



SCANIA AUSTRALIA

# EXPERIENCE

[ SUSTAINABLE TRANSPORT SOLUTIONS ]



1969 **50** 2019



[ S 650 V8 ]

# Show special

Scania's New Truck Generation has hit the road in Australia and has made many new friends. Read all about the success of the NTG family inside

**SCANIA**



# ADVANTAGE SCANIA.

NEW TRUCK GENERATION.



**5 YEARS OR**

**500000**

K I L O M E T R E

**MAINTENANCE INCLUDED**

Visit [www.scania.com.au](http://www.scania.com.au)

\*Conditions apply



## NOW ALL MODELS COME WITH 5YRS/500,000 KM MAINTENANCE INCLUDED\*

Scania's New Truck Generation range has attracted record Australian orders. Here's why:

- Fantastic pulling power: More torque at low revs for unbeatable driveability.
- Fuel efficiency: Engines, transmissions and aerodynamics are all more efficient than before.
- Safety: Australia's safest truck range thanks to our standard, world-first side curtain roll-over airbags, plus available active electronics safety pack.
- Driver comfort: Excellent visibility, quiet cabin, customised digital dash, luxury-car build quality.

And now, all New Truck Generation Scania's come with 5-year/500,000 km Maintenance included.\*



**FOR THE ONLY BUSINESS  
THAT MATTERS. YOURS.**

#### VICTORIA

Scania Campbellfield  
Tel: (03) 9217 3300  
Scania Dandenong  
Tel: (03) 9217 3600  
Scania Laverton  
Tel: (03) 9369 8666

#### NEW SOUTH WALES

Scania Prestons  
Tel: (02) 9625 7900  
Scania Newcastle  
Tel: (02) 9825 7940  
K&J Trucks Coffs Harbour  
Tel: (02) 6652 7218

#### QUEENSLAND

Scania Richlands  
Tel: (07) 3712 8500  
Scania Pinkenba  
Tel: (07) 3712 7900  
RSC Diesel Cairns  
Tel: (07) 4054 5440

#### SOUTH AUSTRALIA

Scania Wingfield  
Tel: (08) 8406 0200

#### WESTERN AUSTRALIA

Scania Kewdale  
Tel: (08) 9360 8500

# SCANIA









## **+ ALSO IN THIS ISSUE**

What's on Show in Brisbane	<b>6</b>
The rise of autonomous trucks	<b>18</b>
Scania's V8 celebrates 50 years	<b>20</b>



scania.com.au

**Publisher:** Scania Australia,  
212-216 Northbourne Road,  
Campbellfield, VIC 3061  
**Managing Editor:** Alexander  
Corne, PR@scania.com.au  
**Graphic Design/Layout:**  
Motorink Media  
**Contributors/Photography:**  
Charlie Suriano, Nathan Duff,

Mark Bean, Trevor Worden,  
Paul Kane, John Kruger,  
Stuart Grant  
**International content  
provider:** Appelberg,  
Stockholm, Sweden  
**Printed by:** PostScript  
Printing, Melbourne  
E&OE, May 2019

# Welcome to the show

**A**t the 2019 Brisbane Truck Show we are displaying a broad range of our New Truck Generation, launched last year in Australia to great acclaim.

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

Last year we saw a record number of Scania trucks sold in Australia, as well as around the world, underlining the success of the NTG family.

But within Australia we should note that despite the growth of new truck sales, our roads are home to some of the oldest and dirtiest trucks in the OECD.

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

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

We can no longer turn a blind eye to their continual emission of dirty fumes and excessive CO<sub>2</sub> where our children walk and play.

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

The first is the P 340 6x2 rigid truck fuelled by Compressed Natural Gas which can cut CO<sub>2</sub> emissions by up to 90%, and the second, the P 280 rigid that uses the new Scania 7.0-litre diesel engine, which is 360 kg lighter over the steer axle. Both are aimed at improving business sustainability. Not just reducing fuel consumption and emissions, but also running costs boosting an operator's Total Operating Economy.

We have said many times that Scania is leading the shift to a sustainable transport system.

Here and now we have trucks ready to go to work.

Scania is also synonymous with V8 power. Our new NTG V8s are returning a 10% reduction in fuel consumption and emissions, compared with our previous generation V8s.

We have a V8-powered R 650 Euro 6 on the stand offering power and performance with economy and efficiency, celebrating 50 years of Scania V8 power.

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



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

Mikael Jansson, Managing Director



[ SHOW PREVIEW ]







# TAKE THE SCANIA ROUTE TO BUSINESS SUSTAINABILITY

Welcome to the most fuel-efficient Scania range ever – trucks equipped with more safety equipment than any other, and offering drivers the best visibility, comfort, and convenience features yet. With a wide range of alternative fuels that can cut your carbon footprint right now, Scania can future-proof your business, today. Ask us how.

**Scania, driving the shift towards a sustainable transport system.**



# SCANIA ON SHOW

Scania has brought a comprehensive array of the New Truck Generation to the 2019 Brisbane Truck Show.



**L** leading the Scania charge at the Brisbane Truck Show is the new 650 hp V8 Euro 6 engine fitted in an R-series prime mover, complete with 3300 Nm of torque, and ideally-suited to long-haulage work.

There are two G 500 6-cylinder Euro 6 prime movers on the stand: one in G 500 road freight guise (for example, inter-state high cubic capacity B-double work) and the second, as a G 500 XT specified for construction duties, complete with steel tipper body.

Also on show is a P 340 Euro 6, 6x2 gas-fuelled rigid truck (engine pictured below, truck shown at right), a specification seen

for the first time in Australia.

This green, clean and efficient vehicle carries twin large-capacity compressed natural gas tanks, and can offer vastly reduced CO<sub>2</sub> emissions, making it ideal for operations in densely-populated urban delivery environments.

Making its debut in Australia is the new Scania 7.0-litre lightweight 6-cylinder engine (below right) making 280 hp and inserted into the nose of a P-series low entry rigid cab/chassis.

This engine helps cut 360 kg from the weight over the front axle, which will be of great benefit for operators worried about front axle overloading but still keen to drive a Scania.

As with all Scania trucks offered in Australia, the eye-catching silver-painted display vehicles are all fitted with side curtain roll-over airbags to provide the highest level of crash protection available for driver and passenger.

Also fitted to all display vehicles is the Scania Communicator telematics system, electrically operated cab tilt function, Scania Retarder and Scania Opticruise automated gear change, with driver-selectable operating modes.

All the Scania trucks on the stand are also equipped with state-of-the-art LED head and taillamps, Advanced Emergency Braking, Lane Departure Warning, Adaptive Cruise Control and Electronic Stability Programme, underlining Scania's commitment to providing its customers with the safest possible workplace.

In addition, Scania is once again showcasing its transport solutions with experts on hand to discuss contract maintenance, driver training, connected services and truck rental. Scania Finance Australia also has representatives on the stand to discuss funding for new vehicle purchases as well as its new insurance products.







In line with Scania's leadership in offering Euro 6 to the Australian market, all the vehicles on the stand are Euro 6 compliant. Currently, Scania's Euro 6 sales account for 90% of deliveries in Australia, underlining the willingness of Scania's customers to reduce air pollution.

"The Brisbane Truck Show gives Scania the first opportunity to display to the market a comprehensive array of NTG trucks, from the innovative P 340 CNG-fuelled 6x2 rigid, to the P 280 lightweight six-cylinder 7.0-litre, and the Euro 6, 650 hp V8-powered R 650," said Dean Dal Santo, Scania Australia's Director of Sales.

"We have seen a marked increase in interest and orders since we debuted the NTG range in Australia just one year ago. This show gives the industry and general public the opportunity to see exactly how the latest technology in truck transport can benefit their lives and businesses.

"Our focus on business sustainability illustrates just how the addition of Scania trucks to a company fleet can drive down total operating costs, improve uptime and therefore profitability.

"With more than 4700 Scania vehicles in Australia using our Scania telematics system, we are able to analyse and



demonstrate, week-by-week, how Scania's solutions can save businesses significant amounts of money, which makes them financially stronger, better employers, securing jobs for Australians in the industry," Dean said.

"We have taken a conscious decision to display all our trucks as Euro 6 compliant, to illustrate how we are leading the shift towards a sustainable transport system for Australia.

"Our customers, and our customers' customers are now demanding a smaller carbon footprint from transport logistics in order to meet their own environmental targets, and Scania is fully-equipped to deliver on this need," Dean said.

"We look forward to discussing our pathways towards Total Operating Economy and a smaller carbon footprint with all businesses interested in reducing their operating costs and boosting their profitability," he said. ●



● CNG powered trucks can be used for waste applications. Above, the V8 R 650 and G 500 prime movers.



# THE WORLD'S SAFEST TRUCK



Scania has significantly enhanced both the active and passive features of its vehicles as part of the new truck range. The company is now the first to introduce rollover curtain side airbags to protect drivers against serious rollover accidents.

**T**he most serious types of accidents for modern truck drivers are when their trucks rollover either at high speed on corners or in conjunction with running off the road, or when they drive into the truck in front when a queue suddenly pops up.

Scania has enhanced both its active and passive safety through the New Truck Generation, with a series of measures aimed at protecting both cab occupants and other road users.

Scania's new generation of cabs offered in Australia are all equipped with rollover curtain side airbags, a security system integrated into the door aperture, and never before used in trucks.

Together with seatbelt use, the rollover

curtain airbags are a crucial safety feature in preventing one of the most common types of accidents with serious consequences for truckers: the driver being trapped beneath the cab if the truck overturns.

In addition to Advanced Emergency Braking, the majority of the Scania's delivered in Australia are now fitted with the full safety package, including Adaptive Cruise Control with Active Prediction mapping, Electronic Stability Control and Lane Departure Warning.

Regardless of how well things like the different electronic systems work, really good basic material is needed in order to create optimum levels of safety performance.

Thanks to a generous use of high tensile





steel and modern assembly technology, the engineers have created an extremely robust cab structure.

Scania has significantly enhanced both the active and passive features of its vehicles as part of the new truck range. The company is now the first to introduce rollover curtain side airbags to protect drivers against serious rollover accidents.

"Belt-use and the new rollover curtain side airbags reduce the risk of injury significantly for passengers in case of a roll-over accident," says Dan Loftén, Team Leader of Scania Accident Investigation team. "Rollover accidents correspond to 45 percent of all accidents with severe and fatal injuries. The potential to come out well from such an accident has never been better." ●









## First class cabin

When Scania designed its new cab it looked to aviation and luxury passenger cars for inspiration, and the results are plain to see – literally. Not only is information presented with great clarity, but controls are grouped logically and are easy to find, and the wing-shaped dashboard top has been lowered to increase forward visibility. Cabin acoustics calm the interior environment, while a larger screen for the audio, communication and navigation systems make it easier to use. The all-digital dash can be customised to display what you need to know. After decades of utilitarian design, Scania brings Swedish luxury to the road. Who wouldn't want an office this plush?

**“The perfect working environment for a professional driver.”**

Joakim Hellstig, commercial pilot





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

# Scania's range of alternative fuel solutions is already on the road

Scania offers 'here and now' solutions for alternative fuels to diesel for powering heavy-duty vehicles such as trucks and buses: Bioethanol, biodiesel and gas either in compressed or liquefied formats.

All of these reduce noxious emissions and CO<sub>2</sub> compared with traditional diesel fuel.

## Ethanol

Scania has engineered its ethanol compatible engine to be Euro 6 compliant, and one of the key benefits to ethanol is that it is 43

% efficient, compared with diesel's 44 % combustion efficiency.

For trucks, the Scania ethanol engine comes in 280 hp and 410 hp and 280 hp for buses.

The Scania modular system allows for minor changes to the standard diesel engine and offers very similar performance to diesel. Scania is producing its fourth generation ethanol engine currently.

The technology is proven and has been in commercial operation since 1986.

## Biodiesel

Scania's biodiesel and HVO (Hydrotreated Vegetable Oil) range is also Euro 6 compliant, with engine outputs between 320 hp and 580 hp.

The exhaust after treatment system uses SCR or EGR and is fitted with a particulate filter.

Scania is particular to ensure it only works with suppliers of high-grade biodiesel meeting the standards of EN14214 for biodiesel and EN15940 for HVO.





## Gas

Scania Euro 6 gas engines are the most efficient way to use gas for fuel. The gas engine works on the Otto principle and is the most efficient engine of its type.

The Scania gas engine provides 40 % thermal peak efficiency and delivers diesel engine torque levels.

Using the Scania modular system of engine construction, the Scania gas engine has less than 40 parts that differ from a diesel engine, meaning there is excellent access to regular service and maintenance parts for operators.

The engines are available in 280 hp and 320 hp for bus applications, and 280 hp, 340 hp and 410 hp for trucks.

The Scania engine is less sensitive to the quality of the gas fuel and has 100 % operability at 2000 m+ above sea level. It can operate on Compressed Natural Gas (CNG) and Liquefied Natural Gas (LNG), and no complex SCR or EGR after-treatment is required to reach Euro 6 exhaust emissions: only a 3-way catalyst is necessary.

## Hybrid

Scania's hybrid solution and electrified driveline with a traditional engine performs best in suburban operation. Combined with alternative fuels there is up to a 92 % CO<sub>2</sub> reduction.

There is also a 'Silent' drive option for low noise levels. ●



➤ Refuelling a gas truck, above, an LNG-powered truck, middle, and an electric hybrid truck, left, comprise part of the Scania range of alternative fuels solutions that are available today.

## Here and now sustainable solutions

clean and low carbon solutions for all alternative fuels



### BIODIESEL & HVO

Low blends to B100  
Diesel engine

Up to 83 %  
CO<sub>2</sub> reduction

All types of  
applications, including  
long-haulage and  
coaches



### ETHANOL ED95

World's No. 1 biofuel  
Diesel engine

Up to 90 %  
CO<sub>2</sub> reduction

Buses, coaches,  
waste collectors,  
distribution trucks



### BIOGAS & NATURAL GAS

Compressed or liquid  
Otto engine

Up to 90 %  
CO<sub>2</sub> reduction

City/intercity buses,  
waste collectors,  
distribution trucks



### HYBRIDS & ELECTRIFICATION

Diesel hybrids  
Biofuel hybrids  
BEV Demo tests

Up to 98 %  
CO<sub>2</sub> reduction

City buses,  
waste collectors,  
distribution trucks



### BUS SYSTEMS

Bus System packages

Buses  
Service and R&M  
Workshops  
Financing  
ITS and FMS systems  
Ticketing systems  
Alternative Fuels



[ SHOW PREVIEW ]

# POWER FOR THE AUSTRALIAN

For Australian-sized jobs, only a V8 will do, and only Scania offers the winning combination of power, torque, fuel-efficiency and low running costs to get the biggest, toughest and longest jobs done.





[ SHOW PREVIEW ]

# TOUGHEST JOBS





[ NEW TECHNOLOGY ]

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

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

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

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

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

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

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





[ NEW TECHNOLOGY ]

# Autonomous Scania truck on test in WA

Photos: Paul Kane





# SCANIA'S V8: FABULOUS AT 50



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

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

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

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

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

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

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

The core, the engine block itself, is a good example: the first 14.2-litre version from 1969 weighed 334 kg. Thanks to improved

materials and technology, the 16.4-litre version of today is equal in weight, despite being bigger, almost twice as powerful and equipped with many more advanced and demanding auxiliary systems.

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





Photo: Charlie Suriano

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

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

When Euro 1 was introduced, NO<sub>x</sub> levels of 8.0 were permitted. Today, the

level is 0.46 and in practice Scania's engines outperform the legal requirements.

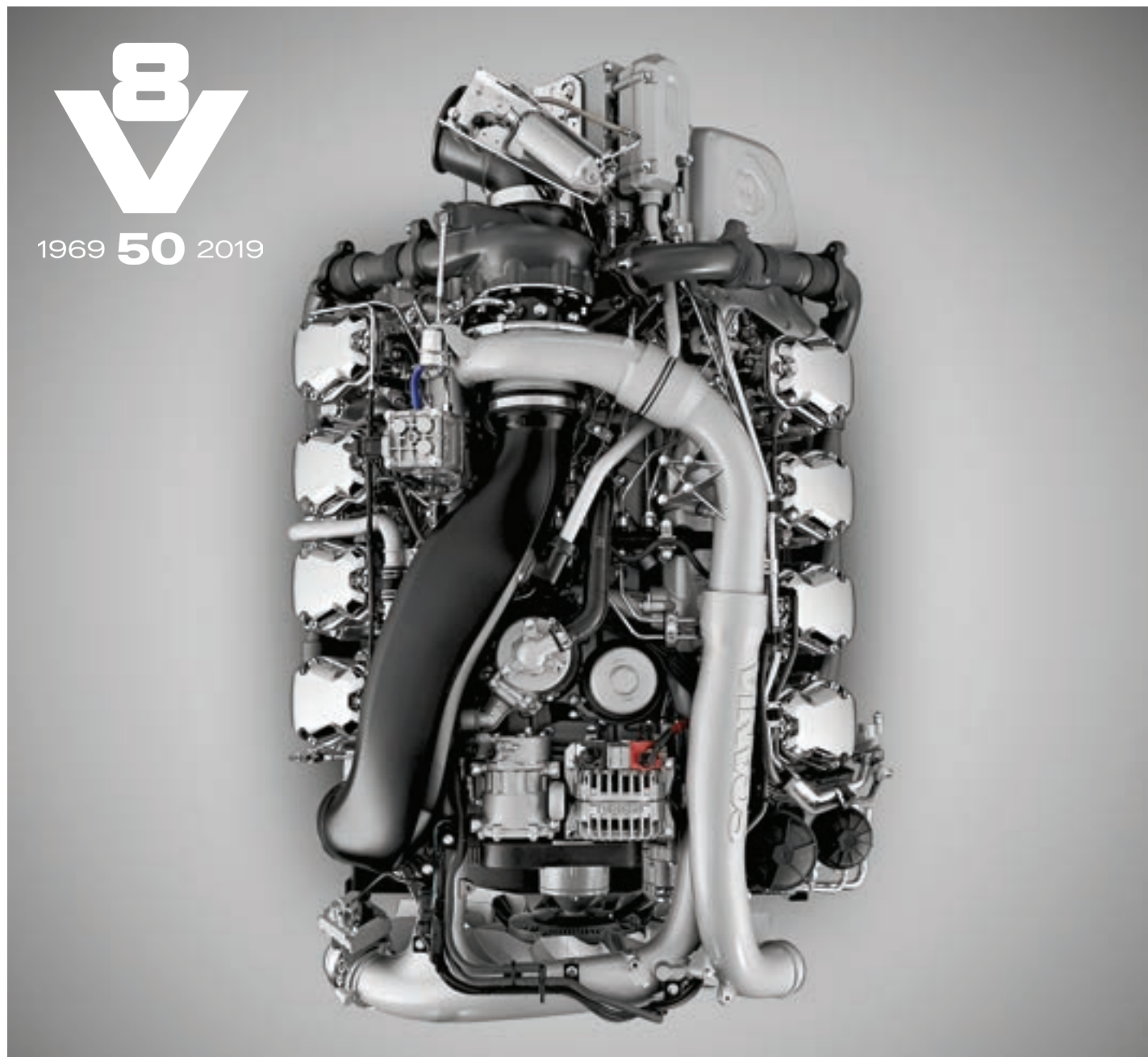
That a V8 has eight cylinders is obvious, but what is the point in arranging them in two banks of four cylinders each with a 90-degree angle in between and connect all the rods to the same crankshaft? Why not use an inline 8 or a large inline 6, with the equivalent cylinder displacement?

One reason is that a V8 engine, in general, is shorter and often also lower and therefore easier to install under a cab than an inline engine of the same capacity. And a shorter crankshaft is sturdier than the longer one needed in an inline 6.

Multicylinder engines can in principle







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

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

What about the future of internal combustion engines such as Scania's V8s, are they the dinosaurs of today, bound to





become extinct? Or is there a life and a task awaiting them also in the coming decade?

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

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

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

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

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

“It was an awkward situation,” says Vlaskamp. “We had to contact loyal



customers and notify them about severe delays. And at the same time many customers were ready to order new V8 trucks, orders we could not accept and confirm. I cannot express how grateful we in the Scania family are over the patience and loyalty our customers showed us during those dire months.”

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

The new range, which is available at 520, 580 and 650 horsepower, offers fuel savings of 7-10% for customers that have vehicles with high combined truck and trailer weights, and/or need higher average speeds. It is fair to say that the new V8 generation was Scania's response, from a sustainability perspective, to demands and the trend towards heavier and longer trucks that substantially increase the CO<sub>2</sub>-per-tonne km performance.

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

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

Will Scania with all this praise for the



» V8 heritage is built on coping with the biggest loads. Proved perfect for gobbling up vast outback distances.

engine concept continue to develop this specific platform? Would that be viable, given a future imprinted with electrification and the potential end of the fossil era?

“We never disclose our future plans, but if one asks our customers, it is pretty clear what they want – they want the power and the efficiency that our extremely productive V8 engines deliver,” says Vlaskamp. “Bear in mind, a fuel efficient V8 is the best option for many applications also from a sustainability perspective.” ●









# New P-series arrives

Photos: Stuart Grant & Charlie Suriano

**T**he first of the new generation of P-series trucks are now in service across Australia delivering for customers in a wide variety of roles.

The P-series made its Australian debut at the NTG launch in Sydney in March 2018 and was then one of the stars of the demonstrator week held at the Anglesea proving ground test days soon after.

The NTG P-series range is powered by the latest generation 5- and 6-cylinder, SCR only Scania engines, driving through the Scania Opticruise automated gearshift.

In twin steer configuration, the P-series 8x2 boosts payload by 5-tonnes over a 6x2 configuration and reduces the requirement to constantly monitor or reshuffle a diminishing load.

The P-series steers with ease and can be precisely positioned on the road or when manoeuvring into a dock for deliveries. This effortless manoeuvrability was amply demonstrated at the Anglesea track with a coned off dock reversing test, which was eagerly undertaken by many of the attendees.

Standard equipment on the P-series includes dual side curtain rollover airbags, as with the entire NTG Scania range, while customers can specify a full pack of active

systems such as lane departure warning and adaptive cruise control, plus advanced emergency braking and electronic stability control.

The P-series is offered in a range of outputs from 320 hp to 450 hp.

All engines can be ordered in Euro 5 or Euro 6 guises, while the new weight-saving 7.0-litre 6-cylinder engine, which comes with 220 hp, 250 hp and 280 hp, is available solely as a Euro 6.

The P-series comes in a variety of configurations, as a rigid or prime mover, in 6x2, 6x4 plus 8x2 rigid and 8x4 rigid, and is ideal for a variety of general distribution or job specific applications, fitted with body systems for fire-fighting, waste removal, tilt-trays and hooklifts.

As a prime mover the P-series has been exceptionally successful as a single trailer 6x2 supermarket workhorse, and these roles are expected to continue and broaden.

Inside, the P-series retains all of the cab comforts, features and safety equipment found in the larger G, R and S-series cabs, ensuring drivers of all Scania NTG vehicles are the best protected and accommodated in the industry.

And in a nod to consumer request, the NTG P-series cab now features cup holders. ●



⬆ The new P-series is ideal for tight urban roads, aided by the twin steer configuration.



⬆ Advanced tech such as adaptive cruise and auto emergency braking are offered.



⬆ Spacious, comfortable cabin, and access to the latest technology make the daily grind more manageable. Easy, low entry and supportive seats provide drivers with a premium experience.





Photos: Paul Kane

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

# READY FOR EXTRA HEAVY-DUTY

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

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

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

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

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

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

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

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

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

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

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

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





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

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

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

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

“Our client was looking for a new

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

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

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

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

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

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

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

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

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

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





# BIG RED

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

Photos: John Kruger

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

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

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

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





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

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

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

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

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

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

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



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

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

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

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

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

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

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

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

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

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



[ TESTIMONIAL ]







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

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

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

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

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

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

According to Tony the weekly reports

and ratings have created a friendly rivalry between the drivers.

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

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

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

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

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

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

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

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











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

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

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

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

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

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

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

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





[ TESTIMONIAL ]

# MULTI-





# TALENTED

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

Photos: Mark Bean





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



## Smart thinking seals the deal

"Our Truck Sales team is working closely and harmoniously with Scania Finance Australia. We really think of ourselves as a team," Kaashief Boonzaier, Scania's Truck Sales Account Manager says.

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

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

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

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

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

**T**he first of the New Truck Generation vehicles to be handed over in Australia was delivered to Jason and Daniel Mikosic of Multiquip,

a New South Wales-based company that is involved in everything from earthmoving and bulk resource transportation, to the movements of millions of eggs, day-old chicks and chickens each week.

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

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

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

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

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

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

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

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

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

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

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







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

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

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

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

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

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

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

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

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

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

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





[ TESTIMONIAL ]

# LUXURY ON WHEELS

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

Photos: Trevor Worden





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

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

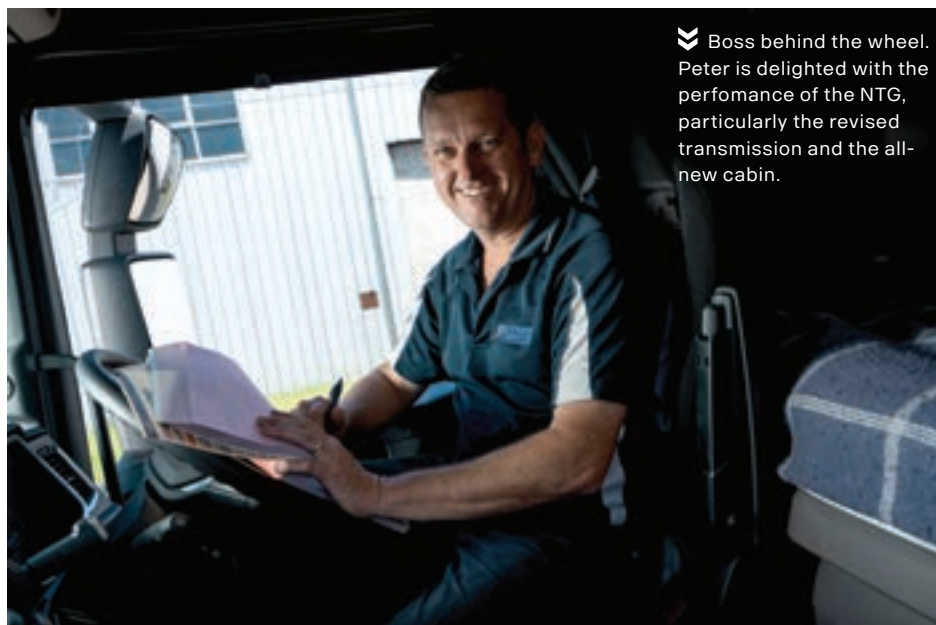
»



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







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



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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Scania's driver monitoring program is





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

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

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

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

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

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

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

the skills of the more experienced wheel-masters.

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

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

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

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







# FUTURE FOCUSED

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

Photos: Charlie Suriano

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

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

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

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

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

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

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

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

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





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

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

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

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



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

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

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

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

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







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



accordance with regulations and service books.”

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

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





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

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

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

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

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

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

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

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

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

Tyrone Landsman, Owner, Future Recycling



[ TESTIMONIAL ]

# SMART AND



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

Photos: Charlie Suriano

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

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

growing waste management segment.

The company has been buying Scania trucks recently to manage the expansion of its business, as well as to replace older vehicles which are starting to cost too much to maintain.

On-board technology, safety, comfort and fuel efficiency are all important factors in the decision-making process, but Sales Manager and grandson of the founder, Jake Hilbert says the service he has received



# HAPPY



from Scania, and the all-encompassing Scania Total Transport Solutions concept is what has impressed him the most.

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

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

"We had an issue with a motor about three years ago," Jake says. "Scania put a replacement motor in a plane and flew it over from Sweden to Australia and we had it in the truck within a couple of days. That's service, and that's what sold us on Scania, and that sold us the second truck, actually."

"We have had very prompt attention



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

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

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

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

The Haulaway fleet currently stands at 37 trucks, of which 7 are Scania's. There are close to 60 staff employed, with new hires imminent.

The company has taken delivery of two New Truck Generation P 450 8x4 hooklifts, finished in the corporate colours of gloss black, with gold livery and the readily identifiable bright green crocodile (see breakout), named Charlie.

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



## [ TESTIMONIAL ]



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

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

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

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

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

"We are monitoring fleets more and more now, which is why the technology in the Scania is so interesting. It is not something we have focussed on a lot in the past, but lately we are because we can see the efficiency advantages available to us from knowing where a truck is located, where it has been, exactly when it was there, and



what its relative utilisation has been.

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

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

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

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

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

"The new Scania have always been good

to drive but the new ones are better. They are much easier to manoeuvre, for turning around and reversing, as well as tackling urban roundabouts," Jake says.

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

"Ride comfort is still a major Scania advantage, the new trucks are as comfortable as a luxury car on a long journey the drivers say, and the driver support system gives them instant readout of their performance," Jake says.

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

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

"We have diversified a lot lately," Jake says.

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

"The walking-floor trailers cart recycling material, general waste, garbage to land fill as well as mulch, compost and garden waste. They are very flexible units. We started with one trailer set and now we have nine; this part of the business has grown very quickly in just two years, and we plan to add two Scania R 620 V8s to pull two additional trailers as well.

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







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

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

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

“The weigh scales on the Scania truck also help because it gives us a second set of data to back up the tip-off scales. Some

customers need the second set of data for accreditation and compliance. Some clients may need this data to support statements they make in their stock market reports.

“Fuel burn data is also important, and we get a lot of this from Scania. Customers are keen to understand the carbon footprint

we are leaving while undertaking work for them. Twelve months ago no one was interested but requests for this data have been increasing, and I am sure that in the next year the provision of this type of information will become a bigger issue,” Jake says. ●

## CROCODILE CHARLIE

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

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

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







# ON THE GREEN

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

Photos: Charlie Suriano

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

Lilydale Instant Lawn is based in leafy Yarra Glen, an hour outside Melbourne, with farms also in Pakenham, (now on the verge of the suburban sprawl from Melbourne's outer suburbs), and Bairnsdale in the Gippsland region. In total, the business has 520 acres (200 hectares) of turf

under irrigation, and supplies 780,000m<sup>2</sup> a year in parcels of anything between 40m<sup>2</sup> of turf for a suburban backyard to golf courses, parks and race tracks in the region of 7,000 deliveries each year.

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

Owned and operated by Gary and Denise Lusk, the business of delivering turf involves precise logistics in much the same way as many other fast-moving consumer goods in modern society. And with little or no tolerance for unplanned breakdowns or





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

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

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

"In the office we have experienced



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

"Our drivers are pulling 42.5-tonnes on a tandem axle 20-pallet trailer with the 2.5 tonne Moffett included, and the tri-axle sets can carry 45.5-tonnes. We are at full weight every day with a diminishing load, so we need to manage that carefully. Each pallet carries up to 1.1 tonnes to cover 50 m<sup>2</sup>, our average delivery now is around 40-50 m<sup>2</sup>, though bigger houses can take up to 350 m<sup>2</sup>.

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

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

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







## DRIVER'S VIEW

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

"At the end of a day I'm not jumping out feeling like I have done a hard day," he says, despite each drop requiring unloading and reloading of the Moffett and forking up to 18-pallets of turf. "The visibility is amazing on the new truck, the turning circle is great, and the smoothness of the gearchange is an impressive advance. It also shifts from Drive to Reverse really quickly, which is great for parking in tricky spots.

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

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

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



kept trucks off the road for up to a month at a time.

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

"When we went to market to look for a new truck supplier we were looking for strong back-up and a truck that was safe and up to the task. A friend in the industry – Brad at Coolabah Turf in Echuca – had been buying Scania trucks and had had a good experience with them and with their dealer, so he recommended we look at Scania.

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

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

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

"We were very pleased with the



performance of the G 480 and when we needed to retire another truck, we looked at the NTG G 500 from Scania," Steve said.

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

"With the G 480 we saw pretty good fuel, but the G 500 has bettered it by 10%. When I looked at the Scania connected drive data, the best I have seen so far is 2.9 km per litre, which is far better than the older European trucks we used to run.

"The visibility improvement from moving





the seat closer to the door and windscreen is a bonus because we're constantly driving through tight suburban streets where there are lots of cars and overhanging trees, so we need to take extra care," Steve said.

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

"We pride ourselves on delivering a premium product with premium service for our customers, and that's what we're getting with Scania. We'd like to say we're delivering 'the best with the best'." ●







## Scania's first Australian-specification logging truck has been delivered as an XT R 620 V8.

Photos: Charlie Suriano

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

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

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

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

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

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

The logging specification is based on the New Truck Generation Scania XT which first arrived in Australia late in 2018 with mining companies the first to take delivery. Now the logging specification has begun



to arrive, with several new and long-time Scania logging customers ready to take delivery.

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

With a larger windscreen, repositioned A-pillars and new door mirror mountings, blind-spots have been vastly reduced, and by moving the driver's seat closer to the door and windscreen, vision when manoeuvring is even better than before.

Ramping driver safety to a new level unmatched across the global industry, Scania has added side curtain roll-over

airbags both sides of the cab, to protect the occupants in the event of the truck rolling over which, given the operating environment for logging, could potentially save many lives.

Scania also fits a large number of active and passive safety systems to all its trucks, justifying the claim to be the world's safest truck.

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



# READY FOR A TREE CHANGE



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

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

The truck will be operated by Leeson's Logging and Cartage on a full Scania repair and maintenance contract using Scania Fleet Care which places control of the vehicles' servicing requirements in the hands of a specialist Scania fleet manager, leaving the customer free to focus on his core business of transportation, in return for a single monthly fixed payment.

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

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

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

"Our customer is very focused on safety, and the Scania ticks all the boxes in terms of active and passive safety, especially



because the NTG Scania range comes fitted with standard side curtain rollover airbags," he said.

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

"In addition, the drivers will be monitored via the onboard Scania system and will receive familiarisation and efficiency training from the Scania Driver Trainers. They will also keep in touch via Scania's follow-up coaching programme, to ensure the efficiency and safety tips continue to be practised over the longer term."

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

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

In addition to full repair and maintenance servicing contracts, Scania also offers





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

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

Scania can also configure a service arrangement where its factory-trained technicians can attend in-house, rented or

temporary on-site workshops to maintain or repair vehicles as well as ensure sufficient supplies of spare parts are kept on hand.

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

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

Driver Training Programme in order to reduce wear and maintain a consistently fuel-efficient driving style.

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

"Trucks like these cover significant distances each year, so efficient fuel use is of great importance to the operator," he said.

"Of course, the Scania XT features all the pertinent safety features and equipment needed to provide the greatest level of safety and safe operation to protect drivers





from harm, unnecessary downtime and inconvenience," he said.

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

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



Ready to roll some logs, the Leesons Logging and Cartage XT V8 tries out a haul road in East Gippsland. Transport Manager Dean Wheeler enjoyed his brief stint behind the wheel.



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

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

Truck operators can select the level of uptime they wish to achieve in a given time frame. In cities, for example, retail distribution truck operators might opt for 100% uptime Monday-to-Fridays from 6 a.m. to 6 p.m. Scania will then ensure that maintenance and repairs are carried out outside of those times.

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

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

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

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

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

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

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

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

Scania is now offering its customers in Australia the benefit

# TAKING CARE OF BUSINESS





of Fleet Care.

[ FLEET CARE ]

# CARE BUSINESS







**2.9**  
**BILLION**  
kilometres worth of data every month

Photo: Nathan Duff

**T**he number of connected trucks is growing steadily, translating into significant impact on vehicle uptime as more customers opt for maintenance contacts and time-saving services that leverage connectivity.

Although the service was only launched two years ago, Scania had by the end of 2018 signed more than 70,000 Flexible Maintenance contracts, a 68-percent increase from 2017. The service is giving customers up to a whole day extra operation each year, boosting their profitability and the service they provide to their customers.

“This is one of several signs that connectivity is transforming heavy transport. From the customer’s point of view, the results of Scania’s embrace of connectivity back in 2011 are becoming more and more beneficial by the year. Better uptime and smarter planning means improved bottom line – and – more sustainable transport,” says Karin Rådström, Executive Vice President and

Head of Sales and Marketing at Scania.

By the end of 2018, there were more than 360,000 connected Scania trucks and buses on the road, including more than 4600 in Australia. About 90% of the rolling fleet in Europe is connected. Other parts of the world are following.

The total rolling fleet of Scania vehicles drives an incredible 2.9 billion kilometres every month, compared with just 62 million km per month in 2011.

Australia’s fleet of connected Scania covered 33 million km in March 2019.

It’s the wealth of data provided by vehicles’ on-board connected devices that allows Scania to provide tailored services such as Scania Maintenance with Flexible Plans, vehicle servicing that is based on real-time operational data and actual vehicle usage.

Here, the operational data of each truck is monitored when deciding on maintenance needs. For example, oil and filter changes can be made at the best possible time, which cuts the amount of time in the workshop, improving customer economy and making

part changes as sustainable as possible.

“Connectivity is invaluable in research and development. The volume of operational data from on-road Scania vehicles is doubled every 20 months. Engineers benefit from all this information when designing new features or improving existing functions. They can then delve into all previous data to determine, for example, component wear and durability as the starting point for an optimal design,” says Claes Erixon, Scania’s EVP and Head of Research and Development.

And real-time data from connected vehicles is also broadening the range of services that Scania can offer to its customers. Connectivity is the basis for Scania Fleet Management, with its insights into driving styles, productivity and economy, which can improve vehicle performance and enhance safety. This is vital for operating economy, road safety, and environmental impact, and allows Scania to also provide driver training and personal coaching, as well as on-board driver-focused systems. ●



# Keep the chicken run running



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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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





# As good as gold

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



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

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

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

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

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

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



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

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

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

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

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

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

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

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





# Scania adds new service dealership in Wagga Wagga



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

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

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

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

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

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

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

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

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

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

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

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



New South Wales/  
ACT

**Scania Prestons**

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

**Scania Newcastle**

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

**Albury**

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

**Bathurst**

Johnson's Towing & Mechanical  
85 Sydney Road, Bathurst  
admin@jtmc.com.au  
02 6332 5511

**Coffs Harbour**

K & J Trucks  
(Truck Selling Dealer)  
1-3 Isles Drive  
North Boambee Valley  
service@kjtrucks.com.au  
02 6652 7218

**Dubbo**

Hall's Transport Repairs  
10 Richard Ryan Place  
Dubbo  
hallstrepairs@bigpond.com  
02 6882 6060

**Griffith**

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

**Lismore**

Laurie Predebon Truck Repairs  
42 Bruxner Highway, South  
Lismore  
admin@lptr.com.au  
02 6622 0336

**Queanbean**

Express Trucks  
15-27 Bayldon Road  
chadd.slade@  
expresstruckservice.com.au  
02 6232 9993

**Tamworth**

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

**Wagga Wagga**

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

**Woolongong**

Illawarra Truck Repairs  
6-8 Waynote Place  
Unanderra  
0401 579 164

Northern Territory

**Darwin**

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

**Yarrowonga**

Top End Diesel  
1 Middleton Street  
ruthgaden@topenddiesel.com.  
au  
08 8983 4777

Queensland

**Brisbane**

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

**Pinkenba**

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

**Bundaberg**

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

**Cairns**

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

**Cairns**

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

**Dalby**

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

**Emerald**

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

**Mackay**

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

**Rockhampton**

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

**Roma**

Black Truck Sales Roma  
Lot 4+5 Lindsay Court  
romaservice2@blacktrucksales.  
com.au  
07 4624 4800

**Salisbury**

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

**Toowoomba**

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

**Townsville**

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

South Australia

**Scania Adelaide**

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

**Mount Gambier**

Mount Gambier Commercial  
Vehicles  
203 Jubilee Highway West  
Mount Gambier  
admin@ogrtrucks.com.au  
08 8725 7999

**Port Augusta**

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

**Port Lincoln**

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

**Port MacDonnell**

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

Tasmania

**Electrona**

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

**Launceston**

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

Victoria

**Scania Campbellfield**

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

**Scania Dandenong**

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

**Scania Laverton**

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

**Bairnsdale**

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



**Bendigo**

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

**Echuca**

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

**Geelong**

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

**Koroit**

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

**Leongatha**

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

**Mildura**

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

**Morwell**

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

**Shepparton**

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

**Wangaratta**

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

**Warracknabeal**

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

**Western Australia****Perth**

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

**Albany**

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

**Esperance**

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

**Geraldton**

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

**Kalgoorlie West**

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

**Karratha**

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

**O'Connor**

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

**Picton**

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

**Port Hedland**

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

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

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

**Inverell**

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

**Russel Lea**

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

**Northern Territory****Alice Springs**

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

**Queensland****Gladstone**

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

**Goondiwindi**

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

**Goondiwindi**

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

**Mount Isa**

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

**South Australia****Bordertown**

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

**Victoria****Ballarat**

Ballarat Performance Vehicles  
356 Dowling Street  
Wendouree  
iand@ballaratisuzu.com.au

**Horsham**

Bigham Transport Repairs  
87 Golf Course Road  
parts@bigham.com.au  
03 5382 5893

**Sale**

Brady's Truck and Automotive  
11 Dawson Street  
jacen@bradys trucks.com.au  
0417 015 494

**Spotswood**

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

**Western Australia****Broome**

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

**Geraldton**

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

**Kununurra**

Top End Motors  
28 Bandidoot Dr  
Kununurra  
service@topendmotors.net.au  
08 9168 2207

**Newman**

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



It's not just the two 925 hp Scania engines in the all new Maritimo X60 that will get your heart pumping.

# YOU KNOW YOU WANT ONE

**U**nveiled at the 30th Annual Sanctuary Cove International Boat Show in May 2018, the all new Maritimo X60 Sport Yacht is a stunning-looking vessel that has been met with international acclaim and significant orders from around the world.

"The response to this vessel internationally has been one of the best of any model we have introduced in our 15-year history," said Maritimo's lead designer, Tom Barry-Cotter.

"Scania Australia is proud to be associated with such an innovative manufacturer who is leading pleasure craft

boat building in Australia and globally," says André Arm, Scania's National Sales Manager for Industrial and Marine Engines.

"Scania's new common rail 6-cylinder engine range is the perfect fit for Maritimo's new X-series. We are delighted Scania has been chosen as the recommended power package for the X60, as it is ideal for luxury pleasure craft use offering outstanding fuel-efficiency and performance.

"Maritimo's customers seem to agree. Many of the initial X60 Sport Yacht production run have been specified with Scania 6-cylinder marine power for 2019," André says. ●







# DISCOVER ACCELERATE WITH SCANIA FINANCE AUSTRALIA.

**Keep the wheels of your business turning.** With an experienced & dedicated finance team, Scania Finance can provide you with a fast and flexible finance solution. With Accelerated decision-making and settlement we can ensure you have a quick and easy finance experience.

- 1. Choose your vehicle** – Your dedicated Account Manager will assist you to ensure you have the right truck for the job.
  - 2. Tailor your terms and payment options** – Maximise your cash flow by working with your dedicated Finance Manager who keeps your needs front of mind.
  - 3. Information** – Provide us with the information to guarantee an *Accelerated* decision.
- No Financials Required
  - New and Used Vehicles
  - New & Existing customers to Scania Finance up to \$250,000
  - ABN Registered for 3 full years

For further information, please contact your local Scania representative. Other finance options available.

**WESTERN AUSTRALIA**  
Ged Renton 0419 551 534

**NEW SOUTH WALES**  
Aaron O'Neill 0439 511 516

**VICTORIA/SOUTH AUSTRALIA**  
Craig McFadyen 0438 924 144

**QUEENSLAND**  
Adrian Erzetich 0417 861 154



**SCANIA**  
Scania Finance Australia

DISCLAIMER: No financials required • New & Used vehicles • Net amount financed ≤ \$250,000 • Must have had an ABN and been trading for 3 years • Clear credit file • No ATO debt • If asset backed then 100% financing, If not asset backed then deposit of 20% required. • Directors guarantees required • Privacy & regular SFOA application required. • All loans are subject to eligibility criteria and SFOA's credit and approval process.





# G500 PUNCHES ABOVE ITS WEIGHT

Scania's New Truck Generation G500 6x4 prime mover is a real surprise packet.

- Brute pulling power, 500 hp and 2550 Nm of torque.
- Fuel efficiency. The new range has outstanding fuel consumption.
- Safety. Unique, world first side curtain roll over airbags as standard plus a host of other features make Scania's New Truck Generation range the safest trucks in Australia
- Luxury Interior – excellent visibility, great cabin acoustics and customised digital dash.

And, with our included maintenance offer across the New Truck Generation range, you'll have complete peace-of-mind for 5-years /500,000 km\*.

Visit [www.scania.com.au](http://www.scania.com.au)



**FOR THE ONLY BUSINESS  
THAT MATTERS. YOURS.**

**SCANIA**

\*Conditions apply