

**Inauguration of the Agadir centre:**

**Scania's service network  
grows in Morocco**

**Scania Maroc – a subsidiary of Scania – inaugurated its second wholly-owned service centre in Morocco on Friday. The new facility is located in Agadir in the south, along the vital north-south transport route for Morocco's expanding European trade. Friday also saw the start of building operations at the country's third service centre, in Tangiers in the north.**

Scania inaugurated its new regional centre in Casablanca just a few months ago. The investments in these facilities amount to just over 10 million kronor. The service centre in Agadir represents an investment of more than two million kronor, and the 5,000 square metre facility has a workshop area totalling 300 square metres with four work-stations. In addition to administrative offices, there are also facilities for truck drivers to relax while waiting for their trucks.

"Agadir represents a turning-point in the growing European traffic – this is where all reloading operations take place. Since reloading almost always involves some waiting, the truck drivers can utilise the time profitably by having their trucks professionally serviced by us," says Marc Haezenberghe, MD of Scania Maroc.

"What is important," continues Marc Haezenberghe, "is that our service network expands along the main transport routes. The international traffic between southern Europe and North Africa is increasing, and the Moroccan road system is therefore already de facto part of the European network."

This means that the customer base for Scania's service network also encompasses European long-haul rigs on their way through Morocco. With the expanded service network, Scania Maroc today offers assistance 24 hours a day, 365 days a year.

The regional centre in Casablanca is the largest facility, covering a total area of 6,600 square metres, of which 2,000 is under cover, and there is space for servicing 16 vehicles at any one time. It is also the site of the parts warehouse and shop. The Tangiers centre will be the same size as the one in Agadir. The head office of Scania Maroc remains in central Casablanca. Scania also runs a local truck assembly operation in Morocco, including cab assembly.

Scania's sales performance in Morocco grew tremendously during 1998, with an increase of 75 percent. The growth in sales was clearly reflected in Scania's market shares, which grew from 17 percent in 1997 to 26 percent in 1998.

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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 23,800 employees and production facilities in Europe and Latin America, Scania is one of the most profitable companies in its sector. In 1998, turnover (preliminary figures) totalled SEK 45,200 million and income after financial items SEK 3,200 million. Scania products are marketed in about 100 countries worldwide and approximately 96% of total production is sold outside Sweden.

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