



# SCANIA

## PRESS info

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### Scania offensive in the Gulf:

### **119 city buses for Dubai**

### **Truck contract in Abu Dhabi**

**Scania's distributor in Dubai, Al Shirawi, has secured an order for 119 city buses for Dubai Municipality in the face of tough competition from the world's leading bus manufacturers. Scania distributor Bin Brook in Abu Dhabi has also received a contract to supply 27 tractor units to the Trace Group.**

As a result of its sales efforts in the region in recent years, Scania is now on the way to becoming the market leader in several of the Gulf states.

Dubai purchased its first 30 Egyptian-bodied Scania buses for its expanding city bus services a year and a half ago. The new buses will be built in Brazil on the company's rear-engined 9-litre chassis. The vehicles will also be bodied in Brazil by Marcopolo and shipped to Dubai in finished condition. Seven of the 119 buses will be equipped with luxury appointments for VIP use.

Delivery will be completed in about a year's time.

"The Dubai contract gives Scania a leading position in the national bus market," comments Anders Liss, Area Sales Manager with responsibility for markets including the United Arab Emirates (UAE). "The customer is the biggest public transport operator in the Gulf and Scania has won the order in tough competition with other leading busbuilders.

"The Abu Dhabi truck contract is especially pleasing to us," adds Mr. Liss, "since it gives us a foothold in the Trace Group. The 27 tractors will be Scania P124s with 12-litre engines and will be delivered within the next few weeks."

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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 26,900 employees and production facilities in Europe and Latin America, Scania is one of the most profitable companies in its sector. In 2000, turnover totalled SEK 53,800 million and the result after financial items 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, Denmark, Poland, Argentina, Brazil and Mexico.*

*Scania press releases are available on the Internet, [www.scania.com](http://www.scania.com)*