

Scania India rolls out new tipper for mining operations

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Scania CV India has taken to a new solutions-based approach for its commercial vehicle segment, which the company claims will ensure a lower cost of ownership for its customers.

Launching the new U-BODY tipper designed to increase the productivity in the country's mining sector, the Swedish company, a leading manufacturer of commercial vehicles and engines, has said the new tipper is designed to suit Indian conditions that brings down the total operating economy.

The launch of the new CV for coal, iron ore and other mining activities is part of Scania India's commitment to building innovative and sustainable solutions, it said.

Scania tippers come with an option of choosing fleet management services that enables the customer to remain in control of the fleet's performance by providing information such as fuel consumption, tipper idling time, driving behaviour and tippers' positions.

When leveraged in conjunction with Scania's driver coaching programme, the FMS ensures maximum productivity and profitability for the customer, the company said.

The body design and wear-resistant steel increases the payload-carrying capacity by up to 5 per cent while redu-



Scania Commercial Vehicles India's U-BODY tipper

cing fuel consumption by almost 5 per cent due to low self-weight of the tipper body.

New service offering

Hanna Johansson, Director, Business Support, Scania Commercial Vehicles India, told *BusinessLine*: "Besides being a manufacturer of heavy trucks and buses, Scania is increasingly developing new ways of delivering value based on a full service offering that delivers lifecycle profitability. Our solutions approach will add value to customers and bring down total cost of ownership."

Raghavan Srinivasa, Director, Sales (Trucks) at Scania India, said: "Scania leverages innovative thinking, develops partnerships and works extensively within the logistics flow to capture efficiencies and secure customer profitability."

The mining sector had passed through tough times but if the indications of Coal

India is anything to go by, the demand is likely to go up to one billion tonnes by 2020, up from 550 million tonnes. This offers immense scope in the sector both for overburden removal and transport, he said.

Next phase of growth

The 126-year-old Swedish company is looking at the next phase of growth in India across buses, trucks and CVs.

Scania has been serving mining and construction segments since 2007 through its partnership with Larsen & Toubro. It has two manufacturing facilities in India for trucks and buses with a production capacity of 2,500 trucks and 1,000 buses.

Scania has also partnered with Nagpur Municipality to offer ethanol powered vehicles. The company sees itself as a partner to the government's ambition of building sustainable urban mobility solutions for Smart Cities.