



SCANIA

PRESS info

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Scania offensive:

160 buses for Nordic customers

In the last week, Scania has received orders for a total of 160 city and intercity buses from a number of the biggest bus operators in the Nordic region. Most of the orders also include Scania's total service package.

"The orders illustrate the success of the Scania total concept, which includes a service and repair contract," comments Leif Nyström, MD of Scania Bus Nordic.

The Scania total concept means that the company, through its dealers, takes responsibility for the service and maintenance of the buses at a fixed per-kilometre price. To the customer, this means that his costs are known from the outset.

"The total concept also enables Scania dealer workshops to monitor the buses in a satisfactory manner," adds Leif Nyström. "Monitoring also provides Scania's development departments with feedback."

The biggest individual order was placed by the French company Connex, which has ordered 71 buses, including 44 for Oslo, Norway. Fifty-four buses will be delivered to Jönköping, Sweden, where the British operator Arriva and Linghmerts of Sweden have been awarded a contract to operate services from 1 July 2001 on. Swedish operator Buss i Väst has also placed an order for 7 buses.

In Denmark, Scania has achieved a breakthrough with its OmniLink low-entry model. Århus Spårveijer (Århus Tramways) has signed an order for 20 buses, while Combust, whose main supplier is Scania, has bought 7 OmniLinks.

One hundred of the total of 160 buses are from the Scania Omni range of city and intercity models, which are equipped with an environmentally compatible aluminium body and powered by Scania's 9-litre, Euro 3 diesel engine. The remainder will be built on Scania's L94 intercity bus chassis and bodyworked by the Norwegian bodybuilder Vest, with which Scania works closely.

Scheduled for delivery in 2001, the buses will be built at Scania's production plants in Sweden and Poland.

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Scania is one of the world's leading manufacturers of trucks and buses for heavy transport applications, and of industrial and marine engines. With 25,800 employees and production facilities in Europe and Latin America, Scania is one of the most profitable companies in its sector. In 1999, turnover totalled SEK 47,100 million and the result after net interest income/expense was SEK 4,500 million. Scania products are marketed in about 100 countries worldwide and some 95 percent of Scania's vehicles are sold outside Sweden. Bus manufacture takes place in Sweden, Brazil, Denmark, Poland and Mexico.

Scania press releases are available on the Internet, www.scania.com

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