. "My biggest gripe is if I don't get looked after on service and backup, I won't buy that product again. A sharp purchase price is soon forgotten if the back up and service isn't up to scratch.

"I have always enjoyed a great run out of my Scania's. They are reliable, safe and comfortable and I'll never change to another brand unless Scania does something diabolically wrong. Besides, my boys and drivers wouldn't let me buy anything else."



[TESTIMONIAL]





According to Paul Riddell, Scania's South Australian Account Manager for New Truck Sales, helping Tony specify his NTG S 650 illustrated just how well Scania can tailor its production programme to meet customer needs.

"I talked to Tony about the specification of the truck and we dialled in everything he needed and wanted. He's long been a fan of Scania V8 engines and he loves the Ruby Red paint. I suggested that he should order the S-cab with its completely flat floor and very spacious interior, and as it turned out this was the first S-cab to be delivered in Australia.

"The S-cab does provide significantly more space in the cab for a driver to move around, and the flat floor really assists here," Paul said.

"Of course, having the current flagship powerplant, the 650 hp 16-litre engine with its 3300 Nm of torque means that with even one heavily laden trailer on the back, the combination will be able to maintain good speed up hill. With the latest Scania reader looking after braking on the downhill stretches, not only are Tony's drivers safer, but he is reducing his servicing requirements by not having to use the service brakes.

"Tony also saw the benefit of Scania's super-strong cab last year after one of his trucks rolled over. The driver escaped injury and the cab remained intact, despite the severity of the roll.

"Now that the Australian specification NTG fleet is fitted with side curtain rollover airbags as standard throughout the range, we're even more confident that our customers and their drivers will be well looked after if the worst happens," Paul said.

"With the new S 650, Tony Ceravolo has the best of both worlds, with a safe, spacious, comfortable cab and a very powerful engine that will get the job done for him, day after day," Paul said. ●



◀ Big Red S 650 V8 has been named in honour of Tony's wife, Sandra. Flat floor and premium interior mark this out as one special rig.



FUTURE FOCUSED

As the recycling industry becomes more sophisticated, more sophisticated trucks are required. The new Scania NTG fills the bill for Future Recycling

Photos: Charlie Suriano

The recycling world is undergoing major transformational changes and Melbourne-based Future Recycling, headed by Tyrone Landsman, is at the forefront.

Future Recycling or as it was previously named, Future Metals Recycling, has its roots in Shepparton Victoria. In 2005 Fletcher Metals was purchased to develop the land, but the development of the existing metal recycling business was deemed more lucrative.

Three years later a Melbourne operation commenced in a purpose built facility and Tyrone Landsman joined the company. In 2010 National Metals was acquired and the three sites consolidated into the single entity.

When we last met Tyrone in 2015, Future Metals was recycling in excess of 60,000

tonnes of ferrous and non-ferrous metals annually with a staff of 45.

With the industry undergoing a major revolution, a change of business name to Future Recycling is a reflection of that.

As the name suggests, Future Recycling now encompasses all types of recycling, not just metal, but commercial waste collection work remains an important element of the business.

“As a whole, our business has changed substantially since 2015,” said Tyrone. “We have diversified a lot and acquired a transfer station in Pakenham. We have also been successful in receiving a government grant so we can change the concept of the transfer station and give it a complete upgrade.

“The way China now accepts recycled product has altered dramatically but in a positive way I believe,” said Tyrone. “It has



created opportunities for ourselves and others in the way we furnish and officiate recyclable materials in Australia.

“We have installed a copper granulating machine so when the copper cable comes in we granulate it and process it on site and then export it to China to be recycled once more into a finished product. In a sense we have taken the hard work out of it for the Chinese.

“We plan to recycle 65 per cent of the materials we receive at the transfer station and at present the majority of the work is domestic,” said Tyrone, “but our aim is to double the volume going through the plant, and with the upgrade due for completion in December 2018, we are making it viable for commercial waste also.”

Scania trucks dominate Tyrone’s 30-strong fleet, as he believes they portray the right image for the Future Recycling

brand, and he wants quality uniformity across all consumer and commercial touch points.

Recently Tyrone took delivery of two of the latest-generation R 620 V8 prime movers to cart material from Dandenong, Hallam and Shepparton to Laverton.

“I wanted a powerful versatile truck that could haul a B-double one day and the next day a single trailer for metro work.”

Tyrone cites the attractiveness of the Scania Service Maintenance contract as a decisive factor in the purchase.

“We don’t have a full workshop as it’s not our core business, and while we maintain the trucks in good condition for their lifespan, the Scania Service Maintenance contract is very competitive and comprehensive. The contract basically means we have a partnership with Scania who ensures the trucks are maintained in



[TESTIMONIAL]



» The new trucks and their new bulk bins hit the road. At the recycling centre, trash is turned into treasure. Far right, Tyrone is happy with the service and support he receives from Scania's Dandenong branch.



accordance with regulations and service books.”

Tyrone prides himself on his stable workforce and the drivers in his employ, who look after the trucks as if they were their own. The combination of the professionalism of his drivers and the Scania trucks has proven a winning combination for Future Recycling.

The latest Scania additions to the Future Recycling fleet are also fitted with the driver monitoring system, and while Tyrone believes it works well, the varying applications from single trailers to B-doubles and highway to metro work doesn't allow for direct competition among the drivers. But Tyrone was quick



to point out that each of the drivers tries to beat their previous score whenever the application is the same.

“The drivers love the comfort and manoeuvrability as well as the Adaptive Cruise Control and now use it all the time.

“I am sure that it’s contributing to the 2.2-kilometres per litre they are averaging. And you must remember most of their driving is in and around Melbourne which is a traffic nightmare.”

Tyrone is pleased with the sales and service provided by Scania and points to his loyalty as a Scania customer as the best indicator.

“Tyrone has been a great supporter of the Scania product over the years and has

been impressed with the performance and reliability of our P-series 8x4 in hook lift application,” says James Lang, Scania Account Manager for New Truck Sales based in Dandenong, Victoria.

“He never has to worry about these trucks, because they are so reliable,” he says.

“We are very happy that Tyrone has embraced the Scania’s Total Transport Solutions concept with his latest purchase, by taking up the Repair & Maintenance contract as well as our control (monitoring) package. We are confident he will very quickly feel the benefit of these solutions in his improved total operating economy,” James says. ●

“ The drivers love the comfort and manoeuvrability, as well as the Adaptive Cruise Control and now use it all the time.

Tyrone Landsman, Owner, Future Recycling

[TESTIMONIAL]



100 NOT OUT

Hauling 100-tonnes with a 100% driver score, banker-turned-trucker Ken Beggs looks after the cents with his fully-maintained R 730.

Photos: Charlie Suriano





With a degree in Agricultural Science and Accounting, Ken Beggs may be Australia's most educated truckie.

At 18 he started driving trucks and was also involved in farming, but his life took a major turn at 21 when an accident left him with broken bones in his neck and in a quadriplegic state for some time.

Trucking and farming were no longer options. In his mid 30's and with a young family to provide for Ken took himself to University and over five years earned his degrees and moved into banking.

"I worked with a number of the major banks which meant moving around a bit and reasonably quickly moved from farm business banking into corporate and institutional banking in the agribusiness sector," Ken said.

"I don't know if I was cut out to be a banker but I had a lot of empathy with the agri sector and there is no doubt my qualifications and experience helped me to talk with farmers and institutional rural businesses. I progressed to a position of State Manager of a division of one of the major banks."



Eye-catching artwork on the R 730 cab makes this a stand out truck, if the three trailers didn't already make enough of a statement.

Despite on-going success Ken felt pressured to make another career change at age 55 when the bank industry thought he had come to the end of his useful life. He reluctantly left banking and stayed retired for about 15 minutes before he got bored.

At this time his son was driving trucks and offered to take him for a ride. Initially he resisted as he loved trucks too much but eventually went for a ride in an American truck. It was so rough it badly aggravated his neck injury. Another time his son took him for a ride in a European truck which was much smoother and more comfortable.

"I was hooked again," Ken said, following that second ride. "So I bought a European truck about 10 years ago and did steel work for Linfox and some linehaul work for Border Express to get a handle on operating costs and things. Then I went out on my own doing tipper work in my other love, the agricultural sector."

Once his last truck reached 1.2 million kilometres it was time for a new one. So he purchased a Scania R 730, to treat himself.

"I've always had small trucks doing big jobs," Ken said, "and as this is my last truck I figured I'm going to finish in a big way in the biggest truck Australia has to offer and the biggest set of trailers in the south-

eastern part of Australia. I think I'm still the only one with a permit to operate A-B triples in Victoria."

The Scania R 730 features a unique colour scheme. Ken had only previously owned white trucks. "My sons told me white looks a bit boring," Ken said, "but I wasn't going to cover it in lights, chrome or pinstripes as I reckon that's old fashioned."

"I have to thank Paul Riddell at Scania Adelaide," said Ken. "He put me in touch with a painter, Paul from Mikutta's in Adelaide, who did a brilliant job painting the truck and in turn engaged a guy who specialises in air brushing Harley Davidsons. At first the air brushing guy wasn't interested, but when I showed him my concept he agreed, providing I gave him some artistic licence."

The distinctive paint job isn't the only unique feature of Ken's Scania R 730. There's the sizable bullbar for one thing. Driving well into the night, Ken said that in western NSW kangaroos have been seen in plague proportions for years, and he often runs into them.

The first bull bar on his last truck was destroyed by 'roos in no time, and despite replacing it with a heavier one, the same fate befell it.

So with the Scania, Ken enlisted help from Chris Barron in Adelaide, who came up with a different design that is proving more effective. The Scania also features a forward-facing radar system used for the adaptive cruise control, but after it was destroyed by 'roos and repaired twice, Ken has covered it up with a heavy plate.

Operating between the Murray region of Victoria and South Australia and southwest Queensland, Ken primarily carts stockfeed to feedlots and occasionally feedmills. With an all up weight just over 100-tonnes and with up to 65-tonnes of payload, Ken and his R 730 clock up around 200,000 km each year.

Ken commissioned Graham Lusty Trailers of Queensland to build his large-capacity custom tipping trailers and dolly, and said they were terrific to work with and have done an excellent job. Each of the four triaxle groups is fitted with Knorr Bremse EBS/ABS braking along with stability roll over system which complements the Scania's advanced braking system.

Ken uses Scania's fleet monitoring service, with its operational rating system which is 'bloody addictive' according to him, as he constantly tries to beat his previous score. However, the program

[TESTIMONIAL]



Ken runs a suite of safety features to ensure his extra-long road train stays on the right track. Above, the king in his castle.



“ I usually score between 98 and 99 over the period of a week, but one week I got a perfect 100 and was very proud of that.

Ken Beggs, proud R 730 owner-driver

needs to be modified to suit the conditions the R 730 operates in.

“I usually score between 98 and 99 over the period of a week but one week I got the perfect ‘100’, and was very proud of that,” he said.

Being pragmatic about operating his business, Ken also has the Scania Premium Maintenance Program and appreciates that repairs, maintenance and servicing costs move from being an unpredictable and unknown variable cost, to a known fixed cost.

“If you do have a breakdown Scania come out and fix it wherever you are. One call to Scania takes so much worry out of the business and if you have a problem you move it to somebody else as it’s already been paid for in your monthly fee,” Ken said.

With a percentage of his return trips empty Ken has installed a tyre inflation system on the drive wheels and trailers so the tyre pressures are inflated or deflated to run at their optimum pressure, thereby

extending their life. Just another way Ken reduces his running costs.

So after a few months of ownership how does the Scania R 730 stack up?

“The power is fantastic and it easily pulls the 100-tonnes along like my old 540 pulled a B-double,” Ken says. “It’s very comfortable like all European trucks. It’s a very easy truck to drive and very simple to operate.

“I have added a microwave oven in the sleeper section and the second bunk is used for storage because when you live in a truck you need that extra storage space. Plus, I have an in-bunk air conditioner to make sleeping on hot nights a bit easier. It is the first one I’ve had and it’s a bit of luxury that I enjoy.

“Another couple of reasons for choosing the R 730 are that it’s Euro 6 compliant while others were only Euro 5 and I reckon that will help its resale value. Another reason was the retarder that I think is a very clever idea and works brilliantly on the roads I use,” he said. ●



Famer Greg Male carts stock and grain and loves the reliability of his Scania's.

» Greg and his son Josh and Jack the faithful farm dog.





From interstate express work for TNT to a quiet retirement down on the farm.



Scania is a safe bet for Greg Male. His older trucks are now joined by a Streamline V8.

CARTING BEFORE HORSES

Photos: Matt Beaver

“You won’t see many farmers betting on horses,” said Yerong Creek (NSW)

farmer Greg Male.

“We gamble with nature every year.” With the nation experiencing one of its worst droughts, truer words have never been spoken.

Greg has been a lifelong farmer. He left school in 1978, and initially worked alongside his Dad until his retirement. Now Greg, his brother, James, and Greg’s son Josh operate the farm, midway between Wagga and Albury.

The mixed farming operation is spread over 18,000 acres that includes around 30,000 sheep, 150 head of cattle and 13,000 acres of canola, wheat and barley. Greg and his family own 5000 acres and share farm, or manage land for other owners. To keep the operation running, eight full-time staff are employed.

[TESTIMONIAL]





“We have a few staff on including a mechanic, a sprayer operator and a few blokes helping James with the stock side of the business, as well as a full-time truck driver,” says Greg. James, Josh and I all have MC licences, with Josh spending far more time in trucks than we do,” Greg said.

Greg’s first prime mover, a ten-year old Scania R 143H was bought from TNT in 2006 with 1.3 million kilometres already on the clock.

“We bought it to cart our grain at harvest time, as the little truck we had wasn’t big enough. We thought if we get a couple of years out of it we’d be pretty happy, but it’s running like a champion and it won’t let up.

“We’ve done the basics like brakes and clutch but the motor has never been rebuilt, even in its previous life.

“It has to be the best motor we own and it just won’t stop. Other repairs might be needed but it just keeps going – it’s carting a load of sheep as we speak. It might be getting long in the tooth but no one hesitates to drive it.

“When we bought it the bloke said, ‘You can fuel this and drive it to Darwin’. I thought that was just a sales pitch, but it’s still the case today with almost 2,000,000 km on the clock.”

Since then Greg has purchased two more Scania’s, an R 560 V8 which carries livestock purchased and also stock to abattoirs in Colac (VIC), or Junee, Tamworth (NSW). In November 2017 Greg bought an R 620 V8 to carry grain and fertiliser to and from markets in NSW and Victoria.

The R 620 is primarily used to cart grain to Melbourne and Geelong and returns home with fertiliser products used for

cropping. Come harvest time all the trucks are used, led by the R 620 that spends its time running from the farm to the nearby grain storage facilities.

Out of harvest season, the R 143H lives in semi-retirement but, according to Greg, is ready to go whenever they need it and everyone still enjoys driving it.

“We like the Scania’s. We’ve had a good run with them and they are very reliable. »



[TESTIMONIAL]

👉 Farm trucks eat a lot of dirt, but Greg manages to keep his looking pristine. Far right, the old TNT unit's dashboard. It's seen a few km go by.



"I must mention Border Trucks Repairs, our local Scania service centre in Albury who service and repair them. They are very good and look after us very well. In fact, they do a great job for our business, even helping us out at a moment's notice."

Greg's relationship with the Scania began following the sale of grain to a Melbourne buyer who gave Greg a lift back from the weighbridge to the farm in his Scania.

"We were driving along and I told him to back off as we approached a gully, because if you go through it quickly it nearly fires you out of your seat," he said.

"He told me he'd used the road before but by now I was hanging on preparing for the crashing thump. Then we went through it and I hardly felt it.

"I didn't know they made trucks so smooth. I'd never been in anything like it and the engine had a great note, so suddenly I became interested and thought if I was going to buy a truck, I'd give a Scania a go."

When he has time, Greg enjoys driving the R 620 Scania that he says has plenty of power and the automated transmission allows him to sit back and let it do its own thing. He also praises the retarder that he reckons works perfectly with any combination of trailers, from the B-double to the stock crates.

"I'd never have a truck without one, so I guess I'll be in a Scania for a while," he said.

"Our driver, Michael, also loves the R 620 and tells people how comfortable, quiet and easy to drive it is, and how roomy the cabin and sleeping areas are.

Recently, Greg sampled one of Scania's New Truck Generation demonstrators. He didn't think there would be much difference, but noticed the gear changes were even smoother, and felt it had more pick up.

The new R 620 is on target to travel more than 120,000 km in its first year and while the R 143H can sit idle at times, it will rack up 50,000 kilometres this year as well. The



R 560 is used for longer journeys with a stock crate, as it's more comfortable and newer than the R 143H. There are five grain trailers, a B-double - which is hauled by the R 560 or R 620 - and single trailers, with all of them interchangeable.

According to Greg, prime movers are just as much a part of the farming business as a tractor, header or spray unit, and with farms getting bigger in size to maximise viability, the days of small trucks are over.

"Modern headers overfill the old smaller trucks. Today we need prime movers and B-doubles to keep the headers going in the paddock. Our gross on the B-double is 63-tonnes."

Minimising costs are imperative for all businesses and Greg believes the Scania servicing costs are pretty reasonable. He points out that the oil filters alone save him money as there's no need to buy a swag of special filters, like other brands demand, just the standard spin on and off filters. He said the R 620 gets an oil change and

service when the on-board monitoring system advises, while the others get oil changes every 20,000 km.

Two of the trucks have auto-greasers, saving several man-hours and the R 620 is averaging 1.9 km/litre.

Each week Scania sends a Fleet Monitoring System report to Greg via email showing the truck's efficiency. Greg passes this on to his driver.

"Due to the many dirt roads travelled and long idle times it's hard to get good efficiencies but Michael challenges himself to try and beat the previous week's numbers. Then one of us drives it and totally stuffs the figures," Greg laughed. "Then he gets a bit cranky."

So have the Scania's lived up to Greg's expectations?

"Above and beyond," he said. "And I have no doubt we will be buying Scania's into the future. They just do everything we could want them to do. They are trouble-free and you can pretty much hop in them and go." ●

“ I didn't know they made trucks so smooth. I'd never been in anything like it and the engine had a great note, so suddenly I became interested and thought if I was going to buy a truck, I'd give a Scania a go.

Greg Male. Farmer, truck driver, Scania owner.

[TESTIMONIAL]

BERGIES WITH THE LOT

From developing mines to supplying private gardens, if you need it, Kalgoorlie's David Bergmeier can deliver.

Photos: Billy-Ray Stokes



In 1983, David Bergmeier formed Bergmeier Earthmoving, a business based in Coolgardie, Western Australia, which became involved in the development of local open cut mines, crusher feed, road building, vat leaching and ore transport.

For the next 20 years Bergmeier Earthmoving continued to grow and expanded its operations to include bulk sand supply. Demand grew and in 1999 David formed Bergie's Soils, based in Kalgoorlie. This business supplied a range of sands, gravels, garden soils and mulches to local industries as well as to retail customers. As Bergie's Soils grew, the raw materials

were augmented by garden ornaments and pots. Water features followed, and today Bergie's stocks a huge range of landscaping materials from limestone blocks, letterboxes, precast kerbing, retaining walls, and pretty much anything the householder would need to beautify their garden. Working alongside each other, Bergie's Soils and Bergmeier Earthmoving were able to supply orders of sand and soil ranging from 1-tonne to 1,000-tonnes or more with ease. After nearly 30 years, Bergmeier Earthmoving evolved to be much more than just earthmoving, just as Bergie's Soils became more the just soils. In 2014 David decided to bring his two businesses together under the



one banner of “BERGIE’S”.

One of the secrets to the business’s success has been Scania trucks, used for long-distance bulk haulage as well as deliveries of soils to urban infrastructure projects.

Just how a small businessman from Kalgoorlie, 600 km from Perth came to be a loyal Scania customer is an interesting story.

“I wanted to buy a truck, not a new one, so I went to Perth to have a look at Ford Louisville,” Bergie recounts.

“I got a price from Ford, so then I thought I would get some more quotes. I went to a couple of places, but no one came out of the

offices to chat to me on the forecourt.

“I had my dog with me and he needed a leak and some water, and as I was driving along I saw a sign for Saab-Scania, a brand I had never heard of, but there was some shade so I pulled up in the shade and took the dog out, and then next thing a bloke came out and gave the dog some water.

“This sales guy asked me what sort of truck I wanted, invited me in for a cuppa and we got talking about specs and trailers and loads. I showed him the Ford quote. He said come back tomorrow, which I did, and we did the deal and he drove the truck to Kalgoorlie for me. That was the late, great Barry Ward, Scania’s best salesman in WA.





Every truck I bought after that I bought from Barry," Bergie says.

"Even then, Scania was miles ahead of the opposition. You needed a kidney belt to drive some of those American trucks here.

"And the way the Scania's are built is impressive, I have been to the factory to see their just-in-time system, how the parts arrive at the assembly line just before they're needed," he says.

Over the years Bergie has bought 560 and 620 V8s, a 420 6-cylinder, and a 460.

"The V8s were triple-rated, with 145-tonne payloads, used with side tippers to cart our own gravel and sand," Bergie says, "as well as for mining contracts, and carting our garden mulch or grain during harvest. The trucks work 7-days-a-week.

"We operate everything from road-trains to trucks small enough to deliver garden supplies.



“I try to keep the same driver in one truck. In fact, one of our drivers, Donny, is so fussy about his truck he takes his boots off before he gets in, and he spends his own money on bling and stone guards.

“We really do jobs of all sizes, from a single garden to 100,000-tonnes of sand for a prison project, and 70,000-tonnes of sand for a sports complex.

“In the past we have run up huge km on some of the trucks, up to 500,000 km per year, travelling to Lake Johnson. Some haul routes have been as far as 726 km per day, twice a day with 76-tonnes of payload. We did that for 6 years. We also have trucks doing highway maintenance, while some of them work in very harsh conditions, such as salt lakes where the drum brakes get ground away,” Bergie says.

“One of the biggest positives about the Scania trucks is the comfort for the

drivers. That’s crucial when you have guys travelling 1200 km a day behind the wheel for very long periods. They like the sleeper and we have fitted TVs. The only reason they have to stop is to grab some food. It’s also why we have had drivers with us for 10 years.

“The technology in the Scania is great, as are the visibility and safety systems, and the retarder means the drivers should never have to touch the (service) brakes. That’s partly why we can run the trucks to one million km before we swap them over,” Bergie says.

“We’re looking forward to getting some of the New Truck Generation Scania. I am excited by the prospect of saving 10% on the fuel bill, because we use between 60-80,000-litres a month, so a 10% saving practically makes the payment on the truck,” he says. ●



Scania's Peter Verbrugge offers tips to another group of drivers.



OPTIMISED FOR

A 16% reduction in fuel use by 20 drivers engaged in a Scania Optimise programme prompts wider adoption by Transport Canberra.

Scania Optimise has delivered Transport Canberra a 16% fuel efficiency bonus as the result of an initial 20-strong, 6-month driver monitoring and coaching programme. On an annualised basis, that adds up to a potential saving of around \$150,000 in fuel costs across the 20 chassis.

The public transport operator ran a programme with 20 drivers drawn from its Belconnen and Tuggeranong depots, operating route buses in the nation's capital, and utilising all aspects of Scania's Optimise.

The fuel savings derived from the programme exceeded expectations. Typically, Scania expects to see a saving of around 10% in fuel use, combined with less wear and tear and greater passenger acceptance as a result of smoother driving techniques employed in order to achieve the fuel savings.

The programme's success has led to a pledge to expand the programme in 2019 with 40 drivers from two depots taking part

from next March.

According to Scania Australia Bus Driver Trainer Peter Verbrugge, who delivered the programme, the results bear testimony to the commitment by the Transport Canberra drivers to follow the programme, and the benefits have been well appreciated within the ACT's transport management team.

"The fuel efficiency gain is impressive given the drivers were not on the same route day after day, and they were travelling at all hours, often in congested traffic.

"The drivers weren't confined to Scania-based buses, so when they drove non-Scania sourced vehicles, they took their fuel saving tips with them and made them work on the other vehicles too, although as they were not fitted with the Scania Communicator, that data was not recorded," he said.

"The programme starts with 4 hours of classroom instruction and a confirmation drive by me and then the drivers. After a week getting used to the Scania Optimise driving style, we conduct in-route training to see how the techniques are being

observed, and then after that there is a monthly coaching call once the driver has seen his or her results for the period.

"The benefit of the on-going coaching was noted as well. Drivers who regularly took the call and discussed their results performed better month-on-month, and they remained motivated to continue to improve, using the in-dash Scania Driver Support System to keep an eye on their performance while striving to do better," Peter said.

"One of the biggest gains was achieved by focussing on gaining free km, or coasting, when fuel is not being used, and modulating speed on approach to intersections to avoid coming to a halt if the lights are about to change. All these fuel tips really add up across a month of driving and across the driver group," he said.

"The analytics highlight extremes of performance, so we can see if a driver has returned to poor habits of, for example, harsh acceleration and braking or unnecessary and extended idling, which burn fuel.



SUCCESS

Photos: Charlie Suriano

The drivers themselves really enjoyed the experience.

Driver Michael Pearlman said: "After completing the Optimise programme I have been surprised with how much difference can be made with so little effort and change to driving habits. Routinely, I would get into a vehicle sitting at 32-35-litres per 100 km. Once reset and driven as per the programme, the same vehicle would be showing 24-27-litres/100 km by the end of my shift. I now find my driving has changed regardless of the vehicle I am driving which not only benefits the business through cost savings, it gives a smoother trip to our passengers."

Driver Diana Cupitt said: "I think the programme was a great learning (experience) for me about driving, how to improve my skills and ability. I am proud of what I learned."

Driver Michael Rijsenbrij said: "Optimise is an excellent course. It gave me the skills to enhance my customer service, reduce all aspects of Transport Canberra's fleet running costs and make me a better overall

driver. I recommend this course to anybody wishing to further their skill base."

According to Richard Bain, Manager of Driver Services at Scania Australia, the results of the Transport Canberra programme are indicative of what all operators using Optimise can hope to achieve.

"We have several years of experience running Scania Optimise both in Australia and overseas. The data shows us that drivers who have the right attitude and who continue to practice what they have been shown can, over the long term, deliver consistently improved fuel performance.

"While the reduction in running costs is appreciated by the operator, drivers who do well with Optimise give their passengers a smoother ride, leading to a better customer experience and thus increased patronage.

"Transport Canberra was the first Scania fleet to switch to Euro 6 emissions in 2014, underlining their bid to reduce air pollution. Scania Optimise is the logical next step for reducing emissions from buses, by reducing fuel burn," he said. ●

A summary of the data collected during the programme reveals:

Average fuel consumption prior to training: 36.87l/100 km
Average CO2 emissions prior to training: 0.91 kg/km
Average idling time prior to training: 31.1% of engine on time
Average coasting prior to training: 10.8% of distance covered
Average harsh acceleration prior to training: 0.28#/100km
Average harsh braking prior to training: 11.64#/100 km
Average fuel consumption during Optimise for Group 1: 31.23l/100 km
Average CO2 emissions during Optimise for Group 1: 0.76 kg/km
Total distance travelled by Group 1 drivers during Optimise: 179,496 km
Average idling time by Group 1 during Optimise: 17.9%
Average coasting distance by Group 1 during Optimise: 15.2% of distance covered
Average harsh acceleration by Group 1 during optimise: 0.02#/100 km
Average harsh braking by Group 1 during optimise: 3.34#/100 km
Average fuel consumption during Optimise for Group 2: 30.65l/100 km
Average CO2 emissions during Optimise for Group 2: 0.75 kg/km
Total distance travelled by Group 2 drivers during Optimise: 46,117 km
Average idling time by Group 2 during Optimise: 18.4%
Average coasting distance by Group 2 during Optimise: 14.9% of distance covered
Average harsh acceleration by Group 2 during optimise: 0.01#/100 km
Average harsh braking by Group 2 during optimise: 2.12#/100 km
Best avg fuel consumption (by Group 2) in one week during Optimise: 26.6l/100 km
Best average emissions (By Group 2) in one week during Optimise: 0.66 kg/km
Best average idling achieved (by Group 1) in a week: 12.8%
Best average coasting distance (by Group 2) in a week: 18.9% of distance covered
Best average harsh acceleration (by Group 2): 0.0#/100 km for entire programme except for one week
Best average harsh braking (by Group 2) in a week: 0.84#/100 km
Overall results summary:
 16.1% fuel consumption reduction achieved during Optimise programme
Average fuel consumption before training: 36.86L/100 km
Average fuel consumption during Optimise: 30.94L/100 km
Savings: 5.92l/100 km
Savings per 100,000 km per chassis: 5,919.26-litres of diesel (\$7695 per chassis)
Savings per year across 20 chassis at a cost per litre of \$1.30: \$153,900

Scania in Australia is introducing its first-class service 'Fleet Care', which enables truck and bus operators to fully focus on providing their core business services while Scania ensures timely maintenance and repairs of their vehicles.

This service is part of Scania's bid to improve customer uptime and thus profitability and service efficiency.

Truck and bus operators can select the level of uptime they wish to achieve in a given time frame. In cities, for example, retail distribution truck and city bus operators might opt for 100 percent uptime Monday-to-Fridays from 6 a.m. to 6 p.m.

Scania will then ensure that maintenance and repairs are carried out outside of those times.

The service is specifically developed for uptime-sensitive operations with strict time slots and high daily utilisation of vehicles, including fuel transports, city buses and businesses with clear seasonal patterns such as coach tourism.

"We are giving customers a wide choice in selecting the hours that really matter for them, namely those generating profit," says Claes Åkerlund, Head of Scania Service Concepts.

"The service can be precisely tailored to their business and when their operational needs are greatest."

Each Fleet Care contract will thus be tailored and discussed individually. Scania will continuously monitor uptime and consult on necessary adjustments to agreed terms.

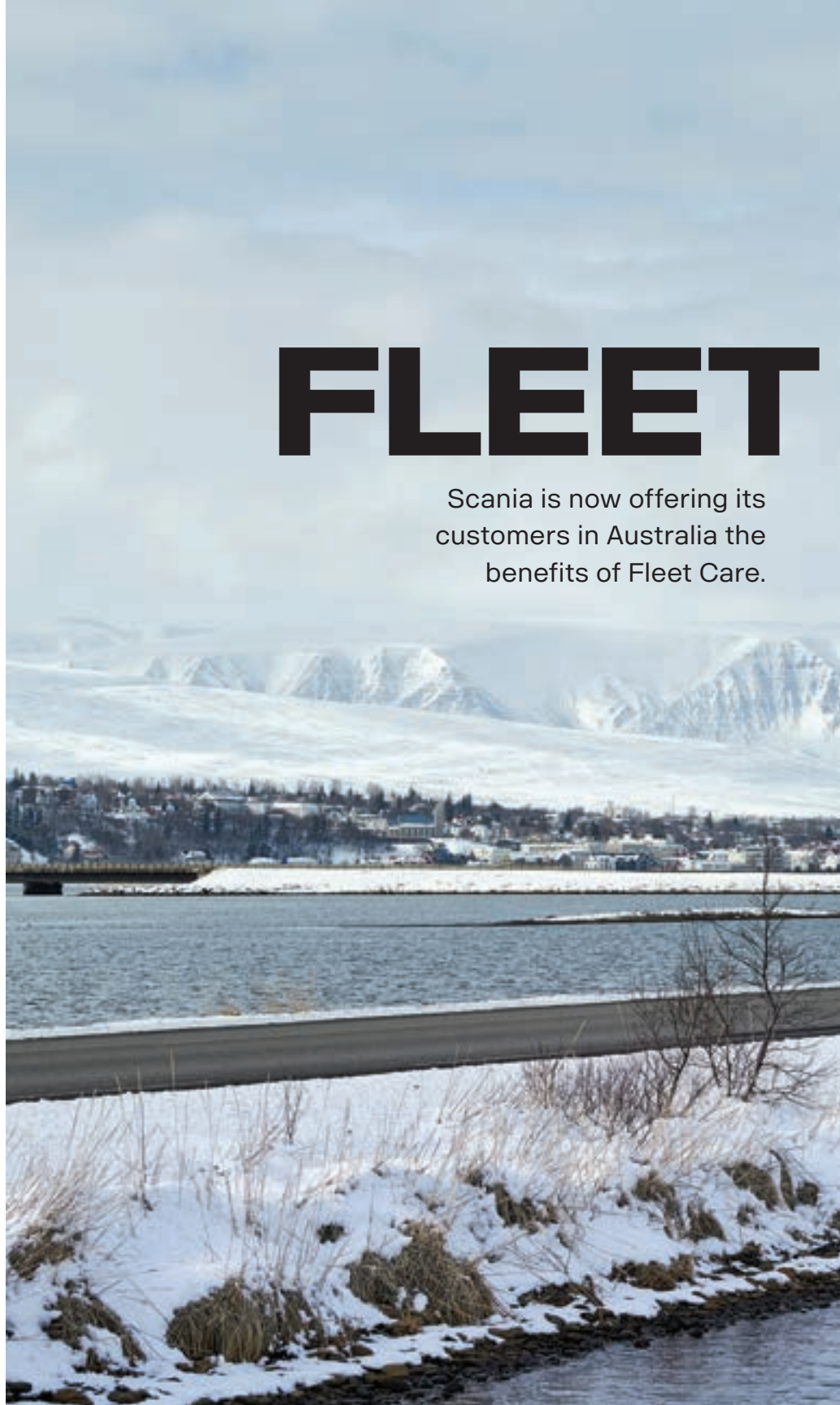
The dedicated fleet manager at Scania will take full responsibility for planning maintenance, preventive repairs and other repairs. The fleet manager will have full overview of the customer fleet and plan workshop actions to meet the uptime requirements.

"The advantage for transport operators is that they can dimension fleet sizes precisely to transport needs, thereby avoiding costly surplus capacity as a safeguard for unplanned disruptions," Claes says.

For buses, Scania Fleet Care is available for all bus bodies with Scania chassis. For trucks, the service is available for

FLEET

Scania is now offering its customers in Australia the benefits of Fleet Care.



all vehicles connected to Scania Fleet Management.

Scania Fleet Care was first introduced in 2014 and is now actively employed around the world.

"Uptime is a crucial parameter for achieving a healthy Total Operating Economy. With this extended service, transporters can rest assured that the vehicles will always be available when needed the most," Claes says.

Recently Scania delivered 140 buses for public transport use in Kristiansand, southwest of the Norwegian capital, Oslo. The fleet was equipped with Scania Fleet Care, so Scania was tasked with full responsibility for repair and maintenance of the fleet.

In addition, all of the buses can be run on biodiesel, and 70 of them have hybrid technology, making it Scania's largest single delivery of hybrid vehicles to date.

"This is an example of Scania's wide

CARE



range of sustainable transport solutions,” says Karin Rådström, Senior Vice President and Head of Buses and Coaches at Scania. “We’re not focusing on one solution, but many, which has helped us to fulfil the customer’s requirements.”

The delivery includes Scania Citywide LE Suburban Hybrid, Scania Citywide LE Suburban and Scania Higer A30 buses, each in a range of specifications. All buses can run on biodiesel. The buses began

their work in July 2018 and are operated by transport company Boreal Buss, on behalf of the public transport operator Agder Kollektivtrafikk. Boreal Buss already operates 170 Scania buses in Norway.

The deal also includes a seven-year contract for Scania’s repair and maintenance programme Fleet Care.

For the bus operator, Fleet Care improves total fleet utilisation, provides better cost control and can also have a positive

impact on cash flow. Scania’s engineers and technicians continuously diagnose and plan preventive action, thereby minimising disruptions in the transport flow.

In Australia, the first truck customers are currently experiencing the benefits of Scania Fleet Care. To find out how Scania Fleet Care can help make your fleet of trucks or buses run more efficiently, contact your Scania After Sales representative, or call us on (03) 9217 3300. ●

[NEW MODEL]

✔ A Scania from bumper-to-bumper. Euro 5 or Euro 6 engines available. Comfy and well-laid out driver station.



BUMPER- TO-BUMPER PEACE- OF-MIND

The 100% pure Scania Touring combines world-class efficiency and safety with comfort and performance.

Photos: Charlie Suriano



The new Scania Touring 57-seater bus is a Scania from bumper-to-bumper. It has been engineered to meet the needs of Scania's

Australian customers for a ready-built vehicle with a single point-of-contact for all aspects of servicing and maintenance over the lifecycle.

The Scania Touring is a very safe bus. It has an all-steel 12.3 metre body and it exceeds all the requirements of the European rollover test.

Scania Touring comes standard with ABS, EBS and electronic stability control.

It may also be equipped optionally with a raft of the latest active safety features, such as advanced emergency braking, adaptive cruise control (Opticruise only) and lane departure warning.

The Scania Touring comes to Australia in 4x2 axle configuration. The standard powertrain is Scania's renowned Euro 6, 9-litre 5-cylinder engine, driving through

the Scania Opticruise automated gear change transmission, complete with Scania Retarder, or via a ZF 6-speed push button hydraulic transmission.

Options for Euro 5 and Euro 6, 13-litre 6-cylinder engines that drive through the Scania Opticruise automated gear change transmission will be available to customer-specific orders.

The coach is assembled in a dedicated Scania facility in China, giving Scania full control of manufacturing and quality.

The Touring shares many of the advantages of the Scania-Higer A 30 sold in Australia over the past decade: exceptional build quality, rugged construction capable of taking on Australia conditions, and the many advantages of the Scania chassis and powertrain.

But the new Touring is bigger and better.

It delivers far greater luggage space, a full 9 cubic metres, thanks to deep bins under the floor, accessed by pantograph doors each side that make it a true touring vehicle,



Spacious, quiet and comfortable interior. Huge 9 m³ of luggage space under the floor. »



Ready to go

Scania will have stock on the ground to enable very efficient order-to-delivery times, as has been the case with the A 30.

in addition to its daily role as a school and charter bus.

The Touring has been offered in global markets for some time, and has been especially successful in Europe, Africa and Asia as well as the UK. It is robust, reliable and has very predictable running costs.

As a result of the change in the permissible GVM for two-axle coaches in Australia, Scania has been able to construct a business case for offering the Touring as an 18-tonne GVM 57-seater at a compliant width of 2.5 m and a height of 3.8 m.

Scania Touring is built at a bespoke and

dedicated production facility at Suzhou, near Shanghai, China, close by the Scania-Higer A30 assembly hall. Scania has been working with Higer since 2004, and the partnership provides Scania with a route to satisfy the needs of new, emerging and existing markets around the world.

Build quality, fit and finish, as well as reliability and durability in severe endurance tests exceeded Scania's expectations and benchmarks during the development phase, and experience in service has been just as positive.

The Scania rolling chassis arrives in



China from Sweden and is fitted with the body, built under the watchful eye of Scania Quality Controllers.

As with the Scania-Higer A30, the Scania Touring can be fitted with 49, 53 or 57 seats (plus driver) on arrival in Australia, to the operator's specification.

Scania aims to keep stock on the ground to enable very fast order-to-delivery times, as has been the case with the successful Scania-Higer A30 programme.

Key benefits for operators are the single point of contact for sales, service and replacement parts, routine maintenance and

repairs, all available via Scania's nationwide network of wholly-owned branches and 46 independent authorised service dealers.

The Scania Touring is offered with a 5-year structure and paint warranty, 12 months' factory warranty on the chassis and a two-year factory warranty on the driveline. Every vehicle is also supplied with a Scania driver training session and 4-years of complimentary vehicle monitoring.

"The Scania Touring has been proven in service around the world as a very durable and satisfying product, and our customers enjoy bumper-to-bumper Scania quality and reliability," said Julian Gurney, Director of Sales, Bus and Coach Scania Australia.

"The Scania Touring is highly cost-effective to run, and supplies will be readily available. It can be also optioned with the latest safety features and can be tailored to meet operators' specific requirements.

"Consistent with our strategy of driving the shift towards a sustainable transport future, we are offering a 360 hp 5-cylinder engine version in Euro 6 compliance mated to a ZF 6-speed automatic transmission, or 8 speed Opticruise automated gearbox.

"Customers requiring greater torque from

a larger capacity engine can option the 360 hp, Euro 5, 13-litre, 6-cylinder engine mated to an 8-speed Scania Opticruise automated gearbox, or for the pinnacle of power, there is a 410 hp, Euro 6, 13-litre 6-cylinder engine with 2150 Nm of torque, mated to the 8-speed Scania Opticruise," Julian said.

"We have taken driver comfort very seriously so there is a separate factory-fitted air conditioning system for the driver's station, as well as one for the saloon, while the fully adjustable driving position, low dashboard and ergonomically laid out controls help to reduce fatigue on long runs.

"And by taking advantage of our long-standing Scania Driver Training and our Scania Communicator vehicle and driver monitoring systems, we can ensure operators benefit from the best possible efficiency and performance from their investment in the Scania Touring," Julian said.

"When we unveiled the Touring in front of 130 guests in Port Douglas in October, the level of enthusiasm displayed by our customers was impressive. Undoubtedly, the new Scania Touring is off to a positive start in Australia." ●



▾ The full team line-up prior to the start, just before the red mist descends, top. Some deep concentration ahead of the flag dropping, and a tight queue of karts jostling for the best line into the corner. Above, some of the Scania goodies on offer.

Photos: Charlie Suriano

Apprentices go for it

Ventura Bus Lines workshop managers faced off against their 3rd and 4th year apprentices from mechanical, electrical and body shops at a Melbourne go-kart track recently, in an event part-sponsored by Scania.

According to Ventura's Learning and Development Coordinator, Silvana D'Angelo, the regular event is a highlight of the year for apprentices, as they get to compete against the managers.

Scania has sponsored the event for the past few years and this year Scania Victoria's Parts Manager Peter Smith joined the fray on the track in a bid to uphold the honour of Ventura's major bus chassis supplier.

With 11 apprentices and 5 workshop managers from across the Ventura network of workshops on track, the competition was fierce but fair. At the flag, 4th year apprentice Pascal Neitzner had edged out Ventura's Operations Manager Nigel Foster and Knox Workshop Manager Phil Barron, to claim the top prize. Pascal, who also races a Hyundai Excel, also claimed the Scania special prize for the fastest qualifying lap.

"There was a great vibe on the track, as the apprentices did their best to beat the team of managers. We like this event because it really fosters a strong team feeling," Silvana said.

"In 2019 we'll be welcoming 11 new apprentices. Many are coming straight from school, and most have done pre-apprentices through the Victorian Certificate of Applied Learning, VCAL.

"The success of this event for 3rd and 4th year apprentices means we'll open it up to all of our apprentices from 2019," Silvana said.

Scania's Brand and Communications Manager Ron Szulc was on hand to present the winners with their Scania loot, including a sports chronograph watch for Pascal's pole position securing qualifying lap.

"Scania is very pleased to partner with Ventura to reward these apprentices for their hard work," Ron said. ●

▾ Cornering speed makes all the difference, as does a laser-like focus. Below, the final placings and the traditional podium celebration. Overall winner and fastest qualifier Pascal Neitzner receives his awards from Scania's Brand & Communications Manager, Ron Szulc.



Keep the chicken run running



Paul and Noelene Tranter have owned City Truck Repairs in Griffith for 18 years, and their Scania-oriented business has never been so busy.

City Truck Repairs in Griffith, in the heart of New South Wales, is a long-standing Scania authorised independent dealer that looks after trucks and buses as well as industrial stationary engines.

With a burgeoning commercial farming sector utilising approximately 50 Scania industrial engines offering customers the benefits of reliable technology and frugal running costs, the Scania success story has bolstered prompt dealer support from CTR.

Paul Tranter has a highly-integrated client base. His wheat farmer customers use Scania engines to pump water from the rivers to irrigate their crops which, when harvested, could be transported on Scania trucks to the nearby chicken farms (which use Scania engines as back-up power), and these farms in turn are serviced by chicken and egg distribution specialist's Multiquip's Scania line-haul trucks.

"The poultry industry is growing in leaps and bounds, a result of our growing population and increasing demand for chicken and eggs. Our local farmers like it because the demand for wheat that feeds the chickens is growing too," he says.

CTR looks after 14 Scania trucks for Multiquip currently, but during the early part of 2019 this number is set to increase significantly, so it will seem like there's

always a Scania in the workshop for service as part of Multiquip's Repair & Maintenance contracts.

"My wife Noelene and I have owned the business for 18 years, but I worked for the business for 10 years before we bought it," Paul says. "We have six staff altogether, five including me in the workshop with Noelene in the office. However, I plan to add two more technicians soon to cope with the expanded work load.

"We have a well-equipped workshop, but I'll be adding another hoist, so we can offer more efficient service, because uptime is important to our customers," he says.

As an indication of the growth of the Scania business in the district, CTR secured Scania's Most Improved Dealer Parts' Sales Award in 2017 for both NSW and nationally.

"Over the journey we have been a Scania emergency dealer and a full-service dealer twice. In addition to servicing the needs of

Scania operators in town and within a broad radius of around 200 km from Griffith, we also provide roadside assistance to Scania customers and look after all of Multiquip's fleet of vehicles in the local area.

"There's four of us on call 24/7, but we focus only on Scania and Multiquip for our roadside assistance. If there's an issue, we need to fix it quickly, particularly for those trucks on the chicken runs. They work pretty much 24/7, and we have put on a Saturday shift to service them as it's the only quiet time in the week that the trucks can be off the road," Paul says.

"Scania has been growing its presence in the district, and in fact when I was attending a broken-down truck at the roadside the other day, waiting on a part for a while, the only trucks coming past were Europeans, so that's a big change from 10-15 years ago when they were all American.

"One of my customers had an American truck off the road for an extended period recently, and I arranged through Scania for him to have a rental vehicle, and his driver loved the Scania experience. So, you could say he's swapping chrome for comfort.

"Fuel efficiency is becoming more of an issue for customers too. Previously, fuel may have accounted for only 25% of running costs but now it is closer to 33% for a truck, so good fuel consumption is important," Paul says. ●



As good as gold

Flex Industries supports Scania in Kalgoorlie, a mining town that's focused on uptime.



Flex Industries, Scania's new independent authorised service and parts dealer in Kalgoorlie, Western Australia, was created 14 years ago by Mark Wilson.

It has grown from one man and a ute who spent most of his working life driving from site-to-site servicing trucks and earthmoving equipment, to a significant business in the heart of the Kalgoorlie industrial zone near the airport.

Scania is the most recent of the original equipment brands Flex Industries represents in Kalgoorlie, having a focus on European trucks, but also catering to American and Japanese brands. It keeps his technicians up to speed with all types of machinery.

Today Mark employs over 25 staff in their Kalgoorlie branch alone that are split between service and parts, with 8 field service utes on the road.

"I am very hands-on," says Mark, who started early helping out in his father's earth-moving business, before taking on an apprenticeship and working for Cummins in field service, and later on as a workshop supervisor.

"We start with a toolbox briefing, our '10@7', where we talk through the day's activities, have a safety briefing and look at the job sheets. There's always good team



spirit and a bit of banter. The staff are great," he says.

He's also casting an eye over the paper work, and meeting with customers on a typical day.

Over the years Flex Industries branched into auto electrical, wheel alignments, EBS braking systems and dangerous goods transport to meet their client's expectations and requirements in order to maintain their uptime.

As his business is growing Mark sees the potential in adding a second shift in the workshop to give his customers better service and add greater convenience to their busy lives.

"We like dealing with Scania because we know we're dealing directly with the factory, not a sub-agent," Mark says.

"You get answers faster, and the people you talk to can make a decision and let you get on with getting our customers back on the road. There's good training too, including on-line.

"Our aim is to work with Scania as closely as we can to be able to back-up their product 100%, and deliver on the Scania promise to our customers," Mark says.

During the NTG Roadshow period, the test and drive day at the dealership saw a steady flow of interested locals pop in for a test drive. All were very impressed by the experience. ●



Photos: Matt Beaver

Scania adds new service dealership in Wagga Wagga



Western New South Wales Scania customers and trucks transiting between Adelaide and the east coast can now take advantage of a new Scania parts and service workshop in Wagga Wagga.

The family-owned and operated O'Reilly Truck Repairs in Say Street, Wagga Wagga, is the newest member of the 45-strong Australia-wide Scania independent authorised dealer network.

Founded and run by Brad and Tracey O'Reilly (pictured left) the business has been servicing all-makes since its establishment in 2010 and has just completed a significant extension of its workshop to now offer six bays.

From humble beginnings the business employs three technicians and three apprentices among a staff of 10, with additional technicians and apprentice now sought to keep the six bays working at capacity.

"We started out as the main workshop for Ron Crouch Transport and the business has grown from that," said Tracey O'Reilly.

"We service around a half-dozen fleets in Wagga Wagga as well as looking after regular interstate drivers heading to or

from Adelaide as we are only a few metres from the highway. Both Cleanaway and JJ Richards run Scania's, so we have had some experience with them in recent times," she said.

"Since we started the business we have nurtured a number of apprentices into fully-qualified technicians and we have had a very low turnover of staff," Brad said.

"We encourage our people to form strong relationships with our customers, and this has resulted in a high degree of loyalty.

"When we were approached by Scania to represent their brand in Wagga Wagga and the surrounding area, the call came at the right time for us as we have been in the process of extending our workshop, doubling our capacity," he said.

"The business is open 7.30-5.00 each working day and our interstate driving customers phone ahead to let us know they are coming. They can drive straight in while hooked up to their B-double sets and we can service their trucks and their trailers in one go, and they drive out again and get back on their route. It's very efficient for them," Brad said.

"We're looking forward to continuing our development in partnership with Scania, and delivering even more uptime to our customers." ●

New South Wales/ ACT

Scania Prestons

16-18 Lyn Parade, Prestons
nswbranch@scania.com.au
02 9825 7900

Scania Newcastle

1 Enterprise Drive, Beresfield
nswbranch@scania.com.au
02 9825 7940

Albury

Border Truck Repairs
33 Merkel Street, Thurgoona
bordertruck@bigpond.com
02 6040 5500

Bathurst

Johnson's Towing & Mechanical
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service@kjtrucks.com.au
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Hall's Transport Repairs
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Dubbo
hallstrepairs@bigpond.com
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Griffith

City Truck Repairs
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noelene@citytruckrepairs.com
02 6962 5216

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Inverell Truck & Diesel Repairs
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itdr@itdr.com.au
02 6722 1111

Lismore

Laurie Predebon Truck Repairs
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Lismore
admin@lpdr.com.au
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Tamworth

Wideland Truck & Machinery
137 Gunnedah Road
Tamworth
jonathan.mcclelland@
widelandgroup.com.au
02 6765 5552

Wagga Wagga

O'Reilly Truck Repairs
2 Schiller Street
admin@otr.wagga.com.au
026791 0133

Northern Territory

Darwin

Diesel Contract Services
(Engines)
14 Farrell Crescent, Winnellie
dieselcontract2@bigpond.com
08 8984 4568

Queensland

Brisbane

Scania Richlands
149 Archerfield Rd, Richlands
richlands.service@scania.com.
au
richlands.parts@scania.com.au
07 3712 8500

Pinkenba

Scania Pinkenba
213 Holt Street, Pinkenba
pinkenba.service@scania.com.
au
pinkenba.parts@scania.com.au
07 3712 7900

Bundaberg

Mechweld Industries QLD P/L
1/35 Steptoe Street
Bundaberg East
cleat.mechweldindustries@
gmail.com
07 4154 4782

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RSC Diesels
(Truck Selling Dealer)
29-31 Ponzo Street, Woree
info@rscdiesels.com.au
07 4054 5440

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admin@mcleodengineering.
com.au
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mitch@mitchsmechanical.com.
au
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admin@outcallmechanical.com
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admin@tibbsfleetservices.com.
au
07 4933 2211

Salisbury

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Salisbury
info@damet.com.au
07 3277 3111

Toowoomba

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ddowns@blacktrucksales.com.
au
07 4631 4200

Townsville

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admin_tsv@honeycombes.com.
au
07 4727 5200

South Australia

Scania Adelaide

218-234 Cormack Rd
Wingfield
adelaidebranch@scania.com.au
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Mount Gambier
admin@ogrtrucks.com.au
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088643 6233

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32 St Andrews Tce, Port Lincoln
info@wcdiesel.com.au
08 8682 1753

Port MacDonnell

Ashbrook Diesel (Marine Service)
14 Elizabeth Street
Port MacDonnell
ashbrookdiesel@bigpond.com
08 8738 2028

Tasmania

Electrona

Mobile Mecanix
22 Pothana Road
tom@mobilemecanix.biz
03 6266 2453

Launceston

C & I Transport Repairs
430 Hobart Rd, Youngtown
admin@citransportrepairs.com.
au
03 6344 7944

Victoria

Scania Campbellfield

212-216 Northbourne Rd
Campbellfield
csrcampbellfield@scania.com.
au
03 9217 3300

Scania Dandenong

2/66 Greens Rd
Dandenong South
csrdandenong@scania.com.au
03 9217 3600

Scania Laverton

125-129 Boundary Rd
Laverton
csrlaverton@scania.com.au
03 9369 8666

Bairnsdale

Livingstone Truck Repairs
726 Main Street, Bairnsdale
admin@livingstonetrucks.com
03 5152 1100

Bendigo

TTW Truck and Bus
6 Waterson Court,
Golden Square
mark@ttwtb.com.au
03 5447 7272

Echuca

Rich River Truck Repairs
26 Hume Street, Echuca
richrivertrucks@bigpond.com
03 5482 3799

Geelong

PJ & T Motors
311-319 Portarlington Rd
Moolap
pjt@pjtmotors.com.au
03 5248 4466

Koroit

Allansford Truck & Trailer
230 Ziegler Parade, Allansford
attrailer@
progresstransportservices.com.
au
0459 320 500

Leongatha

Gippsland Truck Mechanics
16 Cusack Road
Leongatha
info@gtmleongatha.com.au
03 5662 5266

Mildura

Marshall Group
335 Benetook Avenue
nick@ngmgroup.com.au
03 5023 1701

Morwell

M & J Stewart Motors
111 Alexanders Rd, Morwell
admin@stewartmotors.com.au
03 5134 4359

Shepparton

Taig Bros
6 Wheeler Street, Shepparton
scania@taigbros.com.au
03 5821 9811

Wangaratta

Robinson's Truck & Coach
Maintenance
45-47 Gibson Street
Wangaratta
rtcmaint@bigpond.net.au
03 5722 3644

Warracknabeal

Brunt Truck Repairs
Cnr Henty Highway & Gardner
Street
Warracknabeal
brunttruckrepairs@bigpond.com
03 5398 1244

Western Australia**Perth**

Scania Kewdale
527-529 Abernethy Rd
Kewdale
csrperth@scania.com.au
08 9360 8500

Albany

SLR Albany Mechanical
Lot 69 Pendeen Road, Albany
accounts@slrmechanical.com.
au
08 9844 3152

Esperance

Kip & Steve's Mechanical Repairs
21 Currong Street, Esperance
kipandsteves@westnet.com.au
08 9071 2411

Geraldton

JMH Mechanical
210 Goulds Road
Narngulu
service@jmhmechanical.com.au
08 9935 9350

Kalgoorlie West

Flex Industries
60 Broadwood Street
West Kalgoorlie
admin@flexindustries.com.au
08 9068 1500

Karratha

Double R Equipment Repairs
2493 Collawanyah Road
Karratha
karratha@dblr.com.au
08 9185 2699

O'Connor

Marmino Marine
Unit 4 356A South Street
paul@marnimomarine.com
0450 627 463

Picton

Southwest Isuzu
3 Giorgi Road, Picton
reception@southwestisuzu.
com.au
08 9724 8444

Port Hedland

Earthmoving Maintenance
Solutions (EMS)
Lot 843 Bell Street
Port Hedland
daniel.finch@emsl.com.au
08 9173 1115

**SCANIA EMERGENCY
DEALERS DIRECTORY****New South Wales****Eden**

Phillip Mitchell Tractor Repairs
1 Government Road, Eden
phillipmitchell999@hotmail.com
0409 366 999

Griffith

City Truck Repairs
1056 Bridge Rd, Griffith
noelene@citytruckrepairs.com
02 6962 5216

Russel Lea

Taranto Marine Engineering
26 Sibbick Street
tarantomarine@bigpond.com
0408 419 546

South Australia**Bordertown**

Tatiara Truck & Trailers
4 McLellan Road, Bordertown
admin@tttbt.com.au
08 8752 0077

Victoria**Spotswood**

Mariner Engineering
12/2 Burleigh Street
jim@mareng.com.au
03 9399 5888

Western Australia**Broome**

Broome Diesel & Hydraulic
Service
4 De Castilla Street, Broome
bdhs@bigpond.com.au
08 9192 1330

Geraldton

Taylor Mechanical
20 Bradford Street,
Webborton
rob@tmm.net.au
0419 187 857

Northern Territory**Alice Springs**

Transport Maintenance ENG
7 Coulthard Court
manager@tmae.com.au
0437 162 796

Queensland**Gladstone**

Central Queensland Heavy
Maintenance
34 Chapple Street, Gladstone
richard@cqmotorsport.com.au
0400 012 815

Goondiwindi

MacIntyre Mechanical Service
Lot 11 Racecourse Rd
Goondiwindi
macintyr@bigpond.com
07 4671 3569

Goondiwindi

Country Link Mobile Mechanical
Service (Engines)
1 4 Boodle Street, Goondiwindi
country_link@bigpond.com
07 4671 4222

Mount Isa

JD Bradbury
178 Duchess Rd, Mount Isa
john.bradbury48@gmail.com
0429 193 397

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Top End Motors
28 Bandicoot Dr
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