



CONSTRUCTION VEHICLES

# A FUTURE UNDER CONSTRUCTION



**SCANIA**





# NARROW MARGINS CALL FOR A TAILORED SOLUTION

While some customers define their margins only as numbers in a financial statement, your margins are always present. In the changing weather that turns what used to be a road into a mud pit. In the weight of your load, and the scope of your crane. In the end it all comes down to margins.

While the construction industry is characterised by its diversity, everyone in it shares the pressure of narrow margins. In order to maximise uptime, meet sustainable requirements and increase productivity you cannot settle for a one-size-fits-all vehicle.

That is why we tailor solutions based on your business instead of compromising our vehicles to suit the industry as a whole. Combining the flexibility of our well-known modular system with the smartness of optimised services.

The result is a total solution that is smarter and stronger than ever before.

Built for the only business that matters. Yours.

# A POWERFUL PARTNER

At Scania, we have a solid history of overcoming tough challenges. Delivering vehicle solutions for both the mining and construction industries has taught us the true meaning of uptime, and what it takes to secure it. Now the new Scania XT range stands ready to prove it.

The XT range is the result of tireless engineering and extensive field testing. Our entire history embodied in vehicles that are robust and reliable like no others. The sturdy one-piece steel bumper, carrying a towing device with a towing capacity of 40 tonnes, headlamp protection, robust mirror casings, tailored powertrain and chassis specification to suit your needs are just some of the features of the XT range vehicles. In addition there's the improved visibility and new aerodynamic design, which together improve both the driveability and fuel economy of the vehicle. Choosing a XT vehicle means choosing a business partner, robust and durable, ready to cope with the tough challenges that come with your construction operation.

#### **Tailored for Your Needs**

Like all our vehicles the Scania XT range will be tailored to suit your needs. As will the services that turn it into a total solution. Our modular system is at your disposal, offering you the opportunity to fine-tune even the smallest details in order to make the biggest impact. In performance, in uptime and in your numbers.

#### **Get the Whole Story**

Please visit [scania.com](http://scania.com), or contact your nearest dealer for more information.





## THE TAILORED VEHICLE

# FIND YOUR PERFECT FIT

With the construction industry being anything but standard, we believe the same should apply to the vehicles operating within it. That is why we tailor total solutions to suit the individual needs of our customers, increasing revenues and cutting costs.

This new generation comes with a series of new features and improvements. For instance the lowered dashboard, improved driver position and maximised windows making the already great visibility even better. Another improvement is our new engine range, which combined with the aerodynamic design delivers a decrease in fuel consumption of up to 4%.

In addition to these new features, our true strength comes from our well-known modular system. It enables us to pick and choose the components that turn your vehicle into the perfect fit. Improving uptime, increasing productivity and ensuring a profitable partnership.

In our drive to succeed we regard the following five parameters as the most important. Together they help us define your needs and tailor a solution to meet them.

### **Truck Application**

Your choice of truck application brings with it different challenges and requirements in terms of driver and maintenance needs. Not surprisingly, a hard-working tipper and a flexible skip loader will differ. With bodies as costly as the ones in your industry it would be a waste not to optimise the vehicle carrying them.

### **Industry**

The construction industry consists of a series of phases, all with their unique challenges. Tackling them with a tailored vehicle is sure to be more successful than doing so with a compromised standard. While demolition and excavation impose certain demands, so do laying a foundation, building a structure or finishing off the project. That is why your place in the construction process matters.

### **Business**

In order to create a solution that is as productive and profitable as possible, we need to understand the core of your business. How your trucks are used in your business, and what your typical contracts or assignments look like.

### **Operation/Surroundings**

Naturally your surroundings will play a major part in the optimisation of your solution, in terms of both products and services. The difference between handling poor road conditions and manoeuvring in close quarters in urban environments will be reflected in the choices we make when tailoring your vehicle.

### **Location**

Last but not least, your operational range and proximity to the nearest workshop must be taken into consideration. A plan for how to manage repair and maintenance is key to securing uptime and thus also improving your figures.

### **The Perfect Product**

Ultimately, the choices made when specifying your truck will always depend on your needs. Such as your demand for startability, which could be a trade-off between off-road capabilities and fuel consumption, affecting the choice of powertrain. Or the road conditions and gross vehicle weight, which affect chassis height and axle loads.

In other words, there are a lot of circumstances to take into account when tailoring your vehicle. Circumstances that make our modular system our strongest asset.

THE TAILORED SERVICES

# ADDING BRAIN TO BRAWN

While choosing the right engine will make a big difference, we know the impact is even greater when combined with the right services. That is why we see beyond the vehicle when tailoring your solution. With a wide range of services from finance and insurance to connected smartness and maintenance with flexible plans, we can safely say we have got you covered in terms of a total solution.



### **Fleet and Driver Services**

Analysing the data from your vehicles can get you far in terms of improving both the uptime and productivity of your fleet. At Scania, we offer a wide range of connected services enabling you to do just that. Monitor and manage your vehicles in real time with our Fleet Management Services. Train and coach your drivers to improve your fuel economy and reduce your maintenance needs. Ensure compliance and reduce administration with Scania Tachograph Services. With connectivity anything is possible.



### **Workshop Services**

We offer a series of solutions that can be tailored to your needs. From temporary field workshops at the construction site, to the option of Scania Customer Workshop Services. The latter giving you access to Scania personnel who take care of administration, maintenance and repairs in your own workshop. Scania Remote Diagnostics, working in tandem with your workshop, enables you to correct faults before they become problems, and combined with a tailored Maintenance Contract with Flexible Plans, your service intervals are continuously updated based on operational data from your vehicles, ensuring both uptime and productivity.



### **Finance and Insurance Services**

At Scania, we have made it our business to understand your business. Whether you are about to renew a vehicle or expand your fleet, we structure your payment plan to suit your way of managing cash flow and seasonality, and tailor a finance solution specifically for your needs. Combined with an insurance solution you get predictable costs and manageable risks. Our claims services will take care of administration and optimise assistance and accident repair with minimum fuss and paperwork.

# MEET THE NEXT GENERATION

On the following pages you will see the construction vehicles of the next generation, application by application. All demonstrated through customer cases, and optimised accordingly. This way you will get a taste of the power that comes from a tailored solution. A taste of what we can do for your business.











TIPPER APPLICATION

# A HARD- WORKING PARTNER

While some operators need the flexibility to carry anything, others demand a vehicle specified for a certain load and road. In this context, the tipper is used throughout the construction process and it has to tackle a variety of tasks. Optimising your tipper to suit the circumstances in which it will operate gives you significant productivity gains.

There is no typical tipper operation. It varies from pure off-road situations and highway cruising to the challenge of close-quarter manoeuvring in an urban environment. In terms of specification it's all about making a balanced trade-off between payload capacity, startability and fuel efficiency.

Your tipper is a hard worker, so a good partnership with the workshop is crucial for it to stay that way. Choosing us to be that partner means getting an optimised plan for repair and maintenance for the complete vehicle.



### Cab

The G-series day cab with normal roof offers an excellent driver environment with ample storage. The side body step makes it easy to climb over to the tipper body for load inspection.

### Side Curtain Airbag

Our new side curtain airbags mean improved safety for the driver in case of a rollover accident.

### Air Intake & Exhaust Outlet

High air intake to handle the dust level at the site, lowering maintenance costs and increasing uptime. In addition, a vertical exhaust system is suggested to prevent the exhaust gases from kicking up dust.

### Auxiliary Brake

A Scania retarder will minimise brake wear, thus reducing maintenance costs. In this case the freewheeling performance step, R4100D, is chosen for optimal fuel efficiency.

### Gearbox

Scania Opticruise, with automatic clutch, enables full driver focus on the surroundings. Its Off-Road Mode gives the best driveability on loose surfaces. A perfect option in congested construction site conditions.

### Engine

The 13-litre engine with 450hp will do the job with excellent fuel efficiency.

### Scania XT Range

Featuring a sturdy one-piece steel bumper, carrying a towing device with a towing capacity of 40 tonnes, headlamp protection, robust mirror casings, tailored powertrain and chassis specification to suit the operation, the XT vehicle is designed to be a robust and durable business partner.

### Scania Tachograph Services

With clear, helpful reports Scania Tachograph Services minimises administration and enables you to maximise uptime, ensure compliance and satisfy health and safety requirements.

### Scania Driver Services – Productivity

With productivity as the main focus, you learn how to prevent and avoid situations that might lead to unwanted stops.

CUSTOMER CASE

# THE TAILORED TIPPER

**Customer Business:** Sub-contractor.

**Operating Conditions:** Construction site. Rough and congested surroundings.

**Fleet Size:** 25 vehicles.

**Repair & Maintenance:** Cannot afford to hire a full-time mechanic for their own workshop.

**Finance & Insurance:** In need of flexible solutions and rapid claims management.

#### Suspension

Leaf suspension offers excellent comfort and traction both loaded and unloaded. With robustness, high ground clearance and high loading capacity as a result it's the optimal choice in rough conditions.

#### Rear axles

Hub reduction rear axle gears, RBP735, are chosen for their excellent ground clearance and mobility.



#### Scania Fleet Care

Get a Scania Fleet Manager of your own to support you with planning, coordination and administration of all services for your fleet. Detect potential problems in advance, and optimise the service plan to achieve maximum uptime.

#### Scania Fleet Management Systems – Control Package

Including functions such as fleet position, vehicle tracking and geofencing, Scania FMS Services enables you to monitor and control your fleet.

#### Scania Customer Workshop Services & Maintenance with Flexible Plans

Ensures Scania-trained personnel at your rented workshop and high availability of spare parts – a prerequisite for Maintenance with Flexible Plans paired with a Repair Contract tailored to maximise efficiency and uptime.

#### Financing

For flexible financing, we propose you open a credit line for various vehicles, valid for both financial lease and operating lease, focusing on a short-term or digressive payment plan.

#### Insurance

With Scania Casco Insurance you adjust the risk coverage and also benefit from the Scania claims management system, which has been proven to improve uptime.

HEAVY HAULAGE APPLICATION

# ROBUST AND RELIABLE

Your transport mission is a challenge, imposing special demands on driver and vehicle and requiring careful planning and implementation. With regulations varying between countries, regions and even specific roads you have a lot to take into account when investing in a new vehicle.

Tailoring your vehicle is all about finding the right balance between specialisation and flexibility. Because its ability to withstand the exceptional load will impact the way you manage your transport missions, and the number of those missions. At Scania, we tailor the vehicle with both your driver and your business in mind using the toughest components in our well-known modular system.

We analyse your operation and tailor a solution to match. The result not only ensures uptime, it improves both load carrying capacity and fuel economy as well.





#### Cab

To create the best living space, the R- and S-series sleeper cabs with Highline roof would be the optimal choice.

#### Side Covers

The option of a covered rack with tailored longer side air deflectors seamlessly following the cab design will improve both aerodynamics and fuel economy.



#### Engine

The Scania V8, 16-litre with up to 730hp, is the natural choice for these heavy haulage missions.

#### Gearbox

The new Scania Opticruise with clutch on demand is a very handy solution for heavy haulage operations. The lay shaft brake makes a big difference when it comes to fast gear shifting while manoeuvring, and the clutch pedal can be used whenever the driver needs to be in absolute control.

#### Chassis Adaptation

An optimised chassis with a rack behind the cab containing the fuel tank, SCR tank and the possibility of adding extra storage boxes as well as a trailer hydraulic system. In addition, mudguards on all wheels, as well as skirts and catwalk for the complete tractor unit will be specified.

## CUSTOMER CASE

# THE TAILORED HEAVY HAULER

**Customer Business:** Transport company.

**Operating Conditions:** Mainly good road conditions.

**Fleet Size:** 8 tractors, 20 trailer units and several support vehicles.

**Investment:** 2 4-axle tractors.

**Repair & Maintenance:** Running their own workshop.

**Finance & Insurance:** Lower cash flow during winter. In need of adaptable payment plan.

### Fifth Wheel

Due to the heavy loads the proposed fifth wheel would be the 3.5" option, fixed-mounted or on the Heavy Duty slider.

### Axle Loads

A 26 tonne air suspended bogie for the rear axle, and air suspended pusher and front axle with a 9 tonne load capacity.

### Scania Driver Services – Fuel Efficiency

Regional transport missions often mean higher fuel consumption. Investing in our tailored driver training to reduce it is a profitable choice.

### Scania Tachograph Services

With clear, helpful reports Scania Tachograph Services minimises administration and enables you to maximise uptime, ensure compliance and satisfy health and safety requirements.

### Scania Fleet Management Systems – Control Package

Including functions such as fleet positions, vehicle tracking and geofencing, Scania FMS Services enables you to monitor and control your fleet.

### Repair and Maintenance Contract

Our service intervals are continuously updated based on operational data from your vehicles, ensuring uptime and productivity. We plan and execute upcoming service events. Combined with a repair contract you will pay a monthly fee for maintenance and repair, avoiding unexpected costs.

### Scania Fleet Care

Get a Scania Fleet Manager of your own to support you with planning, coordination and administration of all services for your fleet. Detect potential problems in advance, and optimise the service plan to achieve maximum uptime.

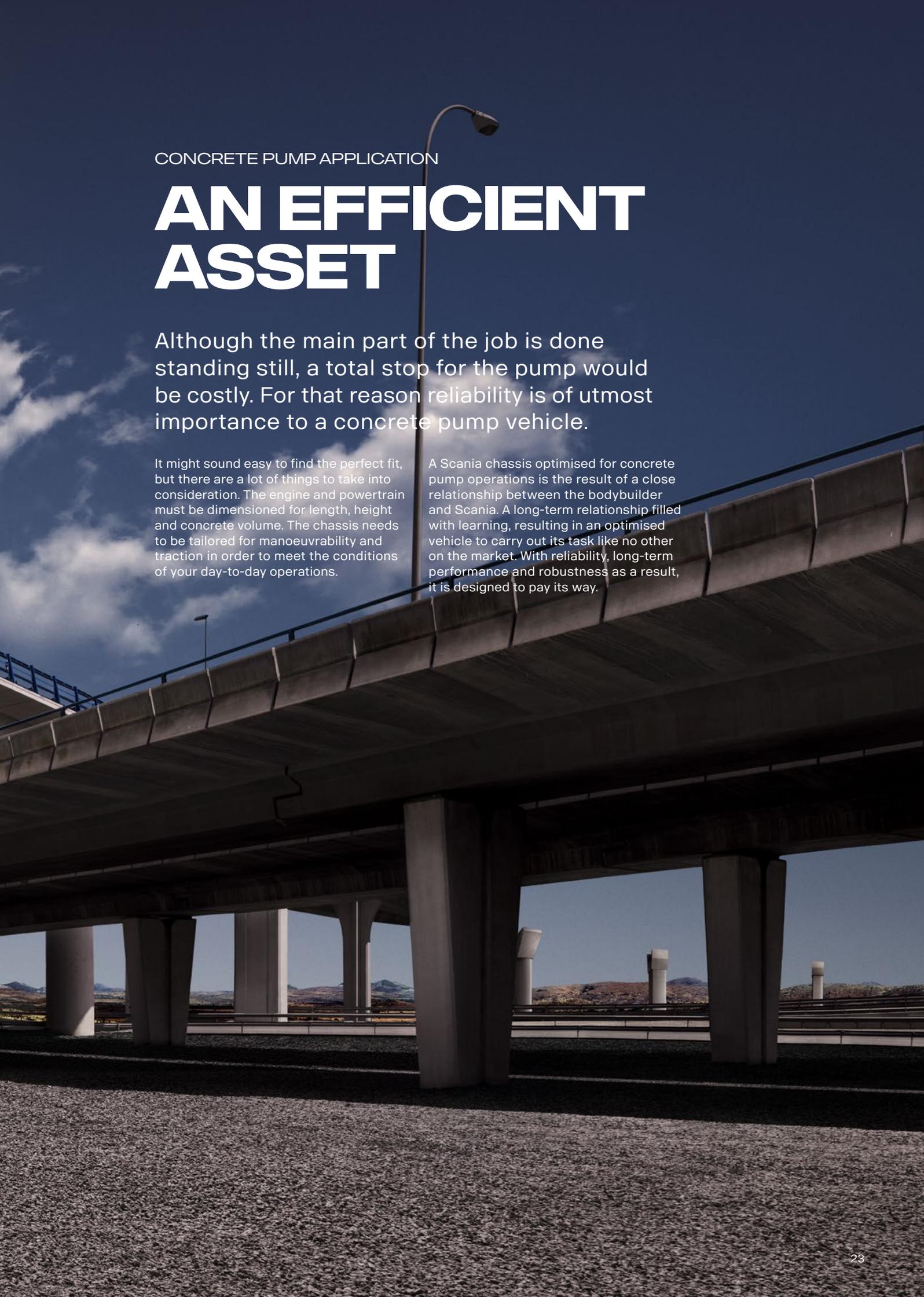
### Financing

We can adjust duration and payment plan to suit cash flow and seasonality. Further adjustments to the payment plan will be done together with your Scania finance team throughout the contract.

### Insurance

With Scania Casco Insurance you adjust the risk coverage and also benefit from the Scania claims management system, which has been proven to improve uptime.





CONCRETE PUMP APPLICATION

# AN EFFICIENT ASSET

Although the main part of the job is done standing still, a total stop for the pump would be costly. For that reason reliability is of utmost importance to a concrete pump vehicle.

It might sound easy to find the perfect fit, but there are a lot of things to take into consideration. The engine and powertrain must be dimensioned for length, height and concrete volume. The chassis needs to be tailored for manoeuvrability and traction in order to meet the conditions of your day-to-day operations.

A Scania chassis optimised for concrete pump operations is the result of a close relationship between the bodybuilder and Scania. A long-term relationship filled with learning, resulting in an optimised vehicle to carry out its task like no other on the market. With reliability, long-term performance and robustness as a result, it is designed to pay its way.

# THE TAILORED PUMP

On this spread we have listed some of the benefits that come from choosing Scania as your business partner for building the perfect vehicle to carry your concrete pump. Bear in mind that the information presented here only scratches the surface of what's available. If you wish to know the whole story, our sales people are just a phone call away.

#### Chassis Preparation

Our chassis come fully prepared with pre-drilled mounting holes or pre-punched upper members, sub-frame brackets, rear end cut to fit, and body electrics and electrical cables, to mention just a few details.

#### Power Take-Off

We offer the possibility of clutch- and gearbox-independent power take-offs for direct-mounted pumps with drive flanges for propeller shaft mounts. For larger pumps there is also the alternative of the split shaft power take-off solution.

#### Gearbox

Scania Opticruise, with automatic clutch, enables full driver focus on the surroundings. A perfect option in the urban driving environment and in congested construction site conditions.





#### Engine

We offer a wide range of power outputs. From our 9-litre range up to our 16-litre V8 range.

#### Cab

If the pump boom is to be folded or has to reach over the cab during pump operation, the P-series with the low roof option will give you the lowest total height. Depending on boom design and preferences the G- and R-series could also be an option.

#### Visibility

Scania cabs already offer great visibility. With the new driver position, lowered dashboard and maximised windows great has become even better.

#### BCI

The Scania Bodywork Communication Interface enables perfect integration between the chassis and the bodywork. Use the electrical I/O pins or CAN interface. Expand the I/O with additional nodes.

#### Support Leg Preparation

Space for supporting legs is available on both the right and left sides of the chassis to make adaption to the pump body easier.

#### Services

As for all Scania vehicles we offer a wide range of optimised services to create a total solution. From tailored maintenance and repairs to financing and organisation of your fleet. For more information, please call your local dealer.

#### Scania XT Range

Featuring a sturdy one-piece steel bumper, carrying a towing device with a towing capacity of 40 tonnes, headlamp protection, robust mirror casings, tailored powertrain and chassis specification to suit the operation, the XT vehicle is designed to be a robust and durable business partner.





HOOKLIFT APPLICATION

# THE FLEXIBLE TOOL

There is no doubt about the hooklift being one of the most flexible vehicles in the construction industry. Optimised correctly, its versatility will allow you to take on a wide range of contracts and tasks, maintaining high occupancy all year round.

In addition to the choices we make together when creating your solution, the Scania vehicle comes with good prerequisites from the start. Improved visibility due to an optimised driver's position, lowered dashboard, slim mirrors and maximised windows is great news in terms of both safety and manoeuvrability. Especially when operating in urban environments as you often do.

In addition, the low frame top gives you a great embedding height which favours both loading capacity and vehicle stability.

Regardless of whether you are a single operator looking for a versatile multi-role truck, or the owner of a large fleet in need of a specialised tool, we promise you a hooklift chassis entirely specified for your needs.



**Cab**

The G-series sleeper cab with normal roof offers a good, spacious working environment filled with smart storage alternatives.

**Visibility**

Scania offers outstanding visibility due to the optimised driver's position, lowered dashboard and maximised windscreen and side windows. Specifying the cab with a window in the rear wall will make things easier when manoeuvring the hook, improving visibility even further.

**Heated Mirrors**

For operations in colder climates, heated mirrors are a must, especially for a hooklift which requires good rear visibility.

**Bumper**

The plastic covered, steel reinforced, protruding bumper is a perfect solution for this flexible vehicle, giving extra protection for the headlamps.

**BCI**

The Scania Bodywork Communication Interface enables perfect integration between the chassis and the bodywork. BCI makes it possible to program logical functions and to control and read chassis signals. Use the I/O pins or CAN interface to transmit signals.

**Engine**

Our 13-litre engine with 410hp output offers a perfect balance between performance, power and fuel efficiency for this customer operation.

**Gearbox**

The new Scania Opticruise with clutch on demand is a very handy solution in hooklift operations, with the lay shaft brake making a big difference regarding fast gear shifting while manoeuvring and operating the hooklift.

CUSTOMER CASE

# THE TAILORED HOOKLIFT

**Customer Business:** Single operator.

**Operating Conditions:** Varying, from urban environment to rough conditions.

**Fleet Size:** 1 vehicle.

**Investment:** 1 new hooklift vehicle specified for flexibility.

**Repair & Maintenance:** Done at their local Scania workshop.

**Finance & Insurance:** In need of a flexible solution and support.

**Chassis Preparation**

Our chassis come fully prepared with pre-drilled mounting holes or pre-punched upper members, sub-frame brackets, rear end cut to fit, and body electrics and electrical cables, to mention just a few details.

**Chassis**

This rigid 6x4 truck with full air suspension offers outstanding traction and comfort.



**Scania Fleet Management Systems – Monitoring Package**

Get weekly summary reports of how the vehicle is performing and if it needs special attention. Spot potential problems early, and improve both service planning and driving patterns.

**Repair and Maintenance Contract**

Our service intervals are continuously updated based on operational data from your vehicles, ensuring uptime and productivity. We plan and execute upcoming service events. Combined with a repair contract you will pay a monthly fee for maintenance and repair, avoiding unexpected costs.

**Insurance**

We will adjust the risk-insured and self-insured retention amounts and you will benefit from Scania claims management, which has been proven to improve uptime, ensuring administration and follow-up of the claim until payment.

**Financing**

We can offer various payment plan alternatives with the focus on digressive solutions from 4 to 6 years, with variable down-payments so we can optimise tax, budget and cost impacts.

SKIP LOADER APPLICATION

# THE PRODUCTIVE VEHICLE

Although the skip loader is used in a wide variety of construction assignments, it is safe to say it is primarily linked to the waste handling business. And that's hardly surprising, since its flexibility in close-quarter manoeuvring and operation in confined spaces makes it the optimal choice for this task at the construction site.



Finding the perfect balance between manoeuvrability and robustness in order to handle both landfill and construction site is usually the key to success. As are steps to enhance sustainability in order to be competitive in an industry that sets a higher environmental standard.

Not to mention the details. Such as the importance of an ergonomically friendly boarding step in an operation that requires frequent entry and exit from the cab during loading and unloading.

With uptime and productivity being your main focus, we offer a wide range of possibilities to meet your demands. From maintenance with flexible plans and workshop services to the technical specifications that enable you to carry those extra kilos.



#### Scania XT Range

Featuring a sturdy one-piece steel bumper, carrying a towing device with a towing capacity of 40 tonnes, headlamp protection, robust mirror casings, tailored powertrain and chassis specification to suit the operation, the XT vehicle is designed to be a robust and durable business partner.

#### Chassis Preparation

Our chassis come fully prepared with pre-drilled mounting holes or pre-punched upper members, sub-frame brackets, rear end cut to fit, and body electrics and electrical cables, to mention just a few details.

#### Cab

The P-series has a good boarding step height and excellent visibility, and the side body step makes it easy to enter and exit the cab as drivers often do.



#### Scania Fleet Management Systems – Control Package

Including functions such as fleet positions, vehicle tracking and geofencing, Scania FMS Services enables you to monitor and control your fleet.

#### Scania Driver Services – Safety and Security & Environmental Performance

Operating in urban surroundings involves both environmental and safety requirements, making our tailored driver services with their focus on safety, security and environmental performance a good choice.

#### Scania Tachograph Services

With clear, helpful reports Scania Tachograph Services minimises administration and enables you to maximise uptime, ensure compliance and satisfy health and safety requirements.

#### Engine

The 9-litre 320hp 5-cylinder engine offers the best compromise between payload capacity and engine performance.

## CUSTOMER CASE

# THE TAILORED SKIP LOADER

**Customer Business:** Owner of a waste handling company.

**Operating Conditions:** Urban environment.

**Fleet Size:** 10 vehicles.

**Investment:** 2 skip loader vehicles specified for manoeuvrability.

**Repair & Maintenance:** Planning on starting their own workshop.

**Finance & Insurance:** Need to optimise financial costs.



### **Gearbox**

Scania Opticruise, with automatic clutch, enables full driver focus on the surroundings. A perfect option in the urban driving environment and in narrow construction sites.

### **Power Take-Off**

A gearbox power take-off for the on-board hydraulics.

### **Scania Fleet Care**

Get a Scania Fleet Manager of your own to support you with planning, coordination and administration of all services for your fleet. Detect potential problems in advance, and optimise the service plan to achieve maximum uptime.

### **Scania Customer Workshop Services & Maintenance with Flexible Plans**

Ensures Scania-trained personnel at your rented workshop and high availability of spare parts – a prerequisite for Maintenance with Flexible Plans paired with a Repair Contract tailored to maximise efficiency and uptime.

### **Financing**

To optimise your financial cost we focus on a short-term finance contract from 3 to 5 years, with a digressive payment plan. A Financial or Operational lease should be considered depending on budget and accounting needs.

### **Insurance**

With Scania Casco Insurance you adjust the risk coverage and also benefit from the Scania claims management system, which has been proven to improve uptime.

MIXER APPLICATION

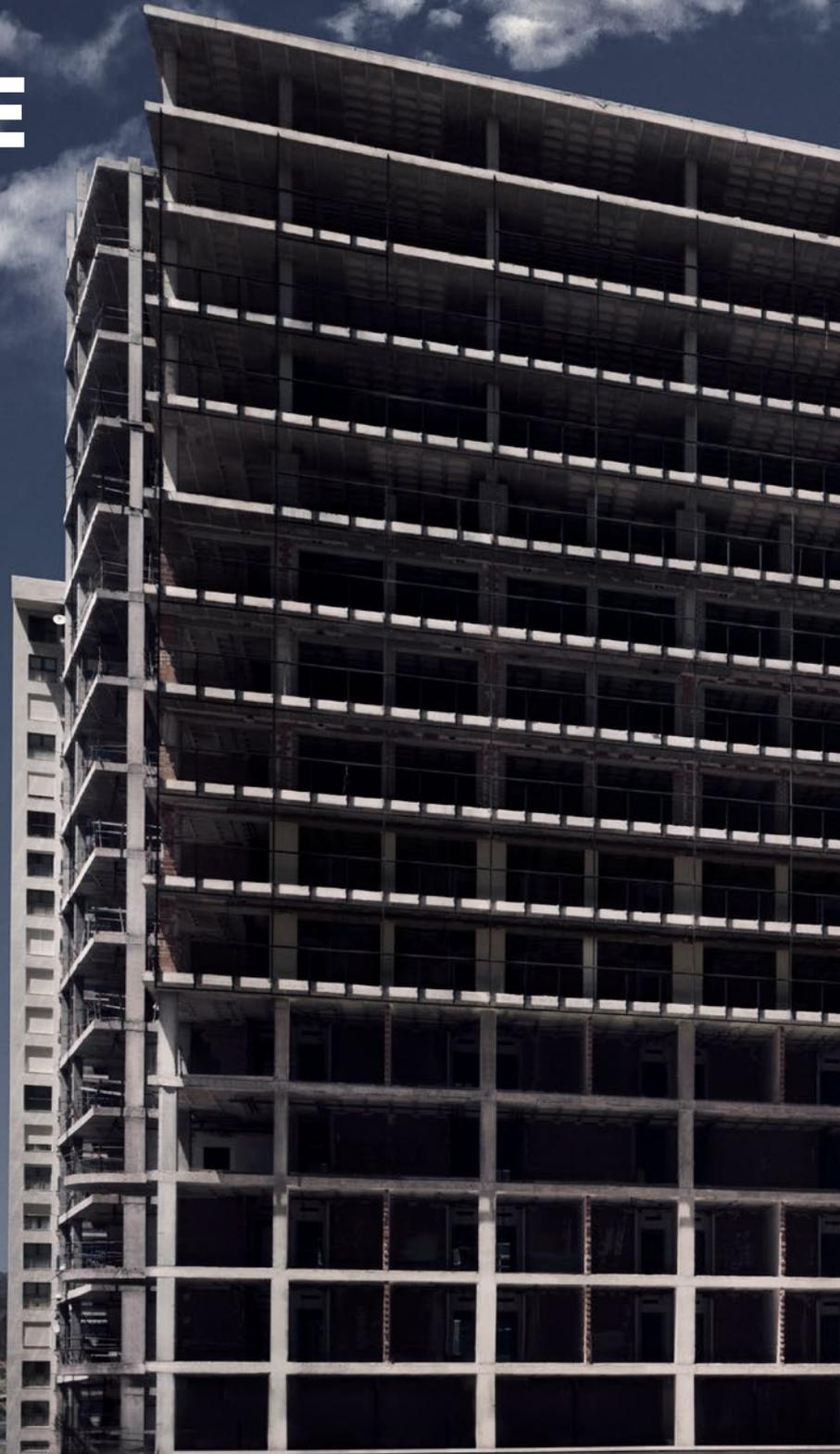
# MEET THE MIXER

Your earnings come from the amount of concrete transported. The more you are able to carry, the more you will make. Simple as that.

When it comes to optimising your vehicle, it's all about finding the right balance. Because it will not matter how much you are able to carry if your vehicle cannot stand the pressure from the rough conditions in which you are operating.

Driving a mixer, your payload determines your deadline and a standstill could bring costly consequences. In other words you have a lot to gain from a well-planned repair and maintenance contract. You also get the possibility of support in the evening hours to secure uptime during the hours your vehicle is making profit.

To sum it all up, there are a lot of things to take into consideration when thinking about investing in a new mixer vehicle. At Scania, we will help you balance uptime and productivity in the way that best suits your business.





### Cab

The P-series day cab is specified to provide a low boarding height and a good balance between comfort and weight.

### Side Curtain Airbag

Our new side curtain airbags mean improved safety for the driver in case of a rollover accident.

### Visibility

Scania cabs already offer great visibility. With the new driver position, lowered dashboard and maximised windows great has become even better.

### Engine

The 13-litre engine with 410hp offers the perfect balance in terms of fuel economy and drivability.

### Vertical Exhaust

To prevent the inconvenience of dust swirling up when discharging the drum at the construction site.

### BCI

The Scania Bodywork Communication Interface enables perfect integration between the chassis and the bodywork. Use the electrical I/O pins or CAN interface. Expand the I/O with additional nodes.

### Scania XT Range

Featuring a sturdy one-piece steel bumper, carrying a towing device with a towing capacity of 40 tonnes, headlamp protection, robust mirror casings, tailored powertrain and chassis specification to suit the operation, the XT vehicle is designed to be a robust and durable business partner.

### Scania Tachograph Services

With clear, helpful reports Scania Tachograph Services minimises administration and enables you to maximise uptime, ensure compliance and satisfy health and safety requirements.

### Scania Driver Services – Productivity

With productivity as the main focus, you learn how to prevent and avoid situations that might lead to unwanted stops.

## CUSTOMER CASE

# THE TAILORED MIXER

**Customer Business:** Batching plant owner. Delivers concrete.

**Operating Conditions:** Urban. High safety and environmental requirements.

**Fleet Size:** 15 vehicles.

**Investment:** 2 mixer vehicles, specified to improve payload capacity by 0.5 m<sup>3</sup>.

**Repair & Maintenance:** At their local Scania workshop.

**Finance & Insurance:** Lower cash flow during winter. In need of adaptable payment plan.

### Power Take-Off

The EK power take-off is a robust single solution for all drum sizes. Positioned in the centre of the frame, it is easy to access to fit a propeller shaft for the bodywork's hydraulic pump.

### Weight Optimisation

Operating on good roads enables you to choose a single reduction rear axle, saving you 90 kg in vehicle weight. Specifying disc brakes saves another 155 kg while at the same time enabling safety features such as Traction Control and Electronic Stability Program.

### Chassis preparation

Our chassis come fully prepared with pre-drilled mounting holes or pre-punched upper members, sub-frame brackets, rear end cut to fit, and body electrics and electrical cables, to mention just a few details.



### Repair and Maintenance Contract

Our service intervals are continuously updated based on operational data from your vehicles, ensuring uptime and productivity. We plan and execute upcoming service events. Combined with a repair contract you will pay a monthly fee for maintenance and repair, avoiding unexpected costs.

### Scania Fleet Management systems – Control Package

Including functions such as fleet positions, vehicle tracking and geofencing, Scania FMS Services enables you to monitor and control your fleet.

### Scania Fleet Care

Get a Scania Fleet Manager of your own to support you with planning, coordination and administration of all services for your fleet. Detect potential problems in advance, and optimise the service plan to achieve maximum uptime.

### Insurance

With Scania Casco Insurance you adjust the risk coverage and also benefit from the Scania claims management system, which has been proven to improve uptime.

### Financing

A financial lease for 5 to 7 years is a first recommendation to lower instalments, combined with payment plans adapted to your needs and seasonality for smooth cash flow management.

FLATBED WITH CRANE APPLICATION

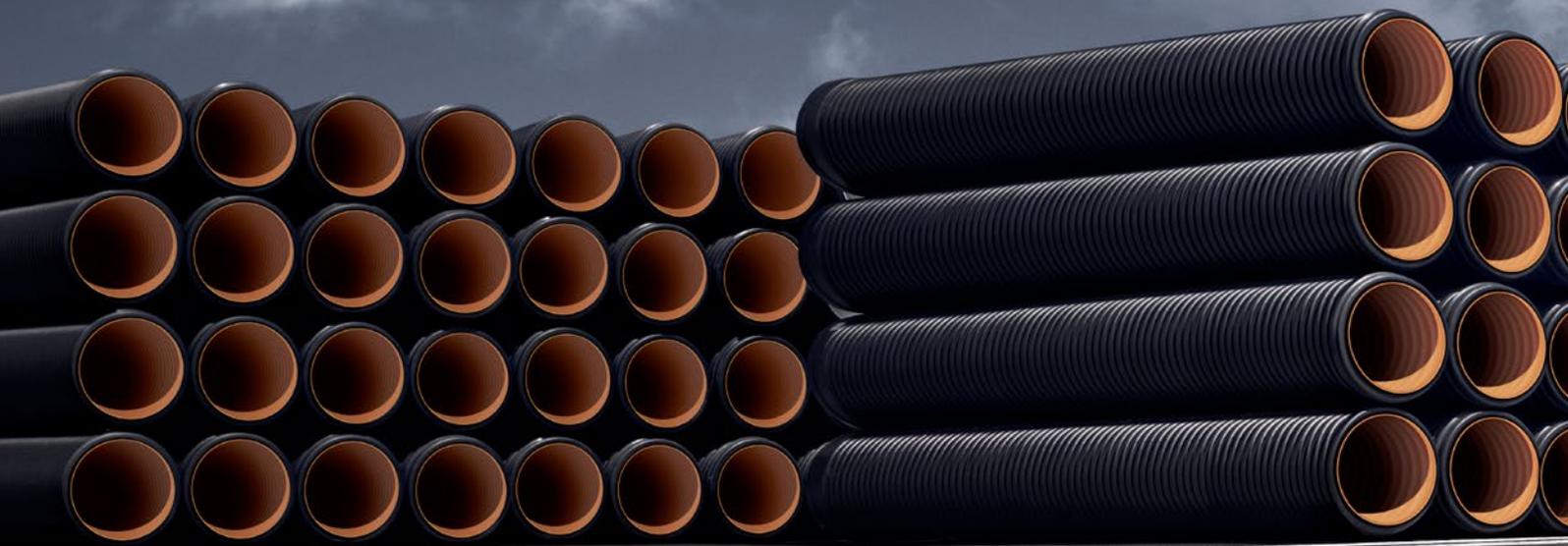
# LIFT AND LOAD

With its many abilities, the flatbed with crane vehicle is a valuable link in the construction chain. Its flexibility gives it a great advantage, and optimising to improve it will make it even more versatile.

Easy to manoeuvre and with excellent loading capacity, it has an advantage over bigger crane vehicles in close quarters. Which is why it is often seen operating in urban surroundings.

Optimising the vehicle, adding smart services to the already powerful hardware, will not only create a profitable tool but also increase the chances of attracting the right driver to operate it. A challenge many businesses are facing today.

Regardless of whether your operation calls for a flexible solution or a robust partner with off-road capabilities, we are able to fine-tune even the smallest details to find the perfect fit. All while taking environmental and safety requirements into consideration.





## CUSTOMER CASE

# THE TAILORED FLATBED WITH CRANE

**Customer Business:** Transporter of supplies and building materials from their own hardware store.

**Operating Conditions:** Varying, often unloading in close quarters.

**Fleet Size:** 25 vehicles.

**Investment:** 3 flatbed with crane vehicles specified for robustness.

**Repair & Maintenance:** Looking for Repair & Maintenance Contracts optimised for their business.

**Finance & Insurance:** Needs a flexible solution and rapid claims management.

### Chassis Preparation

Our chassis come fully prepared with pre-drilled mounting holes or pre-punched upper members, sub-frame brackets, rear end cut to fit, and body electrics and electrical cables, to mention just a few details. The chassis comes with mudguards on all wheels and side underrun protection, making it as complete as possible and simplifying registration. In addition, there is the possibility of extra space for crane legs on both the right and left sides if needed.



### Repair and Maintenance Contract

Our service intervals are continuously updated based on operational data from your vehicles, ensuring uptime and productivity. We plan and execute upcoming service events. Combined with a repair contract you will pay a monthly fee for maintenance and repair, avoiding unexpected costs.

### Scania Driver Services – Safety, Security & Environmental Performance

Operating in urban surroundings involves both environmental and safety requirements, making our tailored drivers services with their focus on safety, security and environmental performance a good choice.

### Scania Tachograph Services

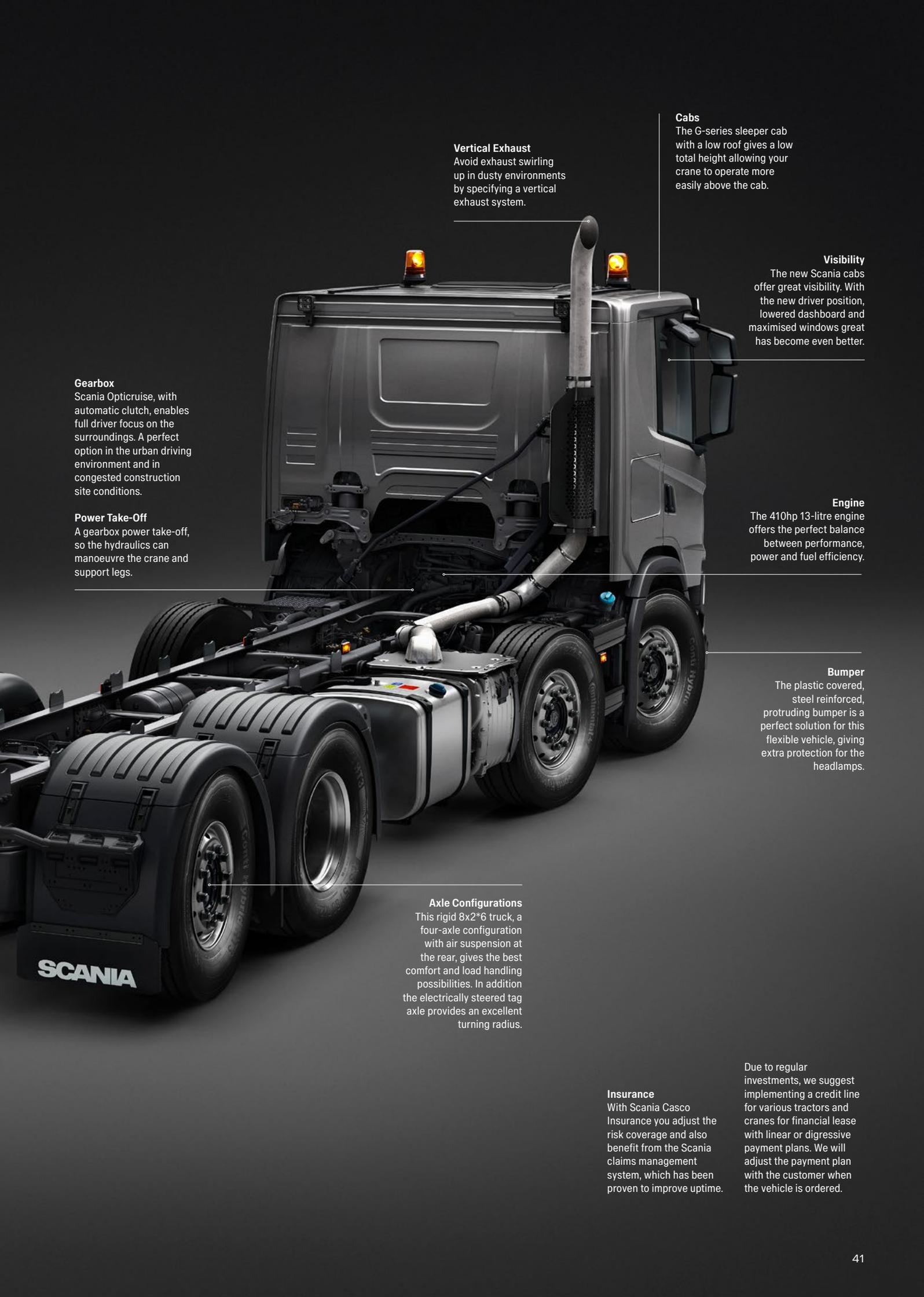
With clear, helpful reports Scania Tachograph Services minimises administration and enables you to maximise uptime, ensure compliance and satisfy health and safety requirements.

### Scania Fleet Management Systems – Control Package

Including functions such as fleet positions, vehicle tracking and geofencing, Scania FMS Services enables you to monitor and control your fleet

### Scania Fleet Care

Get a Scania Fleet Manager of your own to support you with planning, coordination and administration of all services for your fleet. Detect potential problems in advance, and optimise the service plan to achieve maximum uptime.



#### Cabs

The G-series sleeper cab with a low roof gives a low total height allowing your crane to operate more easily above the cab.

#### Visibility

The new Scania cabs offer great visibility. With the new driver position, lowered dashboard and maximised windows great has become even better.

#### Engine

The 410hp 13-litre engine offers the perfect balance between performance, power and fuel efficiency.

#### Bumper

The plastic covered, steel reinforced, protruding bumper is a perfect solution for this flexible vehicle, giving extra protection for the headlamps.

#### Vertical Exhaust

Avoid exhaust swirling up in dusty environments by specifying a vertical exhaust system.

#### Gearbox

Scania Opticruise, with automatic clutch, enables full driver focus on the surroundings. A perfect option in the urban driving environment and in congested construction site conditions.

#### Power Take-Off

A gearbox power take-off, so the hydraulics can manoeuvre the crane and support legs.

#### Axle Configurations

This rigid 8x2\*6 truck, a four-axle configuration with air suspension at the rear, gives the best comfort and load handling possibilities. In addition the electrically steered tag axle provides an excellent turning radius.

#### Insurance

With Scania Casco Insurance you adjust the risk coverage and also benefit from the Scania claims management system, which has been proven to improve uptime.

Due to regular investments, we suggest implementing a credit line for various tractors and cranes for financial lease with linear or digressive payment plans. We will adjust the payment plan with the customer when the vehicle is ordered.

SCANIA





MOBILE CRANE APPLICATION

# AIM HIGHER

A Scania chassis optimised for a mobile crane is the result of a close relationship between the bodybuilder and Scania. A long-term relationship filled with learning, resulting in an optimised vehicle to carry out its task like no other in the market.

Our well-known modular system enables us to optimise the vehicle to perfectly suit its mission. Built with standard components, we can deliver the crane manufacturer a chassis with maintainability and reparability for the truck at all Scania workshops. World-wide.

In addition to the standard specifications we are able to optimise configurations and wheelbases, we can offer a wide range of cab alternatives, engine options and power take-offs, as well as adaptations for support legs, rear ends and factory-fitted electrical preparation. In other words, we are ready to create the perfect fit for the crane that our vehicle will carry.

# THE TAILORED CRANE

On this spread we have listed some of the benefits of choosing Scania as your business partner for building the perfect mobile crane vehicle. Bear in mind that the information presented here only scratches the surface of what's available. If you want to know the whole story, our sales people are just a phone call away.



## Cab

The P-series cab in combination with the choice of a low roof gives the lowest total height, allowing your crane boom to be located above the cab during transport.

## Visibility

The new Scania cabs offer great visibility. With the new driver position, lowered dashboard and maximised windows great has become even better.

## Engine

We offer a wide range of power outputs. From our 9-litre range up to our 16-litre V8 range.

## Power Take-Off

For the hydraulics to manoeuvre the crane and support legs, a gearbox power take-off is suggested.

## Gearbox

Scania Opticruise, with automatic clutch, enables full driver focus on the surroundings. Together with the Off-Road Mode, enabling the best driveability on loose surfaces, the Economy Mode ensures fuel efficiency in-between.

#### Chassis Preparation

In order to simplify fitting of the crane our chassis come fully prepared with pre-drilled mounting holes, sub-frame brackets, rear end cut to fit, and body electrics and electrical cables, to mention just a few details. Space for crane legs is available to special order, on both the right and left sides of the chassis to make adaption to the crane body easier.

#### Axle Loads

We offer a wide range of suitable three- or four-axle configurations and even five-axle solutions if needed. The most common choice for this application is an 8x4 version. For the 8x4 configuration a common specification is to have a leaf-suspended truck with a 26 tonne capacity at the rear and two times 9 tonnes up front.



#### Services

As with all Scania vehicles we offer a wide range of optimised services to create a total solution. From tailored maintenance and repairs to financing and organisation of your fleet. For more information, please call your local dealer.

#### Scania XT Range

The new Scania XT truck carries a sturdy one-piece steel bumper with underrun protection, making it a great choice. In addition, the centrally placed tow pin works as a perfect attachment point for the crane hook.



# LET'S TALK ABOUT YOUR BUSINESS.

None of the vehicle solutions on the previous pages are universal. They are examples of the strength that comes with a tailored solution. If you are interested in what a solution built for you might look like, our sales people are just a phone call away.

Ready to tailor a solution for the only business that matters. Yours.

