



SCANIA MIDDLE EAST

# JOURNEY

[ SUSTAINABLE TRANSPORT SOLUTIONS ]



Smarter  
Mining &  
Quarrying

Page 4

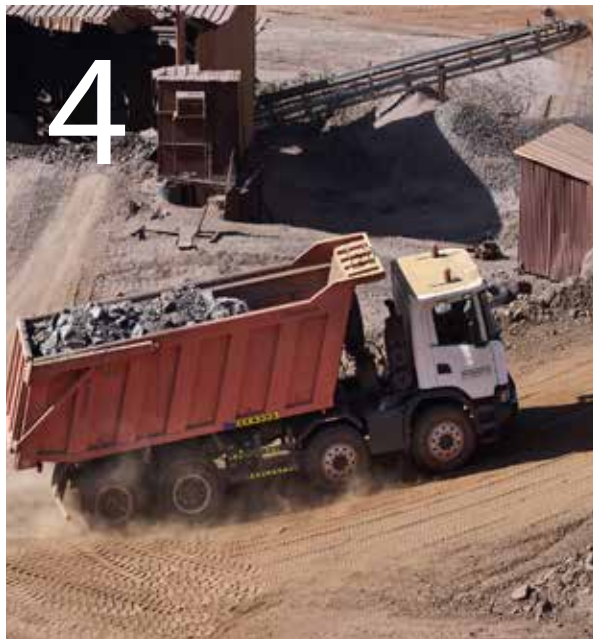
Service  
Network

Page 34

[ IN FOCUS ]

## Driver Evaluation

Determine the greatest potential for improvements



# Sustainability, here and now

**W**elcome to another exciting 'Journey' showing the Middle East region's remarkable achievements in 2023. In this first half edition, we invite you to explore the transformative power of our company's financial success, service excellence, and sustainable transport solutions.



We are proud to report strong financial performance both in Q4 2022 and in the interim report of 2023. Our consistent hardwork and nurtured partnerships reflects these results despite the logistical challenges.

At the heart of our success is our relentless pursuit of excellence in service. The Top Team competition and our service workshop trainings have been instrumental in honing the skills of our technicians, empowering them with the knowledge and expertise to provide unparalleled support to our customers.

We take great pride in the recognition bestowed upon us in the region, such as the 2023 Truck & Fleet Awards Middle East. This not only validates our pledge to sustainability and innovation, but also underscores our unwavering commitment to provide only the best solutions to our customers and their customers.

I would like to express my deepest gratitude to our invaluable network of dealers and partners who have been instrumental in our regional growth. It is through their unwavering support, dedication, and shared vision that we have been able to achieve remarkable milestones and create lasting impact.

Together, we are shaping a future where mobility is smarter, safer, and more sustainable. Thank you for joining us on this extraordinary journey. ●

**“ This not only validates our pledge to sustainability and innovation, but also underscores our unwavering commitment to provide only the best solutions to our customers and their customers.”**

Marian Cernoch, Managing Director  
Scania Middle East & Central Asia

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# THERE'S A SCANIA FOR EVERY STAGE OF MINING




## Smarter Mining

Our unique modular design approach allows us to deliver reliable Scania quality time and again.

**T**hink of your mine and quarry as a factory production line. From digging, to loading and supply, each operation depends on one another. This is where your business is made, where every second counts. Idle vehicles and logistical waste can make your entire production cycle fail. Which is why it pays to take a holistic approach to your operations, as we do, at Scania.

With our long history in lean production and global mining/quarrying transport, we offer solutions built for your daily reality. >>

 Scania P 410 B6x4 and Scania G 440 XT A6x4 tippers on outbound haulage in a quarrying site in Ras Al Khaimah owned by Mining Technologies Limited (MTL).



▲ A Scania G 460 XT B8x4 delivering optimal uptime for inbound haulage in Oman.

Scania vehicles and engines are setting new standards across the industry. From exploration to reclamation, in-pit mining to outbound haulage, our versatile fleet is built to ensure optimal operational flow at every stage of your mining cycle.

Scania's space-optimised trucks are built to deliver on even the most testing roads, and offer tailored solutions for your loading and unloading times, fuel economy, local speed limits, maintenance requirements and more. They can also be operated on public roads with greater safety.

Our holistic approach also extends to our world-leading on-site services which include vehicle maintenance, field workshops and even driver and service technician training.

However you demand it, there's a Scania for every stage of mining.

**In-Pit Haulage**

Your in-pit operations require robust workhorses, capable of hauling as much as possible, time and again. Scania's three-, four- and five-axle heavy tippers, are built to deliver outstanding reliability in even the harshest mines. Above ground, underground. Any material, any-



▲ Scania vehicles are engineered to guarantee reduced tare-weight-topayload ratio, to minimize vehicle weight per each tonne of transported material and offer you superior fuel economy and sustainability of use, also on the return trips.



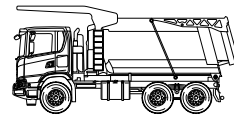
▲ Correct payload is crucial to ensure safety and productivity.

[ QUICK FACTS ]

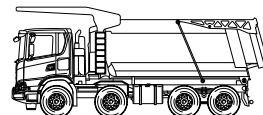
**40 TON**

Scania Heavy Tipper is designed to meet the toughest demands of this industry. With more robust components, the payload capacity is 40 tonnes, one-quarter more compared to the current range.

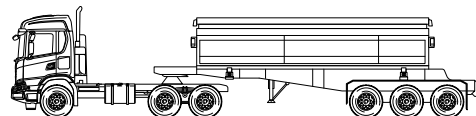
▲ Examples of outbound haulage setups with gross vehicle weight (GVW) and gross combination weight (GCW):



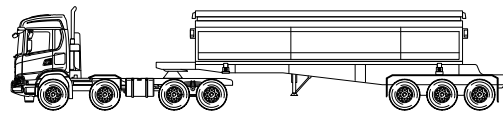
GVW 49 tonnes



GVW 60 tonnes



GCW 90 tonnes



GCW 115 tonnes

where in the world.

**Outbound Haulage**

In mining, your outbound operations need to be agile and economical. From established to short-term mining operations, the flexibility of Scania's haulage solutions ensure that you can move your material long before most traditional rail and conveyor systems are in place.

Through Scania Fleet Management, you can track haulage performance such as location, speed, engine condition, driver behaviour, route deviation, fuel consumption and CO2 emissions – pushing the limits of efficiency and helping you to move faster.

From leasing to flexible financing, we'll help you to build the perfect package for your business and its specific needs.

From load to supply, Scania takes your operations to the next level by helping you to overcome risk factors, reduce logistical waste and deliver productivity which you can rely on. ●

“ Our (Scania) solutions are appreciated as sustainable and flexible by the customers, which adds value to their business.”

Vineeth Krishnan, Sales Manager, SATA LLC

**EXPERT'S ADVICE**

We talked to Vineeth Krishnan, Sales Manager of SATA LLC in Oman (local distributor), to give insights on Scania's smarter mining and quarrying solutions...



“In Oman, we work in close partnership with our mining customers to develop a deep understanding of their operations and processes, to optimize their productivity and reduce their operating costs .

With Scania's modular solutions, we can optimize Scania XT with heavy tipper components, 8X4 chassis configuration, GVW: 60T mounted with tailor made hardox tipper boxes to cater to mining-specific demands from various mining companies.

Along with the support of Scania site optimization tools, we can enhance the routes focusing on the time, load and road factors guaranteeing a lower CAPEX and OPEX replacing big rough terrain dumpers to an extent. Our onsite services and financial solutions are part of our offer to improve the customer's total operating economy. Our solutions are appreciated as sustainable and flexible by the customers, which adds value to their business.”



▲ Scania G 460 XT A6x4 outbound and G 460 XT B8x4 inbound haulage in a laterite mind in Ibri, Oman. [Mining site: Desert Enterprise]

# BUILT TO LAST

Scania's XT generation comes equipped with a range of powerful features – engineered with purpose to excel in the most challenging of environments.



**High air intake**  
Developed for dusty and exposed environments, Scania's high air intake solution supplies the engine with the cleanest possible air.

**Vertical exhaust pipe**  
Can be chosen in two different heights to accommodate bodywork.

**Step cab side**  
Can be selected as a step or, alternatively, a smart storage compartment.

**Skid plate**  
Protects the cooling system and other vital parts in the front from rocks and other obstacles.

**Heavy-duty suspension**  
Stronger parabolic suspensions at the front (5x27 steel springs) and the rear (5x48) increases payload capacity and vehicle uptime. Shock absorbers available on all axle positions, for increased comfort. Anti-roll bars offer increased stability.

**Brake chambers**  
Brake chambers are assigned greater protection in a higher position.

**Robust bodywork brackets**  
The heavy-duty frame is equipped with robust attachment brackets to sustain heavy-duty bodywork.

**Tyres**  
325/95R24 available on all axle positions, with or without inner tubes. All major tyre brands are available.

**Towing jaw**  
Mounted in drawbeam. Can be replaced by a wide range of drawbar couplings, or a rigid closing cross member.

**Head lamp protection**  
Steel grid protects headlamp from external damages.

**Warning beacons**  
Rotating/flashing. LED option available.

**Safe driver environment**  
2-circuit emergency steering and side curtain airbags.

**Scania XT-range bumper**  
With its 150-mm protrusion, the XT-range bumper offers effective protection of lower front components, head lamps and cab corners. Scania XT vehicles are also compatible with front underrun protection in high or low positions.

**Engines**  
High torque output and outstanding fuel economy are a few of the benefits of Scania's renowned engines. The comprehensive range is available with power outputs up to 770 hp. All emission levels are available.

**Cab tilting**  
The cab is equipped with an electric hydraulic pump, activated by a switch on the instrument panel, to tilt the cab for easier inspection and maintenance. Also available as a manual pump.

**Scania Opticruise**  
Provides accurate and smooth automated gear changing for reduced driver fatigue and improved productivity.

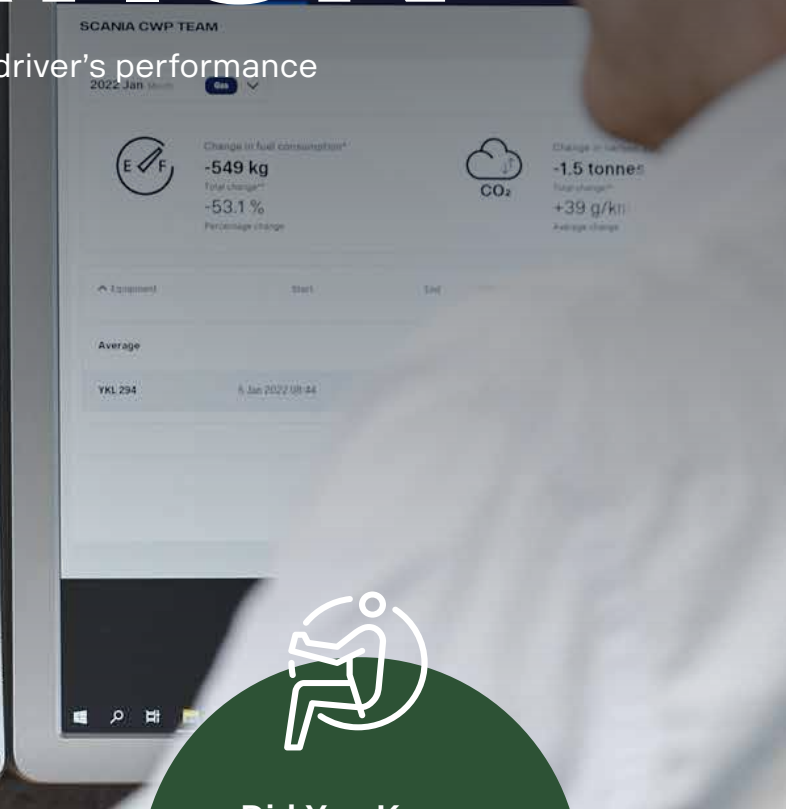
**Rear-view cameras and working lights**  
Efficient lighting lets you work safely around the truck. Working lamps can be specified for the rear wall of the cab, the sides below the cab, and for the frame rear end. Several options for camera installations are available.

**Scania Retarder**  
Improves braking performance and reduces wear on the wheel brakes especially for steep downward slopes. Maximum brake torque 4,100 Nm, maximum output 500 kW for short use.

For more technical data, please contact your local Scania dealer.

# SCANIA DRIVER EVALUATION

A fleet management service that analyses the driver's performance and gives tips on what and how to improve.



### Did You Know:

Driver behaviour can influence up to 15% of a vehicle's fuel consumption?



IMDAAD's Safiullah Ananullah driving around Dubai with a Scania P 380 XT 6x4 refuse collector.

Besides traffic safety and the wear and tear of the vehicle, driver behaviour influences as much as 15% of the fuel consumption – affecting both fuel costs and CO2 emissions. The Driver Evaluation service fairly and objectively analyses the driver's performance and provides a clear grade from A to E, as well as tips on what and how to improve.

Driver evaluation helps to:

- Identify drivers having the greatest potential for improvement
- Identify the most important parameters to improve
- Take appropriate action to the drivers performance in line with the company's goals

The drivers are compared in the Scania unique Performance Evaluation Model (PEM) and graded from A to E. To make the grading as accurate as possible we consider several different factors such as the specification of the vehicle and the type of operation the driver is performing. The service supports the company to identify drivers having the greatest need for improvement. This can be easily done in the ranking list which can be sorted from E to A or vice versa.

By actively working with the drivers that has the greatest potential for improvement you will get several benefits:

- Reduction in fuel consumption



Deep and fair comparison results in grading A, B, C, D and E. The service follows-up recommended changes in behavior in order to save fuel and reduce CO2 emissions.



The Drive Evaluation grades are visible in Fleet Management Portal and in the mobile app. It also shows tips on how to improve these grades.

- The reduced fuel consumption automatically lead to reduced environmental impact due to lower CO2 emissions
- More conscious driving reduces wear and tear on the vehicle and decrease risk for accidents
- This lead to less time in the workshop and has a positive effect on productivity
- A less stressed driver with a safer driving behavior

The service is available as part of the Control Package and as standalone. Please contact your local dealer Service Manager for more information. ●

### Q&A with MAREK RUCINSKI

Q: How will Driver Evaluation service benefit the drivers and customers in the Middle East?



Marek Rucinski, Regional Services Director - Scania ME

A: The Driver Evaluation subscription offered by Scania Fleet Management System can bring several benefits to drivers and customers in the Middle East. Firstly, this service provides drivers with valuable insights into their driving performance, allowing them to identify areas for improvement.

The service subscription also fosters a culture of accountability and healthy competition among drivers. By monitoring and benchmarking individual performances, it encourages drivers to strive for excellence, resulting in improved efficiency and customer satisfaction. With highly skilled drivers, better maintained and utilised vehicles, and safer road traffic, we can reduce CO2 emissions – fulfilling Scania's commitment in delivering sustainable transport solutions.

» Mr. Fuad's logistics services company has been supporting the oil and gas industry since 1989, with 35 fleet and 90% of which is Scania.

# UPTIME IS KEY

Building a better business with Scania, as told by Fuad Nasser Salim Al Harthi — Founder and CEO of Gulf Leading Logistics Services LLC (GULLS) in Oman.



Mr. Fuad Al Harthi in discussion with Vineeth Krishnan, Sales Manager of SATA LLC, Scania's local distributor in Oman.

**S**cania's approach in solving customers' transport needs through tailored and complete solutions for their efficiency, profitability, and sustainability ambitions has what made Mr. Fuad a loyal customer.

Gulf Leading Logistics Services LLC (GULLS) was founded by Mr. Fuad in 1989, providing extensive range of equipment, parts/accessories and services for oil, gas and petrochemical industries. With its fleet of 35 heavy-duty trucks, the company provides expertise in logistics services in Tanzania, Kenya, and Oman.

"We use Scania in all our service applications in oil and gas industries in Oman. We bought our first Scania in 2015, which quickly grew to 30 within our fleet. We have all the PGR series as well as the new generation XT which increases fuel efficiency even further, up to 13%," says Mr. Fuad on growing his company with Scania.

### Better Solution, Better Uptime

Determining the solution best tailored to meet customer's needs is core practice for Scania, evident in delivering our solutions to GULLS through our local distributor, SATA LLC.

On how Scania fulfills his company's requirements, Mr. Fuad explains "When we need to order a truck, we always sit down with SATA LLC, as Scania's local partner in Oman. What we get from SATA LLC is not a dealer, but a business

**“ ...with Scania retarder and the latest XT, we get even more uptime which helps us in running more operations across all our services in Oman.”**

Fuad Al Harthi, Founder and CEO of Gulf Leading Logistics LLC

partner. Overall with Scania, we get quicker action and optimal solution to our needs.”

Together with our customer, we can provide a comprehensive solution that includes not only the optimal truck and body specification but also financing, connected services, vehicle repair and maintenance, as well as other equipment services.

Cooperation with our customer is key in delivering tailored solutions for optimal uptime. ●



GULLS' Scania truck at work in the field, providing integrated transport services for upstream and downstream oil and gas operations.



The army of Scania trucks at Gulf Leading Logistics Services LLC in Oman.



## REPRESENTING THE MIDDLE EAST AT THE WORLD'S CHAMPIONSHIP FOR PROFESSIONAL SERVICE

### Scania Middle East's Top Teams

Top Team is a global competition for professional service teams within the Scania service network. The best national teams compete in the national finals (Middle East), to qualify for the international regional finals (Asia & Africa), before they reach the Top Team World Finals.

It is well-known that our service teams are vital for Scania's success. Their dedication, knowledge, and efficiency give value to our customers, making sure that their vehicles are back on the road. The Scania Top Team competition is a way of highlighting this importance as well as celebrating our service personnel.



### MIDDLE EAST FINALS

The national finals was held last December, with Al Shirawi's Digital Developers of Dubai emerging as winners, and Bin Brook's Abu Dhabi Guardians as runners-up.



### AL SHIRAWI, DUBAI

Digital Developers of Dubai were the 2022-2023 national champions. Proudly represented by Balaji, Jaffar, Sameesh, Dipu, and Sridhar, with their team coach, Tamil.



### BIN BROOK, ABU DHABI

Abu Dhabi Guardians were the runners-up and also competed at the international regional finals. The team consists of Jiju, Rajesh, Vinod, Ajayan, Akhil, and their team coach, Atmajan.



### ASIA & AFRICA REGIONAL FINALS

Both Digital Developers of Dubai and Abu Dhabi Guardians represented the Middle East region at the Asian & African regional finals in Bangkok last February.





**7 X 27: 7 TRAININGS IN 27 DAYS FOR THE 1H OF 2023**

The Scania Academy is a continuous priority for Scania in the region. It supports our partners and customers through technical, commercial, and driver trainings which are essential towards skills development for all service teams.

For the first half of the year, Scania provided 7 technical training sessions on Fuel Level 3, Electrical Level 3, SDP Level 3, Brake Levels 3 & 4, and Engines Familiarization. The trainings were facilitated across the Middle East & African regions, on a total of 239 mandays.

**MY COMPASS**

Make "Learnability" a superpower! Search Scania's course catalogue and register for upcoming training sessions and online courses.

VISIT [HTTPS://SCANIA.CSOD.COM/](https://scania.csod.com/) FOR SCANIA MY COMPASS



**GUARANTEED SERVICE QUALITY WITH SCANIA DEALER OPERATING STANDARD (DOS) IN DUBAI & SHARJAH**

Scania presented the new DOS certification plaques to Al Shirawi's Dubai workshop and Sharjah parts outlet, with validity until December 2024.

The Scania Dealer Operating Standard (DOS) is a Scania Code of Practice and a strict audit performed regularly in each market in order to ensure that Scania's franchise standards are correctly implemented and maintained within the authorised network of dealers and workshops.

**AL KHOBAR, SAUDI ARABIA**

GCC Olayan received its renewed Dealer Operating Standard plaque for its Al Khobar service center. It is a multi-branded service repair & maintenance workshop and serves as the office headquarters as well as its Central Parts (CPD) warehouse.

» The Scania Power generation engine DW6 13-litre inline engine. Complies with: EU Stage V Korean Tier V China Stage IV



### RELIABLE AND EFFICIENT POWER

Wherever there are substantial demands on reliability, efficiency, and environmental consideration, a Scania engine is just what you need.

Scania has manufactured engines for more than a century. Today we produce around 100,000 engines a year for trucks and buses, as well as for marine, industrial and power generation applications. Our experience and competence form the base of our state-of-the-art engine range, combining excellent performance and low total cost of ownership.

With outstanding parts availability and close to 2,000 dealers worldwide, assistance is always close at hand. We maximise your uptime so that you can focus on what matters – your operation.

# TO LEAD AND TO SERVE

[ Featured: Ibrahim Abudayeh — Senior General Manager, GCC Olayan ]

Ibrahim obtained his mechanical engineering degree from Michigan State University USA, with MBA from Leicester University UK. He worked for United Technology Carrier, Ford Motors, and Caterpillar in the USA before heading to the Gulf. He led Caterpillar’s distributor in Saudi as franchise manager and later worked for Al Futtaim Auto Saudi as managing director for seven years.



“ ..to serve the people and make a real difference in the society.”

Ibrahim Abudayeh, Senior General Manager of GCC Olayan

**T**oday, since 2017, Ibrahim is leading GCC & GTE Olayan as its Senior General Manager, handling more than one market and various industrial brands, with Scania being the main player in the DNA offered by the organization for the past 40 years.

Let us get to know his leadership beyond the corporate walls, and learn about the human being that is — Ibrahim Abudayeh.

## 5 QUESTIONS

**1. What did you want to become when you were a kid? And why?**

“I wanted to be a politician or diplomat, to serve the people and make a real difference in the society.”

**2. How do you deal with pressure in your role as a leader?**

“I simply relax. I take a step back to enable me to logically and quantitatively evaluate and manage pressure properly.”

**3. Who inspires you the most in life or career?**

“Nelson Mandela, who strived under tremendous pressure to buckle yet he managed to suc-

ceed with his objective and bring a real change for his people and country, then became the president of his country after being a fugitive in prisoner.”

**4. Which superhero do you relate to the most?**

“Batman... for what he does in changing the community to the better and leave his positive impact on people’s lives.”

**5. If you could live anywhere, where would it be? And why?**

“Just anywhere with a warm climate and safe living area, for ease of daily activities and life.”



» L-R: Venkat (service manager), Agostinho (driver trainer), Santosh (technician), Joseph (technician), Anni, Berit (marketing), and Mario.

**FROM BERLIN TO MUSCAT**

[Text: Berit Goeldner, SATA LLC]

Anni and Mario, two well experienced adventure-travelers, recently found their way into SATA LLC's workshop to get their 1992 model Scania camper truck serviced and checked. The service team rectified some minor issues with the cab tilt, coolant tank, and the brakes, and the two were ready to continue their trip in no time. Fully equipped with AC, kitchen, and bathroom, this 3-series P113 HK4X4L320 46Z conquered the highest peaks in Oman from north to south, mostly off-road. The trip started 3 months ago in Berlin, and they will be back in November to continue their journey to Saudi Arabia, and beyond.



**SIX STARS RATING AWARDED TO ARACO AT THE SAFETY PERFORMANCE AUDIT**

[Text: Emmielou Buque, Arabian Agencies Co.]

Arabian Agencies Company received an exciting achievement, a token of appreciation for the outstanding contributions to the "Contractor Seven Star Program" of Qatar's Oil and Gas government sector. The awarding took place at the client's office in Mesaieed Industrial City, in February 2023.

"This award is noteworthy as it signifies the company's commitment to safety towards the workers and of the environment", Mr. Anas Abu Saadah said, General Manager of ARACO.

This recognition truly signifies that ARACO lived its mission of offering world-class and standardized working methods for various services, and repair jobs. ARACO being Scania DOS certified, offers unwavering support to its client with utmost dedication coupled with reliable products and services. Receiving such an award is an emblem that Arabian Agencies Company's commitment to offering quality services yields a high level of satisfaction to the clients.

ARACO renders repair and maintenance to 36 units of Scania Fire Trucks in Qatar's Oil and Gas government sector for almost 10 years. The fire trucks are operating in different locations across Qatar, and ARACO's service team ensures regular maintenance to secure uptime and optimum performance.

Focusing on how to improve the services offered to its clients, ARACO also aims to deliver safe, quality, and aftersales support to provide the right product, and complete solutions when it comes to aftermarket support.

» L-R: Nazir Hussain (Senior Heavy Vehicle Driver & Fleet Supervisor, Cosmo), Mohammad Mudassar (Group Finance Manager, Cosmo), Sheikh Fareed (Operations & Recycling Manager, Cosmo) and Ayman Hafez (General Manager, Bin Brook Motors & Equipment LLC)

## COSMO FOR EFFICIENT AND SUSTAINABLE WASTE MANAGEMENT

[Texts: April Villafuerte, Bin Brook Motors & Equipment LLC]

Waste management is a crucial part of modern society, and it's one that requires serious attention. Waste management companies need to have a reliable fleet of trucks that can handle the volume of waste they collect while also being efficient and sustainable. Scania trucks are designed specifically for waste management and are built with efficiency and sustainability in mind.

"When it comes to waste management, the right equipment is crucial. As a waste management company, we have been using Scania trucks for several years now and we are extremely satisfied with their performance. These trucks are not only efficient but also sustainable, which is a key factor in our line of work." Shares Mr. Sheikh Fareed, Operations & Recycling Manager of Cosmo Waste Transport.

"One of the things we admired about Scania trucks is their fuel efficiency. We have seen a significant reduction in our fuel costs since we started using these trucks. This is because Scania trucks are designed to be aerodynamic, which reduces wind resistance and therefore fuel consumption. The trucks also have an advanced engine management system and improved

optics that optimizes fuel consumption.

In addition to being fuel-efficient, Scania trucks are also very reliable. We have had very few breakdowns or mechanical issues with our fleet of Scania trucks, which means less downtime and more productivity. This is essential in our line of work where time is of the essence.

Finally, Scania trucks are also very sustainable. They are designed with the environment in mind and have low emissions levels. This is important to us as a waste management company because we are committed to reducing our carbon footprint and being as environmentally friendly as possible.

Overall, we highly recommend Scania trucks for waste management. They are efficient, reliable, and sustainable, which are all important factors in our line of work."

Cosmo is the Abu Dhabi waste management service provider of integrated waste management and environmental solutions across the United Arab Emirates since 2015.



» L-R: Salem Hraiz Bakhit Suhail Alrashdi (CEO, Bin Horaiz Holding Group) and Mahmoud Anshasi (Sales Executive, Bin Brook Motors & Equipment LLC)

## AL ADRAJ TRANSPORT ON CHOOSING A RELIABLE BUSINESS PARTNER

[Texts: April Villafuerte, Bin Brook Motors & Equipment LLC]

The transportation industry is a key component of the UAE economy, and its importance is only growing as the country continues to develop rapidly.

Bin Horaiz Holding Group was a key and active partner in influencing the local economy with various activities including in the transport and contracting sector, and was keen to choose the most suitable elements to start such projects.

Al Adraj Transport & Contracting Company, a subsidiary of Bin Horaiz Holding Group is a leading player in this industry, providing essential services to businesses and individuals in Al Ain. One of the keys to their success is the use of Scania trucks, which offer a range of benefits over other trucks in terms of performance, fuel efficiency, and reliability. Al Adraj Transport & Contracting Company has chosen to use Scania trucks, and this decision has helped them improve their operations and better serve their customers.

"Scania trucks are known for their superior quality and performance in the transportation industry

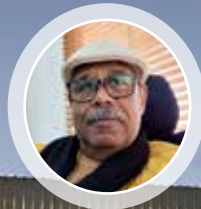
and the Scania G500 A6x4 Prime Movers are really designed and manufactured to meet the toughest demands of the industry. It is equipped with advanced technology that enhances safety and fuel efficiency.

Here in Al Adraj Transport & Contracting Company, we value safety as a top priority and understands that investing in high-tech trucks is a critical aspect of ensuring the safety of our drivers and cargo. With these advanced features such as lane departure warning systems, adaptive cruise control, and emergency braking systems, makes the Scania trucks some of the safest vehicles on the road.

In addition, Bin Brook Motors & Equipment LLC's after-sales service ensures that our trucks are always in top condition, reducing downtime, and improving the reliability of our fleet." Shares Mr. Salem Hraiz Bakhit Suhail Alrashdi, CEO of Bin Horaiz Holding Group.

“Our experience with Scania is one best example for other companies, knowing that our first fleet since 2009 is still operating daily, is a source of pride.”

Engineer Mohamed Baha El-Din Abdel Razig  
Eastern & Western Regional Manager  
BINA ReadyMix



### ‘ONLY SCANIA’ FOR BINA READYMIX

BINA ReadyMix is a subsidiary of Bina Holding and is one of the leading producers and providers of ready-mix concrete in the Kingdom of Saudi Arabia. It is one of Scania's loyal customers in the region, with over 60 Scania trucks in its fleet, and only Scania.

“Since the establishment of the company, we did not have any other brand other than a Scania, we believe in the performance of Scania since the establishment. GCC Olayan provides us good and great service with very helpful staff who always have solutions to the simple problems we face,” says Engineer Mohamed Razig, Regional Manager of BINA ReadyMix.



L-R: Rohit Singh (Senior Manager Procurement-Tristar), Syed Ahabab (Sales Manager-ASE), Eugene Mayne (Tristar Group Founder & CEO), Samir Salamoun (Director Sales Commercial Vehicles-ASE), Shivananda Baikady (General Manager-Tristar Group), Sujith Ravel (Workshop Manager-Tristar Group)



### 200+ SCANIA TRUCKS FOR TRISTAR AND STILL COUNTING

Tristar is a fully integrated energy logistics solutions provider, for the oil and gas industry and operating in 29 countries across Middle East, Africa, Asia, the Pacific, the Americas, and Europe. Since the Group's inception in 1998, they have continued their trust and confidence with Scania, collecting over 200+ Scania trucks in their fleet. The count continues with the company's recent purchase of 30 Scania G500 XT (Extra Tough) trucks for heavy applications, delivered by Scania's locally renowned distributor — Al Shirawi Enterprises.

Talking to Al Shirawi's Sales Director for Commercial Vehicles, Mr. Samir Salamoun, on what makes Scania the preferred choice of Tristar, he comments “The efficiency and reliability of Scania's trucks have significant positive impact on customer satisfaction and loyalty. With optimal and more secure transportation, they were able to deliver goods efficiently, meeting and exceeding their customers' expectations. This has resulted to a long-term relationship based on enhanced customer loyalty and positive feedback, further strengthening our reputation in the industry.”

[ QUICK FACTS ]

**42%**

**Scania's Interim Report Q1 2023**

Strong performance despite continuing macroeconomic and geopolitical uncertainty. Transport activity remained high in general, as did demand.

Scania's net sales grew by 42 percent to SEK 45.8 billion (32.2).

Vehicle deliveries increased by 36 percent to 22,626.

Deliveries of Zero Emission Vehicles (ZEV) increased by over 300 percent from low levels to 74 (24).

**Annual Sustainability Report 2022**

Scania's Annual and Sustainability Report for 2022 reflects how the company has managed the challenges and disruptions resulting from the unstable macroeconomic and geopolitical situation, while strengthening the efforts to drive the shift towards a sustainable transport system.



The year has been characterised by a high degree of uncertainty due to the unstable macroeconomic and geopolitical situation. However, demand for Scania's products and services was strong and we effectively managed through 2022.

 [Read the full report at scania.com](https://www.scania.com)



**Soft Skills Training**

Scania led a training for its partners and business unit personnel, to develop and enhance their interpersonal skills and communication abilities – to serve our customers better and more efficiently.

The training was developed and facilitated by Piers Jacob Ltd., and was attended by our colleagues from Dubai, Abu Dhabi, Saudi Arabia, Oman, Jordan, and Kazakhstan or Scania Central Asia.

**New Regional CFO**

Laurentiu Tomescu, the current Project Manager for Scania Financial Services in the region, will also be assigned as Scania Middle East's Chief Financial Officer from 1st of July.

Patrik Löfgren make the seamless handover and will take up a new position within Scania Credit Group in Sweden as of July 1st, 2023 as Deputy Managing Director.

This new structure aims to streamline the operations between Commercial Operations and Financial Services in the region.





**Swedish National Day**

6th of June marks two important anniversaries in Swedish history: the coronation of King Gustav Vasa, who liberated Sweden from the Kalmar Union in 1523 and the signing of the constitution in 1809. And the year 2023 marks the jubilee year of the King's coronation, hence we have had some extra celebrations here at Scania Middle East!

In further commemoration, Scania Middle East sponsored the Swedish Embassy in the UAE on its National Day celebrations with branded gifts for its 350 guests. It also welcomed the gestures of music and treats from the Swedish Business Council at its regional headquarters.



**SCANIA DOUBLE WINNER AT 2023 TRUCK & FLEET AWARDS**

At the Truck and Fleet Awards, 1 February 2023 for the Middle East markets – where some of the biggest names in the commercial vehicles and fleet sector were honoured – Scania was nominated in two categories and ended up winning both.

"It was a great honour to receive both awards, however I am particularly honoured and happy about Scania XT receiving the Heavy Duty Truck of the Year award. It is a recognition for us that the XT range is right for our region and that our persistent efforts to introduce the Scania XT in more applications is paying off," says Hans Wising, Sales Director at Scania Middle East. "We have

seen a growing market share with the XT range but receiving this award is also a sign of appreciation from our customers, which makes me very happy and proud."

Close to 10,000 votes were received by the time the voting was closed. The 21 categories included the prestigious Overall Truck of the Year Award – won by the Scania Super – and the Heavy Duty Truck of the Year Award – won by Scania XT.

The nominees were assessed by a team of industry expert judges, and the shortlisted companies represent important players from across the GCC.

**12 YEARS WITH SCANIA**

Scania Middle East celebrates Harvinder Singh (Global Technical Support Engineer) and Rahman Saifur (Office & HSE Support) for their 12 years of continued service and loyalty. As a token of immense appreciation, they were awarded

the Scania 'Pin of Honor' – a recognition especially reserved for remarkably committed employees such as these two gentlemen.



L-R: Harvinder & Rahman >>

# Not Just Another Insurance

To help customers minimize financial loss and get back on the road faster, Scania has appointed Marsh as its insurance broker to develop a bespoke insurance solution for Scania customers, further providing them with peace of mind.

**A**s a globally trusted finance and insurance partner, Scania Financial Services is dedicated to provide tailored solutions that help build and protect a customer's business operation. Whether they are financing an expansion, renewing their fleet or want to protect their total investment, Scania Financial Services have the solution that the customers need – both now and down the road.

Scania Financial Services provides flexible financing and insurance solutions that will give customers predictable costs and manageable risks – over the entire life cycle of their vehicles.

The financial services package work a good deal differently from traditional bankers and insurers, because it understands customers' businesses and how they use their vehicles. This lets Scania Financial Services tailor solutions to a customer's business and its credit and insurance needs – both now and in the long term.

## Insured & Secured Uptime

With Scania's insurance services, customers can minimise financial loss and get back on the road faster, with minimum fuss and paperwork – providing peace of mind in the process.

Providing cover for any physical da-

mage that might happen to the vehicle is made easy. The entire Scania organisation – from Scania Parts, Scania Assistance and claims support service, to Scania local dealer workshops and insurance specialists – all stands ready to get the customer's vehicle repaired and back on the road as soon as possible.

Scania's insurance on loss prevention services help customers prevent accidents in the first place.

## Insurance Benefits at a Glance

- Tailored protection for casualty, theft, and all other physical damage
- Solutions fit to cover exactly what your business needs – no more, no less
- Faster claims handling and smoother repair approvals, cut paperwork and prevent delays
- Driver-oriented products and services help prevent accidents

Scania Financial Services operates globally and works locally in the Middle East and Central Asia. Working close to customers means ensuring a high service level, quick response times and tailored solutions. For the region, Scania has appointed Marsh as its insurance solutions broker. From its launch early this year, 17 insurance policies have already been issued for three customers. ●



“They were highly reliable and we were treated on priority.”



**Ali Akbar**  
Logistics Officer, Petrozo Energy

“We laid the foundation stone of our surface logistics with Scania and happy to consider them as our first choice. They are highly reliable and we were treated on priority. So I am highly recommending to go for Scania and their Financial Services.”



Local dealer in Abu Dhabi, Bin Brook Motors & Equipment LLC, has sold 16 units of Scania vehicles under financing in the first half of the year. Two of which have insurance policies.

## Dealer Partnerships

Scania Financial Services harness partnership with its local dealers in the region to ensure customers are well aware of the benefits they can enjoy when they choose to buy a Scania.

“Scania Financial Services offerings are always attractive to our customers, with more than 60% going for it. The customization of the offer is always important, as we believe that no two businesses are the same. Now, we have bridged the lean gap by introducing vehicle insurance to our customers. With this addition, we assume full responsibility for delivering vehicles that are road-ready, alleviating strain on our customers and providing them with peace of mind. Our offering includes comprehensive coverage, agency repairs, and ensuring durability of delivered vehicle remains a top priority.”

- Mansur Ali, Sales Manager, Bin Brook Motors & Equipment LLC

## PETROZO ENERGY

The Dubai-based oil and gas player has recently added three (3) new Scania G440 A6x4 NZ to their fleet. Scania Financial Services is fully financing these new trucks for four years including its insurance coverage, through the local distributor – Al Shirawi Enterprises LLC.

Petrozo Energy had grown into a global powerhouses with a wide range of products including fuel oil, petrochemical, bitumen, and naphtha. For bitumen, they handle more than 200,000MT per year – serving international markets including Africa, Middle East, Indian Subcontinent, Australia, China, Indonesia, Malaysia and Vietnam.

“Three Scania G440 A6x4 trucks were delivered to Petrozo Energy, all with Scania financing & insurance coverages.”











## NEW DELIVERIES

Send in your new truck, bus, or engine deliveries and get featured at our next 'New Deliveries' issue to [laurice.mendoza@scania.com](mailto:laurice.mendoza@scania.com)

### Scania Solution Advantages

Buying a Scania has loads of benefits from our extensive products & services solutions!

-  Finance
-  Insurance
-  Service Contracts
-  Connected Services
-  Alternative Fuels
-  TOE
-  Fuel Efficiency
-  Uptime

### Bahrain National Gas Co. (BANAGAS) Kingdom of Bahrain



Industrial firefighter truck via a Scania P 360 B4x2NZ, delivered by NETTS.



### Sheikh Fahad Al Shurei Kingdom of Saudi Arabia



Ten (10) units of Scania P 410 A6X4 HZ, delivered by GCC Olayan.



### Tristar Group Dubai, UAE



30 Scania G500 XT units, delivered by Al Shirawi Enterprises.



### Crystal Projects General Contracting LLC Abu Dhabi, UAE



Five (5) Scania G500 A6X4 units with 48 cbm hardox tipper semi-trailer, delivered by Bin Brook Motors and Equipment LLC.



### Al Geemi Contracting Co. LLC Abu Dhabi, UAE



Two (2) Scania G 500 A6X4 units, delivered by Bin Brook Motors and Equipment LLC.



### Al Faris International Heavy Equipment Rental LLC Abu Dhabi, UAE



Two (2) Scania G 500 A6X4 with 6,600 IG vacuum tank semi-trailer, delivered by Bin Brook Motors and Equipment LLC.



MORE DELIVERIES →



**National Feed & Flour Production LLC**  
Abu Dhabi, UAE



Scania G 440 A4X2 delivered by Bin Brook Motors and Equipment LLC.



**Baniyas Spike Trading Co. LLC**  
Abu Dhabi, UAE



Scania G 500 A6X4 delivered by Bin Brook Motors and Equipment LLC.



**Petrozo Energy**  
Dubai, UAE



Three (3) Scania G440 A6x4 NZ, delivered by Al Shirawi Enterprises.



**Barzman National LLC**  
Oman



Two (2) Scania P410 A4X2 NA with 5 years Extr@ contract, delivered by SATA LLC.



**Nael & Bin Halmar Hydroexport LLC**  
Abu Dhabi, UAE



Five (5) Scania G 500 A6X4 units, delivered by Bin Brook Motors and Equipment LLC.



**Cosmo Waste Transport**  
Abu Dhabi, UAE



Scania P 380 B6X4 with 25 cbm compactor and two (2) P 380 B6X4 with double skip loader, delivered by Bin Brook Motors and Equipment LLC.



**Detonator Blasting and Contracting Co. LLC**  
Oman



Four (4) Scania R 560 B8X4 HZ heavy tippers, delivered by SATA LLC.



**New Mix Ready Industry LLC**  
Abu Dhabi, UAE



Scania G 440 B8X4 with CIFA K55L concrete pump, delivered by Bin Brook Motors and Equipment LLC.



# SERVICE NETWORK



With Scania, you don't just get 28 service centre locations with highly trained and skilled Technicians, you enjoy the benefits of specialized services strategically located around the Middle East region. Contact your local service centre now to discuss the many options we have for optimising uptime and safety.

DUBAI, UAE	
Dubai	800 SCANIA (722642)
Sharjah	+971 6 542 9881
Ras Al Khaimah	+971 7 2239069

ABU DHABI, UAE	
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Al Ain	+971 3 721 3777
Musaffah	+971 2 621 9370

OMAN	
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Sohar	+968 26645532

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KUWAIT	
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BAHRAIN	
Riffa	+973 1777 9919

JORDAN	
Amman	+962 6 4295050

PAKISTAN	
Lahore	+924235330091

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Al Khobar	+966 13 882 0888
Riyadh	+966 11 233 3111
Jeddah	+966 12 693 1525
Abha	+966 17 227 6661
Jubail	+966 13 363 7776
Qassim	+966 16 381 5915
Dammam	+966 13 835 2023
Hail	+966 16 543 2148
Wadi Al Dawaser	+966 11 784 5503

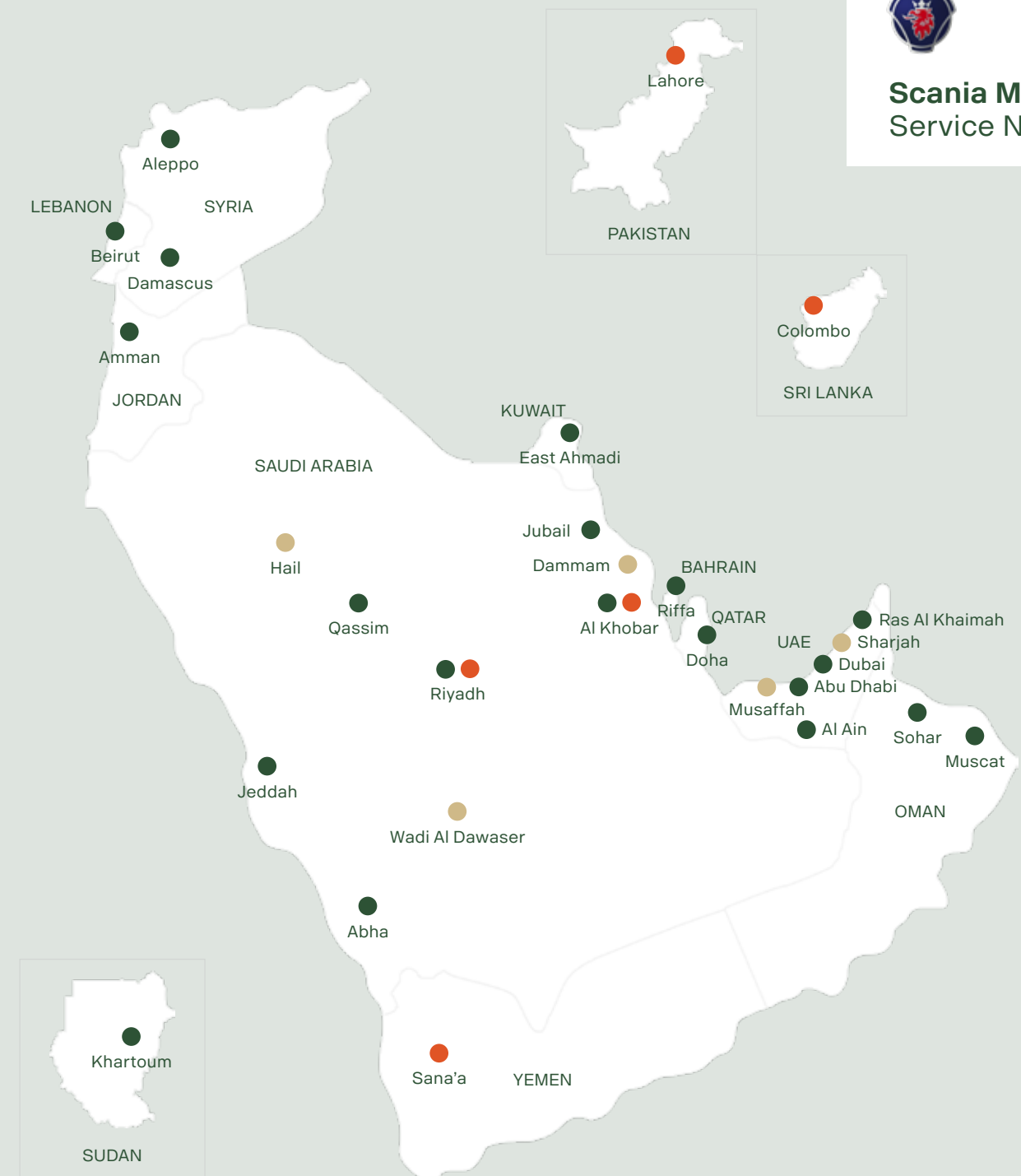
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Damascus	+963 944 211776

SUDAN	
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YEMEN	
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SRI LANKA	
Colombo	+94 (0) 112678930



**Scania Middle East Service Network**

LEARN MORE ABOUT SCANIA'S COMPLETE SOLUTIONS AT [SCANIA.COM/AE](https://www.scania.com/ae)



SERVICE WORKSHOP



PARTS OUTLET



POWER SOLUTIONS SERVICES



**DESIGNED TO DELIVER.  
BUILT TO LAST.**



**SCANIA**