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## **Scania becoming main supplier to DHL in Europe**

**Scania has signed a pan-European delivery agreement with the transport and logistics company DHL, which recommends Scania as a supplier of heavy trucks to the hauliers that act as contractors to DHL.**

**“The agreement opens the way for sales of about 1,000 new trucks per year,” says Urban Erdtman, Executive Vice President and Head of Scania Sales and Services Management.**

According to the agreement, transport companies that act under the DHL PartnerStore programme are guaranteed access to trucks that meet DHL's requirements and needs, for example in terms of the vehicles' cargo capacity, equipment level and environmental performance.

“With Scania as their supplier, DHL's transport operators will gain access to a comprehensive, cross-border range of services that will guarantee the best possible transport economy and profitability,” Mr Erdtman says.

The delivery agreement is available to the hauliers that DHL relies on for transport services in Germany, France, Belgium, Netherlands, Luxemburg, Denmark, Finland, Norway, Sweden, Spain, Portugal and Italy. In Great Britain, a separate agreement also applies to purchases of trucks for DHL's own fleet.

The range of standardised specifications includes distribution trucks featuring 9-litre engines and tractor units with 13-litre engines, all meeting Euro 5 emission standards.

DHL is one of the leading companies in international express deliveries, road transport and air freight services, as well as in maritime cargo and logistics solutions.

The agreement with DHL is being made by Scania's corporate International Fleet Sales unit. This unit focuses on international and cross-border fleet sales, global account management and the coordination of added value service offerings from the Scania distribution network. By combining these resources, Scania can develop consistent and comprehensive solutions for its global customers.

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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. A growing proportion of the company's operations consists of products and services in the financial and service sectors, assuring Scania customers of cost-effective transport solutions and maximum uptime. Employing 35,000 people, Scania operates in about 100 countries. Research and development activities are concentrated in Sweden, while production takes place in Europe and South America, with facilities for global interchange of both components and complete vehicles. In 2008, invoiced sales totalled SEK 89 billion and net income amounted to SEK 8.9 billion.*

*Scania press releases are available at [www.scania.com](http://www.scania.com)*

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