

PRESS RELEASE



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XT IS THE FACE OF SCANIA'S TOUGHEST TRUCKS

- Scania XT stands for robustness and tough work
- Scania's XT design can be combined with all cabs and engines
- The best fuel economy is also crucial for construction vehicles
- Services and close partnerships are the cornerstones of Scania's solutions
- Construction hauliers deal with more kinds of challenges than others, both on and off road.

The introduction of the XT range by Scania marks the start of a targeted offensive with tailor-made solutions focused on demanding customers in the European construction sector.

“We’re now moving up a gear in construction,” says Anders Lampinen, Segment Director, Scania Trucks. “We’ve got the right products, we’ve got the right services and we’ve got the right skills – we’re now aiming to match the position that we have in long-distance vehicles in all markets. The Scania XT range is the perfect offering when dealing with tough challenges and customers who need a solution that can always be relied on and always delivers.”

Scania is now introducing XT, a model that can be chosen for all cab versions of P, G, R and S cabs, regardless of engine option. The foundation of Scania XT is a highly robust heavy-duty bumper that protrudes 150 millimetres in front of the cab front. It lends the vehicle a distinctive appearance that signals both strength and robustness. In addition, Scania XT customers can



opt for different local interior and exterior trim packages, which contribute enhanced productivity and reinforce the impression of unyielding solid force.

Built for a hard life

The bumper provides an attack angle of around 25 degrees, depending on the configuration in term of choice of tyres and chassis. In combination with a skid plate and headlamp protection mesh, the XT version has a particularly robust and rugged front, which easily copes with any fairly heavy impact or collision with objects without any damage to the underlying structure. At the centre there is an easily accessible towing bolt that is classified for 40 tonnes, which is welcome if the vehicle has to pull something out or should it need assistance when laden.

“The Scania XT model is really tailored for construction vehicles in a range of different applications, which often work under demanding conditions both on and off road,” says Anders Lampinen. “Their challenges involve everything from poor road surfaces to narrow passageways, added to which the vehicle also needs to withstand tough conditions and a few bumps and scrapes without needing a visit to the workshop. Construction hauliers do not always have the margins on their side and unplanned downtime can be devastating both for the building contractor and for the haulier’s finances.”

Partnership is crucial

Construction vehicles make special demands not only in terms of configuration and different driving characteristics, but also in terms of back-up in the form of services: maintenance and repairs must also meet high



expectations. Vehicles are used under tough conditions such as in gravel pits and on construction sites and the equipment takes a lot of wear.

But at the same time typical tipper trucks often cover 80,000 kilometres per year or more on normal roads, and thus they have everything to gain from low fuel consumption. Added to which there are also other kinds of challenges such as construction sites often being located in cities, with all that entails in the form of requirements for good visibility, manoeuvrability and constant starts and stops.

“Scania offers a number of different services to construction hauliers – services of a kind that are crucial to obtaining good total operating economy in a construction vehicle,” Lampinen says. “The Scania workshop and a repair and maintenance contract, preferably with Scania’s innovative solution involving Flexible Plans, which are tailored to maintenance after operation, is the best start.”

For example, hauliers with several vehicles can opt for Scania Fleet Care. This is a service based on the fact that all Scania vehicles are connected, securing increased uptime, better usage levels and a good overview of costs, income and flows for the entire fleet. A partnership with Scania on the service side is therefore the right way for a haulage company to achieve sustainable profitability. Scania’s new offering of advanced, specially designed driver training for construction operations is yet another innovation in this area.



Secure ownership

Looking across the Euro 6 markets, Scania has something of a dual identity. With a hint of an exaggeration it can be said that while tens of thousands of hauliers in the Nordic countries favour Scania because the vehicles are robust and productive in the construction sector, it is not uncommon for customers further south in Europe to have an equally fixed image of Scania as the leading supplier of fuel-efficient, indestructible long-distance vehicles.

“The fact that Scania’s products are so appreciated and respected in different directions for what are to a degree different characteristics shows the incredible potential we have even before this launch,” Lampinen says. “With Scania XT as an obvious spearhead for all the products and services we are now introducing, we also expect to reach potential construction customers on the markets where we are not currently always at the forefront from a market share perspective. Scania’s construction vehicles are not only perfect tools but part of a solution and a partnership that provides both the best total operating economy and a good night’s sleep for the haulier.”

Custom built

Whereas construction vehicles in different applications are initially the most obvious XT candidates, Scania’s modular systems also provide great potential for tailoring a solution in dialogue with Scania.

“We at Scania let the customers themselves define what they regard as a tough challenge and which features they think they need,” Lampinen says. “As a result, XT-type vehicles can carry out a number of different tasks. Many forestry hauliers are likely to be drawn to it, but a typical 4x2 municipal



vehicle with a platform and a crane might also be what the buyer chooses to order in the XT version. The point is that it's up to the customer, not us at Scania, to make that choice.”

The freedom of choice does not, of course, stop at cab options and axle configurations. The range of engines is also extremely comprehensive, and a Scania XT can boast anything from the new generations with V8 or 9-litre engines, which Scania introduced recently, through to the fuel-efficient 13-litre engines that Scania launched last year with three different power levels (and which had yet another addition in the early summer with a 370 horsepower version with Miller cam and SCR for exhaust gas after-treatment).

“Construction vehicles are in reality an extremely wide concept, even if we at Scania basically start out from eight different applications,” Lampinen says. “But with all the products and services we now offer in connection with the second phase of the introduction of Scania’s new generation there is every opportunity for each unique customer to tailor exactly the solution required in dialogue with their Scania representative.”

Lampinen is careful to emphasise that the Scania XT range, however good it may be, is only one option among many.

“Scania XT is, of course, our range hero, but there are now a number of different axles, gearboxes, frames and various options available, and they naturally work just as well in guises other than the XT version,” he says. “This autumn the leading bodybuilders in Europe are intensively engaged in finalising customised solutions for a very diverse clientele using our new truck generation as the starting point.”



Different equipment options

Two XT-unique equipment packages can be added in addition to the basic design: an exterior and an interior package (there may be local differences in the package content). The exterior package is characterised by rear view mirrors in an extra-robust version, an external sun visor and additional recessed roof lights. The interior package includes, for example, seats in a special XT version, rubber mats with high edges, storage units and a unit that can, if required, extend the instrument panel and make room for controls to operate equipment and bodywork.

“Regardless of the connection in which it appears, a Scania XT will always radiate robustness of the kind that only long experience and a respect for all kinds of challenges creates,” Lampinen says.

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Scania is a world-leading provider of transport solutions. Together with our partners and customers we are driving the shift towards a sustainable transport system. In 2016, we delivered 73,100 trucks, 8,300 buses as well as 7,800 industrial and marine engines to our customers. Net sales totalled nearly SEK 104 billion, of which about 20 percent were



services-related. Founded in 1891, Scania now operates in more than 100 countries and employs some 46,000 people. Research and development are concentrated in Sweden, with branches in Brazil and India. Production takes place in Europe, Latin America and Asia, with regional production centres in Africa, Asia and Eurasia. Scania is part of Volkswagen Truck & Bus GmbH. For more information visit www.scania.com.

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