



# SCANIA AUSTRALIA TRANSIT

[ THE NEWSLETTER FOR THE SCANIA BUS AND COACH FAMILY ]



## Smart and Safe

Scania's digitalisation delivers  
intelligent advances for safer roads

SEPTEMBER 2024

**SCANIA**





## POWERING UP: 500 HP 3-AXLE TOURING INBOUND

The Scania Touring has been getting on famously with school and charter operators since the launch in Australia in 2018, albeit limited to 4x2 configuration.

In early 2025, Scania Australia will expand the Touring offer to include a three-axle combination, powered by a 500 hp 13-litre six-cylinder engine, and driving through a newly upgraded Scania Opticruise automated 12-speed transmission, complete with far faster and smoother gear-shifting.

Not only will this configuration provide plenty

of power and torque for effortless cruising, but using the Scania low rev-high output philosophy, fuel consumption should be impressive as well.

Scania Australia is planning to offer up to 30 examples of this specification to the market each year, ideal for long-distance touring, express interstate and general charter work.

The 500 hp coach chassis and drivetrain will be available with a choice of bodies from Scania's existing third party body-builders. Contact our sales team to find out more.



**W**elcome to the 2024 edition of Scania Transit in which we bring you all the news on Scania Bus and Coach in Australia.

This year Scania Transit coincides with the Bus and Coach Expo in Brisbane, and our display is focused on the theme of 'Smart and Safe Transport'. On our stand will be a new Battery Electric Vehicle bus chassis and a display featuring our first new all-digital dashboard.

Safety remains our primary focus for Scania Bus in Australia, and our updated safety systems help to prevent accidents from occurring in the first place. This is as relevant to interstate touring coach drivers as for urban route bus operators, thanks to the use of radars for road scanning far ahead and looking out for vulnerable cyclists and pedestrians within close proximity.

You'll be able to see examples of our latest generation safety features, some of which have just become mandatory in Europe, and which we are now able to offer to Australian bus and coach operators. We have updated our Advanced Driver Assistance Systems to include these features to make our buses and coaches even safer in operation, both for your drivers and passengers as well as other road users.

We have delivered (to McHarry's Buslines) our very first coach equipped with Active Steering that in concert with Lane Departure Warning can steer the vehicle back into its lane, a feature that we feel is particularly relevant to Australian operators.

In terms of new product coming to Australia, we have the next generation battery electric bus chassis on display, building on the start we made in 2023 with the delivery of our first of 10 BEV buses to DIT in South Australia. Already here is the 370 hp Scania Touring with the 13-litre engine, and a significantly upgraded Scania-Higer A30 school and charter bus is due first quarter 2025, which will be Euro 6 and SESAMM 7 compliant.

I should also note that all our buses and coaches are now Euro 6 compliant, well ahead of Australian legislation, and a full ten years on from our first Australian Euro 6 deliveries (to Transport Canberra). Scania continues to be the leader in sustainable transport with our fully compliant "Low Carbon Liquid Fuels" bus chassis – be they bio-diesel, bio-ethanol or bio-gas fuelled.

As you will read in this edition, we recently celebrated the delivery of our 500th fully imported bus body and chassis, underlining the suitability, reliability and durability provided to local operators of these vehicles built to Scania's uncompromising

QA standards. Since the first Scania-Higer A30 arrived in 2010, and the new Touring appeared in 2018, demand has run hot for these attractively priced products, that have proven themselves in Australian conditions.

Meanwhile for those of you visiting our stand at the Expo, drop in and say hello to the Scania Australia bus team as well as a couple of very high-profile Scania regional representatives who have come all the way from the factory to meet with you.

We're delighted to welcome our Area Manager for Sales and Marketing, Fredrik Langsmo and our Product Manager, Travel Solutions, Ann-Christine Blid to Australia. Both are well-versed in the operating environment here and will be keen to hear your thoughts.

For all our customers considering a new purchase, let me once again point to the Scania in-house finance arm, Scania Finance Australia. Irrespective of who you may have previously used for finance, it will be worth your while to start a conversation with them.

**Julian Gurney**  
**Director of Sales -**  
**Scania Australia Bus and**  
**Power Solutions**



## SUPPLIER OF THE YEAR: QLD

Scania Bus and Coach has been recognised for its support of the bus industry by securing the 2024 Queensland Bus Industry Council (QBIC) Supplier of the Year Award.

"This Award endorses our efforts on behalf of our customers in Queensland over many years," says Julian Gurney, Director of Sales for Scania Bus and Power Solutions.

"Our Account Manager for Queensland, Brian Thompson, has built up a large customer base through his hard work, industry knowledge and innate understanding of exactly what we as a chassis and complete bus and coach supplier need to do to win over customers.

"Our approach has always been to provide a complete ownership solution that looks after the customer from the ordering of the vehicle throughout the ownership process and this has been warmly welcomed across the state and across the spectrum of bus owners and operators," Julian says. "We thank QBIC for this recognition. It will inspire us to go further for our customers in the years ahead."

"We are gratified to have been recognised by our industry peers, especially given the impact of the COVID years that really hit the industry hard. We strove to support our customers during the lockdowns and the absence of inbound tourism, while at the same time working towards a number of solutions to assist in the reduction of exhaust emissions," says Brian Thompson, Scania Australia Queensland Account Manager for buses and coaches for more than 10 years.

"Our one-stop ownership programme means customers can have confidence in total operating economy, driver training, Scania Finance packages, as well as our repair and maintenance contracts, relieving them of the need to run their own workshops," Brian says.



(Top) Ian Clarke, Scania Bus National Sales & Contracts Manager, Brian Thompson Scania Bus QLD Account Manager, and Julian Gurney, Scania Bus Sales Director, with the Award. (Above) QBIC President Kaylee Clark and CEO of the National Heavy Vehicle Regulator, Sal Petrocchio OAM, flank Julian Gurney with the Award.



## NEW A30 ON THE WAY

An old friend is getting a make-over as the Scania-Higer A30 project rolls into its 15<sup>th</sup> year in Australia.

In addition to shifting to the Scania New Bus Generation chassis, the A30's mass-produced body now comes with slide-up parallel luggage bin doors, new, elevated mirrors and the range of just updated Advanced Driver Assistance Systems.

"The new Scania-Higer A30 will look a lot more like its bigger brother, the Scania Touring, from 2025," says Julian Gurney, Director of Sales for Scania Bus and Power Solutions.

"Like the updated Scania Touring, we will see the new Scania digital dash in the new A30, which will feature the latest 320 hp Scania engine driving through a six-speed ZF automatic gearbox as standard.

"We have pre-ordered a batch of these new A30s which will be arriving from March 2025, with a third of the order already spoken for," Julian says.



## HELP IS AT HAND

Scania Australia has introduced an onshore subsidiary of Scania Assistance, the worldwide helping hand for all bus (and truck) customers in case of breakdowns.

Scania Assistance has been operating in Australia and New Zealand for many years, with one 1300-free call number connecting a customer with a vehicle that has failed to proceed to a Scania Assistance centre staffed by experts. Up to now, the Assistance centre for Australia has been based overseas.

Now, Scania Assistance is based in Melbourne, with a team of five dedicated service coordinators who can help drivers and operators out of a tight spot, across Australia.

"Scania Assistance can help any Scania owner or driver who has had a vehicle breakdown, for example a flat battery, or a warning light or message that instructs the vehicle to be stopped safely. We then contact the nearest Scania branch or Scania



authorised independent dealer who can provide help using their roadside assistance van and technician," says Brendon Parry, Scania Assistance supervisor for Australia and New Zealand.

"If you drive a Scania you're never alone. Scania Assistance is just a phone call away," Brendon says.

"Scania Assistance has unrivalled access to technicians, vehicle information and spare parts to get trucks back on the road as soon as possible," he adds.

## 500 NOT OUT: FULLY BUILT BUSES ARE A SUCCESS



Scania has delivered more than 500 fully built-up charter and school buses to operators around Australia since the start of sales of Higer-bodied Scania vehicles in 2010.

"This is a significant milestone for Scania bus and coach in Australia," says Julian Gurney, Director of Sales for Scania Bus and Power Solutions.

"Scania is Australia's most successful European original equipment manufacturer, delivering the most fully imported buses sourced from a mass-production factory

in the region. Thanks to the successful relationship with our global bodybuilding partner, Higer, we now have more than 500 vehicles on the road in Australia," he says.

"Scania's offer of a high-quality body, built on a dedicated assembly line under the watchful gaze of Scania engineers and quality assurance teams, employing the latest Scania active and passive safety and fuel-efficient technology, provides a recipe for success that really is unbeatable.

"These vehicles have already proven themselves to be popular in the second-hand market as well, retaining a very high percentage of their original cost, underlining the total ownership benefits of selecting a Scania bus, in addition to our impressive total operating economy in operation," Julian says.

"A key benefit of the mass produced A30 and Touring has been the shorter order to delivery timeframe and the ability to hold stock on hand, with only local options such as seats, CCTV, USB ports and electronic destination signage," he says.







# WELCOME TO THE SCANIA DIGITAL ECOSYSTEM

**S**cania's vehicles are not only smarter than ever, they're also more interconnected than ever before. From My Scania and the Scania Driver app, to the vehicle brain itself and everything in between: all elements of the Scania digital ecosystem work in harmony to share data-driven insights that empower your operation for maximum performance both now and in the future.

So what are the benefits of connected driving? From day one your new Scania vehicle will be seamlessly integrated into the enhanced Scania digital ecosystem, further empowering both drivers and fleet managers in a number of ways.

- A unified digital ecosystem for your Scania products and services that can be fully personalised according to your business needs and role.
- The ability to view tailored services

through vehicle Smart Dash as well as My Scania and Scania Driver app.

- A seamless flow of data between desktop and mobile applications, which includes rapid data sharing with My Scania, our platform for fleet management services, and the Scania Driver app, which delivers all the information needed for your drivers to have a smooth, safe trip.
- Connected Driving Benefits\* As an innovation platform for future fleet, vehicle and driver needs, the Scania Smart Dash and Scania Digital Ecosystem will also be the key enablers of new digital services as they develop.
- Remote functionality\* The possibilities to harness remote functionalities is expected to expand to include remote locking, unlocking and engine shutdown through the app, as well as remote light checks or other daily checks.

- Fine-tuning capabilities\* Predictive maintenance possibilities will expand to harness the power of AI, while third-party transport optimisation app support will also be added.

- Dynamic adjustments and updates\* Dynamic implementation of customer-specific functionalities, updates of performance modes, and localisation of parameter settings (such as speed or suspension) will further streamline the customisation of your vehicle according to your operational requirements. Maps and heavy vehicle navigation features will also be continuously updated.

- Electric vehicle support\* As electric vehicles increasingly become the standard, integration of charging services for battery electric vehicles will be added, such as charge monitoring and range support.

\*Available in future releases





# SMART DASH ARRIVES

**S**cania's new premium Smart Dash digital dashboard, working seamlessly with new high-performance computing and communications technology, is driving the Scania Street Smart revolution.

Scania is harnessing the power of digital to make your future driving experience smarter, safer, simpler, and more intuitive. This includes advanced safety features and remote diagnostics, as well as customisable digital services that utilise real vehicle data. Built on a high-performance technology platform with over-the-air remote connect capabilities, our vehicles are ready to adapt to new advanced services and use cases as they develop.

We call this the Scania Street Smart revolution, and we are putting our customers and in the driving seat.

All new Scania vehicles are equipped with our next generation intelligence and safety features. Here's what that means for your operations:

Scania Smart Dash makes it easier than ever for drivers to interact with their vehicle and receive support, guiding them to the right decision at the right time. 'My Scania' and 'Scania Driver' app integration keeps the driver, vehicle and fleet manager in sync. Customisable digital services are now available, using the new high-performance computing platform, state-of-the-art telematics unit and new sensor platforms. These collect vehicle data to be used to

deliver tailored insights and services, helping to maximise your uptime and profit.

Our sensor platform enables new safety features that give you more control and keep pedestrians, cyclists and other road users safer. It's prepared for today's and tomorrow's safety and cyber security regulations and includes features such as Driver Attention Support, Speed Sign Information, and Vulnerable Road User Detection.

The new Scania Smart Dash enables Wi-Fi and Bluetooth servicing capabilities for easier and faster diagnostics across our workshops. Together with remote preventative maintenance, this makes your fleet availability more predictable with minimal downtime. Over-the-air updates ensure your vehicle's software stays up-to-date and allows you to activate new services without visiting a workshop. Regular security updates protect

your fleet against critical cybersecurity threats.

The Smart Dash is our new central hub for an enhanced, next generation driving experience. Providing seamless integration with all other touchpoints in the Scania digital ecosystem, it is designed to empower drivers with valuable insight to help them drive in an informed, efficient and safe manner.

Our new and improved connected driving experience offers a wide range of Smart Dash features which will be available to bus operators in the near future, including:

- Driver safety support
- Quick apps
- Flexible bodybuilder integration
- Improved camera support
- Option to present complementary driver information on two screens







# SMART AND SAFE ADAS TECHNOLOGY IS NOW AVAILABLE



**E**urope has just implemented new safety legislation that goes well beyond what we in Australia have considered to be active and passive systems designed to make transport safer.

There is a strong focus on assisting the driver so that accidents are avoided before they can cause damage or hurt and Scania in Australia is eager to make these features available here.

No-one in the industry is immune from the dangers on our roads, whether they are caused by poor road design, poor road or vehicle maintenance or simply driver fatigue or driver error.

The good news is that as our vehicles become smarter, they are also offering a greater array of intelligent safety systems that reduce the risk of a disaster. Critically these systems support the driver to make good and safe decisions when on the road and also alert the driver if the systems detect a lack of attention behind the wheel.



The safety systems come into play even as the driver attempts to move off the stand, by checking the vehicle's periphery for unseen pedestrians or cyclists. If someone or something is detected, the bus will automatically apply the brakes.

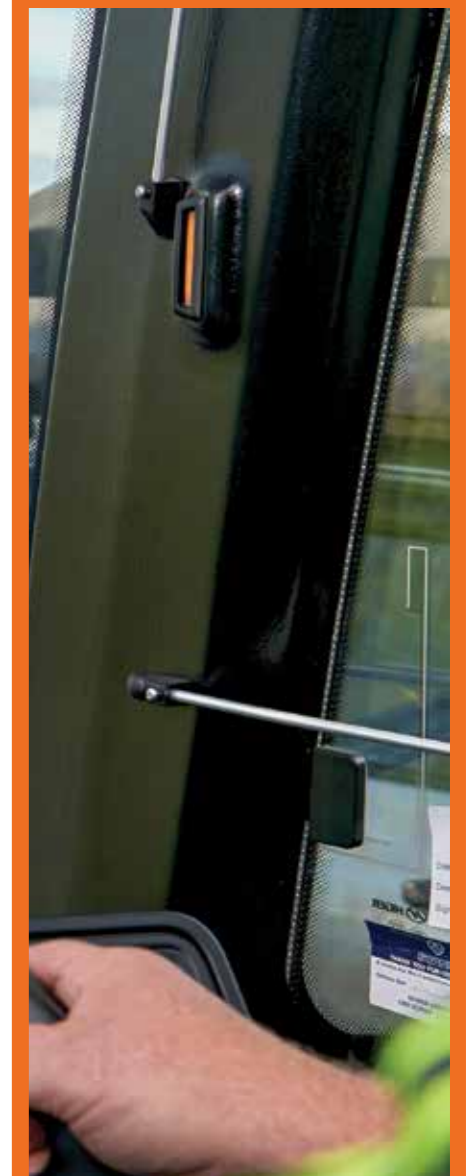
"We can see that these smart safety systems have the potential to reduce incidents both severe and not so severe, and for operators this is a huge benefit," says Julian Gurney, Director of Sales for Scania Bus.

"No one wants injuries to occur on the road, and even at the level of rectifying damage caused in an accident, avoiding the cost, inconvenience and paperwork will have a positive impact on operators' businesses," he says.

**These functions include:**

- Speed Sign Information System alerts the driver when they are exceeding the posted speed limit.
- Advanced Emergency Braking, which initiates automatic braking if the driver fails to react in time.
- Lane Departure Warning alerts the driver if the vehicle is about to cross road-markings.

- Adaptive Cruise Control aids the driver in maintaining a consistent time gap with the vehicle ahead.
- Vulnerable Road User Collision Warning alerts the driver if a pedestrian or cyclist is close to the bus.
- Blind Spot Warning informs the driver if a vehicle is in the bus's blind spot.
- Lane Change Collision Prevention aids in avoiding lane change collisions by guiding the bus back to its lane.
- Lane Departure Warning with active steering constantly monitors road markings and steers the vehicle back to its lane if it's about to cross the line.
- Emergency Brake Indication is a flashing signal that alerts other road users behind the bus when the vehicle is braking harshly.
- Driver Attention Support monitors the driver's focus and reminds them to take a break when necessary.
- Vulnerable Road User Collision Warning – Front, alerts the driver to a collision risk at the front of the bus.
- Vulnerable Road User Detection – Rear, uses visual detection to identify the presence of pedestrians, cyclists, or objects when reversing.



Adaptive Cruise Control maintains a safe following distance (top), intelligent radar (top left) electro-pneumatic parking brake prevents roll-aways (middle), and blind spot and vulnerable road user warning lamp on A pillar alerts the driver to potential issues. Forward-facing camera monitors lane discipline (far left).





# ZERO TAILPIPE EMISSIONS ARE A REALITY

**A**delaide Metro took delivery of Scania's very first fully electric bus in late 2023, and nine further chassis are currently in build, with delivery expected before the end of 2024.

Yet such is the pace of development in the BEV environment, further updates to Scania's zero tailpipe technology are due in Australia within the next 12 months.

"We are eagerly anticipating the arrival of the first of our 3rd generation Battery Electric Vehicle (BEV) chassis," says Julian Gurney, Director of Sales for Scania Bus and Power Solutions in Australia.

"This comes with a revised E-Machine, and Scania's modular designed powertrain with a 2-speed gearbox, and R 660 drive axle.

"As ever Scania's focus on a high degree of chassis component sharing with combustion engines helps to drive down costs and enhance reliability and uptime.

"The front rigid axle is identical to those of the diesel chassis, as is the rear drivetrain module, powered by the E-Machine and gearbox. A robust engine subframe reduces noise and vibrations traveling through the vehicle, contributing to a smoother and quieter passenger experience," Julian says.

"Four new generation battery packs power the 3rd generation BEV chassis, three batteries strategically placed on the roof, with one in the engine bay, to optimise weight distribution and passenger capacity," he says.

The revised E-Machine delivers a maximum 300 kW at 1400 rpm (with a maximum of 5400 Nm). Continuous power is 230 kW at 1750 rpm (with 3400 Nm) for up to 30 minutes. Range is expected to be around 400 km, depending on specification and usage profile.

By incorporating a 2-speed gearbox, vehicles can benefit from optimised power delivery across a broader range of driving conditions. It allows for better acceleration, enhanced climbing ability, and improved energy consumption by enabling the E-Machine to operate more efficiently within its optimal range.

"The four-battery version provides 416 kWh of installed energy," Julian says.

The new low entry 4x2 chassis combines increased energy efficiency with a raft of new state-of-the-art electronic safety systems as well as the all-new, all-digital "Smart Dash" driver display which will debut in the 3rd generation BEV city bus chassis.

The vehicle is equipped with advanced Smart & Safe features, fulfilling cyber security

requirements in Europe, and boosting safety and security worldwide, both in the chassis and the software.

"Our new 3rd generation heavy-duty BEV city bus chassis is perfect for all weather roads, particularly in urban areas and on intercity routes, with the R 660 rear axle delivering good operating economy and a long service life," Julian says.

"The new chassis boasts improved body-builder adaptation flexibility, providing options to customise the chassis to specific requirements, while intelligent drivetrain component positioning simplifies maintenance, reducing costs and improving uptime."

The new Scania 3rd generation BEV chassis will come complete with a full range of Advanced Driver Assistance functions (excluding AEB), as part of Scania's drive to create a safer road environment.

"Scania stands ready to assist its customers transition to zero emissions, at a pace that suits them, and with due regard for the total operating economy of their fleets. In addition, we can provide repair and maintenance contracts through the life of these zero emission vehicles as well as a range of charging solutions, continuing Scania's tradition as a one-stop-shop for our customers," he says.



## Scania Low Entry BEV

Scania's updated low-entry electric bus platform is designed to provide great vehicles for both city and intercity routes and will competently handle tough conditions and heavy-duty operations. It has been engineered to ensure simplified maintenance, a high level of cyber security, flexible body-builder adaptations, and to provide state-of-the-art Smart & Safe features. Additionally, it comes with an all-new in-house developed battery management system to make the most out of the vehicle and its batteries both in the short and long term.



### Technical specification: Scania Low Entry BEV City Bus

#### General

Chassis type: ..... Low entry  
 Wheel configuration: ..... 4x2  
 Suspension: ..... Rigid front suspension  
 Gradeability: ..... 16 % all conditions  
 Maximum allowed speed: ..... 100 km/h  
 Acceleration: ..... Up to 1.2 m/s<sup>2</sup>

#### Dimensions

Length: ..... 10.6 m - 12.5 m  
 Width: ..... 2.5 m  
 Height: ..... Depends on the design

#### Powertrain

E-machine: ..... Scania E-machine  
 Power: ..... 300 kW (peak), 230 kW (continuous)  
 Max. torque: ..... 5400 Nm (peak), 3400 Nm (continuous)  
 Cooling system: ..... Scania integrated system  
 Rated voltage: ..... 650 V  
 Energy consumption: ..... 0.75 – 1.5 kWh/km\*  
 \*Energy consumption is dependent on driving-, operational- and environmental conditions.

#### Gearbox:

..... Scania 2-speed gearbox, to optimize energy consumption with excellent startability  
 1st gear ratio: ..... 2.59:1  
 2nd gear ratio: ..... 1:1

#### Brakes:

..... Electro-pneumatic parking brake and disc brakes

#### Propulsion battery:

Technology: ..... Lithium-ion (NMC)  
 Battery pack: ..... Scania battery pack with Northvolt battery cell Competitive Life Cycle Assessment/Low carbon footprint in production  
 Number of battery Packs: ..... 4 battery packs  
 Battery location: ..... 3 batteries on the roof, 1 in the rear  
 Installed energy: ..... 418 kWh  
 Optimal range: ..... >400 km (416 kWh)  
 Energy consumption is dependent on driving-, operational- and environmental conditions.

#### Battery life length:

..... up to 10 years depending on driving, operational and environmental conditions

#### Charging

Charging type: ..... CCS Type 2 (depot plug in) DC charging 150kW  
 Charging time (at 130kW): ..... 150 minutes  
 Charging interface ..... ISO 15118 and IEC 61851





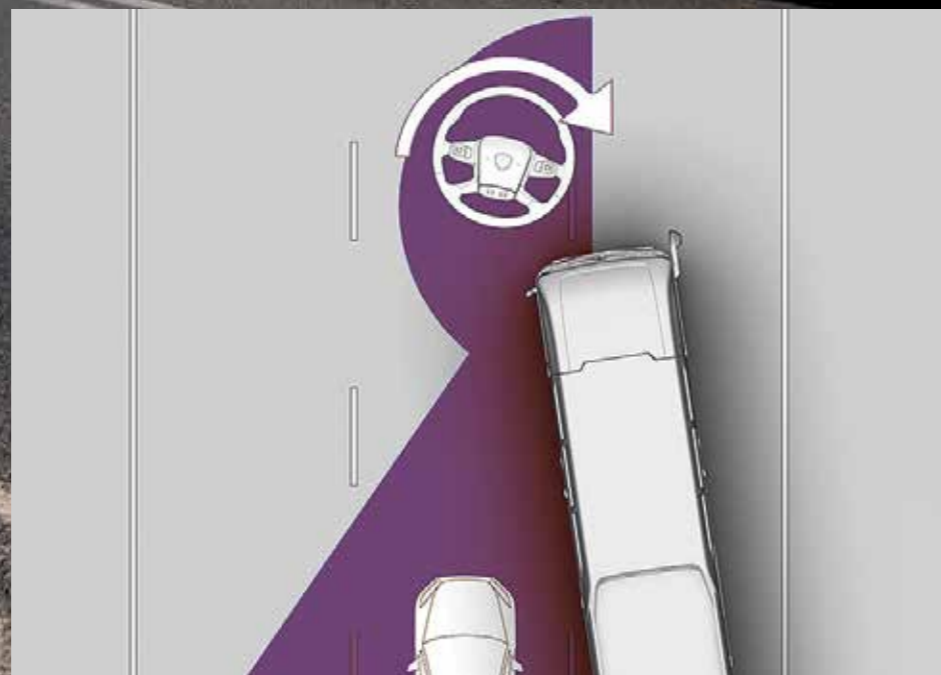


### How Scania's Active Steering enhances driver and passenger safety:

- Lane Departure Warning with Active Steering extends the standard lane departure warning (LDW) and intervenes when the coach is about to leave the lane without intending to. Active steering then activates and gently steers the coach back into the lane.
- Lane Change Collision Prevention (LCP) extends the blind spot warning (BSW) function. If the driver initiates a lane change into an already occupied lane, BSW function alerts the driver with optical and acoustic warning.
- All active steering assistance functions have been carefully developed to work together with the driver, not compromising safety and steering feeling.

### Benefits of the Scania experience for the driver:

- A completely new driver station design with improved ergonomics, safety, and comfort.
- Excellent pedal placement, leg space, and flexible switch placement due to CAN functionality.
- Excellent driveability – improved and impressive turning radius, improved assisted handling, steering and braking.



# SCANIA TAKES ACTIVE CONTROL TO ENHANCE SAFETY





**S**cania has delivered its first coach chassis with Active Steering in Australia. The 4x2 chassis has been fitted with a 12.5 m, 53-seat Coach Concepts body, which can also accommodate two wheelchair passengers who enter via a side-mounted chair lift.

The vehicle will run long-distance scheduled services for V/Line along Victoria's world-famous Great Ocean Road, operated by Geelong-based McHarry's Buslines. The vehicle will be based in Apollo Bay and run to Geelong station twice daily, replacing another McHarry's operated V/LINE coach.

The new vehicle comes fully equipped with a huge array of the latest Scania Advanced Driver Assistance Systems, including Vulnerable Road User Protection radar as well as Advanced Emergency Braking, Lane Departure Warning and Blind Spot Monitoring.

The coach sits on the Scania High-Floor chassis and features independent front suspension. The new Active Steering functionality pulls the vehicle into line if the



driver drifts over the fog or centre lines.

The coach is powered by the latest 370 hp 13-litre Scania six-cylinder engine and drives through an updated ZF 6AP2020 6-speed automatic transmission. The driver station features the new generation low-line dashboard promoting enhanced visibility, along with driver focused air ventilation, as well as an electro-pneumatic parking brake operated by a switch conveniently located near the driver's right hand, that also precludes the potential for unintended rollaway.

Jamie Atkinson, Scania Australia Bus and Coach National Sales & Contracts Manager, who drove the coach south from Coach Concepts in Brisbane says it is one of the best Scania coaches he has ever driven.

"It is really comfortable to drive," he says. "The new Active Steering does make a positive difference to the driving experience. This new bus generation chassis has allowed us to offer our powerful 13-litre engine with a fully automatic transmission. This combination has become extremely popular

with customers for our Scania Touring fully imported school and charter bus, and we expect it to be equally popular with long-distance tourism and regional and rural scheduled service operators."

Specified for V/LINE operation, this new coach is equipped with a passenger information system that advises the next stop, as well as onboard video and a multi camera security system with its own display mounted atop the dashboard. In line with McHarry's specification a full width bulbar is fitted with extra driving lights and a spotlight to illuminate the stop, helpful for drivers who may be pulling in on narrow roads with unmade shoulders.

"Fuel efficiency is very good for this vehicle, thanks to the generational upgrades that have been employed through the powertrain, and operators will notice the difference," Jamie says.

"On a run at 100 km/h the engine is turning over at just 1100 rpm, which will deliver very impressive fuel consumption, and of course reduced exhaust emissions," he says.



## ADAS A PLUS FOR BRISBANE'S BARNABUS

**B**risbane-based BarnaBUS Coach and Charter founder Alex Lam found a passion in providing high-quality bus services to customers in South-East Queensland.

Now equipped with three Scania-powered coaches, two fitted with Irizar bodies and one from BCI, Alex (pictured) has a reliable and high-performance fleet available for corporate, school and charter work.

"This September our first Scania Irizar clocks up five years in the fleet," Alex says. "Having started the business in 2013, by 2019 we were able to start buying top quality vehicles, and Scania had an excellent brand reputation for reliability, service and parts availability, as well as many safety systems.

"The Advanced Driver Assistance Systems really help me to sleep at night," he says. "For operators, ADAS provides added layers of protection for our passengers, drivers and vehicles, and when the systems intervene, the passengers aren't even aware of it.

Blind Sport Warning and Lane Keeping Assist are very handy. Also, the systems work very reliably. They don't raise false alarms so the drivers can trust them when they trigger, rather than ignoring them if they activate to often and for no reason.



"Drivers say the adaptive cruise control reduces fatigue especially in slow moving traffic, for example travelling between Brisbane and the Gold Coast, and it also makes for a smoother ride for passengers, removing the potential for abrupt acceleration or braking. The drivers just set it and let the system do the work," Alex says.

"We share a depot with another coach operator, Brisbane 360, and there are a few



Scania's here, and the service we have had from Account Manager Brian Thompson has been first class. I met him at the Bus Show, and he helped us to configure our first Scania. He has really looked after us exceptionally well and in some unconventional ways, including lending us a demonstrator bus to help us out of a tight spot.

"We have developed our business along the corporate, school and charter route, rather than school runs or inbound tourism, and every day we open the doors and don't know who is going to come through them. I like that. We have been very busy recently, and that's probably down to our enthusiasm and our team," he says.

"We added the new Euro 6 BCI-bodied coach in May, and it is a good size for our needs. I have driven it a few times myself and it is good to drive and the feedback from passengers and drivers has been positive.

"The BCI is a great looking coach and presents very well. Critically, it has a lot of luggage space under the floor, that is not compromised by cupboards filled with electronics, or fuel tanks or spare wheels. We have found you can never have too much luggage space," Alex says.

"With the Olympics on the horizon, we're going to be very busy for a long time," he says.





The Rockleigh Tours team of (l-r) Sean Cuthbertson, Nathan Pincini, Laurie Pincini and Darryn Hemphill.



Very rarely parked up: The Rockleigh Tours Scania's await their next engagement:

# SAFETY FIRST FOR ROCKLEIGH TOURS

Laurie Pincini's family business stretches back 80 years, and relies on Scania's state-of-the-art equipment and technology, as well as a home-grown driver and vehicle monitoring system to keep everyone safe.



Over the past six months, Rockleigh Tours' new Scania powered Coach Design charter bus has racked up 80,000 km for owner Laurie Pincini.

His fleet of 22 buses, of which 15 are Scania's, are constantly on the move on private charter, cruise ship tours, snowfield trips, rail replacement with VLine, and moving school children around on trips.

Laurie is committed to Scania thanks to excellent fuel efficiency and service from the Scania Bus family, but he's very appreciative of the latest generation of Advanced Driver Assistance Systems to help reduce the potential for accidents, while also keeping a close eye on his vehicles' performance and driver behaviour. All his buses have seat belts and Laurie is claiming a first for the fitment of a portable Automated External Defibrillator (AED) unit to every one of his 22 vehicles.

Laurie and Joanne Pincini epitomise the family run bus business.

The Rockleigh Tours business is based in Diggers Rest, adjacent to Melbourne's Tullamarine Airport, but covers the nation with charter work. Shuttling skiers to the snow is a large part of the winter work with daily departures to Mount Buller and Mount Hotham.

"We're very much a family run business. My wife, Joanne, is the Financial Manager, and her brother Craig works for us as well. At various times my three brothers have driven for us too. We have had all four of our children work for us; both my daughters were drivers, and my son Nathan currently runs the workshop while Zac drives. My son-in-law, Sean Cuthbertson, drives for me still, as does his dad and his mother's cousin, and my elder daughter's fiancé, Kyle. Now my grandchildren are starting to take an interest in buses, and they will be the fifth generation to be involved," Laurie says.

"During a family holiday, Nathan and I visited the factory in Sweden and the testing ground. It gives you reassurance that you're buying quality product, especially because of the variation in our driving environment. I've got photos of one of our Scania's, on one day it is at Ayers Rock and three days later it's covered in snow and ice because it's come from Ayers Rock back to Mount Hotham. And the Scania product can do it. We've just got faith in Scania. Once you build those partnerships and relationships, well, you just keep going," Laurie says.

"Our business is 99% charter orientated, compared to doing a route service, we're transporting people that want to be there," he says.

"We're focused on passenger comfort. We don't squeeze them all up, mostly it's 49 seats with lots of legroom, reclining seats and a USB port between the seats or in the roof," Laurie says.

"Our Coach Design buses have three removable seats to provide two wheelchair places. On the next one, because it's a three-axle, we'll have a bit more weight up our sleeve, so we might go with five removable seats to be able to allow extra wheelchairs, as we've created a small niche market for ourselves with DDA clients, but also older folk, unsteady on their feet quite like being lifted up into the bus on the chairlift," he says.

"I'm a big 'buy-Australian' person," Laurie

says. "It does cost me a few dollars more, but I expect people to support local Australian companies, so therefore I do the same. If it's going cost me more to do that, I'll do it, because we all want a job.

"We like having the flexibility of modifying the design to exactly what we want from the body builder," Laurie explains.

"Largely this is to support our customers. Our latest bit of feedback-generated modification has been to put lower-rise stairs in at the entry, adding another step and broadening the step so that you can put more of your foot on each step as you enter or exit. Many customers are older and appreciate the bigger steps for increased stability.



Laurie Pincini ensures all his Scania coaches are fitted with an emergency defibrillator.





Wheelchair access a standard fit now. Laurie, below, likes brightly coloured seating fabric. He says the orange gives the interior a bit of a pop.

"I believe we are the first operator to put an AED in each bus and it can mean the difference between life and death, especially if touring in remote areas. Even if you are in a regional area, you can wait 40-45 minutes for an ambulance. In the outback you can wait hours. Once we had to get the RFDS, and they took six hours to get to us," Laurie says.

"Monitoring fatigue is one of the biggest things in safety. That's especially because you've got a lot of valuable cargo on board.

Often, we're carting kids so we must keep them safe. And that's why part of the spiel that the drivers must explain to customers at the start of the ride that they must wear a seat belt.

"Rockleigh Tours has enjoyed a long run with

Scania dating back to the 82s, 90s, 93s, 3-series, 4-series, all the way through to the current generation.

"Scania gave us a new level of efficiency. Parts were available here in Melbourne at Campbellfield, and having the OEM in your backyard was very handy. And the service from the after-sales team was that good. It's been fantastic. Scania knows the difference between a bus and truck operator.

"With trucks you've only got one person upset if the product doesn't get there. But if a bus breaks down, you've got 50 kids in the back and 50 mums and dads, and teachers on the phone. Scania's responsiveness is amazing. They understand your need to get people moving again.

"Jamie Atkinson, our Scania Account

Manager, has been so fantastic to work with, the relationship has been unbelievable. We wouldn't have been able to achieve the Australian builds over the last 18 months without Jamie's assistance. He also helped us out with an Irizar body when we were in a tight spot.

"Jamie's been super-helpful with specifying the technical features, helping us get bigger radiators and bigger ad blue tanks and about 600-litres of diesel, which means we don't have to fill up on the road when we have a bowser at the depot.

"Also, Scania Assistance is brilliant. It doesn't matter if you are in town or out in the high country, if you've got an issue, they've always got somebody on call to be able to get you moving again," he says.



## LOW DOC SCHOOL BUS LOANS AVAILABLE NOW

Scania Finance Australia, the company's in-house finance arm, has introduced a Low Doc loan product to bus operators purchasing government-contracted public service and school run buses.

Up to \$1.75 million can be loaned, which could cover to up to four buses, and Scania Finance offers a ten-year payment schedule with a 10% balloon.

According to Adrian Erzetich, SFA's National Finance Manager Bus and Coach, these offers are unique in the market.

"No one in the finance sector is offering bus customers flexible financial terms like Scania Finance. With the Low Doc product we are asking for very minimal information, because customers with a government contract present as low risk. We offer a quick decision-making process and competitive rates, which can make a big difference to monthly repayments when you are borrowing the sums necessary to renew your fleet or add new vehicles.

"I have been working on the Low Doc product for a while, having spent five years at Scania Finance Australia, and I am a dedicated resource for the Bus and Power Solutions team within Scania. We are working to raise the awareness of the Scania Finance offer among bus customers. When I talk to customers they are immediately interested in the unique features of our offer, as well as

liking the fact we are part of Scania," he says.

"It's a win-win because Scania Finance is trusted as an arm of Scania Australia and our customers are effectively pre-selected, because the state governments have chosen them as suitable to run public or school bus services," he says.

"Thanks to our intimate knowledge of how bus operators work we have also added bus industry specific features to our finance products, including a progress payment element that allows us to fund locally made vehicles as they proceed through production. This makes life easier for the end customer because they can stagger the draw down on their loan, and not have to carry the full loan from the time they make their first downpayment to the body builder, for instance," Adrian says. "You can't find a facility like this from any of the major finance houses or banks."

The Scania Finance Low Doc product for bus customers applies to any of Scania's vehicles that are aimed at government or public transport activities as well as school bus runs, so the fully imported Scania Touring and Scania-Higer A30 products are also eligible to be financed in this way.

Find out more about Scania Finance Australia's Low Doc loan programme by contacting Adrian Erzetich on 0417 861 154 or email him on [Adrian.Erzetich@scania.com](mailto:Adrian.Erzetich@scania.com)







## EXPERIENCE AND EXPERTISE BUILD GREAT BUSES

Technician Jose Iglesias has been with Scania for 18 years, working in the New Vehicle Preparation workshop at Campbellfield.

His work mate, technician, Mario Gonzales has been there for 14 years, and the pair of experienced hands have been joined very recently by Ali Youssef who has transferred in from the caravan industry and is an NVP Workshop Team Leader.

With Scania's focus on providing a range of buses and coaches to the Australian market, not to mention the option of biodiesel, Electric Hybrid and fully electric powertrains, the technicians in the NVP need to be masters of all trades, flexible in their approach and adopting an eagle eye to ensure all of the Scania systems have been safety integrated into the locally made bus bodies, as well as those imported fully built up from around the world.

In the NVP, Jose and Mario work predominantly on buses, checking them over on their return from the body builders and adding in any last-minute features or making

late changes, before programming the vehicle for its new owners and test driving it, and finally obtaining certification for the bus to go into service from the certification agency in Port Melbourne.



Jose Iglesias and Mario Gonzales, top, and with NVP Advisor Ashleigh Sinclair, and Ali Youssef.

"In 18 years, I have worked on hundreds and hundreds of buses in this workshop," Jose says.

"We do all types of work on the vehicles, from checking mechanical; joints to finishing wiring and checking the headlight adjustment.

"When we're finished the buses and coaches, and trucks for that matter, are ready to be delivered to the customer."

Keeping everything on the straight and narrow, newcomer Ali oversees headlight alignment, using a new laser scanner to ensure the beams are focused and legal, while Mario is focused on wheel alignment, which has a huge impact on fuel consumption and tyre wear.

Mario spends a lot of time in the pit under each new vehicle, checking lubrication, grease, and looking for air system leaks.

"We have about a month to work on each vehicle, to make sure all the connections are tight, that there are no leaks, that everything works properly and that all the final equipment is installed and working correctly," Jose says.

Mario says the NVP technicians all work as a team on the buses. "We each help one another, and we enjoy the job," Mario Gonzales says.



Matt Pol, National Parts Logistics & Inventory Manager at Scania with the Genuine campaign material, getting the message across with a dash of humour.



## CONNECTING THE DOTS ON REPLACEMENT PARTS

Replacement service and repair parts come in many packages. And while non-Genuine Scania parts might fit OK, will they last as long, will they perform reliably, and will they in fact be good value for money?

Scania Australia National Parts Logistics & Inventory Manager, Matt Pol, understands the arguments on both sides, having had a long career in the heavy vehicle aftermarket. He says ultimately you get what you pay for.

"There's no logical, coherent case for a truck or bus operator to buy the cheapest non-Genuine replacement part," he says.

"Nobody buying the cheapest part expects it to last as long as a Genuine replacement part. They don't expect it to perform as well or better than the Genuine part. They're just looking for a short-term low-cost solution to a problem.

"But the reality is you must connect the dots and work out how much money a cheap part can cost you when it fails, and leaves you stranded or with a potentially unroadworthy vehicle. What is the cost of a defect notice because a cheap bulb has failed, or a brake part has worn prematurely? What is the cost of a day off the road because a cheap chassis part fails in service?" he questions.

"You really do have to factor these costs into any decision to go for the cheapest available part," he says. "The economics of replacement parts is fairly straightforward. The cheap ones are designed to look like they can do the job, but they can't possibly compete with a Genuine part in terms of material quality, precision machining, assembly, quality control or durability. It is just not possible. Quality control and ensuring the replacement part is as good as new, literally, is the guiding aim of the Scania parts department when we are sourcing replacement parts. After all, it is our name on the part," Matt says.

"This is why we are now running a Genuine parts campaign, to raise awareness in a friendly and humorous way to draw attention to the fact that while you could create your own Mona Lisa via paint-by-numbers, it wouldn't be as good as the original. And the same goes for a pulley stamped with SPAMIA or a filter branded SKANIA.

When we say: 'Genuine is Best', it's because it is," he says.

"Why would you risk your business reputation with your customers for the sake of a small cash saving on a reproduction part when you can have

the Genuine article? In many cases, also, the Genuine Scania replacement part is competitively priced against non-genuine replacements and can be fitted at a Scania workshop by our company-trained technicians, which means owner drivers can spend their weekends relaxing rather than fixing.

"It doesn't cost as much as you think to keep your Scania 100% Scania, but it might cost you a whole lot more when a cheap replacement part lets you down.

"It's just not worth the risk," Matt says.



## SHANE POWERS AHEAD IN NSW



Shane Simpson, Scania Australia Bus and Coach Salesman of the Year, 2023, says interest in acquisition of new touring coaches is rising, as the inbound holiday market begins to recover following its devastation during Covid.

"We are starting to see some good enquiry coming in regarding new coaches for inbound tourism, particularly as cruise ships return to our shores in numbers. We're holding orders for delivery in 2025 and 2026, which is a positive sign," Shane says.

As a longtime Scania family member, Shane

is on his third stint at the company, now well into his third year in bus sales, and enjoying the experience.

"The school/charter market is also reviving now that the TfNSW Procurement Panel #4 specification is in operation. Scania's product offering is well placed to fulfil operator requirements in this sector," he says. "Interest from rural and regional customers has ramped up.

"Scania has a full range of Euro 6 compliant buses and coaches and with our Advanced Driver Assistance Systems (ADAS), we're

also extremely well equipped with active and passive safety that is highly desired by operators. Safety is a key element in the decision-making process, and our city-based operators are very keen to adopt our vulnerable road user protection systems.

"There is a strong desire to purchase proven Australian-built coach bodies, and many sales have been to operators specifying Express or Volgren coach bodies," Shane says.

"Scania is in the fortunate position of having the best product, hands down," he says. "Whether it is our chassis under an Australian designed body or one of our ready-built imported buses, such as the Scania-Higer

A30 or the Scania from bumper-to-bumper Touring, we have built an excellent reputation for reliability and durability that delivers high uptime for operators. Our customers believe in Scania, and our commitment and ability to support them. This was proven during the height of Covid. We looked after our customers in a very understanding way.

"Once a customer has experienced the Scania difference, adding further Scania coaches to their fleet becomes almost second nature. There is a strong affinity with Scania's one stop shop approach, as well as our range of tailored customer offers. These include Repair and Maintenance contracts, spare parts and aftersales support as well

as Scania Finance Australia. Scania driver training, where we deliver four hours of assessment and efficiency familiarisation with every chassis is another advantage.

"Our rural customers appreciate us sending out one of our technicians to train up their depot workshop team on how to service and maintain these products too, which is a critical benefit for operators located several hours from one of our branches or independent dealers. Eggins Comfort Coaches in Taree is a good example. They are two hours from Newcastle, so it saves them plenty of time, money and inconvenience having their own technicians trained up by Scania in their own workshop," Shane says.





# TOURING SAFELY



Vulnerable road user protection radar



Electronic park brake



Forward looking camera



Blind spot warning

At Scania, safety is engineered in at the drawing board. We led with ABS and ESC as standard, and now we fit a range of factory-integrated Advanced Driver Assistance Systems (ADAS) across our New Bus Generation vehicles including our Touring, so you can deliver safe and secure passenger transit.

Scania's unique Vulnerable Road User Protection system safeguards drivers and passengers, pedestrians and cyclists. Our ADAS suite of features can combine peripheral vehicle radar scanning, forward collision warning, blind spot monitoring, lane departure alerts, as well as intelligent adaptive cruise control. ADAS can reduce the potential for accidents, vehicle downtime, as well as enhancing the driving experience.

To find out more about the New Generation Scania Touring, contact our team:

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**SAFETY IS SCANIA'S FIRST CHOICE.  
MAKE IT YOURS TOO.**

# SCANIA