

ScaniaMarine

The newsletter for Scania Australia's marine customers

September 2017



1000 HP DREAM BOAT

South Australian Barry Williams' new cray boat takes to the waves



Jayden Lee switches from V12s to Scania V8s for improved performance.

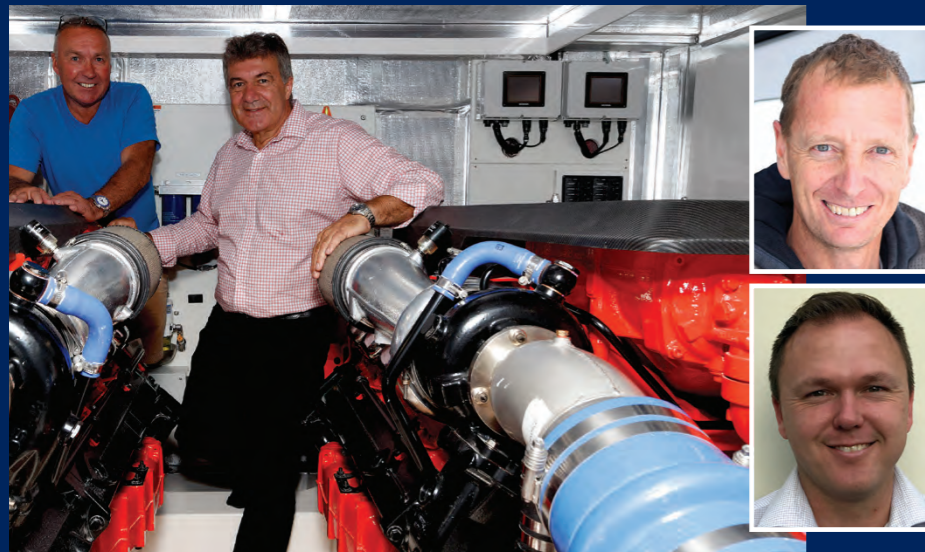


A new pilot boat for Darwin helps the port prepare for a 40% traffic increase.



David Perham sticks with Scania for his successful cray fishing operation.

Welcome aboard



Scania is continuing to win new friends in the commercial working boat and pleasure craft markets in Australia, just as we are around the world.

The Scania focus on reducing whole-of-life costs and total operating economy means we are dedicated to lowering your fuel consumption, improving your servicing experience and providing high levels of uptime.

That means your Scania engines will be ready to work when you are.

For our cray boat customers, that means when the market price for the catch is high you can get out to sea, and for pleasure craft customers, it means always having the boat ready to take advantage of time off, or good weather for a bit of fun.

In addition to enhancing fuel efficiency and reliability and durability, Scania is also working to give captains more power from the same capacity and physical size.

We can offer working boat customers more power and torque from our 6-cylinder engines, now up to 875 hp for patrol ratings and 925 hp for pleasure craft, and up to 1200 hp for pleasure craft from our V8 16.0-litre engines.

You're getting more power without any weight penalty. And you don't need a bigger engine room. The secret is in the engine management and the attention to detail from our research and development teams who are constantly working out new ways to extract power without bumping up fuel consumption and emissions at the same time. In fact, fuel efficiency is even improving thanks to our sophisticated engine management systems and high pressure common rail fuel delivery.

As Scania grows its footprint in Australia there are exponentially more and more people telling their business associates about the success of Scania in delivering on our promises. Once you join the Scania family, as you'll read in these pages, it is very easy to continue to replace one set of engines with another after a long and profitable working life. When your engines have enjoyed a long and efficient working life, replacement with more Scania engines is the obvious way to go.

At Scania engines we have also been strengthening our service agents around the Australian coast, and carefully marshalling our spares inventories to ensure that you have access to the parts you need, when you need them. We understand that for commercial fishing enterprises, as much as for pilot boat operators, you need to work when the work comes in.

We're always looking to make new friends and spread the word about Scania marine engines, so if you see Scania has a presence at your next industry event, be sure to drop by and say hello, and tell us how Scania is helping your business create more profit.

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Scania upgrades marine engines

Scania's 6-cylinder and V8 marine engines enter a new phase in late 2017 with the announcement of upgrades that deliver more power and torque and impressive fuel efficiency.

Scania's marine engines are based on a robust, proven design, with a strength optimised cylinder block containing wet cylinder liners that can easily be exchanged. The modular construction and individual 4-valve cylinder heads promote reparability and fuel economy.

The engines are fitted with the Scania developed Engine Management System to control all engine performance parameters, and Scania's own XPI extra high pressure injection is a common rail system that permits low emissions with good fuel economy at high torque values. The revised 6-cylinder, 12.7-litre DI13 076M engine, which is ideal for working

boats for commercial fishing or pilot duties, gives up to 875 hp at 2300 rpm and up to 2670 Nm of torque in "patrol craft short" use; up to 825 hp and 2519 Nm for "patrol long" and up to 700 hp and 2342 Nm for intermittent service. The engine weighs just 1285 kg.

The revised 6-cylinder, 12.7-litre DI13 093M engine, which is ideal for pleasure craft use, now gives up to 925 hp at 2300 rpm with peak torque of 2824 Nm.

Meanwhile, the Scania V8 16.4-litre marine engine is rated at 1150 hp for commercial craft and 1200 hp for pleasure craft. The 1200 hp engine has been specified by luxury pleasure craft builders Maritimo for its latest product line.

"The arrival of these more powerful, yet also more efficient engines, has been received enthusiastically by our customers, with Maritimo ordering 3 sets

of 2 x 925 hp 6-cylinder engines for client pleasure craft they will be building," said André Arm, Scania National Manager, Engines.

"The engines deliver their power at low rpm which reduces fuel and wear and tear which all boat operators seek, irrespective of the class of vessel they own. These engines do not sacrifice fuel efficiency for performance.

"This is the first time commercial and pleasure craft builders have had access to this level of power and economy in these engine capacity classes," André said. "The relatively low weight of the engine and their compact dimensions also make life easier for boat designers, allowing plenty of access for in-situ servicing.

The new engines will be available in Australia late in 2017.

Find out more at www.Scania.com.au



Performance upgrade for 6-cylinder engines for work and pleasure craft.

Dream Boat

After 30 years on the water Barry Williams knows what makes a great cray boat, and Scania's new 1000 hp V8 ensures his newest is the best yet.



South Australia's Port MacDonnell-based cray fisherman Barry Williams has taken delivery of a new 61-foot boat that is powered by the new Scania 1000 hp V8 16.4-litre marine engine.

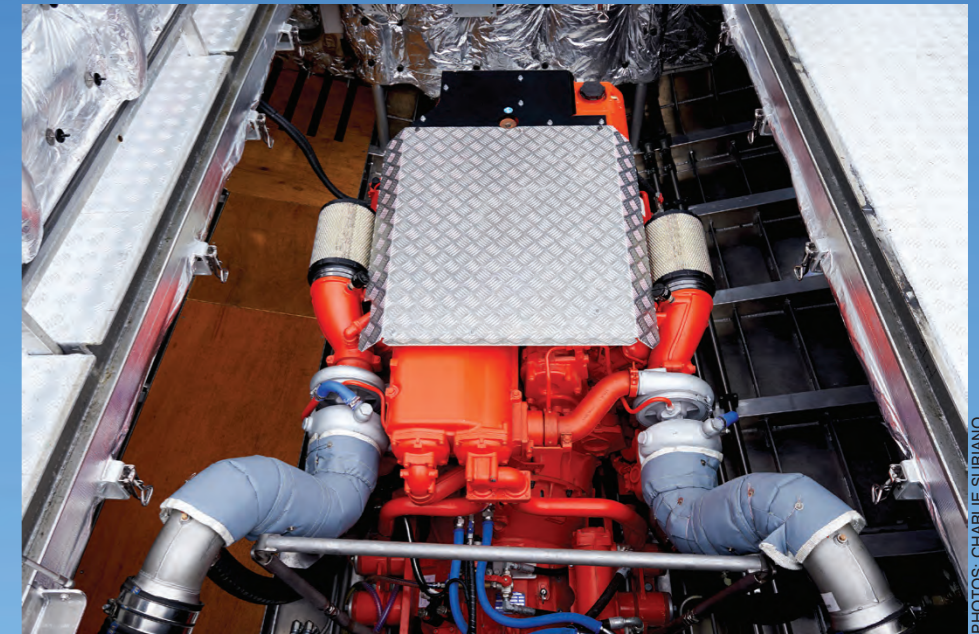
The motor powers a new West Australian Shoreline-built vessel that is said to be the largest now berthed at the Port MacDonnell harbour, home to around 40 cray fishing boats in Australia's premier cray fishing waters.

Named 'BroJak' after Barry's sons Brodie and Jack, the vessel will be used for daily fishing in the October to May quota period in South Australian waters. The boat supersedes Barry's previous vessel of the same name (also Scania powered) and will fish alongside 'Aqua Jade' his other workboat which is powered by a 900 hp Scania V8, which now has 4500 wholly reliable hours on its clock. This boat will now be used by a crew working for Barry while he and his sons fish off BroJak.

"Aqua Jade's 900 hp V8 has been delivering 28-30 litres an hour fuel efficiency out at sea and around 75-litres per hour at cruise, and I am delighted with that," Barry said.

"This is far superior fuel performance compared with the American engines I have been used to in the past. I expect the same or better from the new Scania 1000 hp engine," Barry said.

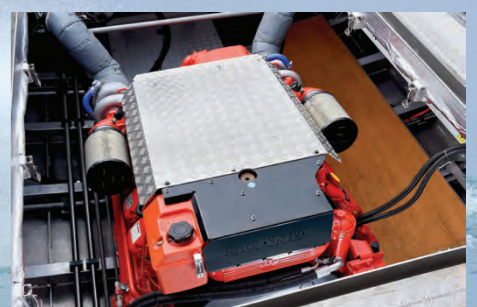
"Scania has been great as an engine supplier. The motors have been reliable, powerful and have the performance I



need. The 900 hp engine in 'Aqua Jade' starts at the first twist of the key and it runs at 21 knots at 1900 rpm.

"But this is the dream boat," Barry said of BroJak. "One thing I have noticed about the new engine is that it's so much quieter when it's running. We can even have a conversation in the engine room, which is very unusual for cray boat engines.

"The performance is very smooth and the sea trials in West Australia were impressive. The boat ran faultlessly from the go, and after trucking it across the Nullarbor, we put it in the water at Cape Jaffa and got to Port MacDonnell in about 6 hours.



Brodie, Jack and Barry Williams, top left, on the deck of BroJak, Barry with the engine, and the engine bay of the new Shoreline-built 61-footer. Main pic, testing at Port MacDonnell.

PHOTOS: CHARLIE SURIANO

Dream Boat

“So, out of the box it was pushing 21 knots at a 2000 rpm cruise!

“Because this is the newest and biggest boat in the harbour, everyone has been asking about it along the coast. The next biggest boat is a 60-footer, so we have moved the game on,” Barry said.

“The new engine really holds the power well and the boat is very stable in the water. It’s got plenty of power for getting through the breakers. The engine really bites.

“It was more expensive than the 900 hp V8, but so far it has been worth every cent,” Barry said. “I expect to put 1000 hours on it per year.

“It is the boat that I always wanted to build. It is bigger and more powerful than anything I have had before. It will give me the range to go further in a day, to widen the area within which we can fish,” Barry said. “I am seeing 30 litres per hour already, and it is a level of consumption I am very happy with.”

The Scania V8 utilises the latest Scania engine control electronics to talk seamlessly to the ZF 500 gearbox which drives a screw propeller.

“BroJak is a very well-equipped boat,” Barry said. “It can accommodate 6 comfortably, not that we plan to sleep in it, but it has a kitchen and bathroom and shower and hot water service.”

It is also equipped with state-of-the-art cray fishing technology, able to map the ocean floor and build an image of where the crays are likely to be.

“The Scania electronic engine management and information displays can be configured exactly as I want them to be which means I can monitor engine speed or temperature or instant fuel consumption in litres per hour,

which is one of the most important measurements,” Barry said.

“Everyone wants to know how much fuel they are using. Today this is standard, whereas not so long ago these readouts used to be very expensive additions. In the old days, you would have to drive the boat for a week on one setting and note the fuel used manually and then try another week at a different setting which could cost you a lot of fuel. But now you can see consumption in real time,” Barry said.

Barry Williams is a long-time Scania marine engine customer, and he has his vessels maintained by Randall Jones, owner of Ashbrook Diesel, Scania’s marine engine service agent.

Scania has seen a significant uptick in interest in its marine engines, as a result of purchases by professional fishermen like Barry.

“I have had lots of questions from cray fishermen in the port about the Scania experience, and I would say I have been responsible for getting a few of them over the line,” Barry said.

“Ten years ago, there were only a few Scania engines powering the cray fleet but now they account for around 25-30% of the market here,” Randall said.

Four of the eight boats Barry has owned over the past 30 years have been powered or repowered by Scania engines.

“We have another customer in the port who puts about 2000 hours on his boat each year, far more than any of the other fisherman. His boat has been repowered

with a Scania engine, a DI13 6-cylinder,” Randall said.

“We had an engine available when he needed one and we were able to install it quite easily into his boat, and he has been very pleased with the performance. He said he enjoys the fact that a compact 6-cylinder engine delivers such reliable hp and fuel economy, a similar story to many other customers in the area,” he said.

“We are very pleased with the performance of the new 1000 hp Scania 16.4-litre engine,” said Jeremy Tennant, Technical Sales Manager for Scania in Western Australia and South Australia.

“The new common rail injection technology in this engine contributes to its quietness as well as its fuel efficiency, as it offers pre-, main and post-injection in every firing cycle. The new injection system is responsible for the smooth power delivery that Barry has already

noticed, assisted by a successful installation in the hull,” he said.

“The engine’s performance is easily channelled through the ZF 500 gearbox and channelled to the drive, and excellent fuel consumption is a given. Unlike with the previous engine, with the 1000 hp unit we were able to plug the gearbox oil cooler plumbing straight into the system, saving time, complexity and cost.

“We discussed the engine installation with boat-builder Shoreline at an early stage and the installation went very smoothly,” Jeremy said.

“With this new boat Barry is a fantastic advertisement for Scania marine power in the best cray fishing waters in Australia. With the economy of operation Scania engines provide, he will be able to maximise the profitability of his business as well as enjoy access to 1000 hp on the water,” he said.



Above, top, Barry in the captain’s chair looking pretty pleased with his new boat.



Randall Jones, far right with the engine he’ll be maintaining, standing outside his premises in Port MacDonnell, and with Scania’s Jeremy Tennant on the deck. Top right, Port MacDonnell celebrates its role as a key cray fishing town in Australia.





Powered by reliability



PHOTOS: PAUL KANE



Managing risk is just as important as steering the ship, which is why Geraldton's Jayden Lee has switched to Scania power.

The 'Power of One' was built by Jayden Lee's father in 1994 when he struck out on his own after working in a partnership.

As a metaphor for the life of a family cray fishing business, the name is particularly apt, because not only does the captain of the vessel need to be a first-class seaman, but he needs to watch international and local market prices, to determine when to bring in the catch.

With a strong family heritage linked to the boat, and after years working in the family business, Jayden did however consider new sources for power when the American V12 engines he had been relying on to power him out to his lobsterpots finally ran out of rope.

"The V12s were 1100 hp units de-rated to 850 hp, but at high revs they were very thirsty," Jayden said.

"By switching to V8s we're both saving on fuel and on space and weight because

the Scania engines are lighter and smaller which means there's more tank room in the hold.

"I reckon we have seen around a 10% fuel saving since installing the two 900 hp Scania V8 16-litre engines," he said.

"We probably spend at least \$100,000 on fuel each year so our saving is around \$10,000 annually.

"The Scania engines we were offered were very well priced, a good size, and they fitted in with what I wanted to do. I have known people who have fitted Scania engines and they have a good reputation," Jayden said.

With 180 pots in the water, the crew of three can spend up to five days at sea pulling up the catch and repositioning the pots. Jayden has an 80-tonne quota, half of which is leased, making market prices an even more critical element of business stewardship.

"Like any business you have to

manage your risk. It's a big risk as you go off the previous year's prices when leasing pots, and it's a risk going into the next season, especially as we have dropped \$10 a kilo this year. That's pretty much all the profit on the lease pots gone," Jayden said.

"Our long-term profitability should be fine, but we paid a lot for the lease quota this year because of the price last year, but the quota leases should be cheaper next year to even things out," he said.

As a result, everything else in the business has to run as efficiently as possible to keep the fixed costs down to compensate for the unpredictability of the catch price.

"We run to Scania's service intervals and there's less oil required with the V8s so that saves a bit of money. It will be cheaper when I do injectors as there will be only 8 per engine, so the savings all add up.

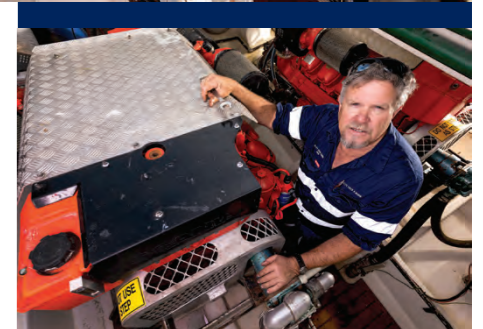
"We do our own servicing and it is easier with the Scania engines. We used to need eight drums of oil for the V12s but only three for the Scanias, so it's a lot quicker and easier, not to mention cheaper," he said.

"So far the Scania V8s have done 3000 hours without a problem."

Scania's service agent in Geraldton, John Kelly from Kelly's Truck & Marine Service, and Scania Engine's Technical Sales Manager, Jeremy Tennant, helped with installation and integration of the V8 engines into Jayden's boat.

"Scania has been very good especially with Kelly's in town. They are always there if I have any questions," Jayden said.

"Sometimes we have to go 50 miles out to sea, which takes three to four hours and it can be quite rough so you need a powerful motor that's super-reliable. That far out at sea you don't want any problems," Jayden said.



Kelly's tech Dave Atkinson in the engine room checks the engines.

Hooked on Scania

'If it ain't broke, don't fix it', is cray fisherman, David Perham's mantra as he installs his third set of Scania engines into his boat 'Natural Selection'.



wouldn't get those sorts of hours out of another motor," David said.

"We're servicing every 400 hours, and gave the V8s a top end rebuild at 7,000 hours. It was more preventative than anything else. You need to have a strong motor performing when the market is strong.

"We're getting the same power from

the engines as before but I think the torque is a bit stronger in the 6-cylinder motors, and they are really good on fuel. We have only done about 500 hours on the new motors which were installed in November 2016, but we're getting 42-43 litres per hour from both engines combined, so saving around 10% compared with the V8s," David said.

"(Scania's agent in Geraldton) Kelly's are really good. Dave Atkinson, their technician, pretty much knows everything about Scania motors. If you're in trouble he's the man to ring, but I have to admit there's no trouble with these sixes, they are trouble free. I love them, you go to sea, do your job, return to the harbour, turn them off and go home, trouble free," David said.

The new 6-cylinder engines are about 200 kg lighter than the V8s but it's not a big saving that when there are three tanks holding the live crays that weigh 3-tonnes each.

"The cray pots weigh about 70 kg each. In a good pot you might have up to 30 crays in when you pull it out of the water, but 7-10 is more usual.

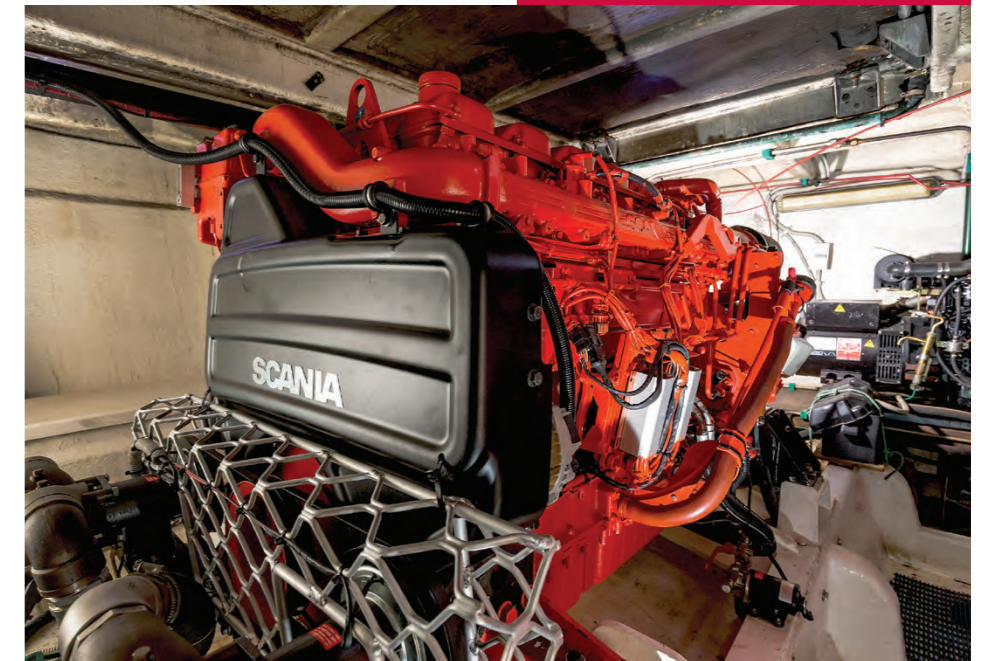
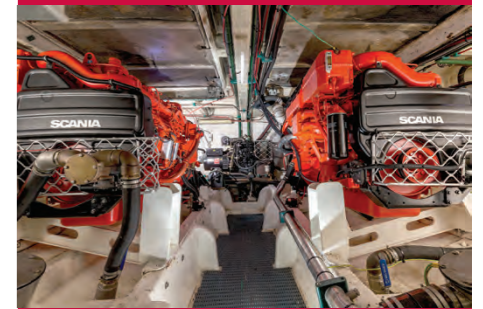
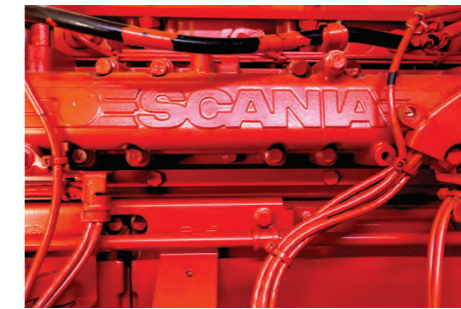
"We move the pots around a lot. Sometimes we'll be 20 miles up the coast and then move them 20 miles down the coast. Depends on how the crays are looking and how the prices are. We'll fish an area for a couple of weeks then move, say out to the deep from the shallows."

David said he has been fishing for 40 seasons, and he would have retired already if the new quota system hadn't come in to allow 12-month fishing in 2010.

"Now it is a really good lifestyle. The quota means you can work when you



PHOTOS: PAUL KAYE



want to, and you aren't competing against anybody. You just catch your quota over 12 months so you don't need to work the rough days, just work on the high price days. You can have a holiday, and when you come back, no one has caught your quota so you can resume where you left off.

"There are probably a dozen lobster industries around the world that supply into China. From the dock we can have the crays in China in under 48 hours," David said.

David Perham, above, perched on the pots, is a confirmed fan of the Scania marine engine concept, having just had his third set of motors installed into his 23-year old vessel. A pair of new 6-cylinder engines has replaced V8s, giving an improvement in fuel consumption while retaining plenty of torque for the job.



Northern Exposure

Darwin Port is repowering an older pilot boat with the exact engines specified for their newest vessel, based on early success of the Scania 6-cylinder marine engines.



Delirra means 'Guiding Light' in the tongue of the local indigenous Larrakia people.

A new Scania-powered pilot boat has recently begun service with Darwin Port, which is anticipating a 40% increase in pilot transfers.

Vessel Manager Robert Smith says the two 13.0-litre 6-cylinder Scania engines fitted in the brand new 'Delirra' are performing very well, providing significant fuel savings over the previous pilot boat's American-sourced engines.

Such has been the success of the Scania engines, with their first 1000 operational hours completed, that the pilot boat operator has decided to repower a second boat with the same 6-cylinder engines, both for longevity and fuel efficiency reasons.

"The new vessel, Delirra, was built by Norman R. Wright & Sons in Queensland. It is a 15m pilot boat and it is powered by two 450 hp engines," Robert says.

"The fuel use so far is very good, we're seeing 70-litres per hour per engine, which is far better than the 100-litres per hour, per engine, we were consuming with our old vessel. We'll be operational for 3000 hours per year, so the saving is enormous," Robert said.

"We liked the Scania offer because the lower revving, high torque engine means we can cruise at 1700 rpm. Lower revs mean a longer working life. We have taken a larger capacity engine for this new boat and for the boat we are repowering, for greater reliability and less engine stress.

"When we were considering

engines, we talked to Scania's Engine Manager, André Arm, and he showed us fuel performance figures which were impressive. André was very helpful to deal with and answered all of our questions," Robert said.

"In fact, when we looked at the engine's performance numbers we changed the 30-inch propeller with a 28-inch pitch to a 30-inch pitch in order to get more benefit from the engine that produces so much low-down torque, and we have seen better performance than we expected," he said.

"Back-up is also important to us, and we have had Scania's agent in Darwin, Diesel Contract Services, perform a regular service. They're very helpful.

At present, we are still debating whether to go with two or three services per 1000 hours, which will be dependent on the results of the oil sample from the second service period we're currently waiting on. But either frequency will provide an improvement over the four services per 1000 hours we needed with our previous engines," he said.

"At about \$3500 per service, this provides another saving, particularly when you consider our expectation of a 20,000-30,000 hour operational life for the engines," Robert said.

The port is expecting to see its pilot boat workload increase from 2500 transfers per year to 3500, partly driven by gas exports which see four or more gas

bulk carriers in the port each week.

"This is why we saw the need for an extra vessel (Delirra) and to repower an existing one, the Lamaroo, as well," Robert said. "We needed the boost in reliability for the older vessel, and the fuel and operational efficiencies will also make an impact on our operating costs when the second vessel is repowered. We can then decommission an even older vessel, the John Grice.

"It is no understatement to say that reliability is critical. We have to get the ships in and out, the gas bulk carriers have \$30 million worth of product on board, so they don't want to be delayed entering to load or depart.

"During the wet season we can encounter cyclones from December to March, so we need boats that are powerful and reliable to push through the weather. We can operate in up to 32-knot winds with waves of up to 3 metres, but anything over that is on the unfriendly end of the scale," Robert said.

"With Darwin Port taking a new pilot boat with Scania engines and opting to repower an older vessel with the same power units, they will enjoy excellent reliability," said André Arm, Scania National Manager for Engines.

"We are committed to providing them with first class support, directly and with the assistance of the factory and also through our local agent, Diesel Contract Services.



High output Scania V8 marine engines powering Maritimo's new high-end luxury pleasure craft are becoming a popular choice.

Scania engines are becoming better known in the pleasure craft market in Australia and New Zealand, having proven their suitability for long-distance high hp cruising in a small number of high-profile Maritimo vessels.

Maritimo is one of Australia's premier pleasure craft designers and builders. After exposing Scania's V8 engines to the Maritimo design team, and fitting out one of the first of the company's new 70-foot vessels with a brace of 900 hp V8s, further versions have been equipped with the new higher output 1150 hp V8s. As a result, customer interest and demand has been increasing.

Subsequently, pairs of Scania V8s have been specified for the new Maritimo 64 and 70 pleasure craft in various combinations of 900 hp or 1150 hp outputs, including a Maritimo 64 with the new 1150 hp engines.

During the Australian boat show season in 2017, Scania-powered Maritimo models will be displayed to the pleasure craft market, with the intention to continue to expose more potential customers to what has quickly become a successful combination in the luxury market.

According to Phil Candler, General Manager of Operations at Maritimo, who is based at one of the hubs of pleasure boat building in Australia, Sanctuary Cove, Queensland, Scania is working hard at building its image in the sector.

"A lot of customers asked us why we had put Scania engines into our first (70-foot) vessel. They were impressed that we had put these engines into a boat that we owned," Phil says.

Scania Australia National Manager Engines, André Arm confirms Scania has ramped up its efforts.

"We have been putting a lot of effort into the pleasure craft market as we know that our engines are perfectly suited to this sector, with excellent fuel economy,



Scania onboard with Maritimo



low emissions and high levels of reliability. We are already seeing the positive benefits of word-of-mouth endorsement," André says.

Positive first hand exposure is very important in the Australasian pleasure craft market where the majority of boat owners make all the key purchasing decisions and act as Captain themselves, even if they may later hand over responsibility for on-going servicing and maintenance to third parties.

"Our Australian and New Zealand customers are very involved in the detailed specification of their new vessels, particularly in Australia," Phil Candler says. "In other markets, our customers' captains may have a greater say in the specific technical details.

"Nevertheless, all customers are very focused on running costs, reliability and serviceability," Phil says. "Fuel consumption and therefore range and cruising speeds are critical. We have taken a couple of Scania powered vessels across to New Zealand and back, and

they have performed well. This has impressed our customers and potential customers.

"Generally our customers know a lot about the engines because these are such a critical part of a vessel. The quality of service back-up and servicing costs, extended warranties, etc., are closely investigated. Customers are definitely aware of products in the market, and if we suggest a new brand they will look at it.

"The arrival of the 900 and 1150 hp engines has increased Scania's appeal in this market because after customers take delivery of their vessels they tend to add more weight in the form of more equipment and fittings, and so to maintain cruising speeds and good fuel consumption (and range), additional horsepower at low rpm is always welcome," he says.

"In the pleasure craft building business, suppliers need to be in the mix early to ensure that the engine platform will fit within the confines of the engine bay. When we were looking at developing

our latest range, our design team worked with André closely.

"Our engine bay lining is finished to the same high level as the outside of the vessel. Globally no other constructor goes to the same lengths as we do. We also worked with Scania to ensure the finish of their engines matched the look of the engine room," Phil says.

"We made a cover for the engines because they looked too industrial, and we had them painted white not orange," André says.

"About 10 years ago checker-plate was in, but now we need to look more high-tech, to match the rest of the vessel. Customers in this market want the engine to match the polished fibreglass look of the modern engine room lining," André says.

"As the success of the modern range of Maritimo pleasure craft increases, Scania is confident its engine combinations will prove to be the perfect partner for these high quality, luxury vessels," he says.

A neat installation within a sparkling engine room enhances the visual impact of two mighty Scania V8s. A happy customer, above, at the start of the sea trials that will mark the completion of another successful Maritimo and Scania project. Scania electronic engine monitoring integrates seamlessly with the drive system, and gives the Captain full information regarding speed, fuel consumption and when servicing is required.



More Power. Less Fuel. Greater Range.

THE NEW SCANIA V8 MARINE ENGINE.

Famous for our powerful V8-engines, we are now taking one step further away from the competition. Based on a robust design and rated from 900hp to 1200hp, the new engine promotes greater power with smaller dimensions. The Scania-designed XPI is a state-of-the-art common rail fuel injection system, optimised to make continuous, precise adjustments. Compared to other engine brands in the same power range, the new V8 has the top power-to-weight ratio on the market. It is the most fuel-efficient engine of its kind so not only do you get greater power from the same package, less fuel gives you greater range.

For more information go to www.scania.com.au/engines or email engines@scania.com.au

