

## **The Vikings return ...**

What came out of Scandinavia and became known far and wide? The Vikings spring to mind. But Scania, the Swedish automotive concern has made it a lot further than its well-travelled forbears. Scania products can be seen on US-highways, German "Autobahns" and African desert roads, in the orient or in South America. Scania's busses and trucks are everywhere.



Scania is not just one of the largest commercial enterprises in Sweden. With over 22,000 employees worldwide, more than 100 foreign subsidiaries and annual sales of SEK 32 billion plus, the group, founded in 1891, is also internationally one of the largest in the automotive branch.

## **The third largest bus maker**

A Scania truck or other heavy vehicle leaves one of the production facilities in Sweden, Denmark, the Netherlands, France, Argentine or Brazil every three minutes. Scania is the world's third largest bus maker and fourth largest truck manufacturer. The 400,000 Scania vehicles that are underway around the globe today correspond quite closely to production over the last decade and to approximately half of the vehicles that Scania has ever built. This is an indication of the rapid expansion the concern has gone through in this relatively short period.

## **Precision makes for success**

The key to Scania's success is 'modular construction'. This is a production system that allows vehicles to be customised to meet requirements. As well as standard versions, Scania can produce specialised vehicles such as fire engines, transit busses for airports, etc. The specification and quality of the products are the same everywhere. It is possible, for example, for a truck produced in the Netherlands to be fitted with an engine from Sweden, a chassis from Latin America and a crane from France. .

## **Worldwide market presence**

Around 70 percent of the heavy vehicles are sold in Europe. The largest outlets are the UK, France and Germany, followed by the Netherlands and Italy. At the present time, Scania is increasing its market activities in Eastern Europe. Another important outlet, with sales of 15 percent of the total, is South America. Almost half of all the busses produced are sold there. Traditionally, Brazil is one of the largest Latin American recipients. Scania has further market shares in Asia, Australia and New Zealand.



"We are very happy that KAESER has solved the problem of space in the air installation" said Harro Hinrichsen. (Foto: Scania).

400,000 Scania-trucks and busses are rolling along the world's roads (photo: Scania).

### **New demands on compressed air**

Compressed air is an important carrier of energy for a modern automotive manufacturer such as Scania, used mainly for assembly work and conveying. In 1989 it was decided to revise and refurbish the air installation in the main works at Sodertalje. The decisive factors were environmental and economical aspects. The existing compressors had started to age and furthermore, the environmental movements in Sweden and of course, the economists in the company were demanding significant energy savings

### **Modernization with KAESER**

In the search for a competent partner for the modernization of the air centre, Scania decided on KAESER KOMPRESSOREN. What was needed was not just efficient and reliable components but corresponding system know-how as well. Their search resulted in three screw compressors from KAESER being installed: two GS 650 packages and an FS 440 with FAD's of 60 and 40 m<sup>3</sup>/min respectively. Included in the installation are three refrigeration dryers and an energy-efficient VESIS master controller. KAESER compressors are also working in the Scania workshops in Lulea, Katrineholm, Oskarshamm and Sibbhult and in the French facility in Anger.

### **Scania supplies SAAB with air**

"The basic air demand for all of vehicle production at the Sodertalje works is 260 m<sup>3</sup>/min and KAESER supplies 160 m<sup>3</sup>/min of this demand", explained Plant Maintenance Manager Erik Johansson. "But we don't just supply Scania. We also supply all the air needed for production in the neighbouring SAAB works", added Scania Maintenance Technician Harro Hinrichsen. That means that the compressed air is transported through a five-kilometre pipe that runs, for the most part, in the open air. "When you realise that the outside temperature can fall to -25 °C or lower then it is an absolute must that the air dryers function reliably".

### **The right decision**

The experience gained with the new air centre has proven to the two Scania experts that the investment was the right one. "The products have met all our expectations", is their unanimous opinion. "And we are very pleased that KAESER has managed to install such a large air centre on such a small floor space without it appearing cramped".

### **Short CV of SCANIA**

Founded: 1891  
head office: Sodertalje/Sweden

employees:	over 22,000 in more than 100 countries.
Production to date:	more than 750,000 heavy goods vehicle and busses
other business areas:	industrial and ships engines