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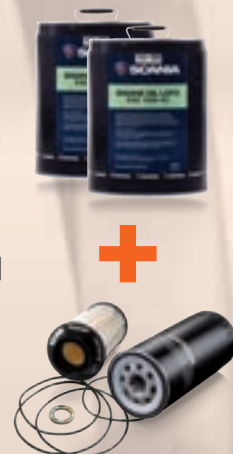
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SCANIA





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Driving the sustainability shift



At the 2019 Brisbane Truck Show Scania displayed a broad range of our increasingly popular New Truck Generation.

These trucks are the safest and the most fuel-efficient Scania trucks ever, and of course the most sustainable.

Last year we saw a record number of Scania trucks sold in Australia, as well as around the world, underlining the success of the NTG family. Currently, Scania is the biggest-selling heavy truck brand in Europe.

Despite a strong market for new heavy vehicle sales in Australia, we still have a very old truck population and our roads are home to some of the oldest and dirtiest trucks (and buses) in the OECD.

It's time for Australian operators to make a statement that they no longer feel it is OK to drive Euro Zero-to-Euro 4 trucks around our densely-populated centres.

Old, dirty trucks should not be retired into the city. They should be pensioned off, permanently.

We can no longer turn a blind eye to their continual emission of dirty fumes and excessive CO₂ where our children walk and play.

To support this position, we brought two innovations to the Brisbane Truck Show, both aimed at reducing the environmental impact of trucks operating in the city.

Our P 340 6x2 rigid truck fuelled by Compressed Natural Gas can cut CO₂ emissions by up to 90%, and the second, a P 280 rigid that uses the new Scania 7.0-litre diesel engine, is 360 kg lighter over the steer axle. Both are aimed at improving business sustainability. Not just reducing fuel consumption and emissions, but also running costs, thereby boosting your Total Operating Economy.

Scania has been synonymous with V8 power for 50 years. Our new NTG V8s are returning a 10% reduction in fuel consumption and emissions, compared with our previous generation V8s.

We have stated many times that Scania is leading the shift to a sustainable transport system, our new trucks prove this, here and now.

Transformative change is ahead for transport and logistics, and Scania is leading the way. Come with us and be part of our journey to a cleaner, safer future for trucking in Australia. ●

“ Old, dirty trucks should not be retired into the city. They should be pensioned off, permanently. ”

Mikael Jansson, Managing Director



Photos : Nathan Duff

SCANIA SHINES AT BRISBANE

Scania once again set the benchmark for displays at the bi-annual Brisbane Truck Show held in May.

With five sparkling silver trucks on the stand as well as a series of booths where visitors could discover more about Scania services, more than 60 Scania employees were on hand to meet and greet guests across the four-day event.

By the time the show wrapped up, the number of quality conversations regarding future truck sales was close to double that received at the 2017 event, with far more stand visitors aware of Scania and its products than ever before.

“We saw a lot of positive interest in our trucks,” said Dean Dal Santo, Director of Truck Sales. “Many new potential customers were saying they have seen our trucks on the road, and that if they are good enough for high profile fleets to buy, they must be worth a look.”

“The visitors to the stand knew a lot more about Scania hardware and services than ever before, and we saw a lot of buyers who are running American trucks coming to investigate Scania for the first time, too,” he said.







“There was a high level of interest in all the trucks on the stand, though the flagship R 650 V8 took most people’s attention. Having said that, the P 340 compressed natural gas-fuelled rigid truck we displayed was of interest to quite a number of operators concerned about their carbon footprint. And the new 7.0-litre P-series takes us into a lower horsepower segment than ever before. In this segment our value for money positioning really stacks up,” Dean said.



Step right up: As usual, the Scania display was aimed at inviting visitors in for a chat and the opportunity to investigate the trucks and the many Scania services in greater detail. Sustainable Solutions Manager, Anthony King, top, was on hand to promote the new gas-powered truck, while Richard Singer, left, chatted with school pupils.

SCANIA SEEKS FUTURE TALENTS

Scania played a leading role in reaching out to the next generation of truck industry employees at the Brisbane Truck Show's innovative Jobs Hub concept.

Michele Gellatly, Director of People and Culture for Scania Australia and Trevor Davies, Scania's P&C Business Partner spent four days meeting with a wide range of job seekers and students considering a career in trucking and truck-related services.

Scania Driver Trainer David Whyte also provided insights into his role and his career which was supercharged in 2007 when he won Scania's inaugural Young Truck Driver of the Year competition. Following the win, and several years of truck driving combined with a budding career as a truck journalist, David joined Scania around 18 months ago in the role of driver trainer, spending his weeks alongside Scania customers in the cab and the classroom.

"On the first two days the HVIA brought more than 650 school students to the show to find out how a career in the industry can provide an exciting and stable future," Michele said.

"These students were interested in automotive and engineering programmes and we were able to provide them with details of the apprenticeships we offer at Scania Australia that can lead to a full-time job within our nationwide network of company-owned branches.

"We met with several students who we can see already have the right attitude and enthusiasm for an apprenticeship at our Brisbane branches. These were confident and mature students who had a firm idea of where they wanted their careers to go.

"We also saw a lot of students who were yet to make up their minds about their career choices, so we provided them with a lot of information about Scania: who we are, our core values and our company footprint in Australia and globally," she said.

According to David Whyte, one of the biggest surprises for high school students was the variety of driving jobs available.

"Their eyes really lit up when they heard you could be hauling the contents of a rock concert around one day and general freight the next, or the many different driving jobs available, and also that you meet a lot of really good people working in the industry and we all get along well," he said.

According to Michele Gellatly, one of the highlights was meeting with a young man for whom the prospect of a job with Scania could help him get his career back on track.

"We met a student who had fallen out of the school system a few years ago and who was struggling with his career prospects, but who has a lot of enthusiasm for an apprenticeship. With the right approach and the mentoring that is a feature of our programme we may be able to give this candidate the training that can set him up for a career as a technician," Michele said.

"Over the weekend we saw many people already in the jobs market with a variety of skill-sets who were looking for a new challenge, and we were able to show them the 60 positions nationwide that Scania has vacant at present.

"Our website has a listing that is constantly updated, and the vacancies underline just how fast Scania is growing in Australia, as a result of the launch of our New Truck Generation and the many customer-friendly services we provide within the after-sales environment," Michele said.

"Overall it was a successful event for Scania. We met a lot of people and we were able to engage with them on quite a meaningful level. There were many people who had strong views about the Scania brand and products, and some who did not know much about us at all, but who went away with a better idea of who we are and where we are going.

"One of the best comments I heard over the weekend was from a customer who told a colleague 'that Scania must be a very good place to work because all the employees there look after their customers so well'. That is one of the values we work hard towards every day," Michele said.

✂ Michele Gellatly, from Scania's People and Culture Team, below, assisted by Trevor Davies, middle, met dozens of people interested in a future in the transport industry, while Driver Trainer, David Whyte took part in a panel discussion throughout the event.





Photos: Charlie Suriano

SCANIA CEO DROPS IN

Scania's President and Chief Executive Officer and a number of the senior executive staff were in Australia in March to assess the market and meet with customers on a flying visit to the region.

Briefly meeting and addressing Scania Head Office Staff, and meeting the industry's bus and truck media during his 48-hours Down Under, Henrik Henriksson made a few salient points regarding sustainability and Australia's perceived lack of progress towards Euro 6 emissions and lack of incentives for adoption of alternative or renewable fuels. He also hinted that some announcements regarding future technologies would be revealed at the UITP Global Public Transport Summit in Stockholm in June (see opposite).

"In 2019, Scania is doing well as a global group, but for the future, we need to invest in new technology for self-driving vehicles, electric trucks and buses, connectivity and digitalisation.

"Scania will take the lead in driving the shift; first in the shift to a more sustainable transport system. We believe today's systems are polluting and they are destroying the climate for the world.

"Transport represents close to 20% of CO2 emissions in the world, and we are a big part of that. We want to be part of the solution, which is why we want to drive the industry. We will be the ones in the yellow jersey in the bike race and pull the team forward by changing.

"In a few years – maybe not immediately in Australia but soon – if you have not turned your business into a sustainable one, no-one will buy your products and services, no-one will invest in your company, no-one will want to work for you.

"Electrification is definitely coming, and soon. But in the meanwhile, we have to work with

other types of solutions: biofuels for instance are becoming more important for buses and trucks around the world.

"We believe very much in sustainably-produced biofuels. Coming out of waste water creating biogas, coming out of sugar cane production to create bioethanol. Or through other sorts of growth and agriculture products you create biodiesel. Then we can reduce CO2 by 90-95%."

"For diesel engines, Euro 6 (gives you access to) the latest technologies, it gives the best fuel efficiency, it gives the best total operating economy. Different technology platforms are linked to Euro 6, so safety features, Advanced Driver Assistance System features, and things like that (mean that) if you're not following the latest technology level on the emissions, you miss out on a lot of other goodies not coming through to your market," Henrik said.



DRIVING THE NXT REVOLUTION

A concept for the future of commercial and public transport has been unveiled by Scania at the UITP Global Public Transport Summit in Sweden.

It is a new battery electric self-driving urban concept vehicle, designed with the flexibility to shift from ferrying commuters to and from work in mornings and evenings, delivering goods during the day and collecting refuse at night.

In a bold display of innovation, Scania's engineers have taken the company's DNA – the modular system – to the next level in developing a concept vehicle that can change shape for varying urban assignments.

Globally many cities are seeking cleaner air and less congested streets, and electric and autonomous vehicles could drive the shift to a sustainable transport system.

"NXT is a vision of the future for transport in cities. Several of these technologies have yet to fully mature but for us it's been important to actually build a concept vehicle to visibly

and technically demonstrate ideas of what is within reach," says Scania's President and CEO Henrik Henriksson. "NXT is designed for 2030 and beyond while incorporating several cutting-edge features that are already available."

The front and rear drive modules of the Scania NXT concept can be fitted to a bus body, a distribution truck body or a refuse collector.

"We at Scania can't redraw the entire transport system for cities. What we can do is inspire change and that is the idea behind NXT – to think about transport and vehicles in a different and sustainable way," Henrik says.

Public transport has always meant sharing. That now needs to be taken to the next level. With a higher degree of automation, it will be simpler to introduce greater flexibility in public transport.

"Flexible design and modularised units lie at the core of Scania," says Robert Sjödin, NXT Project Manager.



At UITP, Scania showed the NXT as an 8.0 m bus module, built as one, lightweight, composite unit. Cylindrical cell batteries are placed under the floor, utilising otherwise dead space as well as contributing to better weight distribution. Weighing under 8-tonnes helps boost the range of contemporary battery technology to around 245 km.

"We are taking a giant leap into the future," says Robert. "This vehicle will provide invaluable tangible data in our continued development of electrified autonomous vehicles."





MADE IN MELBOURNE

Scania will supply 100 buses worth \$16 million to Transdev Victoria for use on metropolitan Melbourne and outer suburban routes.

The new vehicles will renew 20% of the Transdev fleet in Victoria and allows the operator to pension off buses 20 years and older.

The new vehicles will be built on Scania K 310 Euro 5 and K 320 Euro 6 chassis and powertrains and will be split between 50 bodied by Gemilang, and 50 by Volgren. The Gemilang bodies will arrive in Australia built-up but require interior fit-out. This will be undertaken by OzPress in Ballarat, leading to the creation of up to 20 jobs, and satisfying the state government's requirement for 60% local content.

At a ceremony to celebrate the commencement of operations at OzPress' facility in Ballarat in April, the Victorian Transport Minister The Hon. Melissa Horne; Juliana Addison, MP for Wendouree; and Michaela Settle, MP for Buninyong met some of the team involved, and commended them for their investment in Victoria.

The buses are expected to enter service progressively from July. They are all low floor models with full disability accessible.

"By providing 100 new Scania chassis to Transdev, Scania is helping the operator renew its fleet; put safer, cleaner buses on the road; and give the travelling public a more up-to-date and enjoyable form of transport," said Julian Gurney, Sales Director for Scania Buses and Engines.

"We would like to congratulate the Government for initiating such a large order to help the Victorian Public Transport system move toward a more sustainable form of transport for the travelling public," he said. "The new buses will be used on a variety of routes within Melbourne and will constitute a 20 per cent renewal of the Transdev fleet, which runs one third of Melbourne's route buses," he added.

"The new buses will give drivers a smoother, safer and more efficient bus to drive and - with the Euro 5 310hp and Euro 6 320hp engines - will have plenty of power to cope with the hills in Melbourne's outer suburbs. Some of the buses will be used on orbital routes, which constitute some of the longest routes in the southern hemisphere." "We're modernising, expanding and upgrading Melbourne's bus fleet so it delivers a more reliable and comfortable journey for the thousands of Victorian passengers who depend on it every day," said Transport Minister Melissa Horne.



Photos: Stuart Grant

BUS ORDERS AND DELIVERIES ON THE RISE

Scania bus and coach orders and deliveries rose to record levels in Q1 of 2019, reflecting the strength of the Scania offer and the demand in the market for modern product.

During the first three months of the year, Scania delivered 76 buses and coaches, up from 64 in the same period last year, while new orders ran very close to three figures in Q1.

Fleet orders from Dysons, CDC, Ventura and STA as well as the Department of Defence (see separate story), all bolstered the total, while regular customers Wangaratta Coach Lines, Tassielink, Warrigal Bus Lines and Firefly also committed to new vehicles.

The two axle segment also contributed to the healthy order bank with the Scania Touring, IRIZAR i6 and locally built school/



charter coaches, with a significant number ordered from NSW & QLD operators in the Q1 period.

"The growth of orders and deliveries reflects the appeal of not only the product but the total offer from Scania that includes maintenance contracts, our in-house finance arm and the availability of Euro

6 emissions control," said Julian Gurney, Director of Sales for Bus and Engines at Scania Australia.

"Orders are up 26% year-on-year for the first quarter and this gives us confidence we will set a new record for the full year 2019. The good news for the travelling public, either on city route buses or extended touring coaches is that we have comfortable, clean and fuel efficient vehicles for them to enjoy. Benefits for operators are lower running costs and a smaller carbon footprint, especially with our Euro 6 solutions.

"The greater the number of older buses we can retire from urban route duties and replace them with Euro 5 or ideally Euro 6 compliant engines the greater our impact on cleaning up air quality," Julian said.



SHE'S A BEAUTY

Scania chassis have underpinned several of the new fully-imported premium class IRIZAR i6S coaches that have arrived in Australia in the past 6 months.

The cosmetically-enhanced i6S builds on the success of the original i6 which has been offered in Australia for around five years. The updated styling externally is complemented by LED headlamps, and a revised entryway. Of the early examples to arrive, Sid Fogg's and Australia Wide Coaches were the earliest adopters, along with Around Town Tours and Dysons.

"We have delivered two 6x2 and two 4x2 with Scania chassis so far, with more coming. The Sid Fogg's coach is the biggest so far, at 14.5 m long and 3.9 m high," said IRIZAR's East Coast Sales Manager, Jason Eldred. "It has an impressive road presence."



"Our first IRIZAR i6S has 60 seats, a bathroom, tour director's seat and a wheelchair lift," said Graham Habgood, owner of Sid Fogg's. "It is fitted with super singles on the steerable tag. Seats are Sege leather with tray tables and USB outlets on every seat."

CUSTOM HITS 100

Custom Bus Group has begun building its 100th body, just a year after reforming and relocating to St Mary's, NSW.

The company established a new production location in a former timber yard and has hit its straps, accelerating to 100 bodies very quickly. Company sources say the 200th body should be delivered before the end of 2019.

The 100th body, a CB 80 city route bus, will ride on a Scania K 310 UB 4x2 chassis, as part of a large order for 40 similar vehicles. Around a third of all bodies assembled by the company in the past year have been built on Scania chassis, with similar numbers expected to roll out before the year ends.

Production at the facility is running at around three vehicles per week, but with the continual addition of more staff and the establishment of a second shift, the company is looking to increase this whilst maintaining quality.





The buses of the future have been ordered by McHarry's of Geelong

Scania Australia will supply the world's first right-hand drive Generation II, K320 UB 4x2 Hybrid bus to long-time customer, McHarry's Buslines of Geelong, Victoria.

Discussions leading to the order for three vehicles of this type were concluded in Melbourne in April during the visit to Australia by the Scania global President and CEO, Henrik Henriksson.

The first of the vehicles is expected to enter service later this year.

The order follows a fact-finding mission to Spain last year where McHarry's General Manager, Ashley McHarry, saw the hybrids in action in the Spanish capital, Madrid.

The city's bus operators have more than 100 hybrid Scania city buses in service and have logged stable reductions in diesel fuel consumption and emissions of up to 25%.

The buses McHarry's will put to work in Geelong are a Generation II version from Scania that allows the bus to run on battery power alone, either automatically, as determined by the on-board power management system, or when manually selected by the driver, a function known as "Silent Mode". These are the first right-hand drive examples the factory has produced.

These Scania hybrid buses can travel on battery power alone up to 4 km and at speeds of up to 45 km/h on the flat at a gross weight of 15-tonnes, before the combustion engine restarts to recharge the batteries. To recharge the battery pack from empty takes around 30 minutes of engine running.

The Scania parallel hybrid powertrain system comprises a 9.0-litre 5-cylinder Euro 6 compliant diesel engine producing 320 hp, and 1600 Nm of torque, which is

able to run on regular diesel, biodiesel or HVO (Hydrogenated Vegetable Oils) allowing for a CO₂ reduction of *92%. It is mated to a Scania electric motor that can deliver up to an additional 177 hp (130 kW) and 1030 Nm of torque and is integrated into the Scania Opticruise automated 12-speed transmission.

The motor is located between the clutch and the gearbox input shaft. This full integration of the electric motor gives a compact design and the interface between the gearbox and engine is maintained. The electric motor is cooled by gearbox oil, which is in turn cooled using the regular engine fan.

The system automatically and independently maximises electric motor operation as well as battery charging. The Scania Driver Support menu offers a feature specially designed for the hybrid, giving the

SILENT BUS



HYBRID ARRIVES

driver direct dashboard feedback on how well their braking is regenerating battery charge. The feature grades the braking after certain situations and provides the driver with an average score.

“The Euro 6 diesel engine is the most efficient on the market today. In combination with the hybrid powertrain, operators will be able to lower their fuel costs by up to 25 % in normal operation,” said Julian Gurney, Director of Sales for Scania Australia Bus, Coach and Engines.

“The electric motor and the combustion engine are an outstanding team. Together they offer a winning combination of amazing driveability with swift responses to driver inputs. They also save fuel. By recovering brake energy and using the automatic start/stop-function at low power needs, operators will be able to substantially cut both fuel cost and emissions – and these

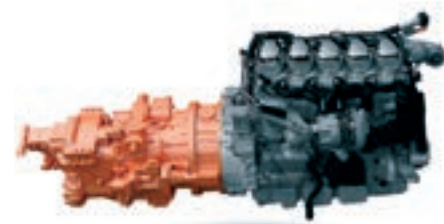
reductions are even greater when running on battery only.

“Scania has a well-established reputation globally for taking action to reduce emissions and fuel consumption for the benefit of its operators,” Julian said.

“In addition to already supplying a large number of first-generation hybrid buses to European operators, we have begun to deliver a second generation that allows the vehicle to run on battery power alone.

“Concurrent with our roll out of hybrid diesels in Europe we have a wide range of alternative, renewable and sustainable fuel-friendly engine options for bus operators to consider, and we

« Madrid is leading the way by employing several hundred hybrid buses throughout the city. Fuel efficiency improvements have been substantial. Mechanical layout of the Hybrid system, below, illustrates just how efficient the integration of the electric motor has been. Far left, Ash McHarry and Scania CEO Henrik Henriksson, together with the Scania Australia Bus Team, discuss the Hybrid product line.



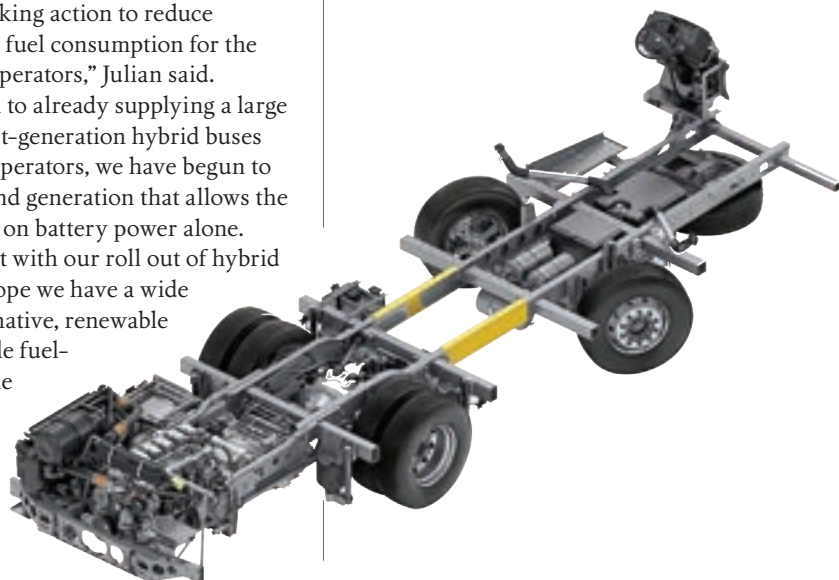
have full battery electric powered buses on test in real world conditions, and the first examples of operator fleet vehicles are being delivered,” Julian said.

“If an operator were to run a Scania Hybrid on biodiesel or HVO, they would emit around *92% less CO₂ from the tailpipe.

“As a result of the extraordinarily long working lives of Australian city buses, compared with Europe for instance, there are very many buses still on our roads, or carrying our school children, that have outdated emission control systems fitted.

“Scania is hoping that the arrival of the hybrid bus, the availability of alternative fuels and the not-too-distant arrival of electric buses will focus attention of the state governments and operators on the easy and practical steps they can take to make a difference to urban air quality,” Julian said.

*This estimate refers to an HVO and Hybrid combination. ●



SCANIA'S V8: FABULOUS AT 50

Main photo: Charlie Suriano

In the late 1960's, Scania's engineers stunned the world with a 14-litre V8 diesel so powerful that many self-acclaimed experts found it unimaginable: "350 hp – is this for real?"

Their consternation was not unreasonable since long-distance trucks at that time typically had 250 hp at their disposal.

But Scania was definitely on the right track; the V8 was the obvious response to improved roads and the growing need for increased transport efficiency. Today, Scania offers Euro 6 V8s ranging from 520 to 730 hp – and they are more popular than ever.

Scania's V8 engines have, of course, been further developed and renewed several times over the years. But the basic concept – eight cylinders arranged in V shape and power outputs well above most of the competition – is the same. Why this success and all the love?

"There are many factors involved, I would say it is a blend of rational factors spiced with quite a lot of emotion," says Alexander Vlaskamp, Senior Vice President, Scania Trucks.

"But as always in our cost-focused industry, love and affection alone are insufficient if it were not for the fact that Scania V8s are also extremely productive."

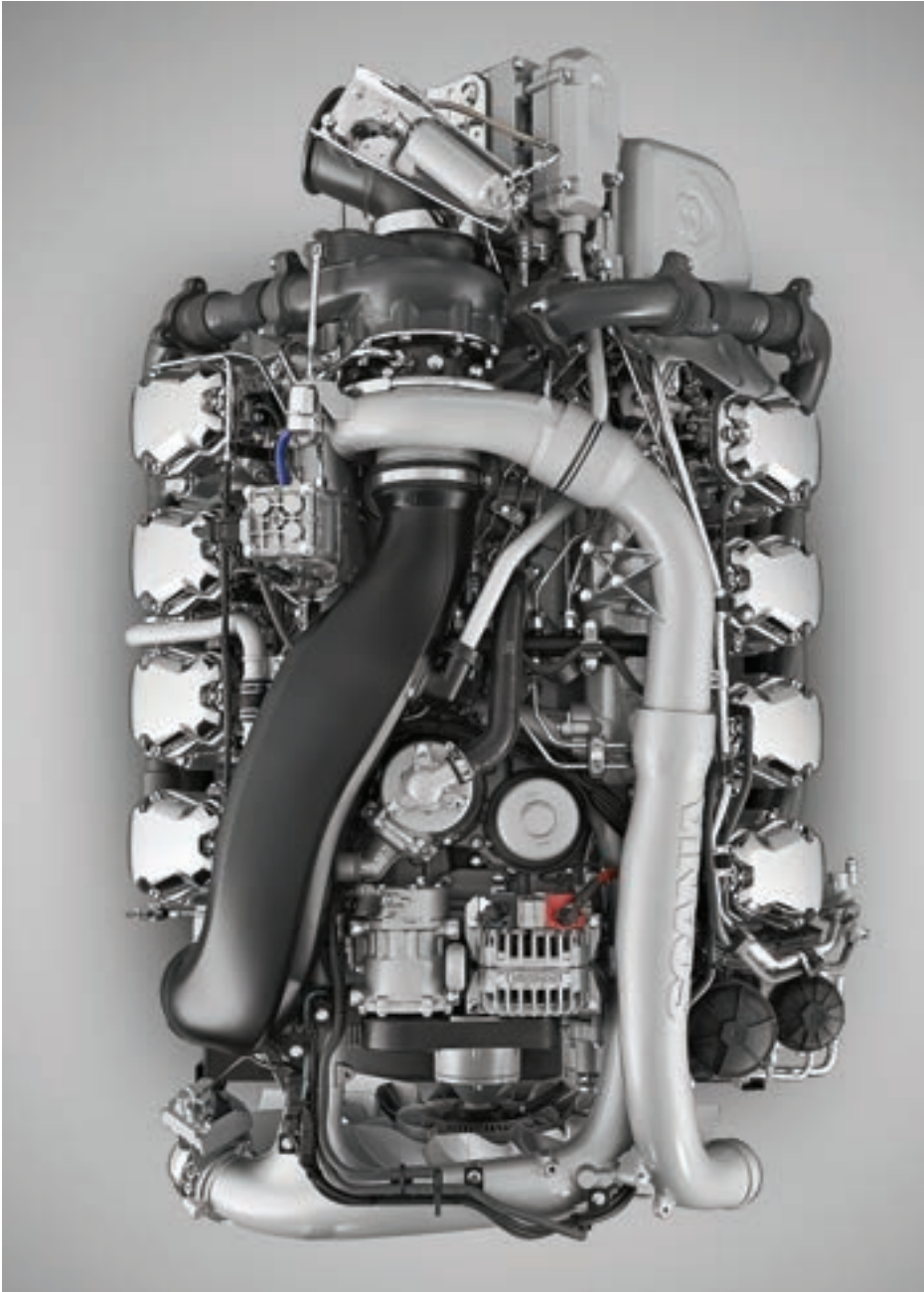
Customers all over the world have experienced the robustness, the fuel efficiency and the sheer power that Scania's V8s are delivering, generation after generation and year after year. Fifty years is practically an eternity in engine development and unsurprisingly present-day Scania V8s only share the basic design and the modular principle with the first generation.



1969 **50** 2019







The core, the engine block itself, is a good example: the first 14.2-litre version from 1969 weighed 334 kg. Thanks to improved materials and technology, the 16.4-litre version of today is equal in weight, despite being bigger, almost twice as powerful and equipped with many more advanced and demanding auxiliary systems.

Although the basic engine characteristics and the typical sound are still intact, not only the power output but also many aspects connected to power delivery have improved over the years. The first V8 needed 1500 rpm to deliver 1245 Nm while today's champion, the 730, delivers 3500 Nm from 1000 rpm, an amazing improvement. This also epitomises the most striking difference between the different generations, the fuel consumption.

Today's low rev with high torque-engines only use two thirds of the revs that the engines craved in the 1970s, although modern-day engines offer much higher average speeds and Euro 6-level exhaust emissions.

Back then, emission control was more or less unheard of. It was not until 1990 that Euro 1 saw the light of day and became mandatory from 1993. Now in 2019, the actual emission standard is Euro 6d (from September 2019 in Europe) and a Euro 7 regulation is due to arrive in the not so distant future.

When Euro 1 was introduced, NO_x levels of 8.0 were permitted. Today, the level is 0.46 and in practice Scania's engines outperform the legal requirements.

That a V8 has eight cylinders is obvious, but what is the point in arranging them in two banks of four cylinders each with a 90-degree angle in between and connect all the rods to the same crankshaft? Why not use an inline 8 or a large inline 6, with the equivalent cylinder displacement? One reason is that a V8 engine, in general, is shorter and often also lower and therefore easier to install under a cab than an inline engine of the same capacity. And a shorter crankshaft is sturdier than the longer one needed in an inline 6.

Multicylinder engines can in principle deliver more power than engines with fewer cylinders; it is not a coincidence that so many performance and luxury cars are sporting V8s. In the type of four-stroke V8 engines Scania produces, a cylinder fires at every 90-degree rotation of the crankshaft. Two cylinders will therefore fire per crankshaft rotation, thus giving a smooth and steady power delivery.

The way these multi-cylinder engines

work also explains the legendary sound. In its latest iteration, Scania's engineers have ensured (by modifications in the manifolds) that the typical V8 "rumble" is slightly more prominent again.

What about the future of internal combustion engines such as Scania's V8s, are they the dinosaurs of today, bound to become extinct? Or is there a life and a task awaiting them also in the coming decade?

"The answer has a lot to do with which perspective and time horizon you apply," says Vlaskamp. "Eventually, we at Scania believe that nearly all trucks will be electrified, one way or another. Electric motors have many characteristics and benefits that cannot be neglected. So yes, I think it is clear that they will eventually replace the combustion engine."

"But in the kind of transport work that V8 engines are used for – such as hauling timber from forests or night-time transports of heavy windmill equipment or on the vast routes in Russia or Australia – they are difficult to replace with the electric solutions that are available today. Until more efficient and lower priced batteries and a better charging infrastructure are in place, the V8 will continue to reign".

Scania's V8's has always been higher priced than "normal" powertrains, not least because they deliver more productivity and uptime. Over the years, the V8 business has meant a lot for Scania also from a commercial viewpoint.

"They have always been at the upper end of the value proposition, but Scania customers are willing to pay for the robustness and the sheer power," says Vlaskamp. "From a true Total Operating Economy-perspective, when you add productivity and increased earnings for the haulier to the calculation, Scania's V8 always proves its value. Our V8 customers keep coming back and their vehicles are attractive on the used truck market, both for second and third owners."

During the autumn of 2018, Scania experienced a highly unwelcome situation when disturbances at a supplier halted V8 production for several months. It was not until early 2019 that the situation stabilised again with normal production capacity.

"It was an awkward situation," says Vlaskamp. "We had to contact loyal customers and notify them about severe delays. And at the same time many customers were ready to order new V8 trucks, orders we could not accept and confirm. I cannot express how grateful we in the Scania family are over the patience



and loyalty our customers showed us during those dire months."

The latest V8 edition was introduced in 2017, and was immediately recognised for its impressive fuel performance.

The new range, which is available at 520, 580 and 650 horsepower, offers fuel savings of 7-10% for customers that have vehicles with high combined truck and trailer weights, and/or need higher average speeds.

It is fair to say that the new V8 generation was Scania's response, from a sustainability perspective, to demands and the trend towards heavier and longer trucks that substantially increase the CO₂-per-tonne km performance.

"There are simply no realistic alternatives around today, and all our Euro 5 and 6 V8s can run on HVO and the 580 can also run on up to 100 percent biodiesel such as FAME/RME," says Vlaskamp. "Trucks capable of hauling heavy goods over long distances still depend on internal combustion engines."

The latest 520, 580 and 650 hp engines form a quartet together with the top-of-the-line 730 hp version, each of them capable of providing customers with maximum performance on the road. When paired with suitable axles and the right gearboxes for each application, these engines are ready to take on almost any challenge straight 'out of the box'. They can actually haul up to 250-tonnes with the standard, single-plate dry clutch.

But in the new age of electric energy, will there be a role for future V8s?

"We never disclose our future plans, but if one asks our customers, it is pretty clear what they want – they want the power and the efficiency that our extremely productive



V8 engines deliver," says Vlaskamp. "Bear in mind, a fuel efficient V8 is the best option for many applications also from a sustainability perspective." ●

[NEW FLEET]



▲ K&S Newcastle Manager, Robert Watson poses with the new fleet, top. Above, the TEFCO tip-over-axle B-trailers look impressive in action.



RUNNING AROUND THE

Photos: Nathan Duff

Scania has delivered 8 new G 500 prime movers to K&S Freighters in Newcastle for use on a contract to move alumina or coke from the port to the Tomago Aluminium smelter 20 km away.

The trucks will run around-the-clock for six days per week, across two 12-hour shifts, so reliable uptime was a key decision-making factor in the K&S Freighters' specification process.

Scania's New Truck Generation G 500s have been specified exactly for the task and will pull new TEFCO B-double tippers running on HML mass management certification.

They are day cabs fitted with a fridge

and LED headlights, with a rear axle ratio specifically calibrated for the loads they will be pulling over the mostly flat haul route. The latest Scania 4100 Retarder is also fitted to provide the drivers with additional safety margins when hauling 68-tonnes gross, while simultaneously extending service brake wear intervals.

The TEFCO trailers also feature EBS which integrates with the Scania system.

Reducing the tare weight of the vehicle was another specification requirement, which led to the selection of the shorter day cab and the selection of a single 400-litre fuel tank, sufficient for a full day's work.

As with all NTG Scania's, the G 500s are equipped with the highest standard of factory-fitted safety equipment, as well as



« The new K&S combination of G 500 and TEFCO tippers makes for an imposing sight on the port roads around Newcastle. Tipper control system neatly integrated into the spacious G-series cabin. Axle set weights display on dash, below.



CLOCK

having additional equipment, such as dash and reversing cameras fitted by K&S. The trucks also feature MT Data connectivity for geo fencing and navigation.

“We have undertaken a very detailed specification and build programme for K&S Freighters for this contract,” said Steven Alberse, Fleet Sales Manager for Scania.

“First, we discussed with K&S Freighters exactly what the task was that the trucks were required to undertake, acknowledging the need for uptime and excellent endurance over a typical working week.

“With the client undertaking their own servicing we were able to structure a bespoke parts supply and pricing solution to fit the duty-cycle profile of the vehicles, again to maximise their uptime,” he said.

“In line with K&S Freighters’ focus on safety, the Scania NTG was already a prime candidate, thanks to its unique side curtain roll over airbags, and the plethora of passive and active safety systems such as adaptive cruise control and advanced emergency braking, fitted as standard across the range,” he said.

“The specification process identified the need for a light tare weight to allow the highest possible payload, which again drives the customer’s total operating economy. As a result, we fitted a 400-litre fuel tank, based on the daily distance to be travelled and the knowledge that the Scania 13-litre six-cylinder 500 hp engine delivers remarkable fuel efficiency, even at 68-tonnes,” Steven said.

“These trucks will also spend considerable time idling and powering the hydraulic systems that raise and lower the tippers.

“The Scania G 500 fleet for the Tomago Smelter contract are not the first Scania to be based in the K&S Freighters’ yard at Newcastle, so the drivers already have a good understanding about how these trucks drive, and how comfortable, quiet and smooth they are, even with two fully-laden B-double tippers behind the cab.

“The driver response so far has been excellent with a high degree of acceptance for the G 500, and a good level of understanding of how to extract the best performance combination of low fuel consumption and safe on-road driving, in sometimes very heavy commuter traffic,” Steven said. ●



Scania has delivered 10 new P 450 6x4 prime movers to Visy Logistics in Melbourne which are being run within a sustainability initiative Scania calls Ecolution.

The aim is to deliver a significant saving in fuel and reduction of exhaust emissions and boost Visy's road safety record still higher by keeping drivers focused on their behind-the-wheel performance.

The trucks will be delivering Visy's recycled cardboard products manufactured at its state-of-the-art factory in Truganina to customers across metropolitan Melbourne.

The 13-litre engines are already among the most efficient available, and the prime movers are fitted with the standard Scania NTG safety package comprising lane departure warning, adaptive cruise control and electronic stability control. In addition, all Scania NTG trucks feature side curtain airbags and a driver airbag mounted in the steering wheel.


The P 450s will be pulling new 26-pallet Krueger tautliner drop deck trailers under a 20 m PBS arrangement.

The Scania Ecolution trial will give Visy full visibility of how the truck fleet is being driven, how much fuel is being used and how emissions are being reduced, as well as

ENHANCING TRANSPORT SUSTAINABILITY

Photos: Stuart Grant



 VISY's trucks are always very visible on the road. The new P 450 six-cylinder units are being run through Scania's innovative Ecolution programme which seeks to reduce operating costs and downtime as much as possible via the use of advanced data monitoring.

directing its maintenance requirements.

The Ecolution programme begins with a tailor-made specification of the prime mover, designed exactly to meet the needs of the task.

On delivery, the drivers for these vehicles are put through the Scania driver training programme to fully familiarise themselves with the most efficient and safe way of driving the vehicles. Ongoing follow-up coaching with guided tips for improvement will continue for the 12-month term of the Ecolution trial.

By utilising the vast computing power of the Scania onboard Communicator and Scania's global connectivity system, which



has 360,000 vehicles connected, Visy fleet management will be able to monitor how the vehicles are being driven, highlight deviations and allow Scania's driver trainers to keep the Visy drivers performing at peak efficiency levels.

"Scania Ecolution is a powerful solution producing substantial fuel and CO₂ reductions for our customer," said Richard Bain, Vehicle Connected Driver Services Manager at Scania Australia.

"Scania Ecolution is helping to drive our ambition of providing the market's most sustainable and profitable transport solutions.

"The process starts by specifying an efficient vehicle for the specific transport operation, and includes our Fleet Management System Control package linked to the Scania contracted maintenance program," Richard said.

"We then discuss and agree on the fuel/CO₂ target with our customer, institute driver training and coaching programmes and ensure the vehicle monitoring directs the unique and individual flexible and preventative maintenance programme for

each vehicle. In addition to following-up at agreed intervals with the drivers, we also meet with the transport operator's management team to review the results," he said.

The programme also includes access to the Scania Fleet App, and its many user-friendly functions which aim to make day-to-day work easier, both for drivers and office staff.

With the Driving Profile, the driver can evaluate and improve their driving and can keep track of their daily results.

"By offering Visy Logistics this suite of features through the Ecolution trial we are delivering on our strategy to be a leader in the shift towards a sustainable transport system," Richard said.

"This is not limited to reducing fuel burn and emissions, but also helping to run the fleet in the most cost-effective way, driving down operating costs per km as well as keeping drivers fully focussed on their personal safety and that of other road users.

"For Scania and for Visy Logistics and their drivers, Ecolution provides a win-win," Richard said. ●

[TESTIMONIAL]



Photos: Charlie Suriano

Fast-growing Haulaway has locked onto the benefits of Scania's Total Transport Solution



SMART AND SNAPPY

The domestic and construction waste industry is becoming more sophisticated and regulated each year, forcing industry players to clean up their act.

However, Melbourne-based, family-owned-and-operated Haulaway has nothing to fear, being an industry leader in the adoption of new technology to cope with the myriad changes affecting the growing waste management segment.

The company has been buying Scania

trucks recently to manage the expansion of its business, as well as to replace older vehicles which are starting to cost too much to maintain.

On-board technology, safety, comfort and fuel efficiency are all important factors in the decision-making process, but Sales Manager and grandson of the founder, Jake Hilbert says the service he has received from Scania, and the all-encompassing Scania Total Transport Solutions concept is what has impressed him the most.

"We have found dealing with Scania,

you're not just buying a truck. We have been impressed with the whole package from start-to-finish. It's the (Scania) holistic approach. It's no longer a piece of metal with an engine in the middle, it is a tool we use every day, as part of the business. The truck is a part of the family."

When Haulaway purchased its first Scania, the truck suffered an engine issue while still under warranty.

"We had an issue with a motor about three years ago," Jake says. "Scania put a replacement motor in a plane and flew it



over from Sweden to Australia and we had it in the truck within a couple of days. That's service, and that's what sold us on Scania, and that sold us the second truck, actually.

"We have had very prompt attention from Scania. Account management is very good, from start-to-finish, and not just the purchase, but driver training, the repair and maintenance contract, the whole package.

"We like the Scania's because of the technology in them, the fuel burn, as well as safety systems for the drivers, and the ease of access to the cab.

"A typical day for these Scania's is between 6 and 10 drops, which means the driver is in and out of the cab a lot, so accessibility is important," Jake says.

"We try to schedule drop-off and collection to avoid peak hours. If we're in the city we make sure to be out of there before 0800, and in the suburbs in the afternoon we try to avoid busy routes at knocking off time."

The Haulway fleet currently stands at

37 trucks, of which 7 are Scania's. There are close to 60 staff employed, with new hires imminent.

The company has taken delivery of two New Truck Generation P 450 8x4 hooklifts, finished in the corporate colours of gloss

black, with gold livery and the readily identifiable bright green crocodile (see breakout), named Charlie.

"One of the biggest advantages of the new trucks is the fuel burn is so much better. We're getting up to 3.0 km per litre and the truck has only done 8,000 km. That's a massive difference from the 2.4 we were getting from our older trucks we have now replaced. I called up our account manager at Scania, James Lang, and told him how happy I was with the fuel," Jake says.

The NTG P 450s on the Haulway fleet can carry up to 28.5-tonnes all up, carting bins from 6-31 cubic metres, with the latter able to be filled with a payload of up to 10-tonnes, leaving a decent safety margin.

The New Truck Generation Scania's are on a five-year Repair & Maintenance contract because the work they do is for a contract Haulway has negotiated with a customer for a five-year term, and the R&M contract gives Jake complete peace-of-mind.

"I didn't want the ups and downs of (uncontrolled) maintenance costs. I just wanted to know that every month I would have the exact same cost.

"The insurance and fuel we can budget for, but maintenance you can't budget for (without a contract), so if you break a gearbox, then that's \$25,000 you haven't planned on spending.

"With the R&M contract, if something goes wrong it is up to Scania to deal with it. And another factor we really like is the uptime promise of MAX24, because these trucks are in use 20 hours a day, 5-6 days a week, so they have very limited downtime," Jake says.

"We are monitoring fleets more and more now, which is why the technology in the Scania is so interesting. It is not something >>>



[TESTIMONIAL]

we have focussed on a lot in the past, but lately we are because we can see the efficiency advantages available to us from knowing where a truck is located, where it has been, exactly when it was there, and what its relative utilisation has been.

“We now have the ability to say to a client if we can get access at different times of the day we can provide a better service, or we can avoid having damage pinned on us by people phoning up saying our truck hit their vehicle or building, because we can prove we didn't have a truck in the vicinity at the claimed time of the incident.

“The drivers have also been very supportive of us fitting forward facing cameras on the dash, as it is a very reliable witness to what happens in front of the truck, and it can clear them from blame in the event of an incident. They all have reversing cameras as well, because much of the work involves constricted approaches.

“We are very focused on technology solutions to make the job easier as well, so we're totally paperless in the truck. Everything is done by iPads through online software,” Jake says.

Although Jake is firmly entrenched in management, he has all the relevant licences and tries to get out in a truck at least once a month for a shift, usually on a weekend

“I don't have a dedicated truck but I like to keep my feet on the ground, and experience what the drivers are seeing, whether it is tricky access issues driving or a new vehicle.

“The Scania's have always been good to drive but the new ones are better. They are much easier to manoeuvre, for turning around and reversing, as well as tackling urban roundabouts,” Jake says.

The improvements in the New Truck Generation come partly from moving the front axle forward 50 mm and also repositioning the driver's seat closer to the screen and the door, and the reprofiling of the A pillars and repositioning the door mirrors.

“Ride comfort is still a major Scania advantage, the new trucks are as comfortable as a luxury car on a long journey the drivers say, and the driver



support system gives them instant readout of their performance,” Jake says.

“The new trucks are very flash inside, with a bed and fridge, and all the safety gear including Lane Departure Warning and Adaptive Cruise Control,” he says.

The business has been dedicated to skip and hook bins but has over recent times expanded to add bulk bins as well as walking-floor trailers and now has a new supply of 4 cubic metre Morrell bins.

“We have diversified a lot lately,” Jake says.

“We have moved on from just rigid hook and skip trucks to prime movers to pull semitrailers, B-doubles, now we're looking at A-doubles as well. It is a constantly diversifying business: adding transfer stations: going to Morrell skips, etc. We are enjoying constant change, and enjoy achieving and exceeding our growth target.

“The walking-floor trailers cart recycling material, general waste, garbage to land fill as well as mulch, compost and garden waste.

They are very flexible units. We started with one trailer set and now we have nine; this part of the business has grown very quickly in just two years, and we plan to add two Scania R 620 V8s to pull two additional trailers in early 2019.

“Haulaway has been growing thanks to organic growth, word-of-mouth, and upselling current customers.

“We have a customer who we were supplying one truck to, we now supply 4 trucks to this customer. As we explain to clients our suite of services, they find more things for us to do, more services to provide.

“Of course we need to maintain our competitive edge every single day. Everyone is looking for efficiencies, so if you can deliver additional service reliability, then you have the edge. That's what we look for from our suppliers to give us that quality of service, and it makes our job easier to give that level of quality to our customers, and they can pass on benefits to their customers.



CROCODILE CHARLIE

Charlie the crocodile has been the Haulaway icon for a while.

“We wanted to create an Australian character to represent the business, and crocodiles are very protective of their own. Charlie is a friendly crocodile, but if anyone tries to touch anything that belongs to him, he gets a bit snappy,” Jake says.

“Every year we give him a bit of an upgrade. Last year he got a red tongue and some yellow spikes, and now we’re looking at how we can animate him a bit more. The drivers like having him on the trucks.”

“Live reporting is another area where we feel we can gain an edge. With Scania we have full fleet use transparency, so all across our business we can monitor from the point of selling our service, through the vehicle activity and all the way to invoicing,” he says.

“The weigh scales on the Scania truck also help because it gives us a second set of data to back up the tip-off scales. Some customers need the second set of data for accreditation and compliance. Some clients may need this data to support statements they make in their stock market reports.

“Fuel burn data is also important, and we get a lot of this from Scania. Customers are keen to understand the carbon footprint we are leaving while undertaking work for them. Twelve months ago no one was interested but requests for this data have been increasing, and I am sure that in the next year the provision of this type of information will become a bigger issue,” Jake says. ●



[TESTIMONIAL]



BUILDING ON SUCCESS

G E Hughes Construction Co is enjoying success with Scania trucks and service solutions tailored to its needs.

Photos: John Kruger

» “While the oldest have only about 300,000 km on them, they are hard km, and they have been reliable for us,” says David Kretschmer, Transport Operations Manager at G E Hughes, above, right.



has switched to Scania to power its tipper and dog fleet, with 22 Scania making up the majority of the fleet of 40 trucks, and providing a range of advantages, such as lower running costs and greater driver happiness and safety.

Joining the fleet recently is a quartet of Euro 6 compliant Scania G 500 tippers, to be hooked up to quad or super dog trailers, hauling as much as 56.5-tonnes GCM as a quad, and up to 49.5-tonnes GCM as a super dog, both under PBS Level 2.

In just over two years the fleet has added 11 additional vehicles to the fleet in addition to replacement of older units.

“Scania provides us with very safe, reliable, ergonomic trucks that the drivers accept. The Scania offer delivers our business many efficiencies,” said David Kretschmer, Transport Operations Manager at G E Hughes.

David is supportive of the Scania solutions concept, having long had an affiliation and affection for the brand.

Since I have been at G E Hughes we have been buying Scania at the rate of about four per year, and we added 10 to create a fleet in Sydney to work on the M5 and other key infrastructure developments.

“Compared with some of our older trucks, Scania delivers around a 15% saving in fuel costs, while they’re slightly ahead of some other Europeans we have on the fleet, too. We’re seeing 1.9-2.6 km per litre on average, and the Scania telematics is good for keeping us closely in touch with how the vehicles are performing. Overall, we’re seeing the Scania saving us 5% in fuel costs compared with the rest of the fleet.

“The Retarder is superb. The drivers

love them and they have made a significant impact on reducing wear and tear on the braking system,” David said.

“We have had the Scania driver trainers to NSW and SA to talk to our guys and they have been responsive to our needs when the system has shown up driving styles that need adjustment.

“We like to take a pro-active, positive, approach with our drivers, who generally are assigned to one truck each. We’ll look at the positive outcomes the telematics data reveals, as well as point out where improvements can be made,” he said.

“Scania trucks are all made in one factory, so you only have one company who warrants all problems and you can easily design the truck to do what you want.

“With the new G 500s we have added a tyre inflation system to dramatically increase traction and accessibility. The drivers love it as it means they can drop the pressures on site for greater traction and then reinflate when back on the sealed surfaces.

“The G 500s we specified have a high ground clearance so they’re fine for off-road work,” David said.

“Our use profile is quite hard on the trucks, which work six days per week up to 12 hours per day. There is a lot of off-road driving, and a lot of idling. I would say probably only 30% of the time is cruising the freeway.

“Most of the trucks operate within a 100 km radius from our depot.

“While the oldest have only about 300,000 km on them, they are hard km, and they have been reliable for us. If there’s an issue however minor, the Scania Adelaide

LEGO isn’t the only Scandinavian building-block supplier. Australian builders of full-scale, broad spectrum construction projects have been turning to Scania to provide the wheels to keep their multifaceted businesses growing.

G E Hughes, based in Lobethal, just outside Adelaide is a good example. A third-generation family-owned construction business, started by Garry and Sue Hughes in the 1970s, it is now run by their eldest son Duane, and boasts a tally of 140 staff.

Today the business builds everything from domestic housing to commercial and industrial projects, renewable projects like solar and wind farms, to major infrastructure in South Australia, New South Wales, Queensland and Tasmania.

Over the past three years G E Hughes

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team is on to it immediately.

“I would say that the relationship we have with Scania is one of the strongest reasons for continuing to buy from them. They are positive and responsive,” David said.

“As we are a family business we really put a lot of emphasis on a good relationship with our suppliers.”

The 10 trucks working in New South Wales are running soil and aggregate on infrastructure projects and are operated on a full Scania Repair & Maintenance contract whereby the business pays a predetermined monthly fee, calculated on the basis of the specification of the vehicle and its use profile. This provides predictable operating costs for the business.

Operating from the company’s Lobethal base, the 30 trucks in the SA fleet cart soil, and aggregate, and visit as many as 18 different quarries collecting bulk material across South Australia.

Scania has created a bespoke service agreement solution for the South Australian operation, whereby Scania provides all the replacement parts and G E Hughes workshop carries out the maintenance.

“We were the first in Australia to take on this concept with Scania,” David said. “Downtime has been reduced as a result.



“Another focus for the company that is in line with Scania is that of sustainability,” David said.

“That’s why the new Scania trucks we have acquired are Euro 6 compliant. We want to reduce our impact on the environment, and using the Scania telematics and reporting system we are able to add this benefit to our quality assurance reporting. These trucks and their fuel efficiency and reduced emissions help reduce our footprint.

“When we were in the market for some new trucks initially, we considered various brands. Scania was the first brand we committed to because the truck suited the purpose and the relationship was solid, and

we’re happy with how we have been treated at Scania and we’re keen to keep it that way,” David said.

According to Paul Riddell, Scania South Australia New Truck Account Manager, the key to winning the business from G E Hughes for their construction trucks was a combination of listening to what the customer wanted and then creating a solution that met their needs.

“Thanks to the Scania way of selling new trucks, we are able to adapt the specification of our trucks to meet the clients’ needs. These new construction trucks can be specified with a slimline steel bumper that protrudes only 40 mm, and is covered with a plastic skin to retain the on-road truck’s



looks and durability,” Paul said.

“The elevated chassis gives great clearance for off-road driving and the GPS air inflation system we specified is the same as we use on our logging trucks very successfully, to deliver enhanced traction. As a result the G E Hughes drivers have been very happy with these new vehicles.

“When it comes to the service agreement, given the relatively remote location of the fleet and the fact that the customer owns a state-of-the-art workshop complete with brake testers and suspension shakers, we were able to construct a plan for their technicians to carry out the maintenance and fit parts we have supplied. This again is a win-win for the customer, reducing

downtime, and the cost of returning the vehicles to us in Adelaide for each service,” Paul said.

“It was this degree of flexibility that Scania offered that helped us win the business and retain it.

“In addition, the G 480 tippers we have supplied into Sydney on a full Repair & Maintenance contract have been very successful. Because this fleet operates remotely from the customer’s main base, they were very keen to ensure the trucks were kept in top condition to avoid unplanned downtime, which in turn keeps their customer happy,” Paul said.

“Just another example of Scania delivering for their customers.” ●

Financing with Scania

“Scania Finance Australia and G E Hughes commenced their business partnership in October 2016, and to date this has resulted in 34 finance contracts with more to come,” said Craig McFadyen, Business Development Manager for SFA.

G E Hughes Construction Co has financed 19 trucks with tipper bodies and 15 trailers with Scania finance in the past two years.

“It has been exciting to assist a well-established company to grow its business. We see this as a true partnership with trucks funded by Scania Finance operating on infrastructure projects in both South Australia and New South Wales,” Craig said.

“By utilising our services to fund their Scania fleet, the customer can free-up other funding avenues to grow their business further in the future.

We look forward to assisting G E Hughes with any future financing needs, whether it is replacing existing fleet or further fleet expansion. We value the relationship we have built and will continue to be G E Hughes’ financier of choice for its Scania fleet.”



Scania's new Fleet Care programme is being rolled out in Australia and offers a new approach to fleet management.

Photos: Charlie Suriano

Scania has delivered the first of its New Truck Generation XT models to the logging industry, with Leeson's Logging and Cartage of Rose-dale in Gippsland receiving the first of three R 620 V8 prime movers in April.

These 130-tonne rated trucks have been specified for the logging industry, using experience gained over the past decade as Scania expanded its footprint in the forests of South Australia, Victoria, New South Wales and Queensland.

The Scania XT is a close relative of the Scania long-haulage truck but trades an aero-efficient front valance for the protruding steel bumper and tough tow point.

Chief among the logging specification features are a high-riding dual rail reinforced chassis, 9-tonne front axle, 4100 Retarder, hub reduction drive axles, flat-bottom differentials, built-in weigh scales, super single steer tyres, as well as a tough steel bumper and 40-tonne centre-mounted tow point. A steel front underrun protection bar sits below the front bumper.

There are 700-litres of fuel onboard as well as an underslung AdBlue tank mounted between the chassis rails. Further NTG Scania safety features fitted as standard include LED head and tail lamps.



Inside the cab, there are red seat belts and yellow grab handles for entry and exit security. There is also the option of dirt-resistant leather seat-facings, or optional canvas seat covers.

The logging specification is based on the New Truck Generation Scania XT which first arrived in Australia late in 2018 with mining companies the first to take delivery. Now the logging specification has begun to arrive, with several new and long-time

Scania logging customers ready to take delivery.

The debut of the New Truck Generation cabin brings a further advance in driver visibility and comfort, building upon the impressive legacy of the previous PGR generation trucks.

With a larger windscreen, repositioned A-pillars and new door mirror mountings, blind-spots have been vastly reduced, and by moving the driver's seat closer to



READY FOR A TREE CHANGE

the door and windscreen, vision when manoeuvring is even better than before.

Ramping driver safety to a new level unmatched across the global industry, Scania has added side curtain roll-over airbags both sides of the cab, to protect the occupants in the event of the truck rolling over which, given the operating environment for logging, could potentially save many lives.

Scania also fits a large number of active

and passive safety systems to all its trucks, justifying the claim to be the world's safest truck.

In addition to the side curtain airbags, all Scania trucks come with a driver airbag mounted in the steering wheel centre, plus anti-lock brakes, advanced emergency braking, electronic stability control, lane departure warning and adaptive cruise control. Electronic braking systems can integrate with EBS-equipped logging

trailers to deliver even more secure retardation, especially in adverse road conditions.

Scania customer Leeson's Logging and Cartage has also specified the Air CTI tyre inflation system for the drive axles as well as a hydraulic tank to master control of the new Kennedy trailers the truck will pull.

The truck will be operated by Leeson's Logging and Cartage on a full Scania repair and maintenance contract using





Scania Fleet Care which places control of the vehicles' servicing requirements in the hands of a specialist Scania fleet manager, leaving the customer free to focus on his core business of transportation, in return for a single monthly fixed payment.

The R 620 V8 prime movers will be pulling a 47-tonnes payload for a gross of 68.5-tonnes on 12-hour shifts travelling as far as Melbourne and Geelong, as well as delivering to the local paper mill.

"I am expecting Scania's Fleet Care and Optimise to save me money, and provide an overall reduction in operating costs," said Ricky Leeson, Managing Director of Leeson's Logging and Cartage.

According to Mathew Staddon, Scania's new truck account manager in Victoria, the new R 620 V8 is the first Scania to be delivered to Leeson's Logging and Cartage.

"Our customer is very focused on safety, and the Scania ticks all the boxes in terms of active and passive safety, especially because the NTG Scania range comes fitted with standard side curtain rollover airbags.

"Leeson's Logging and Cartage has always been concerned about the safety of their drivers and is always looking for ways to add to their safety. In terms of safety, Ricky sees the acquisition of these three New Truck Generation Scania XTs doing that and leading the way for the logging industry for safety in the forest and on the highway," Mathew said.

"In addition, the drivers will be monitored via the onboard Scania system and will receive familiarisation and efficiency training from the Scania Driver Trainers. They will also keep in touch via Scania's follow-up coaching programme,

to ensure the efficiency and safety tips continue to be practised over the longer term."

The New Truck Generation Scania range can be ordered in XT logging spec, from the G-series mid-size all-rounder fitted with a 13-litre engine with up to 500 hp and 2550 Nm of torque on tap, to the R-series cab with 500 hp – 730 hp (with up to 3500 Nm of torque). Chassis configurations range from 6x4 to 6x6, with 8x8 to follow next year.

Scania's tailored solutions plan provides operators the flexibility to build exactly the vehicle they need for their application, which saves time and money and provides the most efficient solution. Reducing running costs and providing Total Operating Economy is Scania's aim.

In addition to full repair and maintenance



Ready to roll some logs: The Leesons' Logging and Cartage XT V8 tries out a haul road in East Gippsland, Victoria, prior to starting the real work. Transport Manager Dean Wheeler enjoys his brief stint behind the wheel.

servicing contracts, Scania also offers Fleet Care which takes all of the fleet maintenance processes in-house at Scania, leaving operators free to concentrate on building their business, rather than worrying about their vehicles.

Scania Fleet Care provides a nominated fleet manager to support planning, coordination and administration of all fleet services, who will work to detect potential problems in advance, and optimise the vehicle or fleet's service plan to achieve maximum uptime.

Scania can also configure a service arrangement where its factory-trained technicians can attend in-house, rented or temporary on-site workshops to maintain or repair vehicles as well as ensure sufficient supplies of spare parts are kept on hand.

Scania Finance Australia is able to provide a tailored financial plan for all types of businesses, using a variety of financial instruments that suit each individual customer's circumstances.

The Scania Driver Support system is an on-board assistant that provides continuous driver feedback on driving style, safety and fuel efficiency and delivers a summary after a completed assignment. The system is designed to work in-line with the Scania Driver Training Programme in order to reduce wear and maintain a consistently fuel-efficient driving style.

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

"Trucks like these cover significant distances each year, so efficient fuel use is

of great importance to the operator.

"Of course, the Scania XT features all the pertinent safety features and equipment needed to provide the greatest level of safety and safe operation to protect drivers from harm, unnecessary downtime and inconvenience," he said.

"The logging and forestry industry face increasing demands for sustainable and cost-effective production and Scania stands ready to deliver.

"We have the right products, the right services, and the right skills to help Australian logging operators specify the perfect vehicle for their needs, securing maximum uptime and enhanced total operating economy, protecting their profitability, and therefore enhancing their long-term business sustainability," Mr Jansson said. ●

[NEW DELIVERY]

REACH FOR THE SKY

Gippsland's Safetech has just delivered a huge elevated work platform fitted to a Scania XT that will help cut mining operators' costs and improve safety and efficiency.

Photos: Charlie Suriano







The sky is the limit when it comes to what it costs to keep a mining operation ticking over in a productive way.

To assist a major mining company undertake safe maintenance of its biggest machinery, Safetech in Moe, Gippsland, was tasked with creating an elevated work platform that was not only highly manoeuvrable on rough surfaces, but which could remain in place long enough to undertake significant onsite, in-situ maintenance.

The cost benefits are easy to understand. If the big machinery doesn't need to leave the worksite, costs are reduced and downtime shrinks.

By raising a service crew up to 11 m into the air and being able to traverse the platform laterally as much as 3 m, the 7.5 m long platform becomes a very manoeuvrable place from which to attack servicing or repair work on a variety of machinery or installed infrastructure.

A Scania XT with its robust, off-road-friendly construction and mining-friendly features was the perfect choice, especially because the mining operator already runs a number of Scania vehicles in support and service roles on-site.

The EWP has been configured to be able to lift a payload of up to 1.5-tonnes. It sits securely on stout outriggers that descend directly from the chassis, rather than extending outwards, giving the platform a more compact footprint. The front of the truck is elevated off its wheels, while at the very rear a pair of hydraulic outriggers supports the truck as it sits on its rear wheels, or they can be deployed to lift the entire truck off the ground.

Electronic adjustment allows the truck to be levelled out perfectly before extending the platform upwards for greater stability.

This is the largest EWP that Safetech has built to date, having also used 4WDs, light commercial trucks and underground mining vehicles as the base for smaller EWP versions. The benefit of the Scania-based EWP is that the large platform can allow several technicians to work simultaneously, again helping to reduce downtime.

According to Chris White, Business Development Manager, this is the biggest EWP the company has built so far on the back of a vehicle.

“One of the benefits for the mining operators is that traditionally while working on the large mining excavators

About Safetech

For more than 30 years Safetech has been recognised for innovation and unparalleled expertise in dock products and lifting solutions.

Safetech started life as a company focused on new ideas to improve customer safety and productivity and those ideals are still integral to everything it does. With offices in most Australian states and a skilled manufacturing base in Moe Victoria, it is well equipped to supply and support customers throughout Australia. Its engineering team, extensive custom-design expertise and experienced national sales footprint mean that customers receive the best possible advice when planning their projects – be they large greenfield sites or refurbishment of existing complexes, factories and stores.

In 2006 Safetech was awarded Telstra Australian National Business of the Year – a first for a Victorian regional company. It has also been recognised in both the US and Australia for innovation and product development.

Safetech hoists and custom lifts are installed in some of the most iconic locations in Australia including the MCG, Sydney's Star City, Parliament House in Canberra, and Melbourne's Shrine of Remembrance.

<https://www.safetech.com.au/>

and haul trucks, the technicians have had to climb up the stairways several times each day to access the service areas, while carting all their gear and the service components. Now the platform will lift them directly to the correct height, so there will be less potential for slips or strains.

“We have designed the safety gates to be wide enough opening that a fork lift can load a pallet onto the platform. The platform can be left in an elevated position all day if necessary, allowing the maintenance crew to leave their tools and equipment in place if working on a particularly long job,” he says.

The build took around three months, and was assisted by a high degree of preparation by the Scania factory to ensure the chassis was ready to accept the Australian body, including for example, the correct power take off installation.

“This has been an intricate build,” Chris says. “We had to engineer the ladder system, the vehicle self-levelling system as well as the platform traverse system, the



on-board controls and the hydraulics, so it has required a broad set of skills. However, we design, engineer and build many similar examples for use in mining and other markets.”

The Scania P 380 XT is fitted with a Day Cab and uses a 6x4 chassis configuration, powered by a Euro 5 compliant, 6-cylinder engine. The truck weighs around 9-tonnes and platform and associated systems add around another 6-tonnes, easily allowing for a payload on the platform of up to 1.5-tonnes.

In addition to tie-downs, control panels and safety gates, the platform also boasts

compressed air lines on retractable spindles and work lights, as well as a non-slip extruded aluminium floor.

Scania’s Business Manager, Mining, Rene Van Oppen, says the Scania XT was the perfect choice for the EWP mounting.

“The New Truck Generation Scania XT is designed for hard work, and it comes with a number of features that make it perfect for mining operations,” he says.

“Aside from the protruding steel front bumper, the 40-tonne rated tow hitch and the high riding chassis, the cabin delivers excellent visibility for the driver. When you’re backing up or parking among big

Winners are grinners

After being nominated among a field of prestigious competitors, Safetech was announced as Manufacturer of the Year in the Medium Business Category at this year’s Victorian Manufacturing Hall of Fame Awards.

“To receive this honour from our peers is especially rewarding,” the company said in a release.

“The Victorian Manufacturing Awards are judged by people involved in manufacturing and the winners are companies that have demonstrated sustained excellence in performance.”

The Awards involve manufacturers, manufacturing consultants and the government agencies associated with business development – all of whom work in manufacturing and understand the challenges, the global competitiveness and what it takes to succeed in manufacturing.

<https://www.safetech.com.au/victorian-manufacturer-of-the-year-2019-safetech/>

« Up up and away: Far left, the EWP is put through its paces by the Scania Mining and Safetech engineering team, prior to the vehicle being shipped to Western Australia to commence its working life.

machines you need great all-round vision, and the XT really delivers here.

“Working with Safetech we knew that the Scania chassis would be a good fit for the body they were designing because Scania puts a lot of effort into being easy to integrate with body control modules as well as securing a body to the chassis.

“And because there are many Scania trucks in operation on mine sites, it makes sense for mining operators to specify the Scania as the workhorse for this EWP concept.

“Since beginning this project with Safetech there has been a lot of industry interest in the concept, and we are confident that other mining operators around the county and potentially across the globe, will be able to see the benefits of this EWP design.

“This gives mining operators so much more flexibility, as well as the opportunity to reduce downtime on their big machines or infrastructure, so it could literally save them millions of dollars per year,” Rene says. ●



ON THE GREEN

Delivering a premium product with a premium product ensures this operator meets customer expectations every day.

Photos: Charlie Suriano

How often do you hear of 'go-ahead' businesses characterised as not being ones to "let the grass grow under their feet?" Well, here is one business that has been watching the grass grow under its feet for 34 years, and like the grass, this business is continuing to grow, -

Lilydale Instant Lawn is based in leafy Yarra Glen, an hour outside Melbourne, with farms also in Pakenham, (now on the verge of the suburban sprawl from Melbourne's outer suburbs), and Bairnsdale in the Gippsland region. In total, the



« Making deliveries in the heart of the suburbs, many not well configured to accept a large load, accentuate the benefits of the incredible visibility provided to the driver by the redesigned windscreen and repositioned driver's seat in the NTG trucks.

business has 520 acres (200 hectares) of turf under irrigation, and supplies 780,000m² a year in parcels of anything between 40m² of turf for a suburban backyard to golf courses, parks and race tracks in the region of 7,000 deliveries each year.

The business has put a lot of effort into promoting its flagship turf product, Sir Walter DNA Certified Buffalo, and sees itself as delivering the highest levels of quality and service in Victoria.

Owned and operated by Gary and Denise Lusk, the business of delivering turf involves precise logistics in much the same way as many other fast-moving consumer goods in modern society. And with little or

no tolerance for unplanned breakdowns or replacement part delivery delays, Lilydale Instant Lawn's demands on its vehicle supplier partners are no different to any linehaul or mainstream logistics business.

"We operate on a just-in-time basis," says Steve Cole, Lilydale Instant Lawn's General Manager.

"Our deadline for orders for the following day's delivery is 11.00am. We cut to order, palletise the turf and schedule the deliveries. "On a good day each truck will make up to 12 drops in Melbourne's suburban areas, although we do range as far as Geelong, Mornington Peninsula, and Gippsland.

"In the office we have experienced schedulers working out not only the delivery drop order, but ensuring that our trucks can get access to site. Not only do we have to cope with general traffic congestion, but also ensuring the truck can get access into the street. We would prefer not to park the truck up a long way from the destination and fork the turf in via the Moffett, but increasingly this is happening, as streets become more congested and are quite narrow on many new estates," Steve says.

"Our drivers are pulling 42.5-tonnes on a tandem axle 20-pallet trailer with the 2.5 tonne Moffett included, and the tri-axle sets»



“With the G 480 we saw pretty good fuel, but the G 500 has bettered it by 10%,” says a very satisfied Steve Cole, General Manager at Lilydale Instant Lawn.



DRIVER'S VIEW

Reece Lines has been driving for Lilydale Instant lawn for some time and has graduated to the new Scania G 500. He's very happy with the truck's comfort and performance.

“At the end of a day I'm not jumping out feeling like I have done a hard day,” he says, despite each drop requiring unloading and reloading of the Moffett and forking up to 18-pallets of turf.

“The visibility is amazing on the new truck, the turning circle is great, and the smoothness of the gearchange is an impressive advance. It also shifts from Drive to Reverse really quickly, which is great for parking in tricky spots.

“The truck is easy to manoeuvre at low speed through these tight streets and the new infotainment and satnav system is also excellent. It has all the latest road information, warnings of low bridges and road load limits, which is really helpful.

“The way they have repositioned the A-pillars and the door mirrors, especially with the new design of mirror arm, means a blind-spot has been removed, which often could hide a whole car.

“I am a big fan of the Retarder and use it all the time. I barely have to touch the brakes, and the new 500 hp engine is like a rocket. The 480 had enough power but this is better and it is ultra-quiet too,” he said.

can carry 45.5-tonnes. We are at full weight every day with a diminishing load, so we need to manage that carefully. Each pallet would carry up to 1.1 tonnes to cover 50 m², our average delivery now is around 40-50 m², though bigger houses could take up to 350 m².

“We use Vawdrey trailers with a Canadian-designed Poyntz covered wagon body that allows easy access for the fork to pull the pallets off. The turf is covered by a roof and side roller curtain,” Steve said.

The Lilydale Instant Lawn fleet comprises seven prime movers, one rigid and a tipper, and presently two of the fleet are Scania, with a new G 500 due for delivery in April 2019.

“We have built the business on the basis that we are supplying a quality product and we want to use the best machinery possible. We have learned the hard way that something that is cheap initially works but generally turns out to be expensive, as it won't last or will be unreliable. We have had European trucks for many years and started buying Scania's as we were facing too many unplanned breakdowns and delays sourcing parts from our previous supplier, which kept trucks off the road for up to a month at a time.

“In our business we can't have trucks off the road, because we'll be letting our customers down. Our premium turf lasts a lifetime now, so we need to get the job done right, first time. If we have a breakdown, that's 10-12 customers we have disappointed in one day.

“When we went to market to look for a new truck supplier we were looking for strong back-up and a truck that was safe



and up to the task. A friend in the industry, Brad at Coolabah Turf in Echuca had been buying Scania trucks and had had a good experience with them and with their dealer, so he recommended we look at Scania.

“We bought a Scania G 480 a couple of years ago and it has gone well for us, with the drivers enjoying the comfort and visibility, while the retarder, which we had experienced before on another European truck, was also a must-have for us. Our previous supplier couldn't deliver a truck with a retarder off the shelf, but the Scania comes with it as standard. As a result, our drivers hardly touch the brakes in town driving,” he said.

“Another major Scania benefit is the on-board weigh scales. This means we know exactly what we're pulling, critical in today's weight management environment,” Steve said.



“Scania ticked all the boxes for us, and the icing on the cake was our new mechanic had worked on Scania’s in his previous job at a bus company, so he was familiar with them and their reliability, performance and the customer support Scania provides.

“We were very pleased with the performance of the G 480 and when we needed to retire another truck, we looked at the New Truck Generation G 500 from Scania,” Steve said.

“Normally we’re cautious about buying anything new in the first year, but these have been on sale in Europe for a while, and all the reports were positive. Since we started with the G 500 the response from the driver, Reece, has been very positive and the truck has been good from day one.

“With the G 480 we saw pretty good fuel, but the G 500 has bettered it by 10%. When I looked at the Scania connected drive data,

the best I have seen so far is 2.9 km per litre, which is far better than the older European trucks we used to run.

“The visibility improvement from moving the seat closer to the door and windscreen is a bonus because we’re constantly driving through tight suburban streets where there are lots of cars and overhanging trees, so we need to take extra care,” Steve said.

“The new G 500 has just had its first service and we have ordered another G 500 from Roger Lake at Scania Victoria. We do tend to hang on to our vehicles a long time, traditionally to about 700,000 km, which is about 8-10 years,” he said.

“Lilydale Instant Lawn prides itself on delivering a premium product with premium service for our customers, and that’s what we’re getting with Scania. We’d like to say we’re delivering ‘the best with the best.’ ●



Each of those pallets weighs around one tonne, which means managing the diminishing load is a precision operation. Moffett and Scania driver Reece Lines is able to expertly pilot both truck and tractor around without raising a sweat.

[TESTIMONIAL]



⚡ With 6x6 traction assisted by balloon tyres, the Scania spreaders are able to cope with almost any farming terrain.

Words and Photos: Howard Shanks



SPREADING WITH PRECISION

An intricate blend of brain and brawn attracted Tim Murfett to Scania.

It's somewhat uncanny that for all the technology coming into trucking today, the trucks themselves still lead hard lives and need to be built tough. And no one knows that more than Tim Murfett, manager of Launceston-based Altrac Spreading; after all, his trucks have it harder than most specialised machines destined for heavy-haul and other severe-service applications.

Scania's new XT construction models are a perfect example of the trend to blend cutting edge tech with tough.

It's a model range that leverages all of Scania's latest technologies, such as advanced telematics with an incredibly robust frame, high-horsepower diesel engines, and ground gripping all-wheel drive axle options.

It is that intricate blend of brain and

brawn in the truck that first attracted Tim to Scania.

"Today we need a truck that is smart," Tim Murfett says.

"The new generation of farmers who engage our services want accurate data on the amount of product we spread and where it was spread. At the other end of the scale we also need trucks that are reliable and robust enough to endure the rugged chassis



twisting conditions we have in Northern Tasmania.

“Today we’ve become a key partner in our client’s precision agriculture process,” Tim says.

“When my father-in-law, Dirk Van-Namen took over Altrac Spreading back in 2012, the technology in spreading equipment was considerably limited compared to the results we can deliver today,” Tim explains.

“I was new to the agriculture industry but came from a mechanical and transport background. For the first 12 months, I juggled truck scheduling as well as driving one of our spreading trucks before taking over the manager’s position permanently. Mind you, both Dirk and I both jump into a spreader when we get the chance.”

“I did a lot of logging back in my early days,” Dirk says. “We even had a few

Scania on the logs back then and they were good trucks.”

Today Altrac Spreading has diversified its services from spreading and transport to include crop and pasture sowing, as well as filling in centre pivot irrigator ruts.

Along the expansion route, the path to increase productivity is one well-trodden by Tim and Dirk, chasing efficiencies where ever they can. It’s a path that led them to their first 6x6 Scania, a G 440 and subsequently to the NTG P 450 XT.

“At the time, we were searching for a vehicle that could carry more product to give us efficiencies through economies of scale along with far more reliability than we were getting out of some of the other marques in our fleet. Frankly, some of them weren’t man enough for the job,” he says.

“For instance, when we are on some of the larger farms there can be a five or six-

» In addition to the computer controlled tracking system to ensure every piece of ground is covered by the spreading system, there are a host of other changes on the truck mandated for this type of work, including an all-new steering wheel needed for the magical self-steering system.



kilometre lead from the stock pile to the paddock which means that there can be a 20-minute loss of production from the time the truck leaves the paddock, travels to the stock pile to load and returns. That’s one reason the 6x6 Scania appealed to us.”

“The other reason is the Scania is a very intuitive truck with a host of technical features that can link in with our unique body which enable us more accuracy when spreading,” Tim says.

“Most of the new generation of farmers have college education and really know their production costs and monitor their soils to enhance crop growth to maximise their yields, it’s what’s known today as precision agriculture.”

Simply put, precision agriculture is a farm management approach largely based on technology and data collection, where farmers use anything from drones, GPS, »

[TESTIMONIAL]



sensors to soil sampling and variable rate applications to make agribusiness more accurate.

“Today we work closely with our clients and based on their requirement we can plot the path for spreading in the paddock and precisely measure and vary the amount of product we spread then at the completion of the spread provide the farmer with an accurate record of the amount of product spread in that paddock,” Tim says.

“There is significant cost saving for the customer straight away. Now we can guarantee to minimise overlap passes which means no wasted fertiliser or seed and importantly waste fuel and time. With the variable rate application, the machine can dispense more product in areas of the paddock that require dense coverage and less where lighter coverage is required, this provides the maximum benefit to the soil.”

Tim concedes that when he first looked at the 6x6 Scania it certainly appeared to be a premium product on paper, a fact that was quickly confirmed when the quote for the vehicle came in \$20K higher than his last spreader acquisition.

“Then there was a price jump from the G 440 to the new P 450 XT,” Tim said.

“At first it glance it might seem somewhat hard to quantify such a significant gap in the price from one vehicle to the other. However, for us we really had to look at what we are getting in that package and not only consider how the new technology will benefit our operation but also how the efficiencies of the new machine will reduce costs and weigh up the integrity of the product along with its back-up support to ensure we can provide the level of service

we are promising our customers,” Tim says.

“Importantly we had to ensure that the additional price increase in equipment came with a significant productivity gain,” Tim explained. “If our costs rose too high because of the investment in equipment and we’re forced to pass this on, then farmers would start looking at purchasing tow-behind spreaders for their tractors to do their own spreading. It’s that simple, because they are always looking at ways to reduce their costs too. Thankfully, when we started looking into the Scania trucks in-depth it quickly became apparent they would deliver the efficiencies we were looking for.”

Tim says that when he started crunching the numbers he couldn’t afford not to have the new Scania 6x6. The legal road going payload increase from his smaller 4x4 to the Scania 6x6 went from 4.5 tonne to 7.0 tonne (55.56 per cent) and in the paddocks even higher. The spread pattern of the new larger Southern Spreaders bin went from 34 meters to 50 meters (47 per cent). Because the Scania 6x6 carried far more product in the field, the number of trips that Scania trucks have to make back to the stock pile is reduced by 37.5 per cent.

“When you weigh up the productivity and economic gains we were getting for a small 8.7 per cent increase in the purchase price we just had to have the Scania,” Tim says.

Since the first 6x6 went into service in mid 2018, it quickly became apparent that Dirk and Tim had made the right choice. The larger 440 horsepower truck was carrying more fertilizer as well as towing a tag trailer with the loader and burning the



same amount to a tad more fuel than the smaller 4x4.

“Like all transport operations fuel burn is one of the biggest costs,” Tim says. “It did worry me how the Scania was going to go when it came to fuel considering it had the larger engine and more power. But once it started working, the extra power actually proved to be a greater asset because it can get more product to the job site quicker because it can climb the hills at a reasonable pace.

“One thing we’ve had on all our spreaders, is the AIR-CTI central tyre inflation system which enables us to raise and lower the tyre pressure from inside the cabin on fly. This combined with the Michelin 495/70 R24 XM47 floatation tyres is important when spreading in paddocks as soil compaction is a big concern for the farmers from the weight of our vehicles on their crops. By lowering the tyre pressure in the paddocks, it increases the surface area of the tyre’s footprint over the ground and this reduces the kgs/cm2 load on the



ground. The added advantage is the greater the tyre footprint the more traction is improved, much the same as 4x4 enthusiasts lower their tyres when they're on the sand," he says.

"During a particularly wet week back in spring, the Scania 6x6 was spreading in a large paddock down Fingal way, it had been going in and out of the paddock several times barely making a mark in the grass where it had been," he says.

"One of our 4x4s that was spreading nearby had some product left over and drove into that same paddock and went about five meters and sank down to the axles. We couldn't believe how easily the bigger 6x6 was working in such wet, boggy conditions and barely leaving any evidence it was there."

Take one look at the steering wheel in these Scania trucks and it is quickly apparent that they're a little more sophisticated than standard. They've been equipped with the Topcon electric self-steering that enables the truck to steer itself

in the paddock to pre-plotted courses to ensure the product spread is directed where it has been programmed. The driver still can override the system at any time simply by turning the wheel to avoid an object in the path. "It's all part of our precision agriculture program," Tim added.

The trucks still retain all their original functions while on-highway.

The latest Scania P 450 XT is powered by Scania's DC13 engine, coupled to the GRS905R 14-speed direct transmission with Opticruise shift. The power is fed into the GT900 transfer case where it can be directed to the forward and rear axles according to the conditions. This vehicle features the R4100 Retarder which does an excellent job in the hilly country around Tasmania.

When asked how happy he was with the two Scania 6x6 spreader trucks, Tim says: "We're that impressed with the Scania and they're doing such a great job we've actually ordered two more 4x4s, and scheduled another 6x6 in time for next season." ●



« Above left, Tim Murfett and his father-in-law Dirk Van-Namen, who run Altrac Spreading, have been amazed at the Scania's ability in muddy conditions.



White lines are made from plastic paint which have a layer of highly reflective glass beads sprayed on them, to deliver the legally required degree of reflection.



It is surprisingly chilly after midnight in November in Melbourne, standing on a deserted Tullamarine Freeway where Airport West and Essendon Fields meet.

It is unusually quiet. No thunder of passing traffic in either direction, because tonight the freeway is closed.

The road has been undergoing a seemingly ceaseless slow-motion widening and reconstruction.

But the end is in sight. A team from Image Linemarking arrives in a Scania P 360 towing a Borum Master 3000.

Painting the lane markings and the continuous inside and outside guidelines literally mark the end of the road-making process.

The top layer of hotmix is down, the speed and directional signs are up and so all that is left to install are the white lines and cats' eyes.

Tonight, the Image Linemarking team is busier than usual because they are trialling a brand-new marking material imported from the United States. It is more a plastic potion than paint.

WHITE



And on top of the plastic is fed a layer of ultra-high-quality glass beads, the secret to the luminescence so vital for night time driving, especially in wet weather.

As the team unloads the gear, the twin diesel fed pre-heaters called kettles on the back of the Scania are temperature checked. They keep the mixture at 210-degrees until it is extruded down a chute into the tank of the Borum extrusion machine.

Then the kettles are topped up again, by a worker throwing 20 kg bags of line marking powder into the heated tanks, bag and all. The two kettles swallow 1800 kg of powder, enough for around 1 km of solid white line, depending on the width. The 'fog' line is now 150 mm wide, up from 100 mm previously. About 6-tonnes of material

is carried on the truck for one night's work. That's a lot of bags to be picked up and thrown into the kettles on each shift.

Image Linemarking has been owned by Craig Riley since 1996, and employs a staff of 27 who operate 35 pieces of machinery, including 4 Scania trucks.

The company has experienced massive growth and is highly-sought after as preferred contractors when it comes to road treatments for linemarking, roadmarking, waterblasting, coloured treatments and raised pavement and reflective road markings placement. The quality of work, capability (both in equipment and volumes of staff), and reliability have resulted in the business being selected for most major projects in Victoria.

LINE FEVER

Image Linemarking uses Scania's trucks to keep drivers on the straight and narrow.

Photos: Charlie Suriano



The Scania's are the largest of the company's trucks, three of them have been delivered in recent times, while an earlier very successful purchase of a P 360 4x2 formed the basis of the relationship.

"I buy Scania's because they are reliable," says Craig Riley. "We have to be ready to work at all times because in Victoria, major roads have to have lines marked within 24 hours of the asphalt going down.

"The service guys at Scania Dandenong are good. If there's an issue, it gets resolved very quickly, which is very important for a business on the job around the clock.

"From the very beginning to the ongoing servicing and life of the vehicles, we couldn't be happier. We can't fault the care and effort that is made when dealing with



Scania, no matter what division you have contact with. You really do feel like a valued customer, no matter what time of day you call them. If we need a part for a truck or assistance in the middle of the night, it is

also not a problem," he says.

"Having a business to support us in the way Scania does is what we need, and we will definitely be committing to further vehicles as we look to double the size of the »



business, with the planned opening of our second depot.

“The Scania’s use their powerful engines to run the hydraulics (which turn the paddles in the kettles). Scania’s have more power than Japanese trucks, they offer good handling and they come with weigh scales so we don’t run the risk of being overloaded,” he says.

“We like Opticruise because we are line

markers not truck drivers so it makes the trucks very easy for our guys to operate. These trucks are gradually replacing our older trucks.” Craig says.

Commercial Manager Damien Robertson says the Scania’s are Craig’s pride and joy.

“They are super reliable, we never have problems with them. The oldest we have now is 4-5 years old, and they are similar in specification, with the main difference now

being the new P 360s are 6x4s not 4x2s.

“We run two shifts per day so the trucks are never idle. We run 24/7 all around metropolitan Melbourne. The furthest we have to go is Geelong in the southwest and Wallan in the north, so we stay relatively local,” Damien says.

“The Scania’s need to idle for up to 4-hours at a time – which they do easily – while we keep the mixture on the boil in the kettles,” he says.

Once the mixture is ready and transferred to the Borum, the operator scoots up and down a strip of road first spraying the thermoplastic line and the glass beads. The spray mechanism is incredibly precise and the molten plastic hits the road and starts to cool in perfectly straight and parallel stripes.

As the lane dividing lines go down, another operator walks behind the Borum dropping a dollop of hotmix onto which he places very accurately a cat’s eye reflector, in exactly the same position relative to the end of the white line each time, using a practiced and measured pace.



programme for our big trucks has been very positive. With greater towing capabilities and engine power, the Scania have made us more productive.

“Our trucks don’t really stop. They are well-built, and suitable for us to custom-fit to suit each type of work, from external kettles, custom trays, to arrow boards cabinets.

“We have only had to add our own computers inside, as there’s little else needed with the high-level of standard features and details you get in a Scania compared to other makes in the market,” Damien says.

“Preparing the thermo-plastic is a very manual task but with Scania and TNA Truck Bodies we have designed the safest and most efficient workspace on the back of the truck. There’s a wash bay for providing instant assistance in the case of any injury, and the working surfaces and layout has been designed for greatest possible safe working conditions,” Damien says.



The future is looking bright for Image Linemarking.

Aside from the growth in infrastructure projects in Victoria, with the advent of autonomous and semi-autonomous vehicles, the need for clear line markings will only increase.

“There is a lot of work to come, because more roads are being built and the government recognises the growth in population and the need for new roads,” Craig says.

“We can see 10 years of solid construction ahead.” ●

“Imagine pouring a cup of Milo onto the road, it would go everywhere,” Damien says.

“This new material, even at 200-degrees will run out as a solid line. It is very smooth as it cools, and it sets off very quickly. It’s still hot after one minute but you can drive on it straight after that.

Image Linemarking is constantly in demand. Damien says the phone is always ringing with clients around Melbourne seeking quotes for work.

“We only operate in the greater Melbourne area, but we are the biggest. There are always roads being resurfaced, and new roads being built that require lines put down,” he says.

“The Scania’s Image Linemarking use are the biggest with the largest payload of any line marking company, which offers us good efficiency.

“Scania has been a massive part of the recent consistent growth and will continue to be part of our future plans as we continue to grow,” Damien says.

“The addition and replacement





NEWS TRAVELS FAST, AND IN STYLE

Photos: Paul Kane



Service and safety were the key elements that drove Perth-based Kevin Burley to Scania.

Kevin Burley and his wife Lynn own Perth News Freight, a multi-regional transport provider offering pick-up and delivery solutions for Perth metropolitan and all Western Australia's regional areas.

The business predominately transports regional, rural and community newspapers and consumer magazines as well as non-perishable goods (food, beverages and consumables, building materials, mechanical and industrial equipment).

“We cover all of WA, from Port Hedland to Albany and everywhere in between,

running scheduled services but with the flexibility to provide a tailored solution for a customer,” Kevin says.

“We also offer Hotshot deliveries,” he says. Hotshots are extremely urgent loads that originate out of a sudden and very urgent need for parts or equipment at a specific location.

The business offers ‘Hotshot’ freight services to all of Australia’s mining, gas and power industries.

“We pick up and deliver regularly in the South West, Gold Fields and Northern Australia regional and coastal areas,” he says. “We operate an extensive fleet of modern vehicles each with its own real time GPS tracking system, trailer, on-board fork lift and tail-lift to expedite any load, fast.

“Our trucks are running 24/7, and runs from a ute through vans to light trucks and the heavy-duty Scania. We directly employ 14 drivers and we also use 18 sub-contractors,” Kevin says.

“Over the last few years we have had a strong focus on safety, as a result of a few near misses. Our drivers are on the road at night, and so we must look after them. When we were looking for new trucks the Scania ticked all the boxes. It was the right size, had the right safety gear, and right capability for our needs,” Kevin says.

Kevin now has two Scania on the fleet: A P-series 6x2 rigid with a 360 hp motor and a larger 8x2 P-series with more than 400 hp, which is the first of the New Truck Generation Scania in his fleet and one of the earliest examples in Western Australia.

“The 6x2 is carrying around 13-tonnes and the 8x2 can carry 18-t, and they both tow a pig trailer at 11-t each, as well. The drivers say they handle like a dream, even when they are towing the trailers.

“We’re averaging between 28 and 30-litres per 100 km for the 6x2 and around 32-litres for the 8x2, given it is pulling more weight. We use the Scania Driver Support scoring system on board to keep the drivers focused on efficiency, and there’s a lot of banter in the break room when they discuss their driving scores,” Kevin says.

“We’re averaging 5500-6000 km per week on the regional delivery vehicles, so reliability is vital. We have had excellent service from Scania’s workshop at Kewdale. Steve Masters (Scania’s Customer Service Advisor) bends over backwards for us. We need vehicles serviced quickly and uptime is crucial. If we have a problem, they’re on to it straight away.

“What we are offering our customers is service; the papers can’t be late. I get the



same dedication to service from Scania. They go out of their way to support my uptime.

“We like the new generation Scania because it has side airbags, plus the ambience of the cab is great, and the comfort is a very important safety factor, as it reduces fatigue.

“Some of the drivers are on the road for 14-15 hours a day,” Kevin says, “and a trip to Port Hedland is a three-day run.

“The trucks come into the depot, they are loaded and are gone again within one to two hours. We run multiple drivers per truck, and they are on a constant shift rotation. Much of the longer work is two-up. We have 11 drivers dedicated to the Scania and they are loving them because of the comfort and the space of the cabs and the safety systems. They say they are less fatigued at the end of a shift,” Kevin says.

“This is very important for us. The cabs have a good bunk so drivers get a good rest.

While prevailing opinion says newsprint is in decline, Kevin says it’s the opposite.

“We have been growing our business, delivering more papers and magazines. There’s growth out there, and I am already talking to David Baronet, the Account Manager for Truck Sales at Scania about another truck, probably another 6x2 the same as the first Scania. Compared to the



Japanese makes, the New Truck Generation Scania are in another league,” Kevin says.

“When we were talking with Kevin regarding his requirements it quickly became clear that the Scania P-series rigid truck was the ideal solution to his needs,” says David Baronet from Scania Kewdale.

“We worked out what his typical payload would be, and the distances and terrain he’s covering and then we were able to specify the P-series 6x2 for him. It is the most cost-effective and efficient truck for his needs.

“When he came to buy his next truck, we could see there was a need for more payload, so the New Truck Generation P-series 8x2 was the best fit for his needs.

“As with many customers today, it’s not just the hardware from Scania that delivers for our customers, but the services and back-up Scania offer make all the difference. We understand that Kevin is running on a tight schedule and our services are configured to help keep him on the road. His uptime defines his profitability, and backs the promise he makes to his customers, just the same as Scania does,” David says.

“In recent times, we have been supplying more and more P-series rigid trucks into the Perth and broader WA market. The payload, driver comfort and efficiency of the drivetrain have all been key contributors to the rise in popularity. Scania has the right combination of features and we offer the right combination of services that cost-conscious customers appreciate,” he says.

“The smarter operators know that the price of the truck is only one small part of the impact running a vehicle can have on your business, and that a cheap truck that’s off the road is an expensive burden.” ●

[TESTIMONIAL]



Photos: Dean Templeman

Far from the luxury of a smooth high-speed highway, a pair of Scania trucks spend their working lives battling the heat and dust of the Pilbara, while not missing a beat.



THE HEAT IS ON

West Australia's Pilbara region is one of the nation's harshest and most inhospitable, but with massive natural gas, petroleum and iron ore deposits, it is also one of the richest.

New to the local landscape are two Barrooghumba WPH JV Scania's, a P 280 4x4 and an R 620 Semi Water Truck that have just commenced their working life.

Barrooghumba WPH JV is a partnership between Western Plant Hire (WPH) and Niyiyarli Engineering and Mine Maintenance services and was established to provide equipment to mining companies in the Pilbara region of Western Australia

Established in 2000, privately owned Western Plant Hire specialises in dry hire and fully maintained fleet hire to the mining and civil construction sectors with

equipment ranging from 20-tonne up to 120-tonne pieces of equipment including excavators, dump trucks, water and service trucks, rock-breakers, graders and everything in between. In 2013 Western Plant Hire partnered with Niyiyarli Engineering and Mine Maintenance services to form a Joint Venture to provide equipment to clients operating on Traditional Niyiyarli land, and later expanded to cover clients across all areas of Western Australia.

The Barrooghumba joint venture has been operating successfully since and is proudly supplying equipment to a number of clients in the Pilbara, including FMG where both these Scania's are currently working.

As Luke Mateljan, Executive General Manager of Western Plant Hire explains: "In mining, lost time results in huge financial losses – the Scania's have a heavy-duty

construction, high ground clearance and proven mechanical reliability – making them a great choice in this environment.

"Most of the work is low speed and all of it is on dirt roads, these two trucks may never see any bitumen in their life.

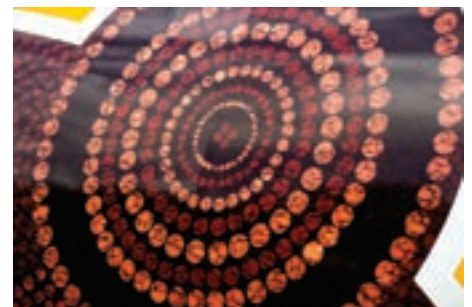
"The P 280 4x4 has been custom-built to deliver fuel and water to the drill rigs working in the more remote areas of the minesite. It is vital the trucks can access the drills without having to take them out of the drill area, which significantly reduces downtime," Luke says.

"The module for the back of the P 280 4x4 was built by Shermac Engineering, who liaised between ourselves, our client and Scania regarding the best way to approach and complete the project. Shermac provided this unit as a turnkey package, including completion of all mine spec requirements.

"The R 620 is fitted with a 33,000-litre water tank providing dust suppression to



« This Scania Water Truck was built specifically for the team at Christmas Creek by the Barrooghumba WPH JV, and proudly displays both Barrooghumba and FMG logos in recognition of a business partnership spanning over 7 years.



the mine access roads. Its constant hard work on unsealed roads making most prime movers unsuitable for the task – the R620 is built to handle it and thus far is meeting all expectations,” he says.

“On the R 620 build we were dealing directly with Scania in Perth and it was very easy,” Luke says.

“Scania handled the mine spec on this one, while Western Plant Hire staff and external contractors upgraded the trailer and integrated the Scania systems into the water trailer.”

Unlike most trucks, the Western Plant Hire Scania's are measured by hours of operation rather than kilometres travelled,

and Luke expects both the P 280 4x4 and R 620 to operate about 5000 hours each annually.

Although both trucks are fairly new, the initial feedback from the end-user is that all is going well with no complaints from operators or maintenance personnel to date.

Both trucks are linked to the Scania fleet monitoring system and Luke is looking forward to seeing the data, given the exacting operating conditions.

“It’s always good for us to monitor the machines’ health and we like to keep an eye on how they are operating. This enables us to immediately identify any signs of early problems that we might be able to intervene on before they become big problems.

“It is also good to be able to provide our clients information around travel states and fuel usage as they can use it for further development of their staff to help them get the best out of the machines,” Luke says.

When asked if Western Plant Hire would consider more Scania's in the future Luke says: “So far it has been a good experience and I’m actually looking at buying more trucks, as they’ve been well received by our clients.” ●



At the handover of the Citywide Scania are (l-r) Account Manager for Scania, Tevfik Onguc, Travis Martin, Brett Crellin, and Brad Wurburton of Citywide and Garrick Griffin from Lifting Victoria.

Citywide was established in 1995 and now employs almost 1000 staff. This large civic assets management and maintenance team is responsible for the parks, gardens, roads and infrastructure for the City of Melbourne, its biggest client, and its waste management division operations manager is Brett Crellin.

With a fleet of 20 trucks, the Scania is the new kid on the block and the only one in the fleet that is currently a mixed bag of brands across medium and heavy-duty sizes.

“Going forward I want to transition and standardise the entire fleet of hook lifts into Scania,” Brett said.

“We have a very mixed fleet and as it ages, if Scania keeps providing us with good service and equipment, I can’t see why we wouldn’t go down that path. Operating efficiencies are important and having a single brand fleet helps enormously.

“The ability to log-in and see how the Scania is operating is a pretty powerful tool and the maintenance contract takes the risk away and you know what your operating fixed costs are,” he added.

The Citywide Scania removes bulk waste in bins or skips within the City of Melbourne and over a year it is estimated it will travel 80,000 km, spending much of its life operating at low speeds, with plenty of stop-start due to traffic, as well as manoeuvring in and out of tight spots and laneways within the city.

“What we have found so far with the Scania is that despite all the stop-start

traffic and slow running it is returning excellent fuel economy that is similar to the highway mileage of other trucks,” Brett said.

“And that is with it often carrying up to 11.5-tonnes in anything from an 11- to a 31-cubic metre bulk bin to our compactors in the city.”

With drivers spending up to 10 to 12 hours a day in the truck, comfort is vital and Citywide sought out a truck that could fill that bill and handle the workload in tight locations.

So far the Scania has exceeded expectations.

“I’ll be upfront and say I’ve always been a Volvo guy,” said Brett,

“But the Scania has really impressed me. As often as I can I like to keep the one driver with the one truck, but several have driven it and they all love it.”

According to Brett the hardest part of the job has two aspects; the first is the majority of the work is in city traffic and the second is the tight accesses the Scania has to navigate.

“There is a laneway in Chinatown where we have to reverse in to load and unload the bin, so it certainly puts the truck through its paces,” Brett said.

“But Scania’s cabin offers excellent all-round visibility, making the job a lot easier.”

In addition to the Scania Contract Maintenance Schedule, Citywide has taken up Scania Driver Training Program, that is a great initiative, according to Brett.

“We’ve already had the Scania driver trainer out with our driver and the feedback that I have received is that the training



was very helpful, and while I haven’t had a debrief with the driver yet, I have looked at the data and I have been impressed with what I’ve seen so far.

“Our driver has taken onboard what the trainer suggested and showed him and there is an improvement,” Brett noted.

Brett also made mention of the purchasing experience and while Citywide’s purchasing department handles the negotiations, he was able to tailor the Scania’s specifications to suit the job.

“I dealt with Tevfik Onguc, the Scania New Truck Account Manager, and because

CLEANING UP THE CITY

Melbourne-based municipal services company, Citywide has recently taken delivery of its first Scania, a G 440 fitted with a hooklift to add to its fleet of waste management trucks.

Photos: Charlie Suriano



we're putting a Hyva hook lift on it, I also dealt with Lifting Victoria. Overall, I found the experience very good. The financial side of it was good for us and the feedback from purchasing was excellent.

"Scania provided us with a demo vehicle that we ended up keeping for several weeks after one of our trucks became inoperative. The demo filled a big gap and it certainly helped our business and I was very impressed with what Scania did for us. Tefvik is an exceptional sales representative and I was very pleased to be dealing with him," Brett concluded. ●



[NEW DELIVERY]



AN ALLSTARR IS BORN

Luxury coach travel in Sydney has been enhanced by the arrival of the first Scania Touring.

Photos: Mark Bean

For Toby Starr of Sydney-based AllStarr Coaches, the arrival of the Scania Touring couldn't have come fast enough.

"It looks so good," he said.

"I have been looking at them for more than two years and waiting for Scania to get them into the country. The price point is good and the flexibility Scania has shown in order to deliver to me the exact specification I wanted has been really impressive."

The first Scania Touring delivered to AllStarr has been fitted with 49 passenger and one guide seat, and an onboard toilet cubicle has been installed by Coachworks in Queensland.

The seats are McConnell Voyager recliners with leather-look finish and three TV screens have been mounted down the ceiling for passenger viewing comfort.

The AllStarr Touring is powered by Scania's 5-cylinder 360 hp Euro 6-compliant engine driving through the Opticruise automated gearbox.

"One of the key advantages for me has been Scania's ownership of the total vehicle, so if I have any issues down the track there's just one point of contact. This will speed up resolution and provide good uptime for me," Toby said.

"Scania providing both the chassis and body has given me peace-of-mind. Furthermore Scania has been willing to provide not only a repair and maintenance contract for the chassis, but also a maintenance contract for the body. This is unusual, but for me a big advantage.

"We plan to keep the Touring for seven years which is typical for our business, which currently has five luxury specification coaches on the fleet," he said.

"We have been running a demonstrator Touring for a few months and it has been

very successful in terms of driver and passenger acceptance.

"We have been driving it in Sydney where it has attracted a lot of attention and positive comments. We service cruise ships as well as private jet-borne inbound tourists who want a 6-star experience and that is what the Touring is delivering for us and for them.

"In addition to short distance transfers we're also going to use the Touring for longer excursions, up to seven-day touring for Australian seniors and the extra luggage capacity will be a boon," Toby said.

"Scania's service so far has been phenomenal. Nothing has been too much trouble, and I can't believe any other OEM supplier would have been as helpful and supportive as Scania has been during the introduction of the Touring to our business," Toby said.

According to Scania NSW Bus Account Manager Warren Young, the new Touring joining the AllStarr fleet will be hard to miss even in Sydney's cosmopolitan driving environment.

"The new AllStarr Scania touring is eye-catchingly liveried, finished in white with the big blue star, it'll certainly get attention.

"However, Toby's big focus was on acquiring a new cost-effective vehicle with a low tare weight and plenty of luggage capacity both in volume and payload," Warren said.

"Toby was adamant he wanted a bumper-to-bumper maintenance agreement for the vehicle which we were able to accommodate, in line with our position that we will tailor-make solutions for each customer," Warren said.

"We are confident that the AllStarr Touring will just be the first of many to ply the tourist routes around Sydney," Warren said. ●

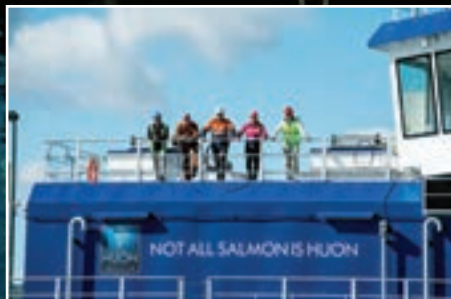


[JUST LAUNCHED]

NO HANDS ON DECK

Scania is powering up a new autonomous fish-feeding barge moored in Storm Bay.

Photos: Stuart Gibson



▲ Hogan, Huon Aquaculture's new autonomous barge is towed into the water for the first time. On board to commission the Scania generators were (l-r) Nigel Winter from Haywards, Tom Lacey from Mobile Mechanix, along with Scania's trio of Scott Hadler, Zoey Dimasi and Brett Sharp.

Scania is powering up a first-of-its-kind sea-going fully automated fish-feeding barge for Tasmanian-based Huon Aquaculture.

The salmon farming company has been in business for 35 years and currently employs 630 staff across Australia. Its annual production volume is around 25,000-tonnes, mainly headed for domestic consumption but it also exports to high value markets in Asia, such as Japan and China.

Huon Aquaculture was founded by Peter and Frances Bender and until recently was privately held. A proportion of the business has been listed on the ASX.

The company is the second largest salmon farmer in Tasmania and the new barge is designed to feed fish over an extended period while moored at sea next to fish pens stocked with salmon.

The autonomous operation will reduce operating costs and will be monitored remotely by Huon Aquaculture staff based in Hobart.

The 39.2 m long barge is named Hogan, and it employs three Scania DI 13 75M 6-cylinder engines mated to Sandfirden generators producing 330 kVA each, with a further lower output 5-cylinder engine serving as a back-up unit.

Hogan was commissioned as part of Huon Aquaculture's controlled growth

strategy and expansion of its offshore farming programme. Huon is a global leader in largescale offshore farming and the new barge plays a vital role in this expansion.

"We now feed all our fish remotely from our office in Hobart using computer learning Ai software that we developed ourselves," says James Bender, Huon's Business Development Executive.

"The barge is designed to be run completely remotely and autonomously from our control room. This allows us to continue to feed fish even in rough weather where people may not be able to get onto the site.

"The barge is designed to withstand 12 m waves and all systems can be controlled





and monitored from a safe environment remotely, meaning our fish get fed and our staff stay safe,” James said.

Huon Aquaculture operates around 100 vessels of various types from feed barges to large work boats as well as smaller outboard vessels. The new barge is the first to be powered by Scania engines, and James said he is very keen to see how they perform.

“One of the key benefits we see is the ability to run the generators at a low level of loading without carboning up the motors and causing damage,” James said.

The barge has been designed and built by Haywards in Margate, just outside Hobart. Crisp Bros Haywards is a large-scale steel engineering, fabrication and construction company that builds everything from sports stadia to hotels and road bridge girders, as well as a significant array of working boats and pleasure-craft.

Project Manager Nigel Winter said the vessel has been designed to be moored in Storm Bay on the eastern coast of Bruny Island south of Hobart.

“The vessel has been designed to cope with rough conditions. It weighs 450-tonnes and has a capacity for 600-tonnes of feed stock and 24,000-litres of diesel,” he said.

“This is the largest vessel of this type that we have produced to date, and one of the Scania advantages was that we were able to use keel cooling. The engines have been designed for marine use from the start. In the past, we have converted industrial engines for marine application.

“That the standard Scania engines were able to provide more than enough power for the job was a defining criteria for us. The engines were exactly the right size and output for the job,” Nigel said.

The engines will be serviced by Scania’s new agent in Tasmania, Tom Lacey of Mobile Mechanix, who was involved in the commissioning.

“What we liked about the Scania offer was it provided us with a one-stop solution for power generation,” Nigel said.

“We have a second barge under construction for the same client, and this will again be designed to cope with rougher

water as the feeding pens move further away from shore. The task for us is to design more sea-capable barges,” Nigel said.

“Our customer Huon Aquaculture was very clear about what they wanted to achieve with this barge. It is very efficient and it even has the ability to pump dead fish back from the pens and store them which means they can be collected and shipped back to shore to be processed into fertilizer, giving Huon an additional income to off-set the cost of operating the barge.”

According to Brett Sharp, Scania Marine Technical Sales Manager, efficiency was one of the driving forces behind the selection of Scania to power the generators.

“This engine and generator package comes ready to work, with the alternator already attached, thanks to the collaboration between Scania and Sandfirden,” Brett said.

“Scania engines are renowned for their low fuel consumption, which obviously has a major impact on running costs. But the Scania technology also assists in the powergen side too, as the engine can run at low load if need be for extended periods due to our patented cylinder saving technology. This saver technology is a ring fitted inside the cylinder liner that removes soot and other residue stuck between the upper piston ring and the piston top.

“It is particularly useful in engines operating at high average power levels. The saver ring in combination with Scania’s own blend of engine oil, extends engine life and service intervals, adding to uptime and lowering the cost of ownership.

“Another Scania advantage for marine operators is our standard spinner filtration system to maintain engine oil quality, a huge benefit that also extends service intervals, critical for a vessel moored at sea.

“Scania delivers total operating economy to its customers, low fuel use, low emissions, long service intervals and maximum uptime. In addition, as a direct subsidiary of the factory, we have access to technical expertise just a phone call away.

“This is what we mean by the Scania Advantage,” Brett said. ●



V8 PILOT

Around the world 4.5 times in 18 months keeps Gladstone's pilot boats busy.

The Port of Gladstone has taken delivery of two new pilot boats, 17.3 m Pantocarene-designed, Hart Marine built vessels, both powered by twin Scania V8 750 hp engines.

Gladstone Marine Pilot Services which operates the vessels has also repowered an older, 16.2 m Chivers pilot boat with a new set of V8 750 hp Scania engines. This vessel was originally designed for Port Phillip Sea Pilots. The repowering gives GMPS consistency of power units across most of its pilot boats for ease of maintenance.

GMPS Manager and Senior Marine Pilot, Captain Lincoln Tedman, says reliability, weight advantages, power, fuel efficiency, and factory back-up with a local service agent were the key contributors to the selection of Scania as the supplying partner.

"These V8 engines also had a continuous rating at the horsepower quoted unlike some other engine brands we considered."

The engines were installed by Rob Benn Holdings in Gladstone and the boats will have their Scania engines maintained by Scania independent authorised dealer Central Queensland Heavy Maintenance.

"To give you an indication as to why reliability and fuel efficiency is so important, the first of the new Hart Marine

vessels has travelled the equivalent of 4.5 times around the world at the equator in its first 18 months of service. This was all conducted at speeds up to 30 knots," Captain Tedman says.

"This was night/day, sunshine/rain, slight breeze to gale force winds along with corresponding seas. Not only do we need durable engines, we need engines that we can rely on, as a pilot boat is often the last vessel operating before a cyclone will pass through and the port is closed.

"We have a 22 nautical mile transit from the Marina to the Pilot Boarding Ground. For a large portion of the year we experience south-easterly trade winds that exceed 25 knots. These vessels allow us to deliver pilots in a refreshed state rather than being fatigued from a rough ride to the Pilot Boarding Ground," he says.

"The new Hart Vessels in conjunction with the Scania engines have allowed us to lower the transit time to a vessel from 60 mins to 45 mins."

Delivering operator efficiency is one of the key aims of Scania across all its business divisions in Australia, in addition to providing high levels of operational uptime.

"It is my understanding that the Scania engines have delivered in terms of power, reliability and fuel efficiency," he says.

When the first vessel went in the water and sea trials were conducted, a small amount of finessing allowed the powertrain package to be optimised to give approximately 2 knots more top speed via a refining of the propeller pitch.

"We run the engines at a cruise of 1650 rpm which results in a service speed of 28-30 knots and a comfortable 45 min transfer. When the schedule changes we can run the engines at their max rpm of 1800 rpm, which gives around 30-32 knots," he says.

The repowered vessel, 'The Hawk' is performing better than ever.

"With its previous engines it was able to travel at 22 knots day-in, day-out, and up to 24-25 knots with the wind and tide behind her. Now with Scania power The Hawk will cruise at 26-28 knots.

"We have seen a genuine 5-6 knot increase in performance and the benefit of using slightly less fuel," Capt. Tedman says.

"We average 40,000-litres of fuel use per month for Pilot transfers, which equates to a substantial cost to the operation per year. Fuel efficiency is very important to us," he says.

"Overall as a manager and a pilot that uses these vessels, I am pleased with the Scania experience," Captain Tedman says. ●

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Cairns

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

Cairns

McLeod Engineering (Engines)
50 Aumuller Street, Portsmith
admin@mcleodengineering.com.au
07 4035 1364

Dalby

West Dalby Ag Sales
62 Yumborra Rd, Dalby
mail@westdalbyagsales.com.au
07 4662 5616

Emerald

Mitch's Mechanical Service & Repair
13 McKenzie Street, Emerald
admin@mitchsmechanical.com.au
07 4987 6733

Central Queensland Heavy Maintenance
52 Chapple Street
info@cqhheavymaintenance.com.au
07 4972 3317

Mackay

Mackay Truck Parts & Repairs
2 Central Park Drive, Paget
mkytruck@bigpond.net.au
07 4952 3722

Rockhampton

Tibbs Fleet Services
19 Somerset Road
Gracemere
admin@tibbsfleetservices.com.au
07 4933 2211

Roma

Black Truck Sales
Lot 4+5 Lindsay Court
07 4624 4800

Salisbury

DA.MET (Australia)
42 Precision Street
Salisbury
info@damet.com.au
07 3277 3111

Toowoomba

Black Truck Sales
494 Boundary Road
ddowns@blacktrucksales.com.au
07 4631 4200

Townsville

Honeycombes Sales & Service
23-27 Langton Street, Garbutt
admin_tsv@honeycombes.com.au
07 4727 5200

South Australia

Scania Adelaide

218-234 Cormack Rd
Wingfield
csradelaide@scania.com.au
08 8406 0200

Mount Gambier

Mount Gambier Commercial Vehicles
203 Jubilee Highway West
Mount Gambier
reception@mgcv.com.au
08 8725 7999

Port Augusta

Emanuele Bros
3 Footner Road
suresh@capem.com.au
088643 6233

Port Lincoln

West Coast Diesel Service
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

Launceston

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

Moonah

Mobile Mechanix (Engines)
89 Albert Road
tom@mobilemechanix.biz
03 6266 2453

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 Sq.
admin@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

Leongatha

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

Mildura

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

Morwell

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

Shepparton

North East Isuzu
2-6 Wheeler Street
service@neisuzushepp.com.au
03 5821 9811

Wangaratta

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

Warracknabeal

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

Warnambool

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

www.scania.com.au

Western Australia**Perth**

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

Albany

All Truck Repairs
7/201 Chester Pass Road
sales@alltruckrepairs.com
08 9841 2569

Bunbury

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

Esperance

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

Geraldton

JMH Mechanical Service
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 Coolawanyah Road
karratha@dbl.com.au
08 9185 2699

O'Connor

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

Port Hedland

Earthmoving Maintenance
Solutions (EMS)
Lot 843 Bell Street
Port Hedland
admin@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

Inverell

Inverell Truck & Diesel Repairs
103-105 Ring Street
itdr@itdr.com.au
02 6722 1111

Russel Lea

Taranto Marine Engineering
26 Sibbick Street
tarantomarine@bigpond.com
0438 605 772

Northern Territory**Alice Springs**

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

Queensland**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
admincountrylink@bigpond.com
07 4671 4222

Maryborough

Absolute Diesel Services
15-17 Kelvin Grove Street
philliproberts63@bigpond.com
0400 876 766

Mount Isa

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

South Australia**Bordertown**

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

Victoria**Ballarat**

Ballarat Performance Vehicles
356 Dowling Street
Wendouree
03 5335 3666

Horsham

G&S Bigham P/L
87 Golf Course Road
bigham@netconnect.com.au
03 5382 5893

Sale

Brady's Truck & Automotive
11 Dawson Street
03 5143 2681

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
service@bdhs.biz
08 9192 1330

Geraldton

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

Kununurra

Top End Motors
28 Bandicoot Dr
Kununurra
admin@topendmotors.net.au
08 9168 2207

Newman

East Pilbara Mechanical
92 Woodstock Street
admin@epmechanical.com.au
08 9177 8795

It's time to celebrate the V8

Three new lines of specially-designed watches go on sale



Scania has launched a special range of watches to mark the 50th anniversary of the V8 engine. The three different watches have been developed by Scania R&D designers, and those who wear them will enjoy the inspiration that has come from the iconic Scania V8.

The watches were designed from scratch, making it possible for the design team to style them after features of the real trucks.

“We could decide completely what details and design elements from the V8 trucks we wanted to highlight to get the proper V8 look and feel,” says Jesper Höglin, Product Manager at Branding Products.

The new models have taken over a year to design and develop. During the conceptual phase, Antonio Cantos, Senior Graphic Designer and Fredrik Rudenstam, Team Leader Visual and Graphic Design at Scania’s Research and Development department sketched out and built models, applied details and produced a whole new design language.

“When we developed the V8 merchandise products, we wanted to emphasise the heritage and what the V8 represents today: power and precision. The V8 is a source of great pride to Scania and to those who drive it,” says Rudenstam.

“We have a refined exterior and powerful interior. Precision outside, power inside. Features that normally don’t fit together, but in the V8 they do. You get the power you need for a certain moment, combined with precision,” he says.

The watch cases are designed with elements taken from the V8 truck and its engine. Each model is solar-powered by a hidden panel beneath the dial that converts light into

electrical energy. The watches can operate for more than two months on a full charge.

They are water resistant to 100 metres, and have luminous hands and markers.

V8 Limited Edition

The first model is the ‘V8 Limited Edition’, a chronographic (display and stopwatch) high-end watch. It comes in a limited edition of 500, each one numbered on the back. Its black leather band and red stitching evokes the look and feel of the V8 steering wheel.

The model also has a timing feature and buttons on the side that are inspired by the V8 piston head, as well as a pattern with holes that is a nod to the V8 steering wheel. And the hands of the clock are the same as the speedometer needles. The Scania logo and V8 symbol adorn the watch face, while the Scania griffin is embossed on the rear.

V8 Black Edition

The second model ‘V8 Black Edition’ is sportier. It has the characteristic red colour from the V8 truck’s styling kit included on the strap, which is also inspired by the timing belt in the engine. The rough surface of the bezel is meant to emphasise the tough heart of the truck. The watch face is adorned with the Scania logo and V8 symbol, while the case back is embossed with the Scania griffin.

V8 Metal Edition

On the third watch, ‘V8 Metal Edition’, small Vs have been added around the clock face, emulating the shape of the V8’s logo. It has a sleek and sturdy profile and a subtle brushed metal finish. The watch movement is solar powered and can run for more than four months on just one charge.

Find out more at <https://www.scania.com/global/en/home/experience-scania/merchandise.html>

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