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# EXPERIENCE

[ SUSTAINABLE TRANSPORT SOLUTIONS ]



[ G 500 ]

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#1 – 2020

**SCANIA**

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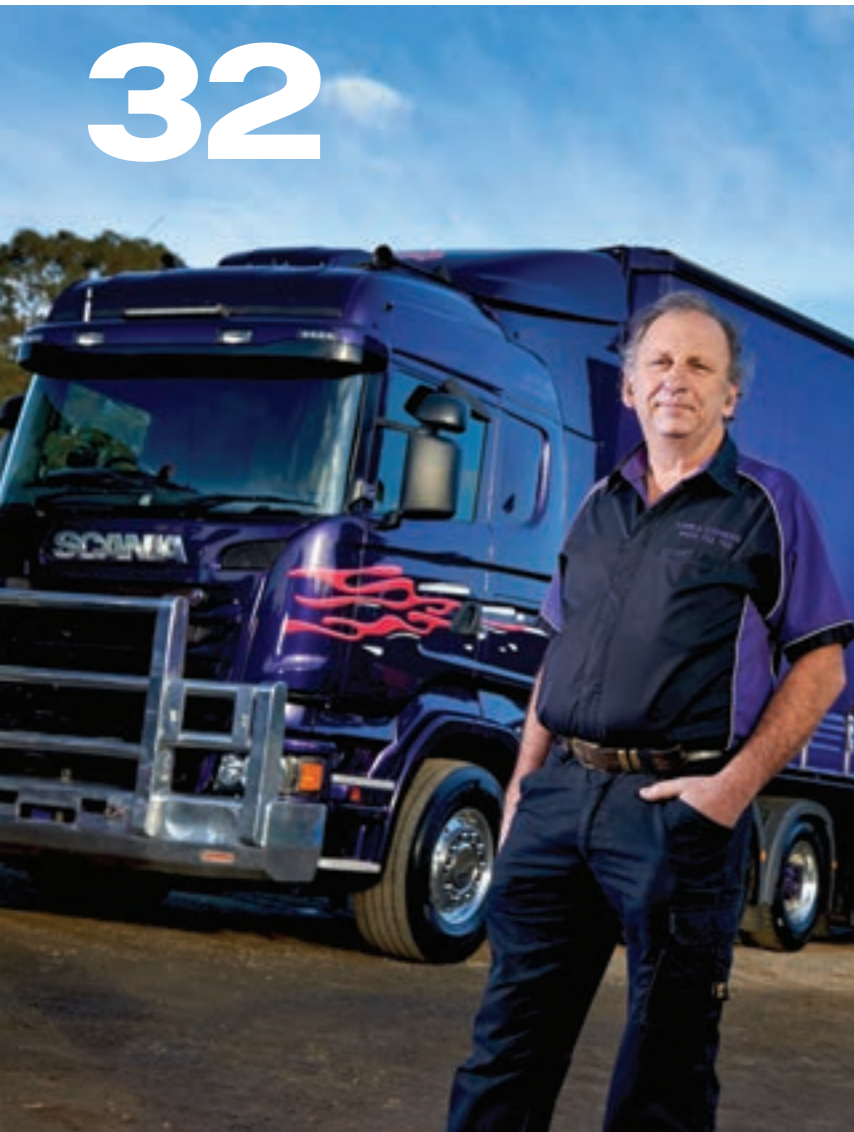
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# SCANIA



# Welcome to the family

**S**cania's New Truck Generation range has been readily accepted into the Australian heavy-duty trucking market. After the first full year of sales, we are welcoming more people to the Scania truck family than ever before.



The new trucks are safer, more fuel efficient, more comfortable and less fatiguing to drive than before, and provide operational and bottom-line benefits that have been met with a high degree of appreciation by owners, drivers and fleet managers.

Many of you have told me how well the NTGs are performing for your business and integrating into your fleets.

Of course, our journey to introduce the NTG range – and our suite of services – to more Australian customers is not over. We will continue to deliver even better services, even better uptime, and of course even better trucks, as soon as 2020.

For our Bus and Engines division, 2019 was another very positive year, with record bus and coach deliveries, and record sales for our industrial and marine engines business. Again, success here is driven by efficient products and integrated services that benefit you day-after-day.

During the year, Scania continued its programme to raise awareness of business and environmental sustainability; the highlights being the launch of our first hybrid bus in Australia, as well as the Scania Climate Hour, during which the entirety of Scania worldwide stopped to consider how we at a grass-roots level can make what we do more sustainable.

Globally, Scania continued to show the way by unveiling not only an autonomous, electrified route bus (NXT) but also an autonomous and cab-less mining truck (AXL), both of which point clearly to the transport industry's future.

So, whether you are running express interstate, delivering locally or using your truck to perform a vocational service; transporting children to school or tourists' groups to our beautiful landmarks on our buses and coaches, Scania can provide you with the perfect solution to keep your business running efficiently and effectively.

I wish you and your families a safe and relaxing holiday period as we tick over into 2020. Let's continue on this successful journey together into the New Year. ●

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**“ We will continue to deliver even better services, even better uptime and even better trucks. ”**

Mikael Jansson, Managing Director



## NEW TRUCK GENERATION EFFICIENCY GROWS SALES

After the first full year of access to the New Truck Generation range, Scania has recorded a new high-water-mark for deliveries in 2019 for trucks. Bus and coach deliveries have also set a new benchmark, underlining the success of the product and services offer Scania has made to the Australian market.

With the widest truck range ever offered, starting with the all-new 7-litre powered P-series and running through 9-litre, 13-litre and 16-litre V8s, encompassing, rigids, prime movers and the new XT extra tough construction, forestry and mining specification, Scania has consistently fared well in month-by-month sales. Scania's market share is higher than ever.

"Scania truck sales have been solid across the range," says Dean Dal Santo, Director of Sales, Truck, for Scania Australia.

"We have been able to present to the market a very coherent and convincing argument for switching to Scania, based on the safety, fuel efficiency and high levels of uptime the NTG provides. Of course, for our loyal owners repurchasing Scania, the NTG range brings with it an improved product, with greater visibility and driver comfort, as well as additional technology and reduced

running costs. We have delivered more Euro 6 compliant trucks in 2019 than ever before.

"Globally, the NTG range has been very well received, and quality has been at benchmark levels from the start, and Scania is the leading supplier of heavy-duty trucks in Europe this year.

"In Australia, our customised solution approach means we have placed new trucks into fleets running 24/7 and trucks used sparingly but for very specific purposes, trucks running at full payload and some that cube-out at low weights, but in all cases the strength of the Scania engineering and our tailored solutions ensure that we deliver the right truck for the job, to run at the most efficient level.



"And with our Driver Services, and fleet management systems, we are able to assist all customers monitor exactly how much their trucks costs them, and how efficiently they are being used and driven," Dean says.

"Scania's bus and coach sales have been running at a level well above historic norms in 2019," says Julian Gurney, Scania Australia's Director of Sales, Bus and Engines.

"Securing some significant orders for route buses, plus the first full year of Scania Touring coach deliveries have contributed to a substantial increase over the results of the previous decade.

"In addition in 2019, we were able to deliver our first Hybrid Bus, to McHarry's Buslines in Geelong, and this is just the first of many.

"As the appetite across Australia for alternative power sources and renewable fuels expands, Scania is very well placed to continue its leadership in this area," Julian says.

"In marine and industrial engines we will surpass 100 deliveries for the first time, plus we have signed a contract to power a large number of new Transdev ferries in 2020."



EXCLUSIVE, POWERFUL, SOPHISTICATED AND INTELLIGENT, THE 50TH ANNIVERSARY EDITION IS THE IDEAL WAY TO CELEBRATE 50 YEARS OF SCANIA V8 POWER.



## V8 SPECIAL FOR KINGS OF THE ROAD

Scania in Australia is celebrating the 50th anniversary of the introduction of its V8 engine with a limited-edition truck based on the R 650 V8 6x4 prime mover, finished in Ghost White paint with gold V8 detailing. The trucks feature a premium leather-lined cab and deliveries will start in early 2020.

"The Scania 50th Anniversary Edition recognises the huge role the V8 engine has played in the consistent growth of Scania as the brand that delivers high horsepower with low revs and low fuel consumption," says Dean Dal Santo, Director of Truck Sales for Scania Australia.

"Scania is the sole supplier of V8 engines for the heavy vehicle market in Australia. The range starts at 520 hp – a figure that

would have been all-but unfathomable when the initial 350 hp V8 was launched – and reaches as high as the flagship 730 hp V8, making it the most powerful on-highway truck you can buy in Australia, complete with 3500 Nm of torque," he says.

"The special edition R 650 has been specified with Australian customers in mind and will provide an eye-catching hero to any fleet."

The Ghost White Paint contrasts with Ebony Black gloss chassis and trim highlights, Ebony Black gloss wheels, '50-year' V8 stripes, V8 decals and hubcaps.

The premium upholstery has red stitching and seats are heated. There's a flat-bottomed

red-stitched V8 steering wheel, electric glass roof hatch, electrically-adjustable roof deflector, factory cab cooler integrated into the cab ventilation system and a premium sound system with upgraded speakers and sub woofers completes the special equipment list.

Trucks powered by the legendary V8 engine account for around half of the more than 1000 Scania trucks sold in Australia, making Australia one of the more important markets for the V8 range. Italy and Norway, thanks to their mountainous terrain, are the biggest customers for Scania V8s overall.

The 50th Anniversary Edition can be ordered now.



WATCH THE VIDEOS ON YOUTUBE:  
 AXL: [HTTPS://YOUTU.BE/8BX48KVEN2U](https://youtu.be/8BX48KVEN2U)  
 NXT: [HTTPS://YOUTU.BE/7N3ELYGEUA4](https://youtu.be/7N3ELYGEUA4)

## THE RISE OF THE MACHINES

**For some tasks in the future, moving heavy vehicles will be undertaken without a driver at the wheel**

There are some driving tasks that will be performed without a human at the controls in the future, and Scania is experimenting with autonomous technologies.

Both the truck and bus divisions have recently shown concepts for future driverless vehicles.

While the AXL autonomous and cab-less mining truck is remotely controlled, it still uses a Scania diesel engine, although it runs on biofuel and uses the Scania modular construction system.

The NXT bus takes the modular system to the next level, being able to be reconfigured to perform different tasks, thanks to a modularised powertrain and chassis that can easily be fitted with different bodies.

Mines and large closed construction sites are examples of environments that are favourable for self-driving testing since they are well-controlled locations.

“The Scania AXL concept truck takes a significant step towards the smart transport systems of the future where self-driving vehicles will play a natural part,” says Scania’s CEO Henrik Henriksson.

AXL is steered and monitored by an intelligent control environment.



The bus module of the NXT concept was displayed at the UITP Global Public Transport Summit in Stockholm in June.

“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. The 8 m bus module is built as one composite unit, substantially reducing weight. The cylindrical cell batteries are placed under the floor, thereby utilising otherwise dead space as well as contributing to better weight distribution. With the low vehicle weight of less than eight tonnes, the range with present-day batteries is estimated at 245 km.

“We are now taking a giant leap into the future. This vehicle will provide invaluable tangible data in our continued development of electrified autonomous vehicles,” says NXT Project Manager, Robert Sjödin.

“We already have self-driving trucks in customer operations. However so far, they have had a seat for a safety driver who can intervene if necessary. Scania AXL does not have a cab and that changes the game significantly,” says Claes Erixon, Head of Research and Development at Scania. “We still don’t have all the answers, but through concept vehicles like Scania AXL we break new ground and continue to learn at great speed.”

Meanwhile Scania is taking urban transport to the NXT level with a new battery electric self-driving urban concept vehicle that can change shape for varying urban assignments. In the morning and evening it’s a route bus, during the mid-part of the day a delivery truck, and at night it collects refuse.

“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.

A new intelligent front module replaces the traditional cab, but even without a cab the concept is easily recognisable as a Scania.



➤ AXL, left and top, and NXT bus, above and below, set out Scania’s bold plan for next-generation transportation.





## S AUST ORDERS 340 NEW BUSES

Scania has been contracted to supply more than 340 Euro 6 buses over the next ten years to the South Australian Government's Department of Planning, Transport and Infrastructure. Deliveries begin in January 2020, with bodies to be supplied by Precision Buses.

Scania will also supply a diesel-electric hybrid evaluation bus to DPTI late in 2020, which will reduce (carbon) exhaust emissions by between 19-24% with no loss of dynamic performance.

"Scania is very pleased to have been selected as the supplier of this new fleet of buses to the South Australian government," said Mikael Jansson, Managing Director of Scania Australia. "The 340 new buses will join the 600 Scania buses currently in operation.

"Our company-owned branch in Wingfield will continue to add more job opportunities within the workshop and technical functions in order to service this contract over the next 10 years.

"Since the start of 2018, Scania Wingfield has increased staffing levels by 50%, with further new hires expected in 2020. This new DPTI contract will help to underpin this employment growth and enhance job stability for our technicians.

"Our unique Scania Driver Training programme will also help to provide a smoother, safer ride for passengers, and help to reduce fuel use and emissions.

"Scania has been delivering clean and fuel-efficient Euro 6 emission compliant city buses into Australia since 2014 in a bid to help improve urban air quality."



## JUST BIODIESEL OPENS THE TAPS

Scania customers across Australia will soon be able to run their trucks on B100 biodiesel produced at the recommissioned manufacturing plant in Barnawartha, Victoria.

Owned and operated by Just Biodiesel, up to 50 million litres of fuel per year, made from locally-sourced animal waste and waste vegetable oil feedstocks can be produced, in either pure B100 biodiesel or as a B20 blend.

All Scania Euro 5 trucks can operate on B100 if specified for it at the factory. Those not factory-specified for B100 can be converted at minimal cost, during a short visit to a Scania workshop.

Scania Australia also offers five engine applications from 320 hp to 580 hp in the Euro 6 range that can operate on B100.



Greg Boyall, GM, Just Biodiesel Plant, Barnawartha, Scania's Anthony King, Dr Helen Haines, MP for Indi, and Dr John Hewson, Chairman of Bioenergy Australia at the refinery opening.

One of the key biodiesel benefits is an up to 83% reduction in carbon emissions well-to-wheel (in the case of B100), as well as the advantage that locally-produced biodiesel delivers in terms of boosting national fuel security.

"Scania has recently signed an MOU with Just Biodiesel for the supply of a fuel that is of a high standard and suitable for use by Scania vehicles," Anthony King, Scania Australia's Sustainability Solutions Manager said.

"Just Biodiesel is providing an approved standard (EN14214) fuel that gives our truck and bus customers consistent, reliable and guaranteed supply for their biodiesel-ready vehicles. Demand for biodiesel is growing across several sectors of the economy," he said.



## FUELLED UP AND READY TO ROLL

Scania Australia has signed a memorandum of understanding with fuel logistics provider Refuelling Solutions to bring greater access to low-emission renewable fuels for truck and bus operators.

"Alternative and renewable fuels can be used as genuine substitutes for regular diesel across the heavy vehicle industry," says Anthony King, Scania Australia's Sustainable Solutions Manager.

"To date we have signed MOUs for the supply of biodiesel from Just Biodiesel, as well as Ecotech Biodiesel, Ethanol fuel supplier Wilmar Bioethanol Australia, and the ENGV Group – infrastructure suppliers and consultants for Natural Gas and Biogas.

"Refuelling Solutions distributes low emission fuel as well as transporting B100 base stock fuel to refineries for blending.

"This helps to encourage a reduction in CO<sub>2</sub> emissions by heavy transport fleets and heavy machinery," Anthony says.

Refuelling Solutions is a 30-year-old

Australian-owned and run business that began supplying fuel via Mini-Tankers to onsite equipment.

"We are pleased to form a partnership with Scania to play a role in helping to reduce the environmental impact of fuel consumed by our customers," says RFS Founder and Managing Director, Tony Hartin.

As Scania's Anthony King says: "We cannot act alone. We need strategic partnerships to assist us in driving the shift towards sustainable transport solutions."



Anthony King and Refuelling Solutions' founder Tony Hartin shake on the MOU.

## STOPPING WORK TO CONSIDER THE CLIMATE



On Friday 20<sup>th</sup> September, Scania globally paused its operations for one hour to deliver important details about the impact of climate change to its employees. The company also sought ideas from its staff as to how it can improve its work with sustainability in every aspect of its operations.

"We have worked purposefully with sustainability and it has a profound impact on our products, our production and the way we do business," says Scania President and CEO Henrik Henriksson. "We chose training as our course of action for our Climate Day, since we believe that increasing knowledge about climate change is crucial to be able to deliver on the Paris Agreement.

"Business has an important part to play in fighting climate change. We cannot stand idly by and wait for others to take action. I would like to challenge other companies to



take action and hopefully we can generate great impact together," Henrik says.

"Within Scania Australia we discussed the concrete steps we can take to make our operations more efficient and sustainable, today, tomorrow and within the foreseeable future," says Mikael Jansson, Managing Director of Scania Australia.

"Scania Australia has been at the

**Scania has already committed to a number of targets:**

- To cut CO<sub>2</sub> emissions by 50 percent from its land transport per transported tonne by 2025
- To cut CO<sub>2</sub> emissions in its operations by 50 percent by 2025
- To switch to 100 percent fossil-free electricity by 2050
- To continue offering the broadest range of products on the market that run on alternatives to fossil fuel



forefront of the sustainability message in our external actions and with the roll-out of new products, but there is still much to be done across our operations and across the transport industry as a whole.

"I have spoken this year already about the need to drive old, dirty trucks and buses from our roads. Scania has unilaterally adopted the Euro 6 emissions standard across all our trucks aimed at urban use. We are also committed to supplying vehicles that can run on locally made alternative and renewable fuels. But there is much more that we can do, and we will do," he says.

Globally, Scania is working continuously to minimise emissions from its products, as well as those generated by its own operations and transport footprint.

An hour to consider the climate. MD Mikael Jansson leads the discussions, while a message from CEO Henrik Henriksson was played to staff around the country.

## TASMANIA'S NEW FIRE TRUCKS

Scania is proud to have delivered the first New Truck Generation fire trucks to the Tasmania Fire Service this week. The P 360 4x2s are stronger, safer, more efficient and cleaner running.

TFS Chief Officer Chris Arnol said the trucks are a welcome replacement to firefighting units in both Hobart and Launceston.

"These trucks are the most technologically advanced in Australia, with state-of-the-art features to keep our firefighters safe while the vehicle is moving, and when it is stationary at incidents," he said.

"The addition of these vehicles to our fleet

will no doubt service the community well for years to come," said Mr Arnol.

As with all NTG deliveries in Australia, the new fire trucks are fitted with Scania's industry-leading side curtain rollover airbags, which provide crews with protection from side impact and rollovers at every door.

Scania has begun deliveries of NTG CrewCab fire trucks to the Queensland Fire Service, with further fleets around the nation expected to begin receiving their new trucks through 2020. Scania provides fire trucks to all states and territories around Australia for major cities, rural centres as well as several rural fire authorities.



## FLEET NEWS

Mark ten Broeke, seen above left with Director of Sales for Trucks, Dean Dal Santo, has returned to Scania Australia after a seven-year break to join the National Fleet Sales Management Team.

Mark will be based in Brisbane but will cover the east coast, and joins managers Steven Alberse and Phillip Mayfield, reporting to Sales Director Dean Dal Santo, and will bolster Scania's continuing journey to meet the needs of more Australian business truck customers.

Photos: Charlie Suriano



## HYBRID BUS DEBUTS DOWN UNDER

The global launch of the right-hand drive Scania Generation II Hybrid Bus with new 'Silent Mode' was held at the BusVic Maintenance Conference in October 2019; fuel savings in excess of 25% are possible.

Powered by a diesel-electric motor, the bus may drive solely on battery power with zero tailpipe emissions for approximately 4 km up to a maximum speed of 45 km/h, depending on the operating conditions.

The first bus to be imported and bodied was sold to McHarry's Buslines which operates in Geelong, Victoria, and during the bus show a 6 m long mural of the bus was created on the Scania stands and then presented to Ashley McHarry at the end of the event.

Scania also displayed a Euro 6 bus chassis with biodiesel compatible engine and the Scania Touring coach making its Victorian market debut, following its Australian launch in October last year. The display bus was one purchased by Incolink and converted into a mobile screening lab to be used in the detection of prostate cancer.

Scania Australia's Sustainable Solutions Manager Anthony King, made a presentation to the attendees entitled 'Low Emission Vehicles – the current and future state', explaining how Scania is driving the shift to a sustainable transport system.

Scania also hosted the Chairman of Bioenergy Australia, Dr John Hewson, who spoke about how the disruptive forces of technological, environmental and social change will impact Australia's transport in the next decade, in a speech headlined as 'Evolution to Revolution'. He noted that these transformations are closer than we think, and in some cases happening now.

The Hybrid is powered by a 9.0-litre 320 hp five-cylinder Euro 6 compliant diesel engine typically used across Australia, and famed for its torque 1600 Nm output. This performance is boosted by a 177 hp/1030 Nm electric motor. Both motors drive seamlessly through the Scania Opticruise transmission.

The diesel engine is compatible with up to 100% biodiesel and HVO which can help

reduce CO<sub>2</sub> emissions by up to 92%, while the electric 'silent mode' reduces tailpipe emissions to zero, a significant step towards a cleaner environment.

The Generation II hybrid uses its diesel engine to fully charge its batteries while in driving mode in just 30 minutes. Driving on battery power alone in 'silent mode', is ideal for arriving at or departing from bus-stops. This allows for zero emissions and cleaner air in sensitive zones with a requirement for low noise levels.

Real-world driving performance in Europe has delivered savings of between 20 and 25% in fuel consumption. Using the optional electric drive, further fuel savings of up to 10% are possible.

The McHarry's bus is fitted with an Express low floor body and has 49 McConnell's Metro seats and can accommodate 13 standees for a total passenger complement of 62 including the driver.

"The arrival of the Scania K 320 UB 4x2 diesel-electric hybrid bus marks a significant



step change in urban bus functionality and environmental benefits," says Julian Gurney, Director of Scania for Buses and Engines for Scania Australia.

"Scania Australia is very excited to be the first global market to deliver the new Right-Hand Drive Generation II version of the diesel-electric hybrid that has been such a success in Europe," he says.

"The hybrid's 'silent mode' zero tailpipe emissions experience will be a revelation for drivers and passengers alike," he said. Regarding the all-new touring which was launched to the industry in Cairns in late 2018, Julian says: "The Touring has been a big success in Australia in a short space of time.

"We have met the market's demand for more luggage space and have provided a very competent, comfortable and fuel-efficient

coach that is just as much at home on a regional school route as it is in short or long-distance touring.

"With a selection of engines and gearchange options, we can provide for most operator's specific needs, and all seating is Australian-sourced, meaning an operator can have their favoured supplier fit the seats they want, with capacity of up to 57 seat-belted occupants," he says.



[ NEW RELEASE ]

[ NEW RELEASE ]

Photo: Nathan Duff



# SCANIA GOES 7-UP

SCANIA





**SCANIA  
GOES  
7-UP**



**S**cania Australia is diving into new market segments bringing the benefit of its robust design, modular construction, driver comfort and safety to the upper end of the medium-duty market, thanks to the adoption of a new 7.0-litre, six-cylinder engine.

Available in three power ratings (220, 250 and 280 hp) the new 7.0-litre engine is plenty powerful for urban and regional applications, where volume rather than outright payload is required.

Having said that, the 7.0-litre engine offers a 360 kg advantage over the 9.0-litre, 5-cylinder engine that would be very familiar to many P-series customers. When teamed with an 8x2 twin steer this gives the P-series plenty of payload possibilities, especially with diminishing loads.

The P-series powered by the 7.0-litre engine can be specified in 4x2, 6x2, 6x4, 8x2, and 8x4 combinations.

Additional benefits of the 7.0-litre include a lower price of entry and an improvement of up to 10% in fuel consumption, which leads to a lower total cost of ownership over a three- or five-year traditional ownership period.

A low entry-height and quiet running engine provide further benefits for drivers who may be undertaking multiple drops on a daily basis or for vocational applications where the vehicle operates in suburban and urban environments, especially out of working hours.

And in line with typical Scania driving characteristics, the 7.0-litre engine delivers higher than expected torque performance for its capacity along with peak torque achieved at low revs. Peak torque arrives at just 1,050 rpm and continues to 1,600 rpm.

The engines are all offered in Euro 6 guise and can be operated on alternative fuels such as biodiesel.

As a result, the 7.0-litre engine provides excellent driveability, which is particularly appreciated in urban stop-start driving.

Thanks to the compact dimension of the six-cylinder engine, there is a very low engine hump in the centre of the cab (95 mm lower than when equipped with the 5-cylinder engine) making it even more user-friendly and airy.

“With our new engine family, we are significantly broadening our offering for the growing number of customers that have the city as their main arena,” says Dean Dal Santo, Director of Truck Sales at Scania Australia.

“A major advantage is the substantial

Photos: Nathan Duff

**F**urniture removers Lincoln and Donna Davis operate DMAC Backloading, a small Gold Coast-based business, and were the first to take delivery of the new 7.0-litre.

The truck came straight from the Scania stand at the Brisbane Truck Show to Hamilton Bodyworks who fitted a 61 m<sup>3</sup> body on the back. The truck has been in service for three months, covering around 17,000km, mainly on longer interstate runs.

The truck’s fuel performance results really have Lincoln and Donna, below, smiling.

“I’m saving around \$650 per run in fuel alone on a return trip to Canberra,” Lincoln says. “This is our first new Scania and it won’t be the last.”

The couple have an older Scania in their fleet, a 2012 R 400 with 1.1 m km on it. “That truck has never missed a beat,” Lincoln says. There are also a couple of older European trucks in the fleet as well, for the staff of six to drive.



“This is the perfect engine for a removalist truck. Its market-leading fuel economy, safety and comfort made it a no-brainer for Lincoln and Donna,” says Scania Richlands’ New Vehicle Account Manager, Rowan Bouwmeester.

“Funny enough I never planned to be a removalist or travel interstate, but now I do I am loving it,” Lincoln says. His trucks cover around 150,000 km per year, mainly in and around the Gold Coast, but with regular runs to the southern capitals. People don’t often leave the Gold Coast,” he says.

Using the Scania fleet monitoring tool reviewing the first 17,000 km, the truck has been averaging an even more impressive 3.7-3.8 km/litre with the truck loaded with between 5 and 9-tonnes of freight.

“We have been full travelling both ways most of the time,” Lincoln says.

“The truck is amazing to drive. So silent, so comfortable. Even the way the doors shut is impressive, it’s like driving a luxury car; it cruises like a dream on the freeway too. The safety gear in it is unbelievable as well, and the truck drives very well loaded or unloaded.”

Lincoln’s wife Donna has taken a turn behind the wheel too, and she loves it.



“It has an amazing sound system for a truck,” she says, “and it is easy to drive.”

When purchasing the truck from account manager Rowan Bouwmeester, Lincoln selected the full Scania Repair and Maintenance contract for 5 years, and Scania Finance and Insurance coverage.

“The R&M contract takes the worry out of truck ownership. It looks like a very good deal,” Lincoln says. “Uptime is very important to us as we have a lot of customers to keep happy. No one wants their furnishings delayed on the way by an unplanned breakdown.

“This new Scania has been a huge benefit to our business. Before, if we had a big load and a few small loads to carry, the trip might have only just broken even, now with the fuel savings we’re in the black,” he says.

“I can see now how buying another Scania would help the business even more, though I think I’ll be moving up to a P 450 next, with a sleeper cab. It’s only Scania from now on.”



360 kg reduction in weight, and a significant reduction in fuel consumption. This combination will meet the growing requirement for sustainable transport by urban operators in Australia.

“The new format doesn’t mean we have made any concessions to typical Scania characteristics such as performance, robustness and uptime,” Dean says.

Anna Wingren, Assistant Chief Engineer at Scania’s research and development department says that the new engine is expected to appeal to operators in urban distribution, waste handling, civil and urban infrastructure maintenance.

“Weight is often a challenge in these types of applications and is also usually the main reason why these operators have not been selecting Scania solutions in the past.”

The basic engine developed by Cummins has been comprehensively improved. All of its monitoring and control systems are developed by Scania. In addition, it has

been provided with a completely new turbocharger installation, and the new version uses Scania’s unique exhaust gas after-treatment system developed in-house, with SCR-only, to reduce NOx emissions.

“We started with the Cummins block which we have now transformed into a real Scania engine in all respects,” Anna says. “It’s silent, it has Scania’s ‘low rev/high torque’ philosophy and it is fuel efficient – in fact we’ve even managed to exceed the targets we set for ourselves.”

Anna Wingren explains that using Scania’s own control units ensured the correct driving characteristics, and also ensured perfect integration with Scania’s automated Opticruise gearchange and its diagnostics program SDP3.

“There are around a hundred new parts in all with some, such as the new flywheel housing, designed to integrate with Scania’s modular system.”

“Comparisons with the 9.0-litre

5-cylinder engine are relevant, but if you often need to load a three-axle vehicle to its maximum, the larger engine with its greater torque makes that a better choice,” Dean Dal Santo says.

“The 7.0-litre is ideal for a distribution vehicle that might start the day with a gross laden weight of 18-tonnes but will soon be down to 10- to 12-tonnes, after having made a few deliveries. Then you really don’t need an engine with such high performance, and the fuel savings really become apparent.

“Our sales concept is always centred around designing the right solution in a dialogue with the customer based on their actual needs.

“Scania’s modular system means we can offer so many engines and ensure that we always give customers the best total operating economy,” Dean says.

The new 7.0-litre engines are now available to order from Scania dealers. ●

**F**rom Western Australia's Pilbara to the northern tip of Cape York, Scania mining trucks are quietly working away, assisting Australian mining companies to meet their production targets and earn vital export income. ASX-listed Metro Mining Ltd commenced mining operations at its

Bauxite Hills Mine, 95 km north of Weipa on the western edge of Cape York in April 2018. Production is ramping up and the Scania haul trucks are pulling their weight, and then some.

There are nine V8-powered Scania trucks in the Metro Mining fleet at the mine, one R 620 and eight R 730s.

The R 730s work two 12-hour shifts

day-after-day. For half the fleet, running as triples on a 22 km haul route, accumulating 880 km each day, pulling more than 200-tonnes of payload fails to raise a sweat. The route is direct from pit floor to port, where the bauxite is screened, and fed onto barges that cruise up the Skardon River into open sea to be trans-shipped into bulk carriers headed to China.



Far North Queensland is hot, dusty and humid. Working around the clock, Scania's mine-specification R 730 has won its spurs with Metro Mining.

# TESTED AT 200 TONNES PLUS



» Bauxite Hills Mine General Manager and Site Senior Executive, Graham Tanner has the facility humming smoothly. Above, the red dust gets everywhere, but doesn't impede the Scania R 730's performance or reliability.

Photos: Nathan Duff



« The Scania R 730 pulls 210-tonnes without raising a sweat. Bauxite pebbles and ironstone chunks as found, far left. Canopies protect the Scania-powered electricity generators that keep the lights on and the AC running across the entire site.

The other half of the Scania fleet pulls 90-tonnes of payload in two trailers on a shorter route from a pit nearer to the port. Aside from the round-the-clock schedule, the climate and fine Bauxite dust, the Scania V8s cope effortlessly with the uneven pit floor and the hauls up the inclines out of two creek crossings on their way from the furthest pit to the port. The triples are Howard Porter made-to-order Hardox steel tippers that carry the 210-tonne payload in 50/80/80-tonne configuration, while Lusty makes the two

45-tonne payload 'bowl' tippers. All-up the triples are grossing out at close to 300-tonnes, and the fleet transports around 16,000-tonnes each full working day. Scania's have been pounding the well-made ironstone roads since the mine opened. Recently, the company decided to speed-limit the trucks down from 80 km/h to 60 km/h, to help preserve the road surface, reduce wear and tear on the trucks and the trailers to promote even greater uptime availability and productivity. The lower limit contributes towards operational

profitability, as well as giving drivers plenty of time to avoid unplanned interactions with the native wildlife: from wallabies to crocodiles, packs of wild pigs and even the odd errant bovine sometimes encountered on the haul runs. The mine harvests three grades of bauxite ore, and quantities are precisely extracted in line with orders from a selection of long-term Chinese customers. The highest-grade is prized for its quality, with blended grades also in strong demand. Metro Mining is planning to ramp up

its production from 3.5 wet metric tonnes (WMT) in 2019 to 6 WMT annually by the end of 2021, with 17 years of production expected to follow at the 6 m/t rate. The Bauxite Hills mine only uses Scania haul trucks, and the entire camp and processing and conveying operation is also powered by a fleet of five Scania 600 kVa generators, which also employ the famous Swedish V8 engine configuration. These were installed by Scania agent Shellby Power, based in Brisbane, and deliver high output and low fuel consumption.



Driver Barry Abel, a carpenter by training, works two-weeks on and two-weeks off along with the rest of the crew at Metro Mining.

When he's not driving for Metro, he drives an American cab-over for another operator, running from Cairns to Brisbane.

"The Scania's comfort and the driver's seat and driving position are great, you can adjust the seat in so many ways. At the end of a shift you don't feel like you have been working for 12-hours," he says.

"The way the Scania drives is very predictable and secure. You always feel connected to the road, but not beaten up by it. You always know where the truck is going. The surface can be very rough at the loading points, but it is only when you see the other Scania cabs rocking on their suspension do you realise how much movement there is. The driver is not actually feeling it behind the wheel.

"I have never driven a truck with such an effective retarder, either," he says.

"The R 730 has so much grunt, we only drop three gears at almost 200-tonnes of payload coming up the rise from the creek crossing. The gearbox changes very smoothly, which was another revelation. When I heard we were getting automated gear-shifting transmissions I thought I would hate it, but it makes life so easy for the driver.

"The layout of the dashboard is another positive, with all the switchgear neatly laid out at your fingertips, which means you can concentrate on the road," Barry says.

[ TESTIMONIAL ]

Mining in the 21st century is very much focussed on doing the right thing culturally, environmentally, as well as economically. Metro Mining has a very strong commitment to employing indigenous workers from the region as well as ensuring that the land is returned to its original condition after the ore is removed.

At Bauxite Hills, the topsoil is anything from 100mm to 300mm deep with a similar depth of overburden. Both are carefully scraped away and then the bauxite ore is exposed.

Once the bauxite ore is extracted, usually in small, round, pebble-guise similar to giant, smooth gravel, the overburden and topsoil is replaced and reseeded.

"We have a computer-controlled loading system for the up to 90 m barges that take up to 6000-tonnes of ore," Graham Tanner says. "This ensures the barges are safely loaded and no ore is discharged into the river."

Everyone at Metro Mining is encouraged to play their part in caring for the environment, with all waste repatriated to Cairns for processing. Onsite waste is pre-sorted at the point of collection.



« Brodie Gibson is one of the mines' environmental trainees, tasked with monitoring water quality, among other things.



[ TESTIMONIAL ]

Mining Services Account Manager, the R-series V8s have performed to expectation.

"We had no doubt that the R-series would be able to deliver high uptime and reliability, despite the climatic conditions, ultra-remote location, the haul roads and the 24-hour work cycles," he says.

"This is the first green field mining site in Australia that is powered entirely by Scania for prime electrical power and haul road work. Essentially without Scania the mine stops. So that's why we are delighted that the mine has met its production targets and is on track to almost double output over the next two years.

"Globally, Scania is a trusted name in mining and with this experience in Cape York, we can show other local mining and resources operators exactly why this is. In some of Australia's harshest conditions, our trucks don't raise a sweat," Murray Schneider says. ●



the industry, from South America to Africa, Asia and in recent times, Australia, as well as to the complete driveline integration and Scania modular concept that ensure all components work well together and are controlled by Scania designed electronics.

"We have really seen the benefits of having the Scania's in service on the site and we're now talking to Robert Taylor and Murray Schneider at Scania Mining about our plans for turning over the fleet at the appropriate time," Graham Tanner says.

According to Murray Schneider, Scania

**Service and Maintenance**

Jarryd Jevons, right, is the Maintenance Supervisor at Bauxite Hills Mine for the Scania trucks and trailers and light vehicles. He schedules services according to a plan worked out with Scania aimed at ensuring high uptime and availability. With a military background, Jarryd is on board with the Scania scheduling to ensure the trucks stay on the road.



"We're servicing at 250, 500 and 1500-hours and we have been extremely impressed with how the trucks have held up in-service. We're really pleasantly surprised," he says.

"The computer systems and the maintenance systems make it easy to keep these trucks working, and SPD3 is great. We have had very few issues with the trucks themselves. They have been reliable and strong," he says.

"We have some scheduled maintenance to do this year as the trucks come up to 300,000 km, but the uptime has been good, and Scania's support is excellent.

"They have been good; easy to service, easy to diagnose and from what I have seen, comfortable and refined to drive, even if the road surface is particularly rough.

We have a good relationship with the service support team at Scania, and Mark Richardson (Scania's National Mining After Sales Representative) has been out to the site to show us how to undertake some operations using the computer systems. When we need some advice or information, we just send an email and we get an answer back pretty quickly," Jarryd says.

"The trucks also have plenty of power and very low levels of wear and tear. We have been seeing each truck every 12-14 days for the inspection service, and this truck in today has done 221,000 km across just about 6000 hours. It's doing hard work but not complaining."

Diesel fitter Ronnie Gatti, right, also has a military background in servicing, and he had very little Scania exposure when he came to work at the mine but has also been won over by the technology and the Scania after sales support.



"To be honest, I was surprised at the choice of Scania, but they have won me over with high reliability," he says.

Scania does everything from transporting the ore over the first 22 km of its journey to China, to keeping the beers cold for the mine crew.

"The trucks have been very successful for us," says Graham Tanner, General Manager and Site Senior Executive at the Bauxite Hills Mine, that is home to 130 workers at any one time.

"They have proven themselves in the first 18 months of operation, pulling up to 210-tonnes night and day, and the aftersales support from Scania has been exceptional. We're working at about 98% uptime which is almost unheard of and unbeatable given the harsh operating conditions.

"We have a very close working relationship with the Scania team so if we need anything, we know we can just pick up the phone. Several Scania executives have visited the site to see our operation. We're using the Scania fleet monitoring system reactively at present, to give us insight into how and why incidents may occur.

"As an example of how Scania goes the extra mile, Rob Taylor (Scania GM of Mining and Resources) sent a bullbar for each truck to the mine, and a technician to show us exactly how to fit them. That's great service.

"The drivers love the Scania trucks for their cab comfort and quietness, and the power of the V8. The trucks have been very reliable in service," Graham says. "Since I have joined the company, we have added a new R 620 and a second-hand R 730 that had been well-used but still performs well. As we expand our output, we will add more Scania trucks to the business.

"A further Scania advantage has been the driver training. We had a trainer come out early on and he assessed all of the drivers we had then, and it was well worth it, both from the point of view of identifying potentially bad habits but also explaining how the technology on the trucks works, so that we get the best possible efficiency from them," Graham says.

Daniel McGillivray, Mining Supervisor, says the trucks don't get cold.

"Aside from crib breaks during a shift, the trucks are on the road around-the-clock. They are refuelled once per shift, and the trailers are greased once per day. The Scania's have certainly impressed some drivers who had not had any prior European truck experience, with these R 730s proving they have the power and durability to do the job and go the distance."

Scania's mine specification includes an elevated ride height chassis, a 9-tonne front axle and two 16-tonne drive axles. The 730 hp engine delivers 3500 Nm of torque and is Euro 5 with EEV compliant, using SCR only. The trucks can carry 1050-litres of fuel.

The Scania Opticruise automated gear-changing system features Off-Road Mode to control selection of the 12-speed box and its two additional crawler gears, handy for starting off when fully loaded.

Hub reduction differentials and a 4.38:1

rear axle ratio help the trucks get off the mark without fuss, shift-after-shift.

The trucks use drum brakes, backed by Advanced Emergency Braking and ABS/EBS and the Scania R4100 retarder. Parabolic steel leaf springs all round modulate the ride.

The Scania V8s are run on 250, 500 and 1500-hour service intervals and are maintained onsite by a team of technicians, equipped with Scania-supplied diagnosis and computer systems. For the trucks pulling the triples, 500 hours equates to around 18,000 km.

Each of the trucks is thoroughly washed off prior to entering the workshop and is then treated to a detailed inspection.

"The Bauxite dust is very aggressive, yet the Scania mining specification V8s have stood up to the task incredibly well," Daniel says.

That is a tribute to the engineering expertise and global mining experience Scania has amassed over several decades in



One of Melbourne's leading sand, aggregate and pre-mixed concrete suppliers has purchased two new Scania G 500 XT tippers to replace long-standing American trucks.

Photos: Charlie Suriano

# CEMENTING A NEW FRIENDSHIP

**T**he New Truck Generation Scania G 500 XT 6x4 has been welcomed with open arms by many in the construction industry, where robust and rugged vehicles are critical to maintaining uptime.

The XT-specification of protection for lighting and the front bodywork of the truck, plus the protruding steel bumper, front under run and bash-plate and 40-tonne towing point (and in this case an optional high-riding chassis) have all been appreciated by operators, whose trucks can lead a hard life on sites where space to

manoeuvre can be restricted.

Part of the appeal is undoubtedly the wave of torque provided by the most powerful six-cylinder Scania engine, which allows the truck to cope effortlessly with heavy loads. With 2550 Nm of torque at low revs, the G 500 engine is perfectly suited to urban work where there can be a lot of start-stop traffic, requiring the truck to overcome the inertia of more than 60-tonnes several times each working hour.

At Central Pre-Mix Concrete, an integrated concrete and aggregate business operating five concrete plants and a hard rock aggregate quarry serving the

metropolitan Melbourne market, the choice of truck has been American for many years.

The concrete plants on the urban fringes – or what used to be urban fringes – are fed from quarries using large tippers and multi-axle dog trailers, hauling around 63-tonnes all up.

Dispatched from the concrete plants in a seemingly unceasing stream of agitators, the pre-mixed concrete ends up everywhere from domestic to civil and industrial building locations, not to mention significant state and national infrastructure projects.

When it came time to review the



purchase of a new tranche of vehicles, Central Pre-Mix Concrete based in Campbellfield, Victoria, determined it was time for a change from the recipe that had been in place for some considerable time.

Luke Aiello, Central Pre-Mix Concrete Transport Supervisor said, "We were investigating the market and saw that Scania had a good package on paper in terms of fuel and uptime, and a service package we couldn't go past," he says.

"In the current operating environment, we need to have accurate record-keeping of all maintenance performed on the vehicles, and be able to demonstrate regular servicing. In addition, we could have our trailers serviced by Scania as well as the trucks, and at the same time.

"We were also excited by the fact that these trucks are Scania from bumper-





### A winning combination

The BTE tipper and dog bodies delivered to Central Pre-Mix Concrete and fitted to the Scania G 500 XTs are all aluminium and built to comply with PBS running on HML Level 2 permitted routes. They can operate at a gross combination weight of 63-tonnes.

The high-tensile aluminium bodies and fabricated Strenx 700MPa high-strength steel deliver a low tare weight trailer chassis, with the dog having a capacity for 31m<sup>3</sup> and the tipper holding 15.5m<sup>3</sup>.

The BTE combination also features a V-Orlandi 50 mm tow coupling with an open/closed warning sensor in cabin, Camilleri mesh hoop tarps with 24V Powertarps motors and in-cabin switches, SAF Holland Intra Series airbag suspension and disc brake axles including single-axle lift, EBS braking system and iROS T - Tipper stability sensor (that warns drivers of potentially unsafe lean on the tipper when being raised).

There's also an EBS transducer – with back-to-cabin gross reader, and the innovative air-actuated body safety props.

Many of these features are integrated into the Scania's body electronics.

"We have also fitted a Quicksilver plastic floor liner, which prevents product build up and binding," says BTE's Area Sales Manager, Darren Jean, who was present at the hand-over of the new combinations at Scania Dandenong, in late August.

"We have found that this liner provides superior abrasion, impact and corrosion resistance, extending the trailer life, benefiting our customers."

As a final flourish, the combination runs on Jost polished aluminium wheels covered by stainless steel guards, while Narva provides all-round LED lighting.

to-bumper, so we don't need to chase up individual component suppliers in the event of an issue," he says.

"Furthermore, the indications on fuel consumption have led us to believe that we should be able to see an improvement on the 1.5 to 1.6 km per litre we have been getting from our existing vehicles, which given the fact these trucks can travel up to 5500 km per week, could potentially deliver us a significant saving on running costs," Luke says.

"With increasing maintenance costs on our existing vehicles, it was time to consider a change.

Central Pre-Mix Concrete employs experienced drivers, who are paired with a particular truck, which helps convey a sense of responsibility and ownership on the drivers. There are two regular drivers per truck as they are double-shifted and run up to six days per week.

"We approached the next four drivers due to have their trucks renewed and told them we were buying Scania's and the response was very positive," Luke says.

"We have a lot of new features to get to grips with and will have Scania driver trainers out to run us through all of the systems, so that we gain the greatest

possible benefit from them. We have not had a retarder before on our trucks, just the service and engine brakes, so the guys will have to learn how to use the retarder.

"We also love the idea that the Scania NTG is the safest truck available, with all the airbags and the active systems such as adaptive cruise control and advanced emergency braking. We are very focused on safety as a business and as a part of the leading construction materials supplier, Adelaide Brighton Limited, our parent company, we are committed to providing a safe place of work for our drivers," Luke says.

"One of the safety innovations fitted to this new combination of Scania G 500 XT and the BTE tipper and five-axle dog is a pop-up safety prop for when the tipping body is lifted.

This will enhance safety for our operators."

Scania Key Account Manager, Victoria, Tevfik Onguc says he approached Central Pre-Mix Concrete with an open mind given that they have been a solidly American dominated fleet for many years.

"I met with the company and explained all the features of the new Scania's, including all of our services aimed at

maximising uptime and reliability as well as the benefits of our fixed monthly costs for repair and maintenance contracts.

"The team behind the purchasing were excited by the potential savings switching to Scania could offer, as well as the additional safety and driver comfort, visibility and the protection systems built into the Scania NTG range.

"In the modern environment, high profile fleets need to ensure their vehicles are completely roadworthy at all times, which is where benefits such as the protection systems built-in to the NTGs really help maximise uptime.

"You don't need to have a vehicle off road replacing lights or panels if they haven't been damaged in the first place.

"We are confident the new Scania's will deliver significant benefits to Central Pre-Mix Concrete and look forward to developing our relationship with them over the long term," Tevfik says.

"I am also sure that the Scania Retarder is going to benefit the drivers immensely, along with the quiet and comfortable interiors. For drivers running long shifts every day, the comfort of the cab has a direct impact on their wellbeing and fatigue levels," he says.

"We will also be showing the drivers how to get the best out of the trucks through our driver training programme. Where traditionally drivers may have opted for the most powerful mode and used all the revs, we'll be able to demonstrate the low-rev high-torque prowess of the Scania engine, which keeps the truck in the green torque band and uses the least fuel, which will really benefit the operator," Tevfik says. ●



▲ The new G 500 XT tippers will deliver significant running costs savings for Luke Aiello and Central Pre-Mix. Drivers have stepped out of bonneted Americans and are rapt with the move.

### Central Pre-Mix Concrete

Central Pre-Mix Concrete operates modern high-capacity batch plants that supply specialised mixes including topping, foundations, blinding, high-strength, stencil and pattern paving across the greater metropolitan area of Melbourne, and out into the peri-urban areas as well.

The company prides itself on the provision of prompt service and competitive prices for its customers, made up of construction contractors, concreters and builders.

A computerised system loads materials and batches to exact specifications, feeding agitators as small as 0.4 m<sup>3</sup> to as large as 7.6 m<sup>3</sup>.

Central Pre-Mix Concrete is a subsidiary of Adelaide Brighton Limited, a construction materials supplier of cement and lime, concrete and aggregates and concrete products. The business employs 1,500 people across Australia.

# FORMULA 500

Nick Apostolovski has found the right formula to drive his sub-contracting business forward: Scania's new torque-rich 500 hp six-cylinder Euro 6 compliant engine.

Photos: Charlie Suriano



“It’s amazing how a phone call can impact on your driving,” says Nick Apostolovski, a Melbourne-based sub-contractor owner-driver with a fleet of six Scania in his stable.

“You drive along, talking hands-free over the Scania Bluetooth system and you think you’re still paying full attention to your driving, but the Scania Driver Support System which scores your driving, will quickly tell you otherwise.

“I have seen my score go from 99% to 65% in the space of one phone call.

“That means the truck has recognised

you’re not giving the road your full attention, because it marks you up or down for anticipating hills and lifting off before the crest or allowing the truck to roll down the other side.”

Nick says he feels the Scania’s on-board driver monitoring system is far more sophisticated and perceptive than many drivers realise, and that it can sense when the driver is not giving the job his full attention.

“It’s a very clever system,” Nick says. “And if you invest the hours in working with the truck it will reward you with a good score and a good score means high efficiency in operation, especially in terms

of driving down fuel consumption.

“A high score also means you’re a better driver, and a safer one and more alert behind the wheel,” he says.

Having started as a driver for Australia Post, Nick moved to supermarket deliveries and spent three years driving up and over the Westgate many times a day. He then bought his own tipper, a 1994 Scania Streamline, and spent two years trying to find enough work to keep himself going.

“Tipping is a seasonal job, in a wet winter there’s not much work around,” he says. “But the 143 V8 with 500 hp was a great truck. I figured when I found the Karras Cold Logistics job that it would be stable all-



▲ Nick's team of drivers came to Scania's branch in Campbellfield to receive familiarisation and efficiency training from the Driver Services team. Nick is proud of his trucks and his drivers and presentation is pitch-perfect. Right, Scania Driver Trainer David Whyte runs Nick through some of the finer points of the electronic control systems. Above right, loading up at Owens, and with driver Toni Todorovski at the Karras yard.



year round, because everyone has to eat.

Today, Nick's fleet of six Scania comprises a 2006 R 580 with 1.45 m km on the clock and it's not missing a beat. He has a 2012 and a 2017 R 560 V8, and three brand new NTG Scania prime movers, all powered by the 500 hp six-cylinder 12.7-litre SCR Euro 6 engine. Two of the new 500s have the larger R-series cab and one is a G-series.

His company NAD Transport is sub-contracted to Karras Cold Logistics and Owens, with the new G 500 finished in Owens' eye-catching red paint.

"The R 500s pull a single trailer packed with fresh Tasmanian salmon up to Sydney and they bring back Queensland-sourced seafood to the Melbourne fish markets, and the flow of fish never stops," he says.

The R 560 V8s cart perishable food as far as Tarcutta and swap with another sub-contractor who takes the produce north, while the NAD drivers bring different perishables south.

Nick's drivers tend to sleep in the cabs, which is why he likes the R-series for this role, with its spacious cabin and wide bed.

The Owens-liveried G 500 pulls an A-double set, rated at 75-tonnes, but typically pulling 68-tonnes. This is hauling



containers from the wharf to one of the Owens' depots around Melbourne or directly to customers. In line with Owens' strict presentation policy, the truck is always clean and shiny.

"I can't believe how well this truck pulls," Nick says. "Its torque is incredible."

With the new G 500 working local routes, Nick is happy with the Scania full Repair and Maintenance package that gives him complete transparency and predictability for his running costs outside fuel.

"There's a lot of wear and tear in local work, so the G 500 will be fine with the Scania plan. The R 500s will do a lot more km but it will be interstate running which should be easier on the vehicles," he says.

"One of the great features of the G 500 as an A-double is that it has a very tight turning circle for a combination that is just under 30 m long. That means it is very manoeuvrable on the docks or making deliveries. You can drive it almost like a single, you can go anywhere and park it up in one go, which saves time and frustration for the driver and reduces the potential for damage," Nick says.

With eight drivers on the books, Nick says those in the NTG Scania's are even happier than before.

"The driver of one of the R 500s was in an R 560 previously and he loved that, but he loves the R 500 even more. He says it is

extremely comfortable, easy to drive and the interior is 'brilliant'. He's saying he can't believe how much room there is inside, with plenty of storage in the cupboards, and the high roof allows a lot of headroom which is important when you're living in the truck. He's just amazed at how much better the new truck is when he thought the old truck couldn't be any better. His statement to me after driving the new Scania was 'I will never drive a different type of truck.'

"As for the G 500, there's not a better truck for local work on the road," Nick says. His G 500 driver is very tall and he likes the comfort and space.

"One of the biggest benefits is that there is a lot of travel in the driver's seat in the NTGs, so bigger guys can get well set up behind the wheel. That's important for reducing fatigue and promoting safer driving overall," Nick says.

"The trucks work very hard and the drivers like the Scania scoring system. It's quite usual for one guy to hop out at a change-over and say: 'don't be intimidated by the score, mate', to the new driver getting in, and it'll be about 94% or thereabouts.

"When I got out after my last shift I left it on 99%," Nick says. "The drivers are very competitive, and I'm working out ways to maintain this level of focus on their scores because I can see that high scores mean safer driving habits and less wear

and tear and less damage, but most of all fuel efficiency has a positive effect on my business' bottom line."

Scania Laverton (VIC) Account Manager Travis Damianopoulos who has supplied Nick with the new trucks says Nick's commitment to efficiency and productivity is one of the secrets of his business success.

"Nick is thinking about what he buys, how his trucks are driven and looked after. We recently held a training session for all his drivers to explain all the new technology in the NTG, to show them how it can be used to make their jobs easier, safer and make them more efficient.

"Nick brought them in on a Saturday morning and they were all very engaged in what we were saying. We explained how the vehicle and driver monitoring and data collecting system works, letting Nick see how they are driving above and beyond the onboard system that rates their driving in real-time.

"Nick is keen to leverage the Scania technology to help keep improving his total operating economy, which means he has greater uptime and greater returns from the investment he has made in these business assets," Travis says.

"With the safety technology and the intelligent systems in every Scania, all operators can enjoy the same benefits if they want to use it," he says. ●





# CARTING UGLIES IN STYLE

He might cart 'ugly' freight, but Steve Earl's beautifully turned out and eye-catching fleet livery is one of the smartest on the road.

Photos: Charlie Suriano

Imagine you are halfway across the Nullarbor in a two-week old truck and it breaks down. For most operators, their confidence in the truck and the brand would be shattered.

Not Victorian Steve Earl, a 40-year industry veteran, and head of Faraday-based Earls Express.

In fact this experience brought Steve closer to the Scania brand, as he explains.

"With 17,000 km on the clock, an engine issue stopped me when I was halfway across the Nullarbor. Scania urgently arranged a tow truck and quickly repaired the engine to get me back on the road as quickly as possible. A new motor was installed between Christmas and New Year.

"The way I have been treated, as well as the reliability of my other Scania's, means I won't be looking around at any other truck.

"Brands come down to the people

that run them and obviously the brand's leadership team is willing to back its products so well. That means a lot to me. They get on and deal with it and that takes a lot of drama off me."

When Steve bought his G 480, Scania knew he ran over to the west and agreed to 500 km of free towing. Yet following the breakdown they picked up the tab for the entire 800 km tow.

"I feel that's really honouring the product," says Steve, "But next time I'll be putting a 1000 km limit on it!"

Established in 2007 with depots in Melbourne, Adelaide, Perth, Sydney and Brisbane, the family-owned and run Earls Express employs eight drivers as well as Steve's wife Kym, daughters, Jaime and Jessi and son Jake.

Jake was on the road but now manages the Earls Express truck and trailer fleet of

three rigids and trailers and five B-doubles. Jaime is learning the ropes of business administration and also driving heavy rigids, while Steve's youngest daughter Jessi, (known as the 'pocket rocket'), after completing her hairdressing and make-up course at college last year, and is now driving rigids and semi-trailers full-time.

Earls Express trucks and trailers are finished in an eye-catching purple with pink splashes, making them unmistakable on the road.

"When I was getting my first trucks I asked my daughters what colour they should be, and the answer was pink and purple; so that's what we have stuck with ever since, and our new office in the bush is also painted these colours," he says.

Steve's trust in the Scania brand has been achieved over the past decade thanks to an R 340 and dog trailer bought second-hand.





“The R 340 has been such a good truck I figured I should go and look at the new ones. We bought a new G 480 not that long ago and we have a P 440 and now three R 620 V8s.”

“Another reason for choosing Scania is their people, particularly Travis (Damianopoulos) at Scania in Melbourne. He has been extremely accommodating in providing me as much information as possible and giving me trucks to try out,” Steve says.

“Then there’s the Repair and Maintenance plan; it’s a total package that won me as well.”

Although he has driven many brands of trucks throughout his career, Steve reckons the driver comfort, lack of road noise – and fuel efficiency of the Scania can’t be beaten – a view echoed by his drivers.

Pulling B-Doubles to Perth, Sydney, Brisbane, North Queensland and Adelaide Steve and his drivers are consistently achieving around 2 km per litre and when it’s pulling single trailers it’s averaging 2.6

km per litre. Lighter loads on a single trailer have achieved over 3 km per litre and with each truck averaging around 250,000 km per year, the fuel savings add to the bottom-line profits.

The Scania Adaptive Cruise Control on Steve’s G 480 maximises operating efficiency and makes driving it a breeze.

“I engage the ACC and then don’t have to worry,” says Steve, “It cruises down the highway without a worry and if someone cuts in front of me it slows the truck automatically to keep the safe distance between us.”

“And I absolutely love the Scania Retarder.”

“That gearbox retarder is the best safety device on any of the trucks. That is another feature that will keep me in the Scania. The life of the brakes on both the trailers and the truck are much longer thanks to it. It’s just brilliant.”

According to Steve, Earls Express carts ugly freight, that others shy away from. This includes large machines and oversize

freight. It’s consistent work, but at times loads are made up from many bits and pieces to ensure a profitable trip. There is also some cardboard freight carried in the Earls tautliners. The weights carried are as diverse as the loads themselves – anywhere from 4–5-tonnes to 55–60 tonnes on the B-doubles.

Earls Express owns a couple of unique trailers, one is a demountable body tautliner and the other a drop-deck.

“The tautliner body can be removed and the truck used as a flat top or I can take it all off and cart containers,” says Steve.

“I can haul machinery onto the trailer on the built-in ramps. To my knowledge it’s the only one of its type.”

“Our drop-deck has been designed as a multi-use trailer and I can put the ramps on it in such a way that it becomes a flat top and allows me to carry up to 45 ft lengths of steel.”

“I came up with the design in conjunction with Brendan Harris of Harris Trailers in Drouin Victoria. He is a super smart guy.”



▲ The perfect example of a family business: Jessi, Kym, Steve, Jake and Jaime pose with the immaculately-presented trucks at the company base. Bottom right, driver Rob enjoys his Scania.

In addition to the Scania Repair and Maintenance program, Earls Express has signed up for the Scania Monitoring system and receives reports on how efficiently the truck is performing.

“Having the Repair and Maintenance program together with the Monitoring system has helped lower operating costs and helped budgeting. For instance, we can tell if there is a new driver in the Scania because of the fuel use. There’s an art to driving Scania’s and once the driver is shown how, the fuel efficiency improves.”

“Scania is a great brand but only because of the people behind it. You can have the best brand in the world but if you haven’t got the right people pushing it in the right direction, it won’t work. It’s the attitude from above and the leadership that makes the difference.”

“Any time I have had an issue in any state around the country, nine times out of ten, Scania has been able to fix it straight away or if they can’t they’ll loan me a truck.”

“Recently we had David Whyte, one of the Scania Driver Trainers out to spend a day with the drivers, as I have recently added a couple of new guys. All the drivers were impressed with the training David delivered,” Steve says.

“It was the way he was able to explain how best to drive the Scania and make best use of its driver-friendly features. Also his delivery of the information was in a very user-friendly way, and when he went out on the road with them we could see their driver scores improved immediately.”

“I have given the drivers an incentive to get their scores up above 85%, and if they

do they’ll get a bonus at the end of the year. It works for me too because a high driver score will mean less fuel used, and if they use the retarders properly I won’t be wearing the brakes out on the trucks or the trailers,” Steve says. ●



# A CLEAN BREAK

Melbourne-based Recycal is leading the charge to recover battery and electronic waste, without losing sight of its scrap metal recycling origins.

Photos: Charlie Suriano

**A**s a metaphor for the revolution in waste recycling that the nationwide recycler, Recycal represents, look no further than their fleet of Scania trucks. Not only are they bright green, but they are clean and shiny, too. Every day.

The archetypal scrap metal merchant image of dirty old trucks, grubby overalls and scant care for the environment could not be further from the image that Recycal presents; new gear, smart looking bins, tidy premises established on hard standing

or contained within big sheds, and a management team that talks about 'closed loops', 'public education' and 'brand image'.

Society is changing, having been fed a non-stop diet of guilt about planet damage, the message is getting through, partially. We all now sort our domestic waste to some degree, and largely our business or industrial waste. Now it's up to players such as Recycal to complete the cycle: to deal with the waste in both an environmentally-friendly way and also make the process economically viable.

So from a business that started in scrap

metal recycling, there grows a new set of divisions; dedicated to battery waste collection and recycling, e-waste collection and recycling, and down in Tasmania where Recycal wants to be the number one recycler, a castings foundry that consumes recovered and reprocessed steel and returns it to the industry as born-again products.

Transport is one of the biggest costs for recyclers such as Recycal. So every drop of fuel counts and every kilo of payload. Uptime and reliability in service are vital, especially when the company's brand is plastered over a bright green 8x4 tray truck,





Jason Zorzut has seen the benefits of the Scania onboard monitoring systems, as his drivers now strive to achieve the highest possible score. New G 500, left, pulls two large bins of soon-to-be shredded waste. Palfinger crane mounted on G 500 tray gives Recycal a high level of flexibility in use.



Scania NTG R 620 V8 pulls a TEFCO bulk bin filled with waste ready for recycling. As with all Recycal trucks, it is immaculately presented.

hooklift or V8-powered prime mover. Safety and road-user courtesy are also non-negotiables, so the Scania vehicle and driver monitoring services help to keep the drivers focused on their job and their operating environment.

Jason Zorzut, Operations Manager at the Ringwood Head Office, says Recycal has taken deliberate steps to stand out in the market and on the street.

“We have new trucks and we take pride in our presentation, and the appearance of our business,” he says. “First impressions mean a lot to us, we push our drivers to clean the trucks daily, or every other day. We perform routine maintenance on all our bins, respraying them on a regular basis. If anything on the vehicles gets damaged we’re on to it straight away. It’s an across-the-business focus. We like our drivers and equipment to be well-presented to our customers, as well.

“We’re retiring the older trucks from our fleet and replacing them with Scania’s. There

are two new ones going into Perth, another into Brisbane next year and two new ones for Victoria in the same timeframe. We have 27 Scania’s in the fleet now, (largely G 500s) 8x4 Palfinger hook or crane-mounted tray trucks, though a few new ones will be prime movers to pull tautliners, because e-waste is now required to be transported covered and contained,” Jason says.

“We are constantly adding innovative new technology to our recycling processes,” says Glen Williamson, Transport Manager at Recycal in Ringwood. “Our Managing Director, Doug Rowe was in Europe at battery recycling conferences, recently, looking at new recovery equipment.

“The e-waste and battery side of our business is growing rapidly but it will also stimulate growth in the scrap metal recycling business due to the nature of the recovered materials and our recycling capabilities,” he says. “We’re also a big player in the recovery and reprocessing of mercury, which is a specialist job carried

out by our sister company Ecocycle in Campbellfield. Because we can transport so many different types of waste, our trucks have to be specified to cope with any type of job we could put them to. We have the full range of Scania safety features fitted plus bull bars and spot-lamps, Ringfeder, and our drivers and trucks are DG and EPA compliant,” Glen says.

With the arrival of the first electric cars, recycling of batteries is on everyone’s minds, but the problem is not 10 years down the road. It’s here and now.

“We are starting to see some accident damaged batteries from electric vehicles coming in so we need to understand how to transport and recycle them in the safest, most effective way,” Jason says. “We’re positioning ourselves as the leading recycler for this end-of-life technology.

“We educate our customers to separate their waste so we can maximise the weights on the truck, and bring environmental efficiency into our operations as well.

“We have to control our costs by maximising our transport (efficiency), get the right weight on the vehicles, have the right equipment on the trucks to be able to pick up a metals job or a battery job or an e-waste job,” Jason says. “We have to utilise transport not just for one aspect of the business but for everything.”

“We have a good partnership with Tefco Trailers, with five of their 82 m<sup>3</sup> tippers running in Tasmania and Victoria and we also have several Maxitrans trailers, all of which are PBS accredited.

“Maxitrans has built some specialised 6-axle dog trailers that can carry 45-tonne running behind our Scania R 620 V8 Streamliner. We also have a special-build lightweight B-double skel set, designed to run with the New Truck Generation R 620 prime movers with heavy-duty drive train and reduction hubs specified. The combination can cart two 20-ft containers at 30-tonnes each. We have also received delivery of two brand new Maxitrans dog

trailers to go behind the new Scania G 500s, giving our hook-trucks and trays the unparalleled ability to run different combinations across all trucks,” Jason says.

“It is a harsh working environment we operate in and our vehicles need to stand up to the job, but we work hard to keep them looking like new. It’s part of our brand image,” he says.

Thanks to Scania’s on-board telematics electronic monitoring and mentoring systems, Recycal has been able to introduce a new level of consciousness among its drivers to boost operational efficiency.

“A typical day would see the changeover and collection of 20 – 30 bins per truck depending on its location. There are some big runs out to regional areas and plenty of short runs local to each branch,” Glen Williamson says.

“We’re totally responsive to our customers’ needs. They call and we schedule a drop off and collection of a bin for the next day,” he says.

“We have been utilising the Scania tracking and reporting system to help improve our drivers’ habits,” Jason says.

“We’re only just starting to use it but already the guys are comparing themselves against each other,” Glen says. “They’ll be ringing me and saying ‘so-and-so is driving my truck just so you know’ so that their score is not mis-interpreted by us if someone else drives their truck. I reckon it (Scania’s driver monitoring system) will make the drivers perform better as there is full tracking and accountability for each driver now and a little internal competition is always healthy.”

“The drivers know we’re tracking them, and although some bad habits die hard, with the right training and knowledge of their trucks technology we are seeing massive improvements across the fleet,” Jason says. “They also know that if they are doing it right, their score goes up accordingly, and this helps us with fuel economy and longevity of the vehicles.”

Recycal is running the Scania’s on a full repair and maintenance contract, so there’s full transparency of running costs, predictable month-after-month, plus as driver scores improve, Recycal benefits from improved contract terms. The servicing work is carried out at Scania’s branches around the country, and at its authorised service agents in Tasmania.

“Some drivers do focus on their own score more than others,” Jason says. “They are pushing to be at 90-95% and we are even seeing scores of 100% coming through. Others are less focused, but it gives us a point of conversation to have with them. If we have 10 vehicles doing the same work, and a big difference in scores, we need to work out why this is happening. It might just be traffic on the day or too much idling or it could be harsh braking and acceleration.

“When you have a driver with a low score and then another guy gets in and does the exact same type of run and they post a high score, you know it’s not the run, it’s the driver, there’s no excuse then,” Jason says.

“Driver efficiency is important because transport is such a big factor of our business costs,” Jason says.

“We’re not only a recycler, but we are a



transport company, so it needs to hold its own, otherwise we’d just get couriers in. We own and operate our own vehicles for two reasons: the customer service side; our own guys and our trucks are the face of the business, and we can maximise returns because our guys work for us, not against us. We control our runs and service and reliability is key. Our drivers care and do what’s right for the business. We have the vision with the tracking system, and phones, we know where they are and what they are doing so we have full accountability and control across the board,” he says.

Scania is helping the business, Jason says. “We were recommended by a friend who runs Scania buses to try the trucks and have been very happy with them to date. Now, if we have a problem, the guys at Scania are good at getting it sorted, so from a customer service perspective, Scania has been very helpful.”

“The driver training has been good too,” Glen says. “As we get new drivers we want to get them trained up, to learn how

to get the best from the vehicles, to fully understand the technology on board. We have the tech, let’s use it.

“The retarder is a great help. On the older trucks without one, drivers would gear-down and rev a lot. But with the Retarder, when the truck is driven properly, the results are fantastic, and the drivers minimise the use of brakes massively, and wear and tear generally decreases. Also we like the Lane Departure Warning and Adaptive Cruise Control with the topography reading Active Prediction is great for the hilly areas. Downhill Speed Control too, it won’t let you speed,” Glen says.

“From a driver perspective they are very comfortable (in the trucks) and we’ve had nothing but very great reports from our guys, they love being in them,” Jason says. “We have specified Day Cabs with a fridge. It’s amazing how a few little creature comforts make the day more enjoyable.”

According to Scania Victoria’s Account Manager for Truck Sales, Roger Lake, Scania’s total operating economy and full

suite of services concept fits well with the Recycal philosophy.

“We have been able to offer Recycal a suite of services that is helping to improve their profitability by driving down their costs as well as supporting their uptime. Our repair and maintenance contracts ensure their trucks and trailers are serviced at the correct time, and they have full visibility and predictability of their running costs,” he says.

Scania has also provided a full range of Driver Services from training to monitoring and the benefits are already appreciated. “When you have drivers competing with each other to see who has the best driver score, you know they are doing the right thing on the road, for themselves, for the company and for other road users.

“We are dedicated to continuing to supply Recycal with good service and good back-up to ensure they are able to meet their corporate goals on efficiency and reducing their carbon footprint,” Roger says. Find out more at [www.recycal.net](http://www.recycal.net) or [www.ecocycle.com.au](http://www.ecocycle.com.au)



➤ Glen Williamson, above left, is impressed by the Scania driver training system. Drivers Chris Atkinson, Ashley Voss, Jarrod Monday and Andrew Viliua are fans of the new trucks.



Photos: John Kruger



# SMART

« Matthew Corbitt, wife Carla and one of his sons, Bradley, below left, pose proudly with the new truck on the day it was delivered.

# MOVER

Matthew Corbitt's new Scania has a bigger payload and more powerful engine than his last truck, but it is also almost 20% more fuel efficient.

If you're in the transport or automotive industry and have vehicles to keep clean, then Autosmart's range of cleaning products is probably quite familiar.

Autosmart's South Australian franchisee Matthew Corbitt is now distributing Autosmart product around the state in a smart, new Scania G 410 6x2 rigid.

While he's on the road outside Adelaide four days each fortnight, there are around town deliveries in Adelaide to keep him

busy for the rest of the time.

"All up, I'll probably only cover around 30,000 km a year, but a nicely presented truck is very important to our business," Matthew says.

"This is our first Scania and it is complementing a lighter-duty Japanese truck. The funny thing is that despite being a bigger truck with a larger payload, it actually uses less fuel.

"I am now getting 26-litres per 100 km, which is almost 20% better than the

older Japanese truck which can only carry 14-tonnes. I have also signed up for the full Scania Repair and Maintenance programme which I see as being a very worthwhile insurance policy. I don't have anything to worry about and have full visibility of all my running costs over the next five years," he says.

"I am also loving driving the new Scania, and sometimes I feel sad that the journey has ended and I have arrived at my destination. It drives better than my LandCruiser," Matthew says.

"It is comfortable, smooth and quiet, and very much fit-for-purpose. I've had the training on the retarder and that will make a difference to how I drive the truck. In fact, I wish I had had the Scania Driver training three months ago (when the truck was first delivered), as I can see now exactly how to get the best out of the truck following the training.

"The training has shown me where I can

improve my driver score and at the same time improve my driving efficiency and reduce fuel consumption and wear and tear.

"I've had about six years of experience driving trucks, but this feels very different," Matthew says of his Scania.

The Autosmart business manufactures its vehicle cleaning products in New South Wales and transports them all over the country to the 35 retailing franchisees.

Another franchise holder in northern NSW has also just taken delivery of a Scania; a V8-powered twin steer.

Matthew's truck is a little more modest having a 410 hp six-cylinder engine mounted under the G-series cab, linked to a single drive rear-axle in 6x2 configuration.

The body has been designed specifically for the job and includes internal racking to present like a mobile shop. There is a bespoke air conditioning system for the body as well as a hoist for unloading the 205-litre drums of truck wash.

The G 410 is able to carry 21-tonnes of payload, and according to Matthew has plenty of power for the job.

"I specified the truck with the help of Paul Riddell, the new truck account manager at Scania Wingfield in Adelaide. Paul helped to ensure we arrived at the best axle distances and worked with the bodybuilder to ensure the weights were all correct. We moved the fuel tanks behind the rear axle as well, to shift some of the weight off the steer axle.

"As for the 410 hp engine, I wanted more power than I needed today to allow for an increase in payload over the ownership period, as we're looking to continue to

expand our business. The idea is to be able to pull a trailer behind the truck.

"We have used the global Autosmart livery concept on the side of the truck and it has come up very well. It attracts a lot of attention when I am making deliveries.

"I was directed to Scania by Steve Nesbitt who runs Explorer Coaches and who is one of the most fastidious people I know. He suggested Scania would be a good place to get the truck I needed, as he has had several Scania's in the past," Matthew says.

Paul Riddell from Scania Wingfield in Adelaide says that in addition to looking very sharp, Matthew's new G 410 will deliver impressive total operating economy for the franchisee, helping to boost his bottom line.

"With the frugal engine and the driver training we have provided, Matthew can immediately see how his driving style has improved and his fuel use has reduced. This is a very typical result for an owner-driver and one that every operator in his position could benefit from with a Scania truck and our efficient driving techniques." ●



## All about Autosmart

Autosmart International was established in the UK in 1979 and today is the automotive trade's favourite supplier of vehicle cleaning products in many territories around the world. Autosmart develops and manufactures all of its own products, and distributes them exclusively through an international network of franchisees.

In Australia there are 35 franchises covering all states and territories, from Darwin to Sydney, and from Eastern Perth to Geelong.





Words and Photos: Howard Shanks

A new Scania R 730 8x4 and 5-axle dog combination ticks the boxes for performance, productivity and economy for Tasmanian bulk fertilizer supplier Crezzco.

**T**he sleepy stillness of the Meander Valley town of Deloraine in northern Tasmania was slowly broken by the deep throb of the approaching Scania V8.

Moments later, Crezzco's new Scania R 730 8x4 appeared with owner Tony Creswell at the wheel of his high productivity PBS combination.

And it is on the weighbridge that Tony is most pleased with his new acquisition. "It's the 44.5 tonne payload that's impressing me," he said.

Crezzco is a small family-owned and run business that was created in the 1970s and now operates a number of quarries, mines dolomite, has a concrete batch plant, and is a major carrier and distributor of Pivot fertilizer in the Apple Isle.

The business operates a diverse truck and earthmoving fleet. Equipment is carefully specified to deliver the most economical outcome.

Despite freight rates almost unchanged in 25 years, Tony Creswell believes that adopting new technologies and specifying components according to need rather than tradition, will lead to higher profits for the bulk haulage side of his operation.

Tony approaches new truck specifying with the sharpened pencil of an accountant. Combining a broad knowledge of the transport industry along with his understanding of his customers' needs, and consideration for future regulations, Tony configures his trucks and trailers to safeguard the highest interests of his company.



# TIPPING THE SCALES

"Maximising our equipment to the limit is one of our prime focuses now," he said. "This Scania R 730 8x4 complete with the tipper combination, provides a 0.72 tonne/kilometre payload advantage over some other vehicles that we investigated. While that might not sound like much, at the end of the month all those point sevens add up," he said. "Like I said before, on the weighbridge is where it counts."

This new Scania's primary role is to haul dolomite from Crezzco's Eddy Creek Quarry located deep in the steep, rugged mountains south west of Huonville, bordering the Huon and Florentine Valleys. It's an area with a long history of contention between forestry operations and

environmental groups. Yet it is here that the tallest flowering plants in the world thrive – the Eucalyptus Regnans – that regularly reach 80 meters and more. In terms of tall trees these Tasmanian Eucalypts are second only to the coastal redwoods in California USA that grow more than 100 meters tall.

The naturally-occurring dolomite that Crezzco's Eddy Creek Quarry produces is crushed onsite to form a fine powder that is used as a soil conditioning and pH neutralising agent. Dolomite is an economical way to increase soil pH in acidic soils, and to raise the magnesium levels in deficient soils while also adding calcium to improve soil structure and increase the availability of other trace elements.



« An R 730 V8 twin-steer is unusual enough, but pulling a five-axle dog makes this combination notable. However, it works and delivers a valuable cost per tonne advantages to operator Tony Creswell.



“Our dolomite has an effective neutralising value (ENV) of 80.92 per cent, which makes it a premium grade product,” Tony explained.

Given the fragile environment in which this Scania has to operate, Tony insisted that it have the latest Euro 6 engine.

“It is all part of our commitment to deliver a sustainable transport future not just for our business but our customers as well,” Tony said. “We are expecting a lot of things from this new R 730 in terms of reducing trip times through performance and reliability and improved fuel economy to reduce the cents per tonne/kilometre to ensure our agricultural products are economically viable for the farmers.”

To understand why Tony is so adamant about reducing his production costs we need to explore his market and customer base. At the time of writing, the average price a farmer in Tasmania receives for their milk is \$0.46/litre, while the average cost of milk in the supermarket is \$1.60/litre. By the time the farmer has paid all

the expenses associated with producing the milk there are few funds left from that \$0.46/litre for fertilizers such as dolomite.

“On a good day, it’s a four-hour trip down to our Eddy Creek Quarry where we load the dolomite,” Tony explained. “Then its roughly four-and-a-half hours back. There are few extremely long steep climbs up out of the quarry and along the Huon Highway into Hobart where that Scania V8 really gets to strut its stuff.

“On paper the R 730 Scania had some impressive features,” Tony said. “The fact that the engine is making 500 horsepower down as low as 1,000 rpm where it begins making its peak torque was one factor that ticked a box for me. Being able to deliver that sort of power and torque with the latest Euro 6 emission standards certainly helps us reduce our carbon footprint,” he added.

As Tony said, the industry-leading peak torque of 3500 Nm begins at 1,000 rpm and continues through to 1,400 rpm where the big hearted 16.4 litre V8 punches out around 700 hp (522 kW). When it comes

to driveability there is no performance compromise with the Euro 6 V8, it is delivering the goods through the sweet-spot range.

This V8 engine uses a blend of SCR and ERG to achieve its Euro 6 emission standards, which means there is virtually no increase in ad-blue usage compared to the Euro 5 variant of the engine.

“The Scania 4100D Retarder is an essential component for our application,” Tony said. “There are some really long steep descents on the southern part of this run, especially coming down the southern outlet into Hobart where it is densely-populated, and the decline ends right in the heart of the city. The Scania Retarder is extremely quiet which means we can utilise it any time of the day without upsetting the locals, and that’s a huge advantage.”

The new Scania 4100D Retarder, mechanically ‘clutches out’ when not in use to minimise parasitic drag and can generate a maximum 4,100 Nm (3024 lb/ft) of braking.



Three generations, Joel, Theo, Archer & Tony Creswell.

accurately reversed the 5-axle Hercules dog trailer inside the fertilizer shed.

This Scania R 730 8x4 has front air suspension which dispenses with the previous Panhard rod arrangement found on early 8x4 models. The repositioning of the front axle gives excellent control with much less wallowing and nodding compared to rival trucks. In addition, the steering gear for the second axle layout is installed lower in the chassis, to aid body-builders. The shock absorber mounting for this axle is also revised and no longer rises above the chassis rails.

Inside Scania’s flagship R 730 cabin, Tony said the driver wants for nothing, it has all the creature comforts he could need. He said the dash layout is practical, easy to see at-a-glance, which means he has more time to concentrate on the road.

“You can virtually operate this vehicle with your fingers. The controls located on the steering wheel make life easy,” Tony said.

Its only early days for the new R 730 8x4. Along with the productivity gains Tony is getting from his new combination, he agreed that given the current driver shortage, it is far easier to get a driver for this unit because they don’t need a multi-combination licence to drive a truck and dog. Yet it delivers a payload compatible to a B-double with more tyres on the ground.

“And that’s another great thing about the new Scania, it has a lot of inbuilt smarts that keep it operating in the sweet-spot all the



time, including the Advance Emergency Braking,” Tony added. “It’s that level of safety which really gives an owner peace-of-mind.”

“The Scania R 730 ticked all the boxes for us in terms of productivity, performance, economy and safety,” Tony said. “For me it’s all about delivering the biggest payload, economically and safely.” ●





[ NEW DELIVERY ]

[ NEW DELIVERY ]

# PUMPED & PRIMED P-SERIES

There's more to this P380 than just pumping tiling screed to building and construction sites around the country. The custom-made pump truck also eliminates deadly silica dust from the workplace too.

Words and photos: Howard Shanks

**S**creedPro, an Australian-owned company headquartered in Western Australia, has been supplying commercial grade tiling screed to Australia's leading floor contractors and builders for more than two decades. The successful business has become the preferred supplier to virtually all major construction projects in Western Australia and is rapidly growing its footprint on the east coast.

The introduction of ScreedPro's first new Scania P 380 and custom-made trailer combination has transformed the floor screeding industry. The success of this first unit cemented the order for a further five new Scania P 380s and trailer units scheduled to be on the road before the end of 2019, with a similar roll-out schedule planned for 2020.

Before the arrival of the ScreedPro Scania P 380 and trailer pumping unit, floor screed was traditionally mixed by hand, then wheelbarrowed into the building.

"There was a lot of manual handling with this process," ScreedPro NSW General Manager, Les Stockdale says.

"To compound the problem, at high-rise job sites we were always relying on materials hoists and other site infrastructure to get to these upper levels. It was extremely time-consuming and labour intensive. Then there was the problem of storing sand and pallets of cement on-site and the risk of inconsistent mixing and

quality control with hand-mixed screed. But ultimately, there were also health issues for site workers with silica dust being the biggest problem when opening bags of cement.

"Two years ago, we commenced working with a team of Australian and International engineers along with technology suppliers to develop a fully self-contained automatic screed mixing and pumping system. One of the many challenges was making the unit fit Australian ADR regulations. That's where Scania became an integral partner in the development process. Scania's help actually made the process a whole lot easier," Les said.

"These new trailer pumps are fully self-contained sealed systems for automatic mixing and pumping of large volumes of 15 to 50 MPA screed up to 180 metres horizontally, and up to 30 floors vertically," he said.

"The tilers love our product because they can get the job done much faster, save time, cost and effort of sourcing raw materials along with the manual mixing and barrowing of screed," he added. "Importantly, the safety officers love our machines and process because we have eliminated high-risk manual handling and fully eliminated silica dust generation in the mixing of screed."

Western Australia General Manager, Kevin Andersen added that over the past three years, the company has been leading the development of engineered screeds, and



today its engineered screeds account for more than half the screed it supplies. "Architects, builders and tilers have embraced the significant benefits of these products and we see this trend continuing to grow," Keven said. "Now with our computer-controlled pump units, the mix of our products is engineered with precision and mixed with exacting consistency allowing us to provide a 10-year warranty on our products."

By mid-2020, ScreePro aims to have depots in all major capital cities, expanding on its current sites in Perth, Melbourne and Sydney.

"We also service regional projects," Les Stockdale said. "That's the beauty of our system being truck-mounted, we can go virtually anywhere. In fact, we sent one Scania P 380 on a job 1,000 km from Sydney on a Sunday, for 13 m<sup>3</sup> engineered screed job on Monday. That unit arrived back in Sydney ready for an apartment project by 7am Tuesday morning. That's the beauty of the Scania P 380's performance and reliability."

When selecting a truck supplier, ScreePro was looking for much more than the cheapest truck quote, they wanted a transport partner who would be

deeply involved in the entire technology development process and fleet roll-out. In this regard Scania was the clear choice.

Les Stockdale comments that the Scania team and the P 380 prime movers play a significant role in the initial and ongoing success of their operation. "All through the development process Scania has provided great assistance and not just delivered us a truck but a transport solution that integrated with and enhanced our pump trailer technology," Les said.

"Scania not only looks after the service and maintenance of our trucks but also carries out all the service and maintenance to our trailers' road running components, and they work hand-in-hand with our specially-trained team of engineers who provide the technical support for our mixing and pumping trailer units," he added.

"Scania suggested the P-series model to us because of its low weight and a cabin with exceptional visibility," he said. "It had all the comfort and safety features we wanted such as easy cabin access for urban work, with a quiet working environment and enough storage space for the odd long-haul trek. Because of the high degree of technology and automation in our



« Eye-catching combination: The Screepro truck and trailer turns heads across Australia. The P 380s were carefully specified to be ideally suited to the job of pulling and powering the imported trailers. The steerable axles on the trailers assist in gaining access to the tightest of locations, as the image below left attests.

system, we had a number of technology requirements which Scania were proactive about incorporating into our build up."

The Scania NTG P 380 certainly ticks all the boxes when it comes to urban driving which often involves many stops and starts with repeated climbing in and out of the cabin. Because the cabin entrance is low, with convenient grab handles, this operation is both easy and safer for the driver.

The ScreePro P 380s are powered by Scania six-cylinder D13 380 hp (283 kW) engines coupled to a 14-speed overdrive transmission with Opticruise automated shifting.

Manoeuvring around tight construction sites requires exceptional concentration and visibility, and this is another area where the P 380 shines. Because the driver sits high in the cabin there's an outstanding vista forward through the broad curved windscreens, as well as rearward, via the

wide mirror system. The motorised mirrors can be adjusted to follow the trailer by use of the multifunction mirror switch conveniently-located on the driver's side door armrest.

"There is no question the Scania P 380 really is a premium workhorse," Les said. "When you consider the ease of cabin access, incredible storage options and sleeper area along with the optimised dashboard and on-board entertainment, life on the road for our drivers is extremely comfortable."

Just as the trucks were tailored for the task by the customer and Scania, so too the ScreePro pumper trailers.

The presence of a Groeneveld auto grease canister fitted to the right-hand leg is probably the first sign that there is some special running gear in this trailer.

A quick glance at the skid plate reveals Jost's Tridec hydraulic steerable suspension. The system utilises a hydraulic linkage

between the fifth wheel coupling plate and axle assemblies employing hydraulic cylinders. Additional manoeuvrability can be achieved with the use of the wireless remote manual override system to get the trailer in and out of the tightest sites.

The trailers employ a BPW ECO Plus2 axle with a pivoting hub on either end of the axle, coupled to the Tridec steering suspension. The use of wide 385/65R22.5 super single tyres gives the trailer greater steering angle than if the traditional dual tyre was fitted. The trailer's smart braking system is a BPW-Wabco combination commonly found on many Australian built trailers, which means maintenance and parts availability is simplified.

This innovative Scania P 380 and its state-of-the-art trailer are certainly pioneering a new approach to productivity, cost reduction, quality enhancement and workplace safety across both the building and transport industries. ●

Photos: John Kruger



**A**delaide-based brothers Frank and Marco Tigani have been partners in a small crane truck business, Ultra Lift Crane Services, for about two years, delivering heavy building materials such as Hebel sheets, to worksites.

Demand has been so strong, Frank has acquired a new G 500 XT rigid that carries an Effer 315 crane on the rear. A dual-axle trailer is often also attached to the truck, to help almost double payload.

“The benefit of this type of combination is that we can get the truck on its own into very tight worksites, but when there is good access we can carry as much as a semi-trailer,” Frank says.

“Buying the Scania, we have stepped up in engine performance from our previous European truck, and we are seeing better fuel consumption as well. So, we’re able to carry more and use less fuel. In addition, the all-round air suspension gives us the ability to ensure the truck is very stable and level when deploying the crane.

Driving part of the demand for Frank’s services is his ability to deliver a load via the crane up to six stories above the ground and using his experience and skill and the fly jib on the end of the crane to slide the load in through the window apertures well into the building.

“There’s a safety benefit here, of course,” Frank says. “If we can deposit a pallet load of Hebel or gypsum board or sheets of cladding well inside the building, it reduces the risks for the workers having to go near to the edge.



Photos: Cassie Suriano

A blooming transport contractor is making good use of Scania’s NTG XT.

# READY FOR LIFT-OFF

“We specialise in difficult access jobs, or jobs other operators don’t want to undertake. We like a challenge,” he says.

Frank and Marco grew up on a farm so are very familiar with all sorts of machinery.

“We had an old Scania on the farm for a long time, and it has been reliable and strong. It is bullet-proof and always starts first time, so that helped steer us to the new generation trucks.

“I was working in farming for a while,” Franks says, “but then I noticed that Marco had a crane truck lying around his construction yard and I asked him if he wanted to get the truck working all the time and start a crane truck delivery business? From that, Ultra-Lift Crane Services was formed and things got busy very quickly. And a new truck was needed to provide a reliable service for customers.

“The Scania XT was very appealing with

its strong steel bumper and the protected lights and mirrors that give it the ability to absorb small knocks on site. The visibility from the driver’s seat is also very good.

“Another winning feature is the strength of the 9 mm chassis rails, they are the strongest I have seen on the market,” Frank says. “This is helpful because I need to add a far less substantial sub-frame for the crane mounting, meaning I can carry a bigger payload.

“The crane can lift 500 kg as far as 24 m into the air. It’s controlled via a remote pack that I can wear, and it is very accurate to use. I often have to drop concrete tanks into holes that weigh up to 9-tonnes, so accuracy of movement is very important,” Frank says.

A typical day would involve two jobs, one in the morning and one in the afternoon, though an 11- or 12-hours day is common due to travel to the load site then across to

the worksite and back again. Frank says the new Scania’s comfortable and quiet cab, plus the Retarder all help to keep fatigue at bay.

“First thing in the morning and later at night going home you can be quite tired but the ease of driving the Scania and the comfort make it a good place to be. The lane departure warning and adaptive cruise control safety systems make it easier to stay alert and make good decisions. You certainly don’t feel as fatigued jumping



out after a 12-hour shift. I'll be working about 60 hours a week on average and the truck will be running for 40 hours. The engine drives the PTO that drives the crane, so although we're covering only around 50,000-60,000 km a year, the engine and PTO will be working hard," Frank says.

"I'm expecting to get around 3 km to the litre on average from this truck, which would be about 0.5 km better per litre than the previous, less powerful truck. It's hard to say exactly so far, as the winter months are less busy with construction work."

As the photos show, the dark grey truck with the very bright dayglo green highlights is an eye-catcher.

"We wanted a colour scheme that would make an impression and would be memorable," Frank says.

"The green is certainly bright, and the benefit of the darker grey paint is that it

always looks clean, even at the end of the week. I can see it might need a wash but when I turn up onsite the guys always comment on how clean and bright the truck looks; that's important for our image.

"When we were considering what truck to buy, Tim Jensen at Scania Adelaide was a real help. He understood what we were trying to achieve with the new truck, and he was able to guide us towards the right specification," Frank says.

According to Tim, the G 500 XT is the perfect tool for the job the Ultra Lift team does day after day.

"The Ultra Lift XT is well suited to the job and has plenty of power to haul their payloads and also provide a safe, comfortable and quiet office. In addition to advances in visibility provided by the Scania NTG range, with its bigger windscreen and the driver's seat moved

closer to the door and windscreen, and the mirrors re-positioned on the revised A pillars, and full electrical adjustment of the mirrors from the driver's seat, it all adds up to vastly improved on-site visibility, far superior to anything on the market.

"Good visibility assists more efficient and productive activity because the truck can be placed perfectly more quickly, and the crane can be put into action faster. Good visibility also lessens the possibility of damaging the truck. Sometimes Frank could be 8 hours away from Adelaide so you don't want to damage a truck and potentially make it unroadworthy by accidentally taking out a headlight on site, for instance," Tim says.

"We are confident that the G 500 XT will be a great success for Ultra Lift and we look forward to supplying them with more vehicles as their business expands." ●





# FIRST CLASS DELIVERY

**M**o Tawil is an entrepreneurial small businessman who has found a niche in the often cut-throat world of tilt-tray deliveries.

As a result of his business success to date, he has just taken delivery of his first Scania, an NTG XT 8x4, powered by a 450 hp 6-cylinder engine. And he couldn't be happier.

The niche he has created for his business, Total Tilt Transport Services, based in Mill Park in Melbourne's outer north, is transporting portable generators, scissor lifts and booms, either forking or hauling them onto his 9 m tray and transporting them within metropolitan Melbourne and occasionally as far away as Mount Buller.

In addition to delivering the generators to building sites around the city, he's also transported them to rock concerts and other remote events where there's no available power.

## Mo Tawil steps up to a Scania as his tilt tray business continues to grow.

He is now running three trucks with his two brothers, Mehzen and Kaser, driving the other two vehicles.

Mo has established a good working relationship with a small number of key clients who constantly call him up to do jobs as they come up.

"I say 'no' quite a lot, if I don't think we can deliver a good service for the client," he says. "I'm more focussed on under-promising and over-delivering."

Mo has evolved his business model well enough to know when a job that's offered will not pay him to accept it, so he is upfront about turning it down. He knows that accepting everything that comes along could send him broke, because he knows what his costs are.

"I also understand that I am the face of my customer when I deliver. They have contacted me to deliver a generator or machinery on their behalf, so when I turn up on site I am representing them, so it is important for me to be able to deliver in the manner that my customer expects, and also what my customer's customer expects.

"There are lots of operators out there with a van or a small truck who do jobs for \$50, but that's not sustainable. One unplanned breakdown and you're out of business. That doesn't help your customer and it doesn't help you," he says.

"I started with utes shifting scaffold and moved up to 4-tonne and 8-tonne trucks, but now I am ready for a larger truck," he says.

Moving up from a Japanese truck to the larger Scania with a longer tray he says he can now do twice the work with one truck.

"This Scania is bigger than the truck I am replacing. I'll be adding a trailer so I can now do two drops in one trip, which saves



me either a full trip or needing a second truck and second driver," he says.

"It means I can deliver more efficiently for my customers, so everyone is happy. Even more impressive is that the 450 hp 6-cylinder Scania uses less fuel than the 350 hp 5-cylinder Japanese trucks I have.

"This Scania is going to be my truck, and I have specified it for comfort. I have had enough of being thrown around, and this truck is also very quiet on the road," he says.

In a typical week the truck will cover around 1000 km, and Mo says that previously he finished a day's work feeling quite fatigued.

"By 3pm you really wanted to get out of the old truck, but with the Scania you really feel fresh at the end of the day which means that when you get home you can still interact with your family. It also means that if a late job comes up you'll be OK to take it.

"Some of the runs are quite long and there may be two people in the truck so I specified a suspension seat for both driver and passenger, for the same reason, I want them to be comfortable on the drive, and fresh when they get to the job or get home," he says.

"The truck has a fridge which is great as I can keep my lunch and water in there and I am sure the bed will get some use, too. I have had an iPad holder put in, because the business is pretty much run from an App I have had developed, which allows me to see what is happening in the business, with orders and deliveries and receipts all

handled electronically.

"One of the Scania benefits I like is the Scania Control monitoring system, because I can see every day what the truck is doing. I'm also looking forward to the Scania driver training as I am keen to see how I can improve and how all the new systems on the Scania, which I haven't had on my previous trucks, can benefit me.

"I didn't plan for this to be my career," a frank Mo says. "But I am passionate about the service I deliver."

According to Roger Lake, Scania Campbellfield Account Manager who assisted Mo in his specification of the truck, the XT is ideal for the job.

"Mo is delivering to sites that are often unsealed so the extra ground clearance and the strong steel bumper on the XT really make a lot of sense here," he says.

"Mo came up with the right specification for this truck. Although there's around an extra 100 kg over the front axle on the XT with the 4 mm high strength steel bumper, having a twin steer 8x4 you don't notice it, and the weight scales on each axle group will also be a help to ensure he's never overloaded. The truck also looks good with those polished rims, as well.

"As a retail customer Mo also benefits from the Scania Advantage, which delivers maintenance for 5-years or 500,000 km at no cost," Roger says.

"The result is Mo has the truck he's always wanted, that can do the job he needs today and allows for growth in his business down the track." ●



Mo Tawil, above and left, is exceptionally proud of his new tilt tray, and is enjoying the transparency the Scania monitoring system delivers for him.



Photos: Paul Kane

A new pilot boat powered by Scania V8 engines is cutting HSA's running costs by around 30%.

**H**SA Marine, which provides pilotage and a fleet of vessels catering to commercial shipping, oil and gas support and port services, operates out of Fremantle, Bunbury, Port Dennison and Onslow in Western Australia.

The company has recently taken delivery of a new pilot boat named Genesis, powered by a pair of Scania V8 engines.

Genesis was launched in May 2019 and delivered to Fremantle from Port Dennison, and commissioning was completed in June.

Eddie Wolsoncroft, HSA Marine's Operations Manager says Genesis is a Southerly Design built by Dongara Marine.

"Genesis is off to a great start. The finished product is of exceptional quality with reliability and performance to match," he says.

The engines are a pair of Scania DI 16 76 M 16.4-litre units and are the 13th and 14th engines Scania has supplied to the HSA Marine fleet.

This vessel was specified with Scania engines at the behest of HSA Marine based on a long-standing relationship with Scania and on the expected in-service reliability, and the performance improvement of fuel consumption compared with non-Scania options.



# V8 CUTS FUEL BILL BY 30%



After just a short time in the water, Eddie confirms that the engines are performing exceptionally well.

"The new Scania V8 engines have exceeded our expectations in terms of performance and fuel use. This early, exact fuel comparisons are hard to obtain, but based on figures so far, we can safely say that the new V8s are delivering a saving of 20-30% compared with the non-Scania powered designs."

Adding Scania engines to the fleet of hard-working vessels gives HSA Marine a range of benefits that has cemented Scania as a preferred supplier for its new vessels, as well as being selected for repowering older vessels as this becomes due.

A repower is currently underway to install a pair of DI 13 77M engines in another multi-purpose vessel.

"There are many reasons why we are specifying Scania," Eddie says. "Some of these are 'cost-of-life maintenance', the after sales support and technical assistance we receive, and the availability of spare parts are very good on the rare occasion they are needed," he says.

"We definitely benefit from the Scania modular components programme which means there is a high degree of commonality across the engine range. This means spare parts are easily available, reducing the need to stock a huge inventory of spares. The engines use the same oils,

and have common filtration across the broad range of engine options," Eddie says.

"We have a very strict oil analysis programme. Using the same oils, filters and fuel supply allows us to really home in on preventative maintenance and this will alert us to any anomalies should they occur.

"Also, the Scania Marine and industrial engine technicians and experts, James Rischmueller and Jeremy Tennant, provide excellent backup and support.

"The Scania dealers we work with go above and beyond to make themselves available to assist us with any enquiries or technical requests. André Arm, the National Manager for Scania Marine, and Jeremy Tennant, Scania's Technical Sales Manager

are just a phone call away if we need them," Eddie says.

"The support network for our Scania engines, which includes Rob at Taylor's Mechanical and Marine, and Paul at Marmino Marine, are extremely reliable and professional technicians.

"Fundamentally, product performance and reliability is key in our industry, and Scania delivers here," Eddie says.

According to André Arm, Scania has won its spurs with HSA Marine over several years of reliable operation, with the additional benefit of a significant fuel consumption reduction from the modern, high-precision Scania engines, as well as building a solid relationship with them.

"We pride ourselves on delivering state-of-the-art technology that has been developed with the aim of reducing operating costs for our customers," André says.

"We are always looking at ways to reduce fuel consumption, but never at the expense of powerful performance or reliability.

"Pilot boats demand high levels of uptime and reliability because they operate all times of the day and in all weathers, so there's no room for complacency.

"We are very pleased to be able to supply engines for HSA Marine's new builds, and being tasked with repowering older vessels is a further seal of approval for Scania," he says. ●



# DOCTORS ON TOUR

A new Scania Touring-based mobile health service aimed at male tradies has been commissioned in Victoria.

Photos: Charlie Suriano

**B**lokes don't take their health too seriously – until it's too late. There's an oversupply of 'she'll be right' and an undersupply of reality checking.

And it seems tradies are among the most reluctant to front up to the doctor's surgery for a chat about their health. Usually it's an appointment forced on them by long-suffering partners.

Transport industry operators and drivers aren't that keen to come forward either,

so the arrival of a Scania Touring-based mobile screening bus could provide the motivation many need to start taking their health a little more seriously. Nipping the nasties in the bud saves time, money, stress and worry, not to mention warding off Mr Reaper for a few more years.

"Scania was delighted to assist in the provision of a vehicle to Incolink, given the importance of the work the medical staff will be doing," said Julian Gurney, Director of Sales for Scania Bus and Engines.

"The Scania Touring is well positioned

for this role, being able to be fitted out for this application very rapidly, and providing a large amount of luggage capacity for all of the systems and gear the bus has to carry. At present this includes electrical generators and fuel as well as batteries to store electricity to power the onboard medical systems.

"Because Scania carries stock of the Touring for immediate delivery, we were able to get the Incolink bus onto the road very quickly," he said.

The Touring was converted by

RoadTrek, which is based close to Scania in Campbellfield, in Melbourne's north. The fitout was comprehensive with a design aimed at preserving patient privacy and comfort, while at the same time ensuring the examination area was as spacious as possible.

The Touring was purchased, and is run by Incolink, the construction industry's redundancy fund, and it is operated in association with the Australian Prostate Council.

In recent times the much-dreaded manual checking of a patient's prostate has been replaced by the relatively painless and far less embarrassing method of a simple blood test to detect the early stages of prostate cancer. Just one small prick of a needle is all it takes.

Ahead of the blood test there's a nurse around to take some history and check blood pressure and blood sugar levels which can forewarn of other unpleasant ills such as elevated cholesterol levels, high blood pressure, BMI and a pre-disposition for diabetes – to which many drivers and operators in high stress environments often succumb to in middle age.

Prostate cancer is the most common cancer diagnosed in Australian men (excluding non-melanoma skin cancer), and the third most common cause of cancer death. By using the bus to promote awareness and early detection of the disease, the APC hope to achieve better outcomes for the more than 20,000 diagnosed each year.

The mobile health bus is staffed by two GPs and a nurse and is initially visiting Victorian and Tasmanian construction sites, providing workers with the free health checks, but there is a plan to widen the scope of operations beyond the construction industry.

"Being regularly assessed for key risk factors is crucial to preventing a range of health problems and giving patients the best chance of a healthy life through early intervention measures," Incolink CEO Dan O'Brien said.

"A stable and healthy workforce is the best foundation for a productive workplace. That's why we're bringing the clinic to our members, making it easy for them to have a chat with the doctor and get checked out for

these important health risk factors."

Mr O'Brien said the health checks would be voluntary and confidential, while helping put workers in touch with other support services when needed.

"Seeing a GP or nurse is often the first step in talking about something that's been bothering you physically or mentally," he said. "Incolink health checks can help provide peace of mind to workers, or deliver an early warning to consider lifestyle changes or seek further advice."

The Incolink bus will ensure construction workers – many of whom may be reluctant to visit GPs or struggle to find the time due to family and work commitments – have easy access to these checks.

The PSA (prostate specific antigen) blood test can help detect prostate cancer by measuring levels of the protein PSA, and is recommended for men who display other symptoms of prostate cancer such as frequent or painful urination.

The bulk-billed mobile health checks are offered at no cost to workers, with Incolink funding the program as an investment in healthy worksites.

The APC has treated more than 15,000 men since 2014, providing not only best practice diagnosis and clinical treatment, but complete support with services like exercise physiology, pre- and post-surgery rehabilitation, psychology, specialised nursing – whatever it takes to help men get back on their feet sooner. ●

Find out more at [WWW.INCOLINK.ORG.AU/WELLBEING-SUPPORT-SERVICES/INCOLINK-BUS/](http://WWW.INCOLINK.ORG.AU/WELLBEING-SUPPORT-SERVICES/INCOLINK-BUS/)

# BEST OF BOTH WORLDS

Is it a Truck? Is it a Bus? We do know it's a hit with Paul Pincini.

Photos: Charlie Suriano

**T**his is a best of both worlds Scania. It's a truck that's a bus and owner Paul Pincini is over the moon about how it performs.

Paul and wife Liz say their business, Platinum Journeys, is definitely lifestyle-based and no, we aren't talking exclusively about the lifestyle of the small groups of lucky travellers that get to go along on their treks, we're talking about their own!

The couple freely admits to having a passion for the job, especially for being on the open highway and ploughing through the rugged wilderness of the 'Great Southern Land'.

And it's no wonder Paul loves the

touring lifestyle - it's in his blood! Both his father and grandfather made a career out of covering long stretches of the Aussie outback.

Grandfather Ernest, or "Ern" to his many friends, started it all with a mail run 75 years ago, and dad Laurie then made a name for himself running coach tours to all points of the compass.

Laurie passed away in 2018 and Paul has a tribute to his 'old man' proudly on the side of the new Scania. The truck is also named 'Louie' after the couple's grandson who arrived on the same day as the truck.

Paul says the distinctive vehicle started life as a conventional Scania truck cab and chassis.

"We specced up what we wanted as far as engine capacity, gearbox, length etc. and wanted full airbag suspension too.

"I also didn't want a 4x4 as I needed a vehicle that was both capable of outback touring, but also comfortable for cruising down the highway with a group of passengers on board."

Helping Paul through the build process was Warren Young, Sales Manager for Scania NSW Bus & Coach.

"Scania were great to deal with because they had built a few of these vehicles in the past and Warren has been absolutely amazing.

"He took me to Melbourne to meet with the technical department and this included speaking with guys who had helped other customers build similar vehicles, and this made the process a whole lot easier.

"Once the truck arrived in Australia it



was delivered to Coach Design and they've also been amazing too," Paul says.

"I had all these ideas in my head and on bits of scrap paper, and they were all able to process my thoughts and build a product that we're extremely happy with."

Why build a bus on a truck chassis? Paul says for the type of work that his vehicles do a traditional coach just won't get the job done.

"Having a forward configuration was a must for me as it is a big advantage having the engine, transmission and the important electrical control systems at the front of the vehicle."

"The reality is we do operate in harsh conditions, including dusty and muddy environments, and it's reassuring to know

all that important equipment is in this optimal position.

"We carry a lot of extra things and this configuration also allows for plenty of storage and luggage capacity too."

This isn't the first Scania that Paul has owned and operated, in fact he has one of the first outback tour buses built in Australia in his possession.

He's also had years of experience in vehicles that didn't hail from the renowned Swedish truck and bus manufacturer, but he says this new one is something else entirely.

"I'm just blown away by the adaptive cruise control and features like the emergency brake and the lane-keep assist, things that really are unheard of in this type of vehicle," he says.

"And the transmission changes are so smooth, it's just amazing."

As nice as it is to have those safety and comfort features, Paul says he's impressed by the Scania's fuel efficiency.

"The last vehicle I was operating (which wasn't a Scania) I was lucky to get 2.0 km per litre when travelling through some environments, with the Scania, in similar conditions, I'm averaging around 4.5 km per litre, and 5.0 km on the highway. It's a very efficient vehicle.

And while Paul says the boss has told him that he's not allowed to buy another Scania for a while, there could even be a push to eventually transform this vehicle into an all-terrain motorhome just for two. ●









## Stepping up to fight depression

**W**hen 600 firefighters stepped up to “fight depression, PTSD and suicide” by climbing the 28 floors of Crown Metropol Hotel in Melbourne last September, one of Scania’s own was among the crew.

Scott Hadler, our Senior National Technical Product Support Representative took up the challenge for the first time and finished in an impressive 11 minutes and 11 seconds, wearing 25 kg of protective gear and breathing apparatus.

Scania Australia has been a supporter and sponsor of the Melbourne Firefighter Stair Climb since it started in 2014, contributing more than \$45,000 over the years.

In 2019, the MFSC aimed to raise \$700,000 for the Emergency Services Foundation, Lifeline and the Black Dog Institute to improve support services,

fund research, remove stigmas and raise awareness of mental health issues, such as depression, Post Traumatic Stress Injury and suicide, especially for those within the Emergency Service and Defence communities.

“The climb went past in a blur. I stopped a couple of times to catch my breath and stretch my legs out as my thighs were burning,” Scott said soon after the climb.



“I remember someone shouting: ‘Come on Hadler, only 14 steps to go,’ as I neared the top. The worst part was three floors in, I was thinking to myself ‘what have I done?’. It was quite hard coping with the climb in the breathing apparatus.

“Next year I’ll be back though, as I aim to beat the 10-minute mark,” he said.

Scott has been working as a volunteer CFA firefighter for the last two years in the Doreen brigade, District 14.

The Doreen brigade attends more than 230 callouts a year, with Scott attending to 120 on average. These callouts include bush fires, car accidents, house fires, and even rescuing cats stuck in trees.

“I do it for the community, but it is also exciting and rewarding, we are all like a family,” Scott said of the Doreen brigade.

“I did train for the event; going to gym and kick-boxing as well as having practice runs up the stairs in my turnout gear.”



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