



# SCANIA

## PRESS info

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## Scania launches new bus concept in Estonia

**Scania, with 90 percent market share the dominating bus make in Estonia, today delivers bus number 100 from the assembly plant BaltScan in Tartu since the start in 1995. The delivery marks the launch of a new bus concept on the Estonian market.**

The concept entails coupling a trailer to the bus during rush hours, thus boosting overall capacity to some 200 passengers. The fact that the size of the bus can be tailored to the transport need reduces fuel consumption and the environmental impact. Another factor contributing to a lower environmental impact is that the bus as well as the trailer is made of aluminium, bolted together instead of welded. The low weight also reduces fuel consumption and the material is easy to recycle.

The bus is built on Scania's new low-entrance chassis L94 with bodywork from Hess in Switzerland. The trailer is also of Swiss origin.

"This is a flexible, economical and environmentally sound combination that is adapted to the needs of the passengers," says Marketing Director Leif Nyström, Scania Buses & Coaches.

The 100th bus is part of an order for 15 city buses with this new concept from Tallinn Bus Company, which now has around 200 Scania buses in its fleet.

"We are now reinforcing our marketing efforts in the Baltic states, as well as in neighbouring countries, where we see a substantial growth potential," says Leif Nyström.

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Illustrations: see [www.scania.com](http://www.scania.com) "Media services"

*Scania is one of the world's leading manufacturers of trucks and buses for heavy transport applications, and of industrial and marine engines. With 23,500 employees and production facilities in Europe and Latin America, Scania is one of the most profitable companies in its sector. In 1998, turnover totalled SEK 45,300 million and income after financial items SEK 3,200 million. Scania products are marketed in about 100 countries worldwide and approximately 96 percent of total production is sold outside Sweden. Bus manufacture takes place in Sweden, Brazil, Denmark, France and Poland and bus assembly in several other countries.*

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