



# **National Coach Connections Summit**

**MOVING PEOPLE \* Long Distance \* Charter \* Express**

**Coach design, comfort, technology and  
travellers**  
***the next generation of coach***

***Julian Gurney, National Bus Manager – Scania Australia***

**The Future for Long Distance, Charter and Express**





**JULIAN GURNEY**  
**NATIONAL SALES MANAGER BUS & COACH**

# **BIC COACH CONNECTIONS SUMMIT 2017**

**SCANIA**





**Scania is a world leading provider of transport solutions. Together with our partners and customers we are driving the shift towards a sustainable transport system.**





# Our core values

Customer first



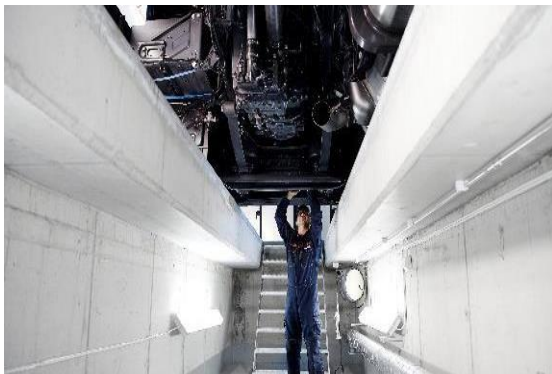
Respect for the individual



Elimination of waste



Determination



Team spirit



Integrity





# Buses and Coaches

- City/Surburban
- Intercity/Coach
- Bus systems by Scania
- Active Safety Systems

City/Surburban



Intercity/Coach



Bus systems by Scania



V/Line & Country Link







# Our Body Building Partners

Scania Higer



Irizar



Coach Concepts



Coach Design



Express Bus & Coach Builders



Volgren



Bustech



Gemilang



Custom



# Enhancing the Customer Experience



## Comfort!







## Double Decker Coaches





# Sleeper Coaches





# Enhancing the Customer Experience! **SAFETY**

- The Scania Touring HD fulfils the EU Directive 2001/85/EC (including "R66:02 roll-over directive")
- ABS- Advanced brake System
- EBS- Electronic Brake System
- TC- Traction Control
- ESP- Electronic stability programme
- AEB- Advanced emergency brake
- LDW- Lane departure warning







# FUTURE SAFETY SYSTEMS

**Imagine a vehicle that can't crash and that works in sync with other vehicles to adjust**





# Enhancing Operator Services Profitability!

- Scania Maintenance with Flexible Plans
- Driver services
- Finance and insurance
- Fleet management

Workshop services



Scania Assistance



Driver services



Finance and insurance



Fleet management







# The world of Scania

- Regional Product Centres
- Production units
- Research and Development
- Sales and services

## Production units

1891 Sweden  
1957 Brazil  
1964 Netherlands  
1976 Argentina  
1992 France  
1993 Poland  
2014 Finland  
2015 India

Sales and  
services  
network

1,000  
sales points

1,700  
workshops

More than 95%  
parts availability

Round-the-clock  
assistance

