

SCANIA SAFARI



THE SCANIA DRIVER'S COMPETITION



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LONG -TERM PARTNERSHIP

Scania East Africa would like to thank you for your continued support throughout the year 2016. This has been a challenging year with a 31% sales drop in the automotive industry due to the closure of two major banks and the cap on interest rates. Despite the challenges, your support has enabled us work towards growing the industry.

Considering the challenges being faced in the financial sector, we have an in-house financing institution- Scania Finance catering to our customers. We are also exploring other financing options including leasing, bills of exchange among others.

At Scania, we believe the customer comes first hence our continued search for innovative and insightful ways to improve their business. Our new products will offer customers improved performance, fuel economy and safety. We believe in long term partnership and with customers, therefore, our relationship with customers does not end after the purchase. We have an aftersales department that provides customers with fleet management and maintenance contract together with a Scania 24/7 service provision which ensure that you have less down time and more time on the road.

We value the driver and acknowledge that as the daily user of the Scania truck and buses, they are key to the customer's business growth and sustainability. We therefore continue to support and improve their skills through our training school.

We recently concluded the Scania Drivers Competition where we rewarded the most fuel efficient and defensive drivers across the country in both bus and truck category. We remain committed to coach drivers on the latest technology and improvements on the Scania buses and trucks to enable them to be better drivers and be abreast with the ever-evolving motor industry.

In line with our policy of being closer to the customer, our Eldoret branch is in the last phase of completion and will be up and running before the end of 2016. In the same breath, renovations in our Nakuru branch have been completed. This will enable us to be closer to our customers and serve them wherever they are.

We thank you for your business and look forward to a fruitful future together.

Happy holidays.

Per Holmstrom
Managing Director

Scania Safari

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

Publisher

Scania East Africa Limited,
17 Kitui Road Off Kampala Road, Industrial Area
P.O. Box 19066 Code: 00500, Nairobi, Kenya
Tel: +254 20 391 4000
Email: info@scania.co.ke
Web: www.scania.co.ke

Editor-in-Chief

Kajuju Ngara

Managing Editor

Per Holmstrom

Publishing Agency

D-gital Technix



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CUSTOMER'S STORY



Inter Africa Haulage Services

Inter Africa Haulage Services Ltd is a subsidiary of Simatech Group Dubai-UAE (www.simatech.com) and offers transport and logistics solutions in East Africa serving many hinterland locations in Kenya, Somalia and Tanzania.

Inter Africa Haulage Services Ltd was formed to provide efficient, reliable and complete supply chain solutions to customers as well as inland transportation in East Africa from the gateway port of Mombasa to many hinterland locations.

Simatech Group owns and operates container ships with a strong presence in Far East Asia, Indian sub-continent, Middle East / Gulf and East Africa. It is the number one feeder ship operator in the Indian sub-continent & Middle East/Gulf region.

The company identified a gap in the provision of efficient and reliable inland transportation / logistics services in East Africa as a result of the growing cargo movement into the region. Focusing on the most important aspects of transportation which are safety and timely delivery, the company has a round the clock manned control room for tracking of the cargo. Inter Africa also believes in providing the most efficient and reliable inland transport services to its customers with credibility and reliability being the pillars for their business.

The company chose Scania for many reasons among them:

1. Having a good reliable partner was an important criterion for them to get into the East African market. Scania was that partner that provided them with the best trucks in addition to giving them unmatched after sale services and support across East Africa.
2. Scania through their subsidiary in Kenya, has direct access to the head office in Sweden which leads to quick and efficient resolution of any complicated transaction issues.

3. Scania provides them with good after sale services not only in Kenya but also across other hinterland locations in East Africa.
4. They have a wonderful relationship with the Scania team through their excellent customer service.
5. Scania has provided them with a good experience with the whole team including management team keeping in constant touch.
6. Frequent follow up by the Scania management team has helped in expediting the process of procuring the trucks.
7. The global structure and location of Scania offices across the world provides them with the peace of mind knowing they will be there for them.
8. Scania introduced them to the Scania credit solution with support from the top finance team in South Africa.
9. The Scania team fits into their future plan and with the good pre sales and post-sales support, they hope to have Scania for their next order in 2017.

Guardian Coach Ltd



The company plies over thirty destinations some of them include; Kampala, Nakuru, Kericho, Kisumu, Mbale, Kakamega, Mumias, Maseno, Bumala, Ugunga, Busia, Bondo, Siaya, Usenge, Bungoma, Kapsabet, Kai mosi, Narok, Kaplong, Keroka, Kisii, Homabay, Oyugis, Si rare, Mbita among others.

The company chose Scania due to its reliability in terms of service, fuel efficiency, less breakdowns, durability which is key for long journeys and a good after sale service as well as overall good performance.

As Rose Ongera, an official at Guardian Coaches puts it, "Scania is a very reliable brand and it has come in handy over the years, due to their reliability it has helped the company reduce its maintenance and operating cost with less breakdowns, less fuel consumption, enough warrant for spares, among other benefits to."

She continues, "We intend to better our services in future and we hope that Scania will aim at maintaining their standards so that we can have a lasting partnership."

The company is looking into expanding its network to new destinations in Kenya and other neighbouring countries.

"We intend to better our services in future and we hope that Scania will aim at maintaining their standards so that we can have a lasting partnership."

The Guardian Coach Ltd is a transport company dealing with passenger and courier services. The company was started in November 2010 to offer customers a comfortable and decent mode of travel. Started with only three buses, the company has grown to include more buses and recently introduced tablets.

Parcel services target both corporate and individual customers who wish to send their packages from counter to counter. This means that they can send their parcels to and from any of the destinations served by Guardian Coaches and have their consignee collect them by presenting the necessary identification.

Guardian seeks to differentiate itself from competition by offering great customer service to customers which isn't the norm in the Matatu industry. The company is also supported by reliable and professional drivers and customer service staff.

Customers are offered a reliable feedback and complaint system which allows them to engage with the company on a one to one basis to sort out any issues that they may have. Right from booking to boarding, customers have a convenient way of making their travel arrangements without having to physically go to the Guardian offices. Guardian has been able to provide customers with alternative ways of making their bookings through calling the office and making payments through mobile money.

As customer needs change, so does the company. Customers want to experience the same level of service across different destinations. The company has heeded to customer needs and has been continually expanding its fleet and monitoring the level of customer service across all its destinations to ensure that customers remain the core of their business. The founders too are committed to making this a reality and have been at the fore front at getting staff members to believe in their vision.





Viva Uganda

Founded in 1990 by Mr. James Bukenya Mukasa and Mrs. Kyazike Margaret Bukenya, Viva General Merchandise Limited specializes in the supply of construction materials and equipment. The company has 41 permanent staff members and this number keeps growing with the business each year. This group is headed by the accountant who doubles up as the general manager. Because of the ingenuity and hard work of the managers, the company has grown into a medium sized one stop indigenous construction materials and equipment center, that ably competes with other indigenous hardware shops.

Located at Kibuye Masaka Road on Viva building, the company seeks to provide top notch flexible service and quality products to its clients..Viva currently owns a fleet of 28 Scania Trucks which the management states have greatly helped in managing customer transport needs both at the head office and the contractual obligation with Hima and Tororo Cement factories to provide transport.

We had a chat with the Managing Director Mr. James Mukasa Bukenya Ssalongo and this is what he had to say.

What is the genesis of Viva General Merchandise Limited?

Growing up, my father had two hardware stores and after my education I searched for a job as I helped him part time and eventually picked interest in what he was doing.

So almost 30 years ago, precisely in 1990, I started my own hardware store and I was trading in building materials like cement Iron sheets and bars.

What Business are you in and how do you play in the market in comparison to other players?

Besides dealing hardware, I work as a transporter majorly for Hima cement. How I play in the market is when I want something to be done right I persist and make sure I deliver quality service to my customers.I have a very hard working team and trust is crucial in my business, as I trust the people I work with so I build a good trusted working relation with my clients.

Why did you choose Scania?

Well, I dealt with a competitor but they were not very comfortable or to my liking.

With Scania it is a whole lot different:

- They are very efficient.
- The trucks are very durable, reliable, efficient, safe and comfortable that is what I loved most because all I was looking for I found in the Scania Trucks.
- They have friendly services, warm welcome

• What has been your Experience or journey with Scania?

I bought my first two Scania trucks in November 2008 and I found so much peace in owning them because there wasn't a lot of garage issues and because I was very comfortable and happy with what I had bought, I never looked back, I now own over 28 Scania Trucks and counting.

• As your reliable partner, what challenges has Scania helped you overcome?

Scania has done wonders in my business. My friends suffer with other trucks. They travel long distances and always have break downs here and there but with my Scania Trucks, I have never gotten such issues.

In addition to that, when buying my Scania Trucks, I was offered various finance options and this has helped me boost my business.

• What are your future plans and how do you see Scania fitting into your future plans?

I would like to expand my business more and buy up to 100 more Scania trucks. I would also like to start trading internationally. Business is sometimes slow, but I believe the sky is the limit, I want to go big and with persistence and hard work I shall achieve it.

I would like to commend the Scania team for being such an understanding and welcoming team, they have been so reasonable, understanding and helpful. I can reassuringly say that they are part of my success story. I would like to thank Scania for all the help they have provided and for listening to me.



Mr. James Bukenya Mukasa the Managing Director, Viva General Merchandise Limited.

HANDOVER OF **NEW SCANIA TRUCKS** TO MOHAMMUD DUALE TRANSPORT

“Scania trucks have proven to be the right truck for demanding people from one truck to 125 we have proven that Scania is the secret to success.”

Fuel transportation is one of the rapidly growing businesses in Tanzania. A number of transporters have emerged and dramatically they have grown and become big fuel transporters.

Mohamud Duale is one of the big established fuel transporters in Tanzania. It is a privately owned company with a fleet of 125 Scania trucks sold by Scania Tanzania. The company head office is located along Kilwa roads and specializes in the transportation of petroleum products in the Eastern and Central African countries.

The company has recently increased its fleet by acquiring 10 more units P410 6x2 from Scania Tanzania LTD with plans to add 50 units within two years.

Speaking during the handover Mr. Mohamed Duale said; Scania trucks have proven to be the right truck for demanding people from one truck to 125 we have proved that Scania is the secret to success.

SCANIA - GEMILANG COACH NOW IN TANZANIA.

Scania bus chassis has long stages of development since the introduction of Scania vehicles in early 1970's. In all these years, Scania has endeavoured to enter into partnership with the bus body that meets standards and is acceptable nationally and internationally.

Scania- Gemilang coach was officially launched in Dar es Salaam at a function attended by Scania Tanzania managing director Lars Eklund and Scania East Africa representative Julius Ngure.

The semi-luxury coach fitted with Scania chassis F310 is proven for optimum performance, drivability, capacity and passenger comfort-safe public transportation. The coach body is fabricated in Malaysia and assembled

in Kenya by Associated Vehicle Assemblers. “The 48 seater coach is designed to meet all Scania safety and quality requirements”, Mr. Eklund said.

Scania Tanzania sales manager Jerome Sentimeia said “the coach was designed to withstand the tough operating conditions in Tanzania and prices are very competitive” The coach could be specified as either an intercity or tourist coach.

“The 48 seater coach is designed to meet all Scania safety and quality requirements.”



Scania EA hosts the Road Safety Week

More than 1.24 million people die on the world's roads each year. Over 90% of these fatalities occur in developing countries despite low motorization levels. Globally, it is the leading cause of death for people aged between 15 to 29 years. In Kenya an estimated 3,000 deaths occur from road crashes annually with about 40% of these being pedestrians.

Nairobi County recorded the highest number of fatal crashes in 2015 with over 300 fatalities contributing to 16.3% of total national fatalities in 2015. Most of these occurred on Thika Road. The good news though is, this was a reduction from the previous year's 23% attributed to focused intervention on pedestrian safety in Nairobi.

The most affected age groups in terms of fatalities were between 20-44 years with the peak age being 25-34 which represents the most productive members of the society. The economic cost of road crashes is set at 5.6% of the GDP- 300 billion Kenya shillings annually according to NTSA.

In light of this, Scania East Africa partnered with NTSA, St Johns Ambulance and Swedish Embassy to enhance road safety. The Road safety week was held on 26th and 27th September 2016 to champion for road safety and reduce fatalities.

In his opening remarks, Scania East Africa Managing Director Mr. Per Holmstrom said, "It is not enough to manufacture vehicles and sell but to also ensure user safety and durability." To show Scania's commitment to road safety, Holmstrom highlighted the Scania Driver's Competition that aims to involve drivers as the key stakeholders in transforming the safety of our roads. Through the competition, drivers are tested on different aspects of road safety and also offered training on road safety. "The driver is the most important person on the road," he said.

The Swedish Ambassador to Kenya, Mr. Johan Borgstam shared statistics on road fatalities in Sweden and what the country had done to reduce this. He explained, "An ordinary 70kg person without a seat belt would equal the impact of an elephant in case of an accident." Through

the Vision Zero Campaign, Sweden has managed to reduce road carnage to almost zero over the years.

The National Police Service highlighted their commitment to road safety with the Senior Superintendent of Police, Mr. Joseph Omija urging participants to be leading voices on road safety, beginning with the eradication of kangaroo courts. He said, "We are talking too much and doing nothing on road safety. If the giver does not give money the receiver will not be able to receive it. The leading cause of deaths on the road is corruption".

According to the National Transport and Safety Authority report, private vehicles are the major cause of accidents in Kenya at 28%, followed by Commercial vehicles at 27%. Dr. Duncan Kibogong, the Deputy Chairman NTSA said, "Middle and low income countries are hardest hit. Most of fatal road traffic crashes occur at between 1730 hours to 2200 hours with the peak being 2000 Hours. " He continued "Human component contributes to 80% of accident cases. Others are mechanical and road conditions."Weekends have the highest number of fatalities with a combined average figure of 36% due to higher frequency of travel, high speed, drink driving and motorists using unfamiliar roads.

The Bodaboda industry has employed 1.2 million Kenyans according to the Bodaboda Riders Association and recorded 523 fatalities in 2016. The Matatu Owners Association and Bodaboda Riders Association noted that they were working on training their members on road safety. Through partnerships with other stakeholders like AA and NTSA, they are taking the trainings to the counties in order to reach out to as many members as possible and get them to commit to ensuring safety on the roads.

Social media was also mentioned as a key driver to the road safety conversation through use of crowd sourcing to gather statistics and map road safety cases in addition to sensitizing people on road safety.

1.8m children across the world attend school every day, with 500 of these not making it back home safe according to Safe Way Right Way. In order to ensure safety of

children on the road, various stakeholders including corporates were called out to come up with initiatives that would make the roads safer for the children. St John's Ambulance shared basic first aid tips and indicated their proposal to the Ministry of Education to incorporate first aid in the school curriculum in order to train as many first aiders as possible.

AA driving school was also lauded for its commitment to road safety by being at the fore front of developing an all rounded curriculum that exposes learners to best driving practices. The organization is also looking into training of more trainers who will be sent to offer trainings in the counties. Through leveraging on their members, AA was also keen on getting the message on road safety across.

Pierra Makena, a renowned Kenyan artiste and road safety ambassador gave intriguing statistics on how road carnage had robbed the country of great artists in the last ten years. This she noted would be reduced if the youth were involved in the conversation as they are likely to reach out to their peers. Use of celebrities too would aid in driving the message home as the youth draw influence from these celebrities and will likely draw their attention to the messages being passed across.

Another of Kenya's leading artistes, Charles Njagua popularly known as Jaguar also added his voice to the conversation in his authority as a director at the National Authority for the Campaign Against Alcohol and Drug Abuse (NACADA). He brought to light the role of the authority in driving campaigns against drug abuse together with their partnership with the police and different stakeholders in curbing the drug abuse. Driving under the influence of alcohol and other drugs came out as one of the leading causes of road fatalities in the country. "Regulation alone is not enough, personal initiative is required," said Njagua.

At the end of the two day forum, participants were urged to sign the pledge board to show their commitment to road safety. The police mentioned that they will be looking at leveraging on technology to introduce smart licenses that will ensure easier tracking of traffic offences among motorists and enhance accountability in the future.

AN OVERVIEW OF “Heavy Commercial Vehicle CHECKS BEFORE DRIVING”

Road fatalities in Kenya are a growing concern standing at 3000 annually and contrasting sharply with Sweden at 260 despite Sweden having thrice the number of vehicles.

Many factors have been identified as causes of this high fatality rate, one being the mechanical condition of the vehicles. This is as a direct result of poor vehicle maintenance. Most defects that occur in vehicles are maintenance related and therefore preventable.

Road Traffic Legislation requires that vehicles be maintained in a roadworthy condition and are safe when in use on public roads.

It is therefore important that vehicles have a proper maintenance program in place covering all systems and components to not only prolong the service life, but also keep them safe on our roads to avoid accidents. The aim of the program is to maintain a high standard of roadworthiness and identify any vehicle defects, damage or problems at an early stage before they become a safety issue or a major cost.

The maintenance program includes preventive maintenance scheduled at specified intervals and vehicle pre-drive maintenance checks (checks before driving) which should be the drivers' responsibility.

Checks before driving is a basic maintenance function and should be the drivers' obligation to carry out the checks before driving out. These checks are carried out as part of an overall maintenance program which helps maintain driver and operator road safety standards. They are designed to detect deviations in vehicles early enough to avoid unplanned breakdowns or related road safety concerns.

Vehicle pre-drive checks are a crucial part of any vehicle preventative maintenance system. The driver is often the first person to notice a problem and it's far easier to fix a problem in operator premises rather than out on the road. Driver pre-checks should be incorporated into daily work routines. It is recommended that employers prepare their own vehicle checklist to take account of the type and level of use of their vehicles. The checks are also described in operators/drivers' manuals and are specific to vehicle makes and models.

Every driver should carry out a check before they start their first journey each day. Where more than one driver is using a vehicle, the second driver should conduct

the same check before they use it. The driver must be satisfied the vehicle is safe to operate and free from defects. Any safety critical defects must be rectified before the vehicle is used on the road.

Vehicle checks before driving is not just a matter of checking engine oils and radiator coolant but also involves checking of nuts, bolts, pressures; replenishing/ topping up relevant fluids be it clutch, transmission or axle fluids; using the right quality and in the correct quantities in addition to checking the functionalities of crucial vehicle systems.

The Checks

It is suggested that the vehicle be checked for deviations covering the following main items:

- Lights, windows and mirrors
- Tires and wheels
- Crucial vehicle systems like Brakes, Steering, Engine, Suspension
- Draining of compressed air tanks
- Cab tilt system pump valve is in lowering position
- Fluids including power steering fluid, washer fluid, coolant, engine oil
- Dashboard instrumentation and controls including gauges and warning devices
- Vehicle internal checks for loose items
- Horn
- Functionality of seat belts and driver seat adjustments
- Trailer and tow coupling, trailer and load anchorages, fifth wheel locking devices
- Load securing and related equipment

Recording of Defects

Any defects should be recorded and reported in accordance with employer's defect reporting systems. All safety critical items must be repaired or the vehicle taken out of service. Records of all checks should be kept for the vehicle. Analysis of the records may highlight a pattern or history to the vehicle, re-occurring defects or poor maintenance repair standards.

Business Benefits:

The price of correcting unexpected vehicle failure is always higher than the cost of preventing that failure in the first place. Vehicles that are properly checked give both business and safety benefits. They:

- Are more reliable
- Are cheaper to run
- Have higher residual value

The direct business benefits include:

- More uptime and less downtime
- Better fuel economy
- More reliable customer service
- Longer vehicle life span
- Reduced total operating costs
- Better company/brand image

Safety benefits include:

- Improved driver safety
- Less accidents (and commensurate insurance benefits)
- Fewer injuries to the driver, passengers and other road users



First Aid Half of road deaths are caused by unskillful first responders

More than half of road crash deaths could be avoided if people who respond first to accidents have first aid knowledge.

This is according to a finding by St John Ambulance which revealed that 57 per cent of road deaths are as a result of mishandling or administering of wrong first aid procedures by first responders.

Responders, who in most occasions are drivers or villagers with good intentions to save lives, arrive at crash scenes on time but end up compounding the victims' conditions because they lack lifesaving skills.

A report by the National Transport and Safety Authority (NTSA) indicates that in the first half of 2016, 1574 deaths were reported on Kenyan roads.

Some of these deaths could be prevented if the first person on the accident scene – who will most likely be another driver, knows how to keep someone alive before ambulances arrive.

St John Ambulance, one of the institutions committed to curbing road deaths, has gone ahead to start training matatu drivers on first aid and rescue skills. These lifesaving skills are also extended to communities living near notorious accident blackspot areas.

The skills will see drivers and blackspot communities reach victims of road crash faster than ambulances, which averagely take nine or more minutes to arrive at an accident spot.

But the 87-year-old first aid and health charity insists that the only sustainable way to proliferate lifesaving skills on the road is by ensuring all learner drivers undergo training on first aid skills before acquiring their driving licenses.

However, people who are not skilled in first aid may also assist, and the best help they can give is to call for assistance from ambulance providers, fire department or police.

When you call for an ambulance for instance, you may be given basic first aid instruction on phone to stabilize the casualties before an ambulance arrive.

However, your first action when you spot an accident is to assess the scene for any danger to you or other onlookers since your safety comes first. Some of the dangers to look for are downed power lines, hanging vehicle, explosive chemicals and oncoming traffic.

Use lifesaver triangle or modified warning signals, such as twigs, to alert oncoming motorists of the impending danger.



If you are trained, wear gloves to protect yourself from infection then give first aid with priority to unresponsive victims. At this stage, it's important to note that brain cells begin to die after four minutes if airway is totally blocked, yet the simple remedy is just tilting the head upwards.

In case you're not trained in first aid, the best you can do is to call for emergency help from ambulance providers, fire department or ambulance.

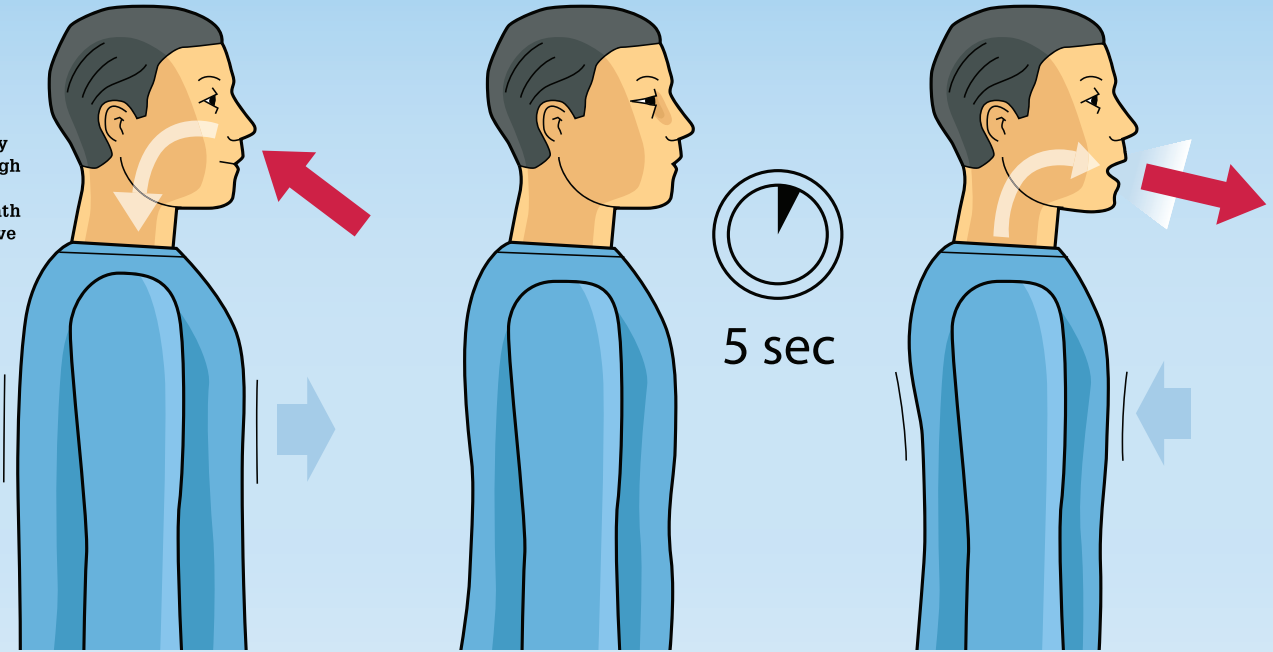
Unfortunately, many people have not stored emergency helplines on their phones. These are the hotlines: *St John Ambulance 0721225285, Red Cross 0700935935, Police 999/112.* Hotlines for fire departments vary for each county.

When you finish the rescue operations, it is important to clear any used first aid materials off the scene and dispose appropriately to avoid infection from blood and other body fluids.



1

Focus on your breathing for a few minutes. Try breathing through your nose. Next, take a deep breath and hold it for five seconds before breathing out slowly. Repeat five times.



A rested driver is a safer driver

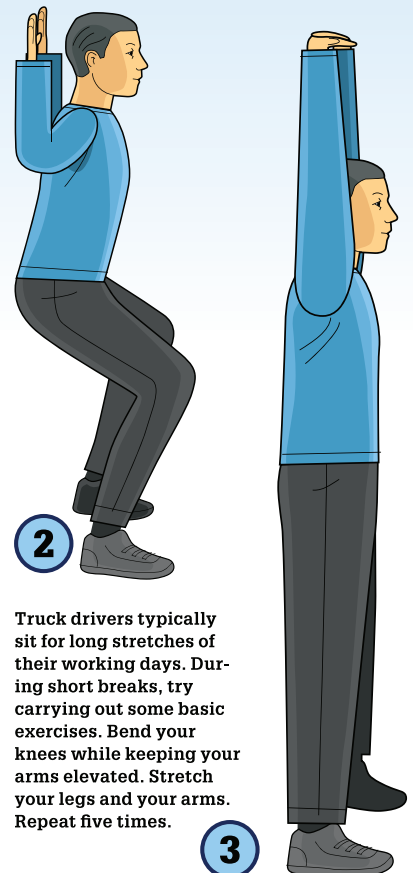
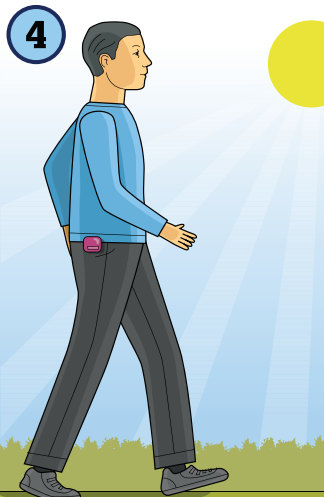
Sitting behind the wheel of a truck places major demands on a driver's ability to concentrate and react. Being in good physical shape can improve reaction time and reduce the risk of accidents. Here are some useful activities that will help you to feel good and drive safely.

Text: Ylva Carlsson



Grabbing a snack can help you to stay alert and focused. Try healthier foods like nuts, fruit and sandwiches and drinks such as coffee, tea and water.

Take a walk outdoors for a few minutes. Daylight and fresh air make will help make you more alert and, when the time comes, get a better sleep. Try using a pedometer to see how far you walk.



Truck drivers typically sit for long stretches of their working days. During short breaks, try carrying out some basic exercises. Bend your knees while keeping your arms elevated. Stretch your legs and your arms. Repeat five times.



The Scania Driver's Competition

“The competition was good and the experience was good. I have never participated in another competition. I learnt about road safety, personal safety and operations of a truck”.

The Scania Driver's Competition started in 2003 and has run in 50 countries across the globe. This was the competition's first time in Kenya. It recognizes the importance of the driver in three key areas; road safety, economical use of the vehicle and environmental impact. The competition covers both truck and bus drivers.

Initially aiming to target 200 drivers, it surpassed this by receiving 1265 applications from drivers across the country. Drivers were taken through a theory test from which around 250 drivers qualified to proceed to the regional competitions in Eldoret, Mombasa and Nairobi. During the regional competitions, the drivers were taken through another set of theory tests, check before driving, defensive driving and fuel efficiency practical driving tests. These practical tests were conducted in a natural environment where a judge inside the vehicle helped in assessing the drivers on the practical driving.

Throughout the month of May, Scania engaged in tent activations in strategic locations to create awareness and get the drivers to sign up for the competition. Employers were also involved with the project team members explaining to them the benefit of letting their drivers take part in the competition. This worked and as Sofia Nylen,

the Project Manager says, “A high number of operators attended the competition to understand how they can support their drivers.”

However, there was a low turnout of female drivers which Scania hopes to change in the course of the next competition. Nylen says, “We hope to attract more female drivers. We also learnt that a lot of these drivers were tech savvy and this is something we hope to leverage on in our next competition. Perhaps have online applications.”

Truck and bus drivers who emerged top 10 in the regional competitions got to participate in the national finals held on 1st October 2016 at the Nyayo National Stadium. They were taken through further tests to show their control of the vehicle and the awareness of the environment around them. Mistakes were penalized with participating drivers seeking to get as few penalties as possible. From the national competitions, one truck and one bus driver made it as the overall winners.

During the course of the competition, the drivers were exposed to different health sensitization campaigns under the pretest of “A healthy driver is a safe driver.” The drivers were given free health tests organized by the Swedish Workplace HIV and AIDS Programme

(SWHAP). This was crucial given the conditions the drivers work in as some of them have to be away from home for long periods and having to be on the road for long hours.

Scania engaged other sponsors who provided support for the competition among them the Swedish Embassy, National Transport and Safety Authority, Safe Way Right Way, Kenya Transporters Association, Bhachu, Goodyear, Total, Scania Credit Solutions and Master Fabricators. These partners helped in making the competition a success by partnering with Scania throughout the competition. Some of the partners; NTSA, SWHAP, KTA and SWRW each provided a representative who sat in the jury that oversaw the competition and ensured fairness.

Global managers responsible for the Scania Driver's competition also came to Kenya to support the initiative. Few drivers who had never driven a Scania truck before were impressed by the simple and easy to understand mechanicals of the truck which made it easy to drive.

What participating drivers had to say:

Chemaswet Ramadhan Mbitio

"I learnt much more than I had ever learnt in my entire life. I have never participated in any other competition and the experience was one I will not forget. Being a winner in Eldoret region and given the microphone to address the crowd as well as getting an opportunity to interact with the judges felt very great. Despite having driven Scania for 10 years, I learnt the right way to hold the steering during the competition. I also learnt how to use less fuel and ensure the RPM doesn't get past 15."

Peter Wambugu Wahome

"From the beginning to the end of the competition I learnt so much. There's something I learnt that I had never known before-that epileptic people have a red ribbon on their hand. In case I get into an accident scene and I see someone with a red ribbon on their hand now I know why. I'm in love with Scania. I do not drive a Scania currently but I have driven a Scania before and loved it. I would pick Scania over other trucks. I found Scania trucks to be very comfortable, with very good speed and very easy to drive. You don't get tired when you are driving a Scania truck."

Juma Barrack Ouma

"The competition was good and the experience was good. I have never participated in another competition. I learnt about road safety, personal safety and operations of a truck. There was a machine inside the truck that was tracking your driving for example if you made a wrong turn the machine showed. I also learnt about some road signs. The health sensitization was also helpful as we got to learn that some health issues are brought about by carelessness."

Regional competitions

The regional competitions were held during the months of July and August in Eldoret, Nairobi and Mombasa. Nairobi and Mombasa had a higher turnout than Eldoret. Participants were taken through a theory test which had been adapted from the Kenya traffic regulations. Drivers who passed the theory test proceeded to a practical driving test to gauge their behavior on the road. This was done in the presence of a judge- who was a Scania driver training instructor. The practical test incorporated the Scania Driver Support System which is an internal system that gives the driver a score on defensive driving in the system. The drivers were also evaluated on fuel efficiency; average speed against fuel consumption.

Finals event

The atmosphere was positive with good energy from the participants and spectators. There was plenty of entertainment from the MC-comedian MC Obinna as well as performances from Gogosimo Band and Children's Garden Home who provided the choir and acrobats.

Various speakers also spoke at the function with focus being on road safety. These included:

1. Per Holmström, MD Scania East Africa
2. Stefano Fedel, Chairman of the board Scania East Africa
3. Johan Borgstam, Swedish Ambassador
4. Francis Meja, General Director NTSA

In the end, Fredrick Amukasi from K. B. Sanganhi and John Leonard Njoroge from Spanish Coach were crowned winners in the truck and bus categories respectively. Other winners were:

Truck Drivers

1st Runners up - Ibrahim Abdi (Logitach Global Logistics)

2nd Runners up - Kanyi Amos Mbigi(K.B Sanganhi)

Bus Drivers

1st Runners up - Mohammed Iqbal Rehimtula (Coast Bus)

2nd Runners up - Jonah Marende(Nairobi School)



Winners' story



Bus driver- John Leonard Njoroge

John Leonard Njoroge has been a heavy commercial vehicle driver for the last eighteen years, ten of which he spent driving trucks across East Africa and eight as a bus driver. He has worked for Spanish Coach for five years now. Njoroge developed an interest at being a driver while growing up several years ago in rural Kenya. He was particularly fascinated by how drivers helped solve people's transportation problems by providing a means for commuters who wanted to move from one point to another.

For ten years Njoroge has driven a Scania and as he puts it, "I have turned down a job because I learnt that I wasn't going to drive a Scania." He singles out the reliability of Scania as the main reason he chooses Scania over other vehicles. "Scania has no problems. It uses less fuel and has less mechanical issues," he continues.

Njoroge learnt of the Scania Drivers' Competition through advertisements. He went ahead and signed up in Mombasa region where he had to do a theory test. Scania called him back after one month informing him that he had made it to the regional competitions. Thereafter he went through the regional competitions then to the final event at Nairobi's Nyayo Stadium where he was crowned as the winner in the bus category.

Getting through to the finals was not easy. As Njoroge puts it, he had to contend with driving an automatic vehicle during the practical tests while he had been used to driving a manual vehicle. He says, "Getting an automatic vehicle was unexpected. However I was lucky I had practiced with an automatic vehicle before. There was also the usual exam tension as you do not know what to expect." Having to work at night proved a challenge when he had to attend competitions during the day.

His employer- Spanish Coach was also very supportive and ensured that his schedule allowed him to be there for the competitions. He also received a lot of moral support

from his colleagues, friends and family who urged him to bring the prize home.

According to Njoroge, the competition provided him an opportunity to gauge his level of skill. The reverse Z test at the finals event was a new experience for him as he had not gotten a chance to do it before. As he puts it, "It's not often that you get to reverse Z. The Knock the King exercise was another new experience. But looking at it later, we were able to see how we would have approached it better."

On being awarded the top prize of Kshs 300,000-Njoroge describes the experience, "I was very happy because from the beginning I had a feeling that I had what it takes to carry the day. But competitions can be unpredictable and I was happy it favoured me. I will dedicate the money to my children's education." Njoroge says that the award also gave him recognition in the transport industry as he is now more respected as a good driver.

Besides his job, he is also passionate about road safety and he would want to train drivers on road safety in the future. He explains, "Road accidents are caused by drivers. My dream is to train drivers on how to prevent accidents. Some of these accidents can be prevented. Things like poor planning and fatigue are causes of accidents that can be avoided. I would want to be involved in a forum to debate on how to prevent road accidents."

Njoroge is married with two children.



John Leonard Njoroge (Right) celebrating his win with a fellow driver.



Fredrick A. Amakusi (Left) being congratulated by Ibrahim Abdi (Right) the 1st runners up truck category.



Truck driver Fredrick A. Amakusi

Fredrick Amakusi has been a heavy commercial vehicle driver for the last twenty three years. He has worked for K. B. Sanganhi the last three years. Initially, he got into the job to meet his living expenses after he had to drop out of secondary school due to lack of school fees. He drives a Scania and says the vehicle makes his time on the road easy and worthwhile.

Amakusi signed up for the competition after he had the Scania team come to their yard with details on how to apply for the competition. He got through the theory test and proceeded to the regional competition in Nairobi where he went through the practical test. Thereafter he qualified through to the finals where he was awarded the winner in the truck driver's category.

Apart from the usual anxiety associated with tests, Amakusi says he did not encounter many challenges. He says, "A lot of the other competitors were more qualified than me and I was worried that I may not go through." He goes on, "It looked easy but once you get into the cabin that's when you realize it's not easy. What you see on the ground is not what happens when you get on the truck. I had also not used a long case truck before which was challenging at first."

His employer supported him by altering his schedule to ensure he was in Nairobi for the competitions. Colleagues also gave him a lot of morale to forge on.

The competition opened him to a lot more information on Scania and how he can leverage on the functionalities of the truck. Despite having been to many driving forums, Amakusi says that there was still quite a bit of information that he was not privy to.

Amakusi describes his top prize award of Kshs 300,000, "I was very excited. I was number six the Nairobi region and still ended up being the first one. People didn't believe I would win." On what he would do with the money, he said, "Recently my daughter was admitted to college and they were asking for a lot of money which I was wondering how I would raise. Besides paying for my daughter's fees, I will need to think about what to do with the rest. I will sit down and strategize." He continues, "I have built a good name that makes people take me more seriously than they were before."

Amakusi would want to invest in his own trucks and establish a business. He is married with five children.

Scania Driver Competition Round Up



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1. SDC registration stand at Narok.
2. A driver doing the check before driving test at the Eldoret regionals competition.
3. Drivers participating in the theory test at the Nairobi regionals.

4. Fuel efficient and defensive driving road test.
5. Scania Driver Competition jury members.
6. Scania Driver Competition judges.

Giving Hope to Children at Children's Garden



The Director, Moses Ndungu and family

Moses Ndungu is the founder of Children's Garden, a children's home and school that he started 15 years ago. As the last born in a polygamous family, Moses father left his mother when he was 6 months old. He grew up in Eldoret where his mother struggled to provide him and his siblings with basic needs. This instilled in him the need to change his circumstances and also to help others who may find themselves in such a situation.

His journey began 25 years ago when he offered to volunteer at Mully's Children's Home right after his secondary school education. He stayed on at Mully's for five years before moving into the public transport business for the next 3 years. All this time, he still had his desire to rescue under privileged children and dreamed of starting a children's home.

Finally, he partnered with a Swedish friend to start Children's Garden. The home started in a one roomed house in Kawangware. Moses would go through his day looking out for children in the streets and take them to his one roomed house. With time, this proved to be a challenge as the room was too small to accommodate all the children that needed help.

With funding from Canadian donors, he moved the home to a bigger premise in Uthuru where it now stands. The home comprises of a primary and secondary school with 320 students, 170 of who stay within the home. The rest of the students come from the nearby slums. Primary school pupils do not pay any school fees while those in secondary school pay a subsidized fee of Kshs 6,000 or Kshs 2,000 per month, money which is used to meet the school's operating costs including paying the teachers.

Moses says that this poses a challenge as most of the students come from very poor backgrounds and Kshs 2,000 a month is still beyond reach for most of their parents. However, meeting some of the operating costs for the school is not easy as good teachers do not come cheap. He says, "It feels very bad when I have to send some students home for fees because I understand their circumstances and how hard it is for their parents to raise the money."

Rehabilitating children from the streets is not easy. Moses says, "It makes it easier though, if you show them love. These children need love. Because of the tough conditions they have grown under, these children don't believe someone can love them. You don't give up on them, until they can trust you. When they run away, you have to go looking for them. We also do not mix them with other children in the home until they are fully reformed to avoid peer pressure." He works with Amani in house social worker employed by the home and volunteer counselors from Amani Counselling Centre to offer support in integrating the children.

He describes a recent rehabilitation of street boys from Ngong Road, "We rescued 15 boys and in 2 months, three of them are in school and not on glue. That's why we need volunteers to come and interact with the children as most of them have been exposed to harsh environments and need mentorship. You also need a lot of self-control when dealing with these children." Moses has also done courses on drug addiction and social work in addition to the other skills he has picked while running the home.

The home also engages in income generating projects to supplement income from the donors. Some of these projects include a greenhouse to provide tomatoes for the home's consumption, growing of vegetables for the home, a posho mill, livestock keeping and a restaurant that generates income for the home. In addition to this, the home also makes jewelry for the export market. Some students also offer to become volunteer teachers

in primary school after their secondary education which saves on cost of hiring more teachers.

The children are a ball of energy and as Moses says, the home identifies and nurtures the children's talents through weekly talent shows. Winners from these shows are rewarded every month. Some of the activities the children take part in include music, acrobatics, dance and poetry.

In order to attract sponsorship for the home, the home relies on social media to put word out and also engages its partners to reach out to more well-wishers. Through the sponsorship programme, sponsors are offered an opportunity to identify a child to support. The local community also supports the home in kind.

In addition to the children at the home, Moses is married to Sylvia and together they have five children. Sylvia is a trained teacher and works as an administrator helping Moses manage the home. On how he manages to balance on his two families, Moses says, "Living at the home gives me an opportunity to be with my two families at once. My family understands my calling and is very supportive."

In future, Moses would like to start a salon and barbershop that would also incorporate trainings to offer students who complete their secondary education an opportunity to learn these skills in order to make them self-sustainable.



Kid's background:



Maureen Cheruiyot

Maureen stayed with her aunt after being abandoned by her mother together with her siblings. She tried unsuccessfully to reach out to her mother. After her auntie's death, she

moved in with some neighbours. All this time, she had not been attending school and was constantly mistreated by her neighbours.

Determined to change her situation, Maureen sought other places she could stay and came across Children's Garden where she also started school during the third term of 2004 after being away from school for two years. After clearing her secondary education in 2013, a sponsor- who had identified her talent in hair dressing during one of her visits to the home promised to train and give her a job at her salon in Westlands.

She now works at the salon as a hairdresser, a job that has provided her with a decent income enough to move out of the home. She says, "After I got a job, I moved out of the home since I could now afford to pay my rent and take care of myself. I will forever be grateful to Children's Garden for everything they have done for me. Some of the skills I learnt from the home like how to interact with others are skills I use up to now."

In future, Maureen would like to open her own business and give back to the home. She would also want to take up a course in business management in order to develop her skills in readiness to opening her own business.

Snaida Barasa



Snaida was born in Western Kenya but her mother left when she was very young due to her father's alcoholism. She then relocated to Nairobi with her father and four of her siblings.

During this time, they lived in extreme poverty due to her father's heavy drinking. Together with her siblings, they had been left under the care of their father. They never got an opportunity to start school with the rest of the children.

Moses got wind of their dire situation from one of her neighbours and rescued them. They joined Children's Garden in 2009 where they started school. Currently, she's in fourth form and will be sitting for her KSCE exams this year.

After her studies, Snaida would like to become a doctor in order to help those in need. Being at the home has also opened opportunities for her as she has been able to interact and draw inspiration from the people who visit

the home to mentor and be with them. Away from school work, she is also involved in basketball and drama. Describing her stay at the home, she says, "I have a daddy who is caring and interested in what I do. " She would want to volunteer as a teacher once she is done with her secondary education.



Prudentia Nasimiyu 'Mariam'

Prudentia grew up in Western Kenya as the sixth born in a family of eight children. Along the way, her father married another wife and chased her mother out together

with her siblings. With their mother back with them to her maternal home, she was forced to engage in casual farm jobs with her siblings in order to sustain themselves. Life at her grandparents' home wasn't any better as her uncles tried to chase them away on several occasions.

One of her aunties offered to take her to Nairobi so she could attend school. However, Prudentia was to learn that her auntie needed her to work as a house girl and had no intentions of taking her to school. She found herself alone in the house as her auntie went to work and her other cousins attended school. This did not kill her dream of going back to school as she would continually admire children in school uniform and wished she too could go to school.

Once in a while, Prudentia would wander in the neighbourhood and it was during one of these occasions that she met Moses who offered to take her in after she expressed her interest to go back to school. She thus joined Children's Garden in 2001 and was among the first children at the home. Later, four of her siblings joined the home and all of them have grown up in the home.

She describes her experience at Children's Garden, "When I joined the home I was very hard headed. But I was given thorough disciplining until I had no choice but toe the line. There is this time I was given proper disciplining by daddy and he said that he would not stop until I get to join the university, which I eventually did. " Recently, she graduated from the University of Nairobi with a degree in Criminology and Criminal Justice. She says her inspiration to do the course came from her past experiences. She would want to work in the fraud department of a leading company.

Daniel Ngugi



Daniel was three years old when his mother died. They lived in Kawangware at the time and he was taken up by a street mother who he lived with for a few years. Moses got him at Kawangware market in 2001 and took him in. Having been accustomed

to the street life and alcohol at four years old, he would sneak out of the children's home to get high on bhang, alcohol and glue. It took a while for him to be fully integrated into the home and to stop sneaking out and doing drugs.

He says, "After I left the street, I would help daddy look for other children I had left in the streets and rescue them. We would go out together looking for these children." One of the volunteer mentors who visited the home helped in shaping his life. He continues, "One of the people who usually visit us counseled me and that's how I stopped sneaking out of school for drugs. " Besides school work, Daniel is a good singer and sings in the choir. He is also active in sports. After he is done with his studies, he would want to become a mechanical engineer.

Scania's involvement in Children's Garden: Impact of the laboratory project to the children

In order to understand science concepts, students have to have a practical experience in addition to theory. They need to be exposed to practical experiments in order for them to grasp science concepts. Unfortunately, students at Children's Garden did not have this experience as they were only limited to classroom theory. This affected their performance of science subjects which would otherwise have been better if they had the facilities.

Scania EA came in to offer support to the home by building the students a modern science laboratory. Moses says, "The students had stress during practicals as they had to make do with an improvised lab inside one of the kitchens. Now they are confident of doing well in their exams. We are very grateful to Scania."

Students will now be able to combine their learning of science theory with practical which will enable them retain the knowledge longer. This will greatly help in improving their performance in sciences in their upcoming exams. It will also make it easier for the teachers as they will be able to explain difficult scientific concepts with practical. Overall, students' interest and attitude towards sciences will most likely change for the better thus playing a role in bringing up the next generation of engineers, scientists and doctors.



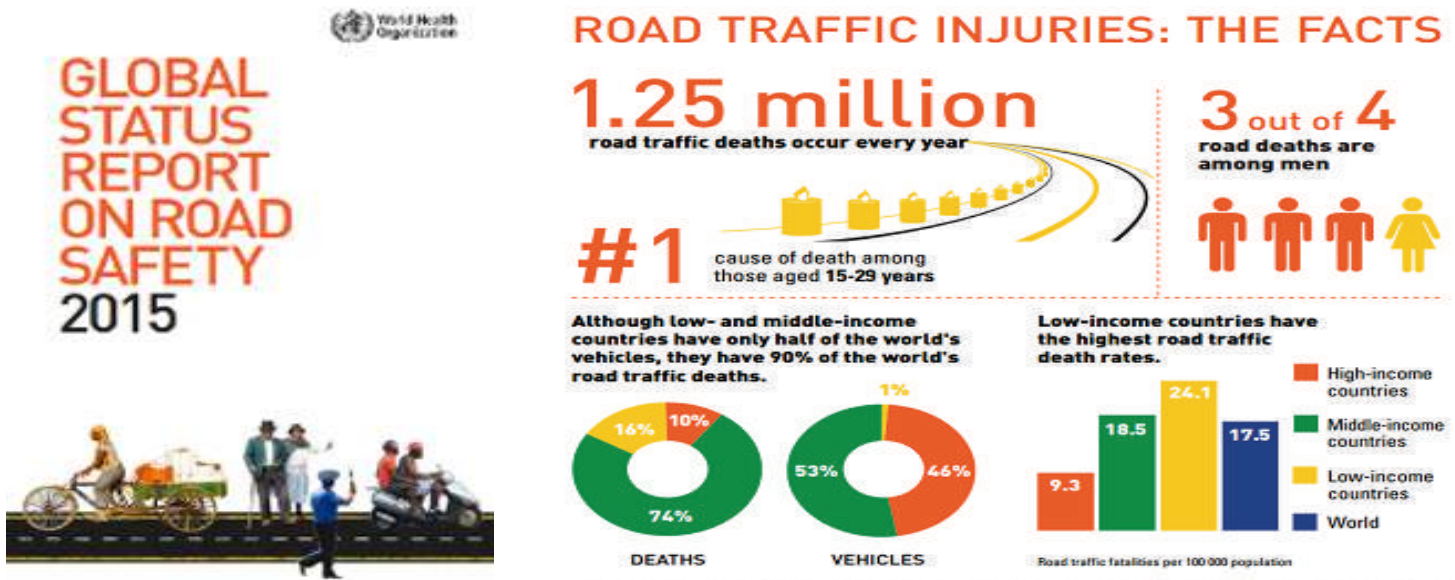
Save Kids Lives with Road Safety

by Vincent Wandera, Safe Way Right Way.

The World Health Organisation estimates that a child dies every four minutes from a road traffic crash around the world. In total, 186,300 children die on roads around the world as they walk to school. This sad statistics inspired a global campaign known as Save Kids Lives in 2015 to mainstream the issue as a global road safety challenge. The campaign created the Child Declaration on Road Safety that was presented to world leaders in November 2015 during ratification of the Sustainable Development Goals. The campaign led to the inclusion of road safety targets in the Sustainable Development Goals.



The World Health Organisation's 2015 Global Status Report on Road Safety reveals that this risk of dying from road crashes is greatest in low and middle income countries as compared to the rest of the world.



A recent report released by FIA Foundation, Amend and UNICEF (Step Change: An Action Agenda on Safe Walking for Africa's Children) shows that three quarters of Africa's children walk to and from school with their needs with in a context of inadequate infrastructure for safe crossing and speed management.

The report also cites the Global Burden of Disease report that indicates that more than 85,000 African children and youth are killed or seriously injured on Africa's road network.

Children are vulnerable road users owing to the size, developing senses and short attention span. A child's small size reduces their visibility in traffic and ability to see traffic. Sadly, in a crash situation the first point of impact is the head or neck region leading to fatal outcomes at speeds higher than 30KpH.

A child's developing sense of vision does not allow them to accurately judge speed and distance of two moving objects often resulting in poor judgment when crossing the road. Another disadvantage is a child's developing sense of hearing that limits their ability to correctly and consistently determine direction of sound which complicates

crossing in low visibility conditions. Children also have short attention spans and are easily distracted on the road.

The net effect is that these factors diminish a child's ability to safely navigate complex and dangerous road traffic environment on a daily basis as they seek knowledge.

All is not lost. A number of tried and tested interventions have been recommended by the World Health Organisation to address this challenge and make children's journey to school safer.

World Health Organisation publication Ten Strategies for Keeping Children Safe on the Road provides a blue print for children's road safety management. The ten strategies elaborated in this publication are; controlling speed, using helmets, supervising children around roads, improving children's ability to see and be seen, reducing drunk driving, enhancing road infrastructure, adapting vehicle design, reducing risk for young drivers, providing appropriate care for injured children, and restraining children in vehicles.

TEN STRATEGIES FOR KEEPING CHILDREN SAFE ON THE ROAD

KEY STRATEGIES

- Control speed
- Reduce drinking and driving
- Use helmets for bicyclists and motorcyclists
- Restrain children in vehicles
- Improve children's ability to see and be seen
- Enhance road infrastructure
- Adapt vehicle design
- Implement graduated driver licensing
- Provide appropriate care for injured children
- Supervise children around roads

<http://www.who.int/roadsafety/week/2015/en/>

Restraining children in vehicles is among the least understood and applied intervention. Children need specialised equipment to adequately protect them as passengers in a vehicle. Specialised equipment compensates for difference in their size, height and weight as compared to adults. Child restraints include; infant car seats, child car seats, booster seats and seat belts. These restraints are for a specific age, height and weight of a child.

Using the correct car seat or booster seat can be a lifesaver: make sure your child is always buckled in an age- and size-appropriate car seat or booster seat.

Age (Years)	Recommended Seat Type
Birth to 2	Rear-facing car seat
2 to 5	Forward-facing car seat
5 to 12	Booster seat
12+	Seat belt

REAR-FACING CAR SEAT

Birth up to Age 2*
Buckle children in a rear-facing seat until age 2 or when they reach the upper weight or height limit of that seat.

FORWARD-FACING CAR SEAT

Age 2 up to at least age 5*
When children outgrow their rear-facing seat, they should be buckled in a forward-facing car seat until at least age 5 or when they reach the upper weight or height limit of that seat.

BOOSTER SEAT

Age 5 up until seat belts fit properly*
Once children outgrow their forward-facing seat, they should be buckled in a booster seat until seat belts fit properly. The recommended height for proper seat belt fit is 57 inches tall.

SEAT BELT

Once seat belts fit properly without a booster seat
Children no longer need to use a booster seat once seat belts fit them properly. Seat belts fit properly when the lap belt lays across the upper thighs (not the stomach) and the shoulder belt lays across the chest (not the neck).

Keep children ages 12 and under in the back seat. Never place a rear-facing car seat in front of an active air bag.

*Recommended age ranges for each seat type vary to account for differences in child growth and height/weight limits of car seats and booster seats. Use the car seat or booster seat owner's manual to check installation and the seat height/weight limits, and proper seat use.

Child safety seat recommendations: American Academy of Pediatrics.
Graphic design: adapted from National Highway Traffic Safety Administration.

Saving kids lives with road safety is the urgent global imperative of our times and thus a legitimate Sustainable Development Goal. Prioritizing investment for safe walking by providing footpaths and safe crossing points, reducing vehicle speeds through road design and traffic calming are low cost effective interventions. As individuals we must be proactive play our part as guardians by respecting and helping children as vulnerable road users.

PICTORIAL





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1. AA Limited's Marketing Manager Ms. Ruth Njeri addressing participants during the Road Safety Week.
2. Matatu Owners Association Chairman Mr. Simon Kimutai.
- 3 & 4. Display of the Scania F250 during the launch ceremony.
5. Lenana School Bus delivery.
6. Mombasa Scania Koroga 2016.
7. Mr. Clifford Kioko, Regional manager Scania Mobasa addressing teachers at the annual teachers conference held at wildwaters mombasa.
8. Mr. Per Holmstrom addressing the media during the Scania Road Safety Week.
9. NTSA Director General Mr. Francis Meja Addressing the crowd on Road Safety during the National Finals.
10. Scania stand at the Swedish National Day celebrations.
11. Sing'ore Girls BOG, teachers and students site visit to Scania premises.
12. Swedish Ambassador addressing the press during the road safety week.
13. Teachers and board members receiving the key to the School bus.
14. Zebedi Asingo, Social media and web specialist, interacts with customers about Scania products during the Swedish National Day celebrations.

Maximized uptime – made simple

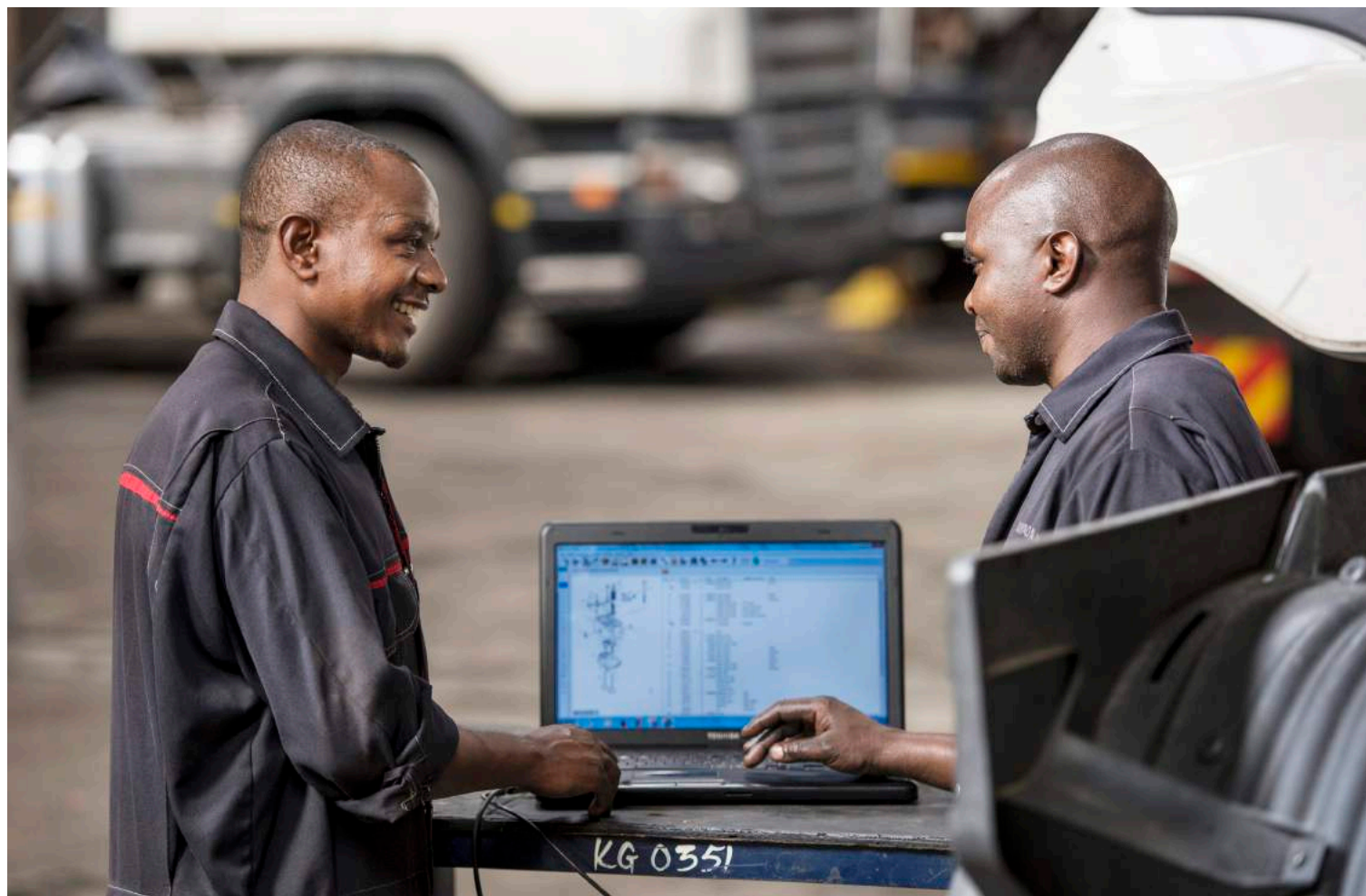
Not all trucks are used in the same way, which means that service and maintenance needs are not identical, either. To reflect this, Scania East Africa Ltd has been offering a service called the Scania Maintenance Contract. This service takes advantage of operational data from the vehicle which is evaluated and analyzed by Scania. And Scania's service technicians can also remotely download the diagnostic vehicle data before the truck arrives at the workshop, allowing them to further tailor the service and be as prepared as possible to deliver the best possible standard of maintenance. The result is optimized service and maintenance intervals, meaning less time spent in the workshop, with the truck having increased reliability and uptime.

This service is available for all trucks from 2009, equipped with the Scania communicator, PDE injection technology and fueled by diesel or biodiesel. Long-haulage trucks each operate in different conditions, even if they might appear to be similar vehicles, and this means also that the maintenance need differs among these vehicles. By evaluating operational data such as the consumption of fuel, average speed, oil and engine temperatures and mileage, we can establish a maintenance schedule for when a vehicle really needs maintenance, and each maintenance occasion will be unique, based upon the prior operation.

By taking advantage of a Service Contract, truck operators can maximize productivity. Scania East Africa Ltd. can support the customer with budget planning and administration regarding their vehicle's maintenance plans in a much more proactive way.

Customers will be advised by Scania East Africa Ltd on the service cycle for their vehicles' maintenance. If the driver or owner uses Scania's Fleet management for their Service Planning, the maintenance work can be prioritized once the vehicle arrives at the workshop, so that the availability or uptime of the vehicle is maximized. Scania Maintenance Contracts are now being implemented at Scania workshops throughout East Africa, with other territories expected to follow soon

Scania's service technicians can also remotely download the diagnostic vehicle data before the truck arrives at the workshop, allowing them to further tailor the service and be as prepared as possible to deliver the best possible standard of maintenance.



Braking that makes cents

Braking a heavy truck at any speed generates a huge amount of heat. Over time this can damage brake discs, pads and linings and compromise safety. The solution: Scania Retarder.

The way to slow down a moving standard truck in addition to applying the wheel brakes is to shift down and use the engine brake. All trucks have an engine brake, but they are often noisy and therefore less suitable in urban areas. But Scania trucks also have the Scania Retarder, which together with down changing can be considered a third auxiliary braking system.

Launched in 1993, the Scania Retarder is capable of dealing with 90 percent of all braking on long-haul work, so it substantially increases the service life of the wheel brakes. Moreover, the cost of downtime, materials and work for changing the linings and brake pads on a tractor and semitrailer means that investing in a Scania Retarder pays for itself within a couple of years.

Together with Scania Opticruise (automated gear changing), the Scania Retarder is able to automatically choose the gear that needs to be engaged in line with the cooling and braking performance required. Both share the same control lever on the steering column. Scania Retarder is about distributing the braking power in a vehicle to as many different systems as possible so that the brake pads remain as cool as possible and in an emergency, can deliver as much as possible. In a Scania truck, the driver has the choice of using the Retarder in fully automatic mode (actuated by the brake pedal) or in a manual mode (actuated by the lever on the steering column). In automatic mode, the brake pedal activates the Retarder, and this action automatically alleviates the disc brakes. But there is a funny thing that happens when using Scania Retarder.

Because a higher safe downhill speed can be maintained, trucks fitted with Scania Retarder can achieve a higher average speed on undulating roads, compared with a truck only equipped with an exhaust brake.

“To utilize the full potential of the Retarder it is important to combine this with Opticruise and Disc brakes. A vehicle specified with the three components allows advantages such as cruise control uphill as well as downhill. A combination of the three also allows the possibility to achieve full brake blending between Retarder, automatic downshifting with the assistance of Opticruise, exhaust brake integration and finally the wheel brakes. With this in place we can always ensure that the wheel brakes are cool and ready to perform maximum whenever an emergency braking is needed,” says Mikael Schuer Scania East Africa’s Pre-sales director.

How Scania Retarder works.

Scania Retarder is a hydraulic system that is integrated into the output end of a truck’s gearbox and uses high-pressure oil as a braking medium. Via a gear transmission, the Retarder acts on the output shaft of the gearbox and thus directly on the propeller shaft. Once the Retarder is applied, it generates a braking force on the propeller shaft corresponding to up to 500 kW, depending on the propeller shaft speed and the applied braking torque. This is about two to three times more braking power than the engine brake delivers. The lever on the steering column controls Retarder braking in five steps with 20 percent increments. The Scania gearboxes combined with the Scania Retarder are parts of Scania’s integrated powertrain in which Scania Opticruise also plays an important role.



Location of Retarder and Opticruise control by the steering wheel.



Function description of Opticruise and Retarder, controlling by the steering wheel



Opticruise gearbox with retarder and built in gearshift control

A Scania F250 bus is shown from a front-quarter perspective, driving on a road. The background features a city skyline under a clear sky. The bus is dark-colored with a prominent chrome grille and a large side mirror.

**INTRODUCING THE SCANIA F250.
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SCANIA



SCANIA INTRODUCES NEW TRUCK RANGE

Scania is introducing a new range of trucks. This is the result of ten years of development work and investments in the region of \$ 2 Billion with the new range, Scania is extending its offering and can now, thanks to its unique modular system, supply more performance stages, connectivity and a comprehensive palette of productivity-enhancing services as well as sustainable transportation solutions that are precisely customised for each type of customer in the highly competitive transportation industry. The promise is that, Scania's customers will always be able to carry out their work in the most sustainable and profitable way, regardless of their industry and area of application.

"It is undoubtedly the biggest investment in Scania's 125 year history," declares Henrik Henriksson, President and CEO of Scania. "It is with hearts bursting with pride that my colleagues and I are now presenting the products and services that will bring Scania to new levels regarding market shares and carry us far into the next decade."

He continues, "Today we are not just launching a new truck range but also a unique, ingenious toolbox of sustainable solutions in the form of products and services that Scania is first in the industry to be able to deliver – and I feel I can claim this with confidence. We are focusing firmly on our main task; to give our customers the necessary tools for achieving profitability in the one business that really means something to them, namely their own."

Production of the new trucks starts immediately at Scania's final assembly plant in Södertälje. Initially the focus will be on vehicles and services for long-haul transportation, but additional options will be continually introduced as more Scania plants readjust and additional options emerge. "There is a tremendous amount of development work by our engineers behind this introduction," emphasises Henriksson.

"The most noticeable features are of course the new cabs, but the real innovation is that we are now introducing new technologies, services and insights that will help our customers gain an overview of both their costs

and their revenues. Our goal is, for our customers to be able to achieve sustainable profitability, regardless of assignment type or the conditions in which they work. Our customers' vehicles always constitute a link within the bigger picture; Scania embraces this through quality, accessibility and a range of physical or connected services. Our new range of products and services re-defines the term 'premium' within the truck industry," Says Henriksson.

Scania is launching its new range in phases, with a clear focus on various customer segments and according to a carefully planned schedule. The introductions will continue after the first unveiling in Europe, with more customer options, before the entire process concludes with simultaneous launches on markets outside Europe. Among the improvements Scania is introducing, is the 5% reduction in diesel fuel consumption, thanks to factors such as improved power trains and better aerodynamics.

The express goal is to have at least 40,000 customers and prospective customers test drive the new vehicles during the launches, and have them introduced to Scania's entire range; covering sustainability optimisation, financing, insurance and maintenance. Other channels are: online communication, the media and Scania's approximately 1,700 dealers in more than 100 countries. The unveiling was done in Paris before 1,500 special guests and online to a global audience.

Fuel-efficiency and profitability reaching new heights

Improved aerodynamics, driver training and follow-up, and a better working environment for drivers will all contribute to reduced fuel consumption according to the transport professionals test driving Scania's new generation of trucks.

More than 9,100 drivers, transport company owners, and fleet managers from across Europe will be invited to test drive Scania's new generation of trucks. Invited

guests will test drive the new R- and S-series trucks at the Scania Demo Centre. They will also learn more on how connected services can help transport companies achieve better profitability.

An early sample of guests showed a real appreciation of the new driver environment and the advantages that connected services can bring to transport businesses. Better service intervals, training programs, and connected services are all factors that professionals consider will contribute to increased profitability for companies investing in Scania's New Truck Generation.

Judging by these early reactions, Scania's new generation of trucks is already on the road to success.

"Today we are not just launching a new truck range but also a unique, ingenious toolbox of sustainable solutions in the form of products and services that Scania is first in the industry to be able to deliver – and I feel I can claim this with confidence. We are focusing firmly on our main task; to give our customers the necessary tools for achieving profitability in the one business that really means something to them, namely their own."





SCANIA IS NOW IN ELDORET.

Scania, the champion of performance & elegance, welcomes you to our new Eldoret Branch at Tairi Mbili along Uganda Road besides Kengas petrol station.

Opening hours: Monday to Saturday: 7:30am - 4:30pm

Services offered: • Parts sales • Vehicle service and repairs • Unit sales

For more information, call 0723465869.