

SCANIA

SAFARI



FACE THE CHALLENGE



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Scania Safari

Scania Safari is a magazine about business, vehicles and trends for transport operators and professionals in the logistics industry across East Africa.

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LONG -TERM PARTNERSHIP

Since coming on board we have been focusing a lot on customer service, parts, training and workshop improvements. With investments into these departments and hardworking staff, Scania is keen to be number one in the heavy commercial vehicles sector.

Technicians form the backbone of the service sales and we have had over 3000 hours of training in the past two years to enable them be at par with the ever revolving technology.

We have also increased our stock levels to over 4000 line items to ensure optimum service level is maintained at all times.

Drivers are integral players in any transport company and driving an optimum brand requires optimum drivers as such, we have now gone a step ahead and introduced driver coaching whereby the driver is guided on line. In addition to that, we also have maintenance contracts and connected services.

Our customers can now call us on our 24/7 line be rest assured that they will be attended to.

In line with our policy of being closer to our customers, construction of a Scania branch is currently underway in Eldoret whilst renovations of the Nakuru dealership is ongoing. This will enable us offer after sales services to our customers who ply along that route. Both centres will also have state of the art service vans which are fully equipped to carry out most roadside repairs.

Welcome on board!!

Hans Hansson
After Sales Director.



TRADE BOOM EXPECTED AS SOUTH SUDAN JOINS EAST AFRICA COMMUNITY

ON FRIDAY, APRIL 16, 2016, a historical development took place in East Africa. South Sudan, the youngest nation in the African continent became the sixth member of the East Africa Community when its President, Salva Kiir Mayardit signed the accession treaty and requisite protocols in Dar es Salaam, Tanzania. The ceremony was witnessed by Tanzania's new president, John Pombe Magufuli.

This development is significant as there are convincing indications that the elusive peace might eventually be restored after many years of bloody civil war. South Sudan has had a chequered, albeit conflict-prone history prior to gaining independence in July 2011 after voting in a referendum to secede from the Sudan. Its independence has been wracked by a war that started in December 2013, and that has killed thousands of people and displaced about two million people according to aid sources.

Stakes are high but regional leaders are optimistic that the two protagonists, President Kiir and Dr Riek Machar will respect the terms of the peace agreement brokered by IGAD and work together towards bringing the benefits of the ideals of the EAC and the benefits of regional integration.

What are the benefits of South Sudan joining the EAC? According to Mr Hezron Gikang'a, a Co-Founder and Managing Director of Kenya & East Africa Management Services Company (KEAMSCO), the benefits are many and varied. There are quick gains and low hanging fruits that South Sudan, Kenya and neighbouring countries should capitalize on especially in regards to tariff and non-tariff barriers to trade.

Mr Gikang'a who heads the New York, Bremen and Nairobi-based Management Consulting & Business Advisory Firm notes that since 2011, Uganda has emerged as South Sudan's biggest trading partner in the region, exporting goods worth US\$280 million at the peak of trade ties in 2013, but this fell to US\$260 million in 2014 on the back of the conflict. Kenya, on the other hand, despite having played a key role in brokering peace-talks and the transition in South Sudan, has lagged behind Uganda. Kenya has major firms that have registered their presence in this youngest nation. The firms offer banking and financial services, ICT, cement, steel, construction and Fast

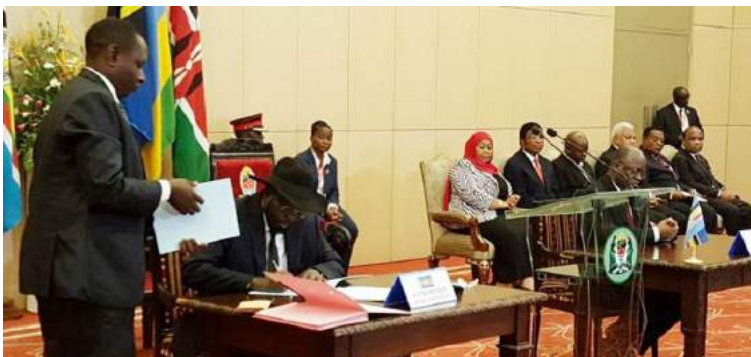
Moving Consumer Goods (FMCG). Some of the financial and insurance firms that have established a foothold in this new nation include KCB Bank Holdings, Equity Bank, Cooperative Bank, CfcStanbic, and UAP insurance firm.

It has not been rosy for these firms and last year (2015) they made huge losses running into billions after the South Sudan Central bank devalued the South Sudan Pound by 84 percent. It is hoped that with the country becoming part of the East Africa Community, the foreign currency access and convertibility ban will be lifted and a business-friendly free floating rate adopted, which will shield against foreign exchange losses and ease the capital controls that barred firms from repatriating their profits back home, a huge disincentive for investors and traders in the country.

Being part of the EAC Common market, trade and labour barriers hitherto encountered will be lifted from long visa application processes to expensive duty levied on imports from Kenya. Like has been done with Uganda, Rwanda and Tanzania, the creation and operationalization of one-stop border posts and trade-facilitation through TradeMark East Africa (TMEA) is expected to fasten the clearance of goods at border points and bring down costs for the traders. These benefits are expected to be passed onto the consumers and lower costs should drive up volumes.

Rise in demand for various goods would translate to a boom in the transport sector, with huge volumes being ferried to the country. South Sudan is in dire need of both human and physical infrastructure and this should open up the market to skilled Kenyans workers and private firms to contribute towards building the nation's capacity without the threat of expatriation back. It means that public transport sector will equally benefit as traders and workers travel with ease.

The other gain will be on the infrastructure front. The US\$24 billion Lamu Port South Sudan Ethiopia (LAPSSET) corridor programme has a new lease of life after a lull over feasibility of project components and willingness on the partner states to commence work, partly in part on the conflict in the South Sudan. With South Sudan now in the EAC fold, it is all systems go for the Northern Corridor Integration Programs (NCIP)



THE STANDARD GAUGE RAILWAY-WHAT IT MEANS FOR THE TRANSPORT SECTOR

By end of 2017, the Standard Gauge Railway (SGR) will be operational, a development expected to revolutionise the transport industry both for cargo and passengers.

The SGR is the biggest infrastructure project in Kenya since independence and will connect Mombasa to Malaba on the border with Uganda and continue onward to Kampala, Uganda's capital city. It will further run to Kigali in Rwanda with a branch line to Juba in South Sudan. Branch lines along the route will extend to Kisumu, Kasere and Pakwach.

The Ugandan section of the SGR line was launched in October 2014. The line from Mombasa to Kigali is expected to be completed by 2018. Kenya Railways Corporation is responsible for the construction of the 1,300km-long track inside Kenya from Mombasa to Malaba via Nairobi.

This flagship project under the Kenya Vision 2030 development agenda will simplify transport operations across the borders and reduce travel costs, apart from benefiting the economies of Kenya and the neighbouring countries.

But this upgraded mode of rail transport is causing jitters in some quarters with those who have made heavy investments in the transport sector fearing they might be pushed out of business, perception being that traders would go for this modern, efficient and quick mode of transport.

Experts however project that the SGR will spur the economy of the region and this will translate to more business opportunities in the region and most notably South Sudan which will now be easily accessible.

Scania East Africa Managing Director Per Holmström says rail transport will be convenient to a particular destination. But other means of transport would still be required to ferry the goods to a particular point.

"Someone ferrying heavy goods to Thika town for instance would still require the services of a truck after they are off-loaded at the railway station in Nairobi. In fact you are likely to witness an increase in demand for road transport services but in this case for short distances," observes Mr Holmström.

A cross section of reputable transporters share similar sentiments with Scania East Africa managing director. Mr Said Mohammed whose family has been in the transport business for half a century now says the impact would not be as big as anticipated.

"The economy of the region is growing and this means demand for transport services will increase. SGR will have a minimal effect on road transport and there is no need to panic and my plans to increase my fleet are on course," says Mr Said whose family owns 300 trucks that operate across East and Central Africa.

Nairobi has been ranked among the fastest growing cities in the world. The 2016 City Momentum Index (CMI) report by Jones Lang LaSalle released early this year indicates that Nairobi city registered the highest levels of office and retail construction of any city globally.

Road transport is the most flexible means of transport and can be tailored to suit the clients needs. The biggest advantage is that goods can be delivered to the clients doorstep.





TRANSLINE BUS SERVICE: WHY SCANIA HAS REMAINED OUR CHOICE

Government policy on public transport opened a window of opportunity for one of the successful bus companies operating in western Kenya region.

The transport ministry had announced plans to phase out vans to be replaced by high capacity public service vehicle as a way of reducing congestion on urban roads. With a fleet of 60 eleven-seater vans, the directors of Transline had no option but to think of how to invest in buses.

"We went shopping and decided to start with four Scania buses. It is a decision we have never regretted since not a single day we have been disappointed," says one of the directors Haron Kamau Monda.

The transport company acquired its first four buses in 2006 and as they mark their 10th anniversary of the bus transport business this year, there is no doubt much has been achieved within a short period.

"Today Transline boasts of 48 buses, all Scania and our target is to increase the fleet to 60 by next year.

We have never tried any other model and have no intention of doing so simply because there is no reason to look elsewhere," he says with a grin.

Transline buses plies between capital city Nairobi and Nyanza counties of Kisii, Migori, Kisumu, Homa Bay and Busia County on the Kenya-Uganda border. It has cut a niche for itself with many commuters preferring it for its reliability and safety measures it has adopted on the road.

Giving his personal experience on Scania buses, Mr Monda says: "Customer service is excellence. Four of the buses are fitted with FMS and our fast growth can only be attributed to customer satisfaction".

He names some of the outstanding attributes of Scania buses as stability of the chassis, strong engine and a firm breaking system that keeps the vehicle stable on the road even during bad weather.

The director has a word for those who are thinking of investing in buses for public transport. "So far Scania buses are yet to get a worthy competitor on the road

and they remain the best model in the country. They are easy to maintain, their fuel consumption is low and they possess all other attributes any investor would be looking for".

Mr Monda is happy with after sales service offered by Scania East Africa including driver training and fleet management support system. However, he laments that sometimes some spare parts are not available immediately when needed and one has to wait before they are ordered from abroad.

"We went shopping and decided to start with four Scania buses. It is a decision we have never regretted since not a single day we have been disappointed,"



Some of the Directors and Staff of the company



SCANIA DELIVERS PRIME MOVERS TO KIOO LTD.



Kioo Limited is a sole glass manufacturer in Tanzania supplying bottles in the bottling industries within the country and neighboring countries. The Company has been operating in Tanzania for many years.

Kioo produces bottles for brewery companies of beers and soft drinks companies in the Eastern and Central Africa, the company is well positioned with no competition in the region.

Recently, the company purchased ten new Scania truck P410 6x4 prime movers from Scania Tanzania, the trucks were handed over to Kioo Limited Operations Manager by our former Scania's fleet manager.

The newly purchased vehicles are durable and gives timely assurance of deliveries, the vehicles will assist in the hauling of glassware products inside and outside the country.



SCANIA

1 8 9 1 - 2 0 1 6

125 YEARS

SUCCESS STORY

REMAINING AHEAD IN THE MARKET
FOR OVER A CENTURY

Scania is proudly celebrating the 125 Anniversary of robust vehicles; superior engines and excellent craftsmanship with the people of Scania.

It has been a long journey since 1891 where the first private owned wagon Company was built with progressive achievements to what Scania is today.

The success of Scania is based on team spirit, where everyone is working towards the same goal to provide the best profitability for our customers with solutions that meet the needs of tomorrow.

Scania employees are the most important success factor of the history. Their loyalty, engagement, contribution of experience and knowledge is essential to the business and to what we offer.

In Tanzania, the history of Scania started in 1970's when Scania delivered 200 tipper trucks for construction of Tanzania - Zambia Railways

- (TAZARA), which was previously known as the "Great uhuru railway". There after the population of Scania vehicles grew and it became necessary to open a after sales center to help in repairing 200 trucks used for the Tanzania - Zambia railway construction together with other individual and public owned heavy duty vehicles.

Scania Tanzania is proud to be party of the Scania history in Africa.

**Together we make history
and create the future.**



SCANIA LAUNCHES AND DELIVERS THE NEW MARCOPOLO BUS MODELS IN TANZANIA.

“As long as we have strong growth strategies, to us, competition is not a threat at all,”

Scania has delivered the new Marcopolo bus model to Dar Express as it seeks to give clients more durable and cost – effective passenger vehicle options.

Scania has been operating in Tanzania since 1973 selling and supporting the full range of products. We recently launched a new bus body Marcopolo Viaggio 1050 /G7 fitted on Scania chassis F310 HB. Scania front - mounted engine buses are modified to optimize performance, drivability, capacity and passenger comfort on the rough roads of Africa.

Marcopolo South Africa is among the representatives who attended the event at Scania Tanzania premises in Dar es Salaam. Other attendees included financial institutions and members of the media.

The managing director, Mr. Anders Friberg, said at the event that Scania vehicles are well-known for their reliability, great fuel economy and exceptional uptime. This, he said, is why the company can always beat competition and remain steadily afloat.

“We are here for the customers, we provide the required customer care to our clients and that is why we keep on growing despite stiff competition,” he said.

“As long as we have strong growth strategies, to us, competition is not a threat at all,” noted Mr. Friberg.

Scania is offering vehicle models that have lower operational costs. It is also giving financing options to its clients through its 7 year old Scania Finance Service. We have a wide network of services through the regions of Arusha, Mwanza, Mbeya, Tanga and Dodoma with plans to extend into the other regions.

Four buses were delivered to Mr. Yudika Mremi of Dar Express, a passenger bus company that operates in the northern regions and neighboring country of Kenya.

Dar Express has a fleet of more than 30 Scania buses. One bus was also delivered to Mr. Eusto Kaizirege who runs Kaizirege English Medium Boarding School of Kagera in Bukoba. Kaizirege schools accommodate students from nursery, primary, secondary and up to high school levels.



Ribbon cutting and handing over of the Marcopolo Viaggio 1050 /G7 bus to Dar Express executive team.



The handing over ceremony of the Marcopolo bus by the Scania team to the Dar Express team.



The magnificent Marcopolo Viaggio 1050/G7 bus.



Asplendid display of the Marcopolo Viaggio 1050/G7 Dar Express buses.

That holiday break is good for your health!

“Holidaying is an important ingredient in maintaining a strong family bond”. That was the response from Mr Julius Musyoka when asked if indeed taking a vacation is a priority in today’s competitive life where making that extra coin has become an obsession to many.

For Mr Musyoka, a Pre-sales Engineer at Scania East Africa head office in Nairobi reckons that taking a break from his work place and the familiar surroundings of his home has many hidden advantages and should never be considered an act of extravagance.

“Any time I take a week-long holiday outside Nairobi with my family, I come back to my workplace a rejuvenated person with all the fatigue having evaporated. I become more productive and manage to meet my targets without much strain,” says the engineer who has worked with Scania East Africa for 10 years now.

The father of two ensures that he gets out of Nairobi twice a year to relax with his family for at least five uninterrupted days where he tries to block out work-related issues from his mind.

“I prefer going out during Easter and Christmas holidays. These are normally peak seasons for the tourism sector in the country but I ensure I choose my destinations wisely to avoid congested areas,” he reveals during an interview. This year in April, the engineer drove to Diani Beach in Mombasa with his wife and two sons aged 11 and 7.

They were booked at Diani House, a place he describes as resembling the Biblical Garden of Eden with its diverse menu of flora and fauna for the eyes to feast on.

“There are beautiful indigenous trees as well as the smallest species of antelopes called dik dik, various species of birds, Columbus monkeys and baboons. This combination makes you feel at peace with nature, presenting the right atmosphere to relax the mind,” he says with a smile.

While at the beach, they did a lot of resting with occasional dives into the ocean for a deserved swim before taking a break at the 40 Thieves Restaurant. This restaurant incidentally lies next to another hotel establishment called Ali Baba, giving one a nostalgic memory of that famous childhood story book titled Ali Baba and the 40 thieves.

During the last Christmas when majority of people were heading to Mombasa, Mr Musyoka drove to Malindi, a seven-hour drive from Nairobi to sample what this historic town has to offer. While there, the family visited Vasco da Gama pillars and Buntwani Bridge where River Sabaki drains into the Indian Ocean.

“It was a spectacular site that captured my sons’ memory. The bridge is a hotspot for fishing activities and the entire scenery looked wonderful. It is a place we would love to visit again,” he recalls.

While many may argue that holidaying is a preserve for those endowed with wealth, Mr Musyoka holds a different opinion saying it is a necessity loaded with many benefits including physical, intellectual and emotional health.

“Many of us spend a big slice of our earnings in local bars and restaurant watching football, having drinks and feasting on nyama choma (roasted meat) with professional colleagues or friends. Why not make a monthly savings and take break to explore beautiful sceneries at different place of this beautiful country instead of leaving it to foreign tourists?” he poses.

On the notion that domestic tourism is an expensive undertaking, he advises potential tourists to travel during off peak seasons when hotel accommodation charges are slightly lower. For instance he points out that between the months of May and July, hotel charges are drastically reduced in almost all tourist hotels across the country and this is the opportune moment to get up and have a change of environment.



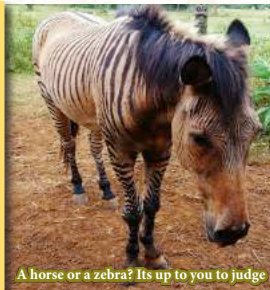
SAMPLING SOME OF KENYA'S MAGICAL BEAUTY

Mt Kenya Wildlife Conservancy

Just at the foot of Mount Kenya is a beautiful haven of wildlife, the Mount Kenya Wildlife Conservancy. Set up with the key goal of rescuing, nurturing and rehabilitating all wild creatures that need help, this conservancy's location gives it a unique sense of appeal for mountaineering lovers and highland life. The nearby Mount Kenya Forest creates a cool resemblance of the Swiss Alps that form the Alpine region of Switzerland. Mount Kenya Wildlife Conservancy also plays a great role of conserving one of the most beautiful antelopes in Kenya, the mountain bongo, a greatly endangered species. Here you will also find unique looking animals like the pigmy hippo and a cross breed of horse and a zebra among others.



The pigmy hippo



A horse or a zebra? Its up to you to judge

The trumpeting elephants of Ol Jogi Conservancy

On the Laikipia Plateau lies one of the most fascinating wildlife sanctuary. Ever heard of a tamed elephant in Kenya? Now you have an opportunity to touch a jumbo as it plays a trumpet for you. Ol Jogi is such a wonderful, with the polar bear, the trumpet playing elephant and all the wild animals. It is a great place for relaxation in the wild. Lions, elephants, cheetahs, leopards, black panther, rhinos, the only black bear in Kenya, monkeys, owls, toucans, parrots and tens of other species of birds



Mida Creek

Mida Creek is located on the Malindi-Watamu coastline; it's a massive tidal inlet of sand, lined with mangrove forest. The creek offers several exciting activities such as fishing, birdwatching, boat trips, mangrove walks and many more. In fact, a day is not enough to do and see all that is on offer in this scenic part of Kenya.



Lamu Island

While Lamu Island entices many tourists and local visitors, the main attractions here are the natural beauty the island exhibits and its calm atmosphere. From Lamu's history and culture to its scenic beaches, you'll be in awe of what this island has to offer.



Kapsowar

Kapsowar is a beautiful small town located in Rift Valley Province, Kenya. It's a picture-perfect town; filled with quaint charm, crisp breeze and amazing scenic beauty. It's one of the best places to explore the most breathtaking landscapes and unique attractions such as charming flowing rivers, herds of cows and gorgeous hills



Shanzu Beach

Shanzu Beach is located on the Indian Ocean in Mombasa, an ideal place for an unforgettable coast adventure. The beach is known for its beautiful shores, spectacular views, towering palm trees, and pristine white sands. There are several hotels located next to the beach.



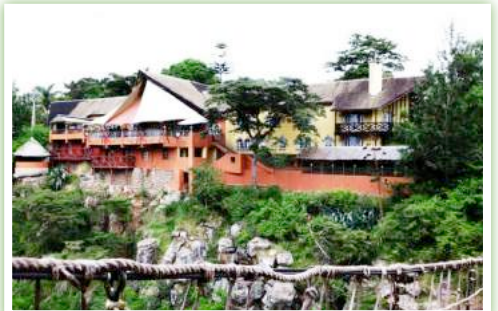
Giraffe Manor

Giraffe Manor, located in Karen suburbs of Nairobi is one of the best places to see beautiful and graceful giraffes in Kenya. It is home to Rothschild Giraffes, which are seen roaming around the surroundings



Rolf's Place

Rolf's Place is a leopard cliff Mansion built like a medieval fortress, located just 25 minutes from Nairobi on the South East end of Nairobi National Park. It offers a panoramic view of Mount Kenya, Mount Kilimanjaro and Ngong Hills. It also has some neighbouring parks that offer visitor opportunities to experience wildlife.



Kisumu Impala Sanctuary

Kisumu Impala Sanctuary is a located three kilometres from Kisumu City. The sanctuary lies on the shores of Lake Victoria. There are quite a lot of things to enliven and thrill nature-lovers here. For wildlife lovers there are both the free ranging and captive animals in the sanctuary.





1. Handover of G460 (6x4) truck to Nyanza sugar.
2. Delivery of trucks to Logitac logistics.
3. Handover of trucks to sturt transporters.
4. Scania open day Nairobi at Scania Head office, Industrial area.
5. Handover of trucks to Shiva Mombasa.
6. Delivery of Optimise trucks to Magunandu.
7. Bus delivery to Kamuthatha boarding.
8. Visit by students and teachers of Kabianga High School.
9. Scania MD giving a speech at the Bus Koroga Dinner event at Carnivore.
10. Scania open day Mombasa at travellers beach hotel.
11. Handover of school bus to Nyangwa high school teachers and students.
12. Handover of trucks to Quaresh transporters.
13. School bus delivery to Chania Boys School.
14. Swedish Ambassador to Kenya Johan Borgstam(left), Scania East Africa Managing Director Per Holmstrom and National Transport and Safety Authority Director-General Francis Meja during the launch of Scania Driver Competition Kenya 2016 at Serena hotel in Nairobi.



FACE THE CHALLENGE

Sign up for the world's biggest truck and bus competition and be the winner of 300,000 Kshs*

Scania has been running the driver competitions for more than 10 years in over 50 countries all over the world with the commencing of the same project for the first time in Kenya this year. There's a mood of struggle, tension and drama when the nation's best drivers go face-to-face in a competition that prizes the ability to drive safely, be fuel-savvy and also be efficient when driving. To make it in Scania Driver Competitions, you have to stay cool and calm while always keeping an eye on the clock.

The driver is a key asset when it comes to road safety, fuel efficiency and environmental impact. Thousands of Kenyans die every year in traffic accidents and the majority of the victims are vulnerable road users, such as pedestrians. The role of the driver is vital, since sound and responsible traffic behaviour will reduce the risk of accidents happening dramatically. A skilled driver and a safe vehicle can make the difference between life and death. Scania Driver Competitions rewards good judgement and thoroughness rather than speed. To make it in Scania Driver Competitions, you have to stay cool and calm and make as few mistakes as possible. Just like out on the open road. Clever and well-trained drivers drive more safely and cause fewer accidents.

That makes all of us winners. Not only can a skilled driver make our roads safer, but he or she can also make a huge impact when it comes to the economy of the operator. A skilled driver knows how to use the vehicle in an optimized way, and how to plan the driving ahead in order to drive as fuel efficient as possible. Our experience shows that a skilled driver can reduce fuel savings of 10% or even more, thanks to an adapted driving style. A skilled driver will also cause less wear and tear on the truck, so maintenance costs of tyres will be reduced as well. The drivers competing will be instructed, supported

and judged by Scania's professional driver trainers in exercises such as Defensive Driving, Fuel Efficient Driving and Manoeuvring.

Scania has partnered with NTSA, the Swedish Embassy and other road safety organizations and companies on this project to address the importance of road safety as a united force. A Scania Road Safety Week will be arranged by the end of September to highlight road safety with workshops and road safety campaigns.

Fact box

What is it the Scania driver competitions Kenya 2016?

It's a driver competition, split in two groups: the bus competition and the truck competition. It's about awarding the most skilled drivers, but also about educating the participants within areas such as road safety and fuel efficient driving. The first phase of the competition will be the regional competitions in Eldoret, Nairobi and Mombasa. The second phase is the national final in Nairobi.

Who can apply?

The registration is open for drivers of any brand, you do not have to drive a Scania vehicle to qualify. To apply, the only requirements are that you are:

- A Kenyan citizen or possess a Kenyan work permit.
- In possession of a valid driver's licence for the following classes of vehicles:
 - A, B, C, E for bus drivers
 - B, C, E, I (Art/MV) for truck drivers

- An employed truck/bus driver either working for a company or self-employed (freelance).

Entrants that match the following description are **not allowed** to compete:

- Employees of Scania East Africa Ltd or its branches, subsidiaries, dealers, sponsors or contract workshops
- Driver trainers, instructors or any person involved in training of drivers

How do I apply?

You can apply by filling out an application form consisting of a registration section and a short theory test with multiple choice questions. Fill out the application form either at any of our offices, opening hours Mon-Fri, 7:30-16:30 during May 3rd – 31st, or at the tent activations according to the schedule below.

Nairobi Office

17 Kitui Road Off Kampala Road, Industrial Area, Nairobi

Mombasa Office

Makupa Causeway, Kibarani, Mombasa

Tent activations

Date	Area	Location
May 2nd – 6th	Mombasa	Mwembe Tayari • Port Reitz • Bonderni • Mariakani • Minitini • Jomvu • Samburu • Taru
May 9th – 12th	Mavoko	Chumvi • Mlolongo
May 13th – 18th	Nairobi	Country bus • River road • Afya centre
May 19th – 23rd	South Rift	Mau Mahiu • Narok • Gilgil

Updates will be published on our website: sdc.scania.com

Your application must be with Scania the 31st of May 2016 at latest.

What are the prizes?

The winner will receive an amount of **300,000 Kshs***. Also the operator of the top achieving drivers will receive attractive prizes.

When and where will the competition take place?

After the application process in May, a number of drivers will be selected to compete in one of the three regional competitions, based on their results on the theory test. The regional competitions will be held in:

- Eldoret, the 23rd of July 2016
- Nairobi, the 6th of August 2016
- Mombasa, the 13th of August 2016

The top achievers of the regional competitions will advance to the national final, formed as a full day public event in at Nyayo stadium parking area in Nairobi, the 1st of October 2016

As an operator, would I lose my drivers for a long time if I let them take part of this competition? What's in it for me?

For a driver to apply, you would only need to let him/her stop by our SDC tent according to the tour schedule above, or alternatively let him/her visit either of our Scania premises in Nairobi or Mombasa. It will take approximately 15 minutes to fill out the application form. If any of your drivers would advance to the regionals, he/

she will spend one day competing and at the same time learning more about road safety and fuel efficiency, which will also affect your operator economy in the long run. The dates for the regionals are already set, so that you can plan well ahead if you need to reschedule that day for that particular driver. If the driver reaches to the national final in Nairobi, you should first of all be proud to have such a skilled driver. Your company will receive a lot of attention during the event, and if the driver scores top three, your company will even receive attractive prizes. Scania will provide for the transport to and from Nairobi and one hotel night for the drivers who advance to the national final. Food and drinks for the drivers will be provided by Scania at all competition events.



The Scania driver competition will include different stages where the driver's abilities are tested within different elements. One exercise is called "Defensive driving" and here the driver will need to show good judgement in traffic with a defensive driving style that is economical and well planned and that avoids causing dangerous situations. This exercise is performed on public roads and the driver will be judged by an accompanying judge who will award the scores depending on the driver's performance.

*Amount will be subject to tax fees.

SCANIA TRUCKS

HALF A CENTURY OLD COMPANY SALUTES SCANIA'S EXCELLENT SERVICE

For over five decades now, Sibed Transport Company has been in the transport business, ferrying petroleum products across the East African region.



For over five decades now, Sibed Transport Company has been in the transport business, ferrying petroleum products across the East African region.

Scania East Africa form part of this success story which started in Somalia before relocating to Kenya nearly ten years ago.

“This company was started by my grandfather in Somalia as a family business and I only took over its management from my father Said Mohammed when we relocated to Kenya in 2007,” says Said junior.

Presently, Sibed Transport Company Limited boasts of 300 trucks that cruise across East and Central African region. A good number of those trucks are Scania and Mr said says they have never disappointed.

All trucks are fitted with on-board computer devices for tracking and monitoring, and to ensure that deliveries are done safely, securely and efficiently.

Among the petroleum prototypes Sibed ferries to various destination in East and Central Africa include Jet A1 fluid, Premium Motor Spirit (PMS), Automotive Gasoline Oil (AGO), Bulk Illuminating Kerosene (BIK), Bulk Liquefied Petroleum Gas (LPG), Heavy Fuel Oil (HFO) and Container for Lubricants

“Scania trucks have served us well with good performance on the road, good after sales service and only a few problems experienced. Over the years, we have registered exponential growth both in our client portfolio and bottom line performance. The company’s geographic business now covers Kenya, Uganda, Tanzania, Rwanda, DRC and South Sudan,” he says.

One of the company’s top client is Total Uganda Limited where they have been doing business together since 2007. Operations of this Ugandan petroleum giant stretch from Kenya’s port of Mombasa to the depots in Jinja and Kampala cities as well as direct deliveries to all their inland stations.

The manager says Total Uganda Limited has been at the forefront of Sibed’s growth by facilitating the standardization of our transportation services.

Another major client for Sibed Company is Sitico Petroleum which provides commercial businesses with advanced fuel and lubricants. Mr Said says they ferry petroleum products for Sitico to some of the toughest terrains in the Southern Sudan region of Juba and extend transport services as far as Wau town in the interior.

The manager says good trucks that can sustain the challenges of poor road network have ensured timely deliveries within the region. Deliveries of Heavy Fuel Oil (HFO) are also made in Rwanda, supplying the much needed automotive gasoline oil to keep the machines in this tiny central African country operational.

On his experience with Scania trucks, Mr said says: “Scania has made a good difference to our company and should sustain the good services it is extending to its customers. I can describe it as an excellence partner anyone willing to venture into transport business should consider.”



A display of the Sibed Transport Company Scania trucks

Scania approved USED TRUCKS

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- ➔ EX-SA 6X4 (R470& R500)
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- ➔ 80% FINANCING AVAILABLE



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SCANIA

5G CREATES NEW OPPORTUNITIES FOR CONNECTED VEHICLES

Wireless technology for use in the transport sector is continuing to be developed at a rapid rate. At the world's leading telecommunications trade fair, Mobile World Congress in Barcelona, Spain, Scania and research partner Ericsson Research are presenting a new concept for communication within the new 5G networks.

The transport industry is one of the sectors where development of connected objects capable of communicating with each other (the Internet of Things) is progressing very fast. The advantages of connectivity are obvious in a sector where effective flows are a must for achieving profitability.

Scania is investing heavily in research and development within this area. The number of connected Scania trucks using on-board computers to wirelessly send information to fleet management systems and workshops is constantly increasing and will soon reach 200,000 units.

"The concept that we are now presenting is a viable alternative to existing communication technologies," says Assad Alam, Senior Engineer and road train expert within Scania R&D. "We previously used WLAN technology and existing mobile technology that communicated via base stations, but novel, mobile, device-to-device technologies are now allowing vehicles to communicate directly with each other without going via a station."

Wireless communication between vehicles makes it possible for them to be driven in convoys, close to one another, by allowing the system to go in and take over functions such as steering and braking. This allows for air drag to be reduced, resulting in a lowering of fuel consumption and exhaust emissions. Vehicle convoys also allow for the creation of more flexible traffic flows and for roads to be used more efficiently.

A leap towards sustainable transport solutions

Scania has trialled convoy driving, or platooning, with good results over the past couple of years. Alam says the new 5G networks further increase the possibilities offered by the technology, referring to the solutions showcased by Scania and Ericsson that allows redundancy and, as a result, increased safety.

Pär Degerman, Senior Engineer and connectivity expert within Scania R&D, says vehicles that are connected both directly to each other and to the rest of society and the transport infrastructure are a major leap towards sustainable transport solutions.

"Connectivity creates opportunities for optimizing driving, through solutions such as platooning," he says. "It also allows for real-time updates regarding weather conditions, obstacles on the road, and other hazards that might pose a safety risk. In addition to this, having connected vehicles will enable the use of more sophisticated planning tools, thereby increasing overall transport efficiency."

Scania's development engineers have worked closely with Ericsson Research on the project.





Scania R480 truck

SWHAP

The Swedish Workplace HIV and AIDS Programme (SWHAP) was founded in the year 2004 in Stockholm, Sweden. It is a programme that supports companies and employees to prevent further spread of HIV and reduce the effects of the epidemic at Swedish related workplaces in Sub-Saharan Africa. SWHAP supports over 290 workplaces on HIV/AIDS and Wellness in ten countries.

The companies active in the programmes are Scania, Assa Abloy, Atlas Copco, Jamii Bora Bank, Ericsson, Tetra Pak and Volvo.

VCT, training, care and treatment programmes are vital parts of the workplace activities. The various workplaces have creative ideas on how to efficiently work with this issue. For instance, many of the companies active in the SWHAP are operating in the mining- and transport sector, consequently the employees are part of some of the most vulnerable groups as concerns being infected by HIV/AIDS. However, within the programme, what could be seen as a problem is instead becoming part of the solution. In several of the truck companies active in the programme the drivers receive training on HIV/AIDS & Wellness every time their truck comes in to the workplace for service.

A key element of the SWHAP has been the sharing of experience and networking. The networking serves both at enhancing the existing workplace programmes as well as to spread the experience of the SWHAP to more actors and, thus, reaching a larger impact than only at the workplaces supported. The SWHAP workplaces can serve as spearheads nationally as well as provide arguments globally for taking action on HIV/AIDS & wellness in the world of work.

Scania has 12 staff members from various departments who are members of SWHAP.

“Your
health Your
responsibility.
Know your
health Status! ”



SWHAP Mombasa Team



SWHAP Nairobi Team

Performance you can trust



With its rugged design and front mounted 310 horse power engine, the Scania School bus represent the perfect choice for memorable school trips both in urban and rural settings. And with Scania East Africa Limited as your partner, you can rest assured that you have the best available support including;

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IT'S A GAS (ENGINE)

“The offering is a part of Scania Engines’ sustainability goals,”

Scania has added a gas-fuelled V8 engine to its range of power generation solutions. The engine features lower carbon emissions than the diesel version.

The latest addition to Scania’s wide range of engines for industrial applications is a gas-fuelled version of its well-proven 16.4-litre V8 engine. The solution is specifically adapted for single-speed power generation.

Its introduction follows growing global interest in replacing diesel with natural gas and biogas, reducing both carbon dioxide emissions and noise. With natural gas, CO2 emissions are reduced by as much as 20 percent; with biogas, reductions can be as much as 90 percent.

INCREASED INTEREST IN ALTERNATIVE FUELS

“The offering is a part of Scania Engines’ sustainability goals,” says Andreas Stenemyr, Director Product Support at Scania Engines. “We see an increased interest in gas engines across the world, specifically in Brasil and Russia.”

The pressure regulator depressurises the gas delivered from the gas grid to the correct pressure. Dan Boman

In São Paulo, for example, the power generators that are used in power plants to handle energy supply shortages must be fuelled by gas.

In addition, Stenemyr points out, the engines are a perfect fit for remotely located oil fields where gas is readily available and power is needed.

SUPPORTED BY SCANIA’S GLOBAL SERVICE NETWORK

Thanks to Scania’s modular system, the gas-fuelled engine shares many components with the diesel V8 engine. This gives customers global access to parts and fast, reliable service.

The gas is then mixed with air before being injected into the cylinders. Dan Boman

“If trained service technicians are used to Scania engines in general, and V8 engines in particular, they can also work on the gas version,” he says.

Stenemyr adds that the new engine has also performed well in recent field tests. “It has been running for 500 hours and we haven’t experienced any problems,” he says.

TWO BASIC PRINCIPLES

Scania’s modular system allows the company’s diesel engine to be adapted to a wide range of fuels.

Compression and spark ignition are the two basic principles by which combustion engines operate. In compression engines, the fuel mixture is ignited when extreme compression raises its temperature. Scania’s diesel and ethanol engines both work according to this principle.

The flame arrestor is a device that prevents the passage of a flame from one part of the intake system to another. This protects against possible damage caused by an engine misfire. Dan Boman

In contrast, Scania’s gas engines rely on spark ignition technology, with a spark plug igniting the fuel mixture and starting combustion. Scania offers gas engines for biogas and natural gas.

FEATURES AND PERFORMANCE

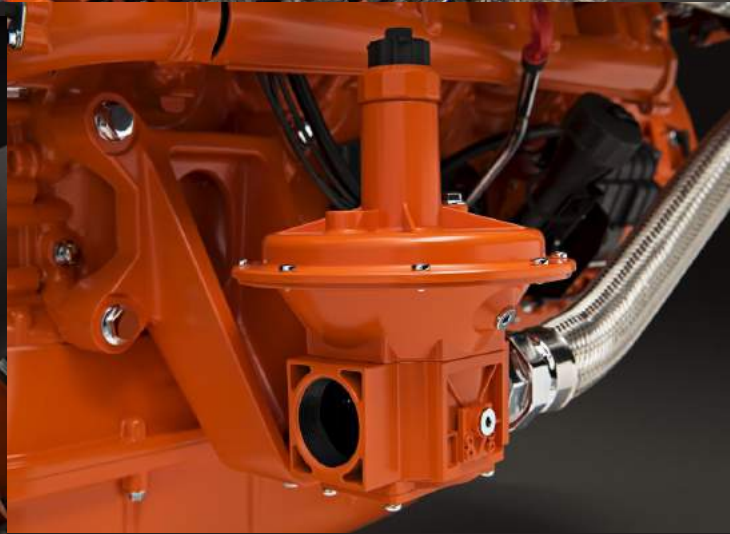
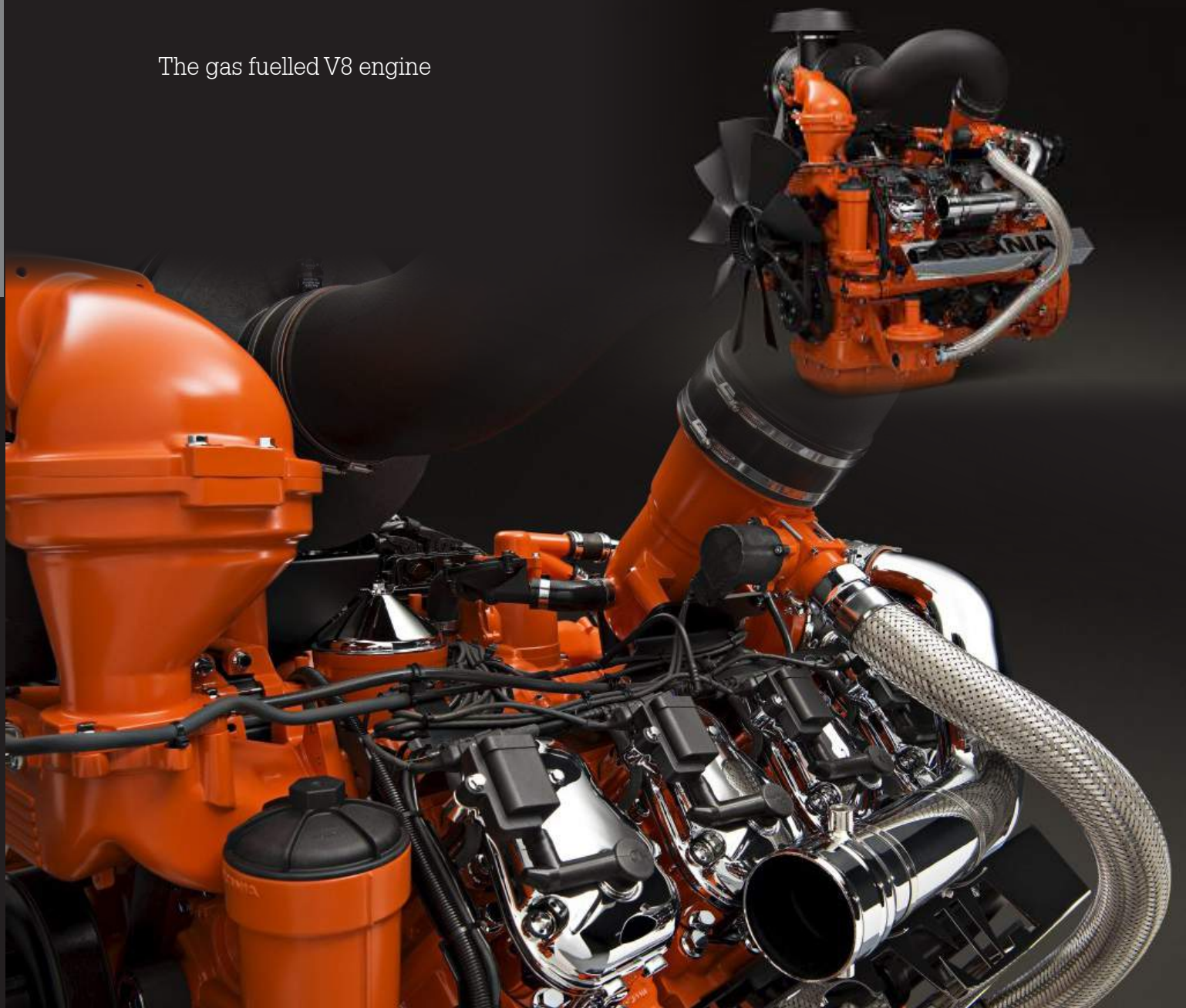
- Type: Single-speed, PRP (prime power)
- Power output (max): 500/525 kVA at 1,500/1,800 r/min
- Displacement and configuration: 16.4-litre V8
- Working principle: Four-stroke, spark ignited
- Dimensions (LxWxH): 2,041 x 1,316 x 1,254 mm (including cooling package)
- Fuel type: Natural gas, biogas

THE ENGINE PLATFORM

Components of Scania’s basic diesel engine that need to be adapted for use with biogas or natural gas:

- Combustion chamber: A piston head shaped differently to reduce the compression ratio to 12.6:1, compared with a compression ratio of between 16:1 and 20:1 for diesel engines.
- Cylinder heads: Diesel injection technology replaced with spark plugs.
- Air inlet system
- Fuel injection system

The gas fuelled V8 engine





MORE POWER. LESS FUEL.

Transport is a trust business. People count on you to get there on time, day in and day out. But reliability and uptime don't come out of thin air. They come from Scania's long tradition of delivering exactly what your business needs. With a wealth of choices and an array of modular configurations, the possibilities are endless. Make it a Scania.

IT'S WORTH IT.