



Norway Post chooses Scania as main supplier

Scania and Norway Post (Posten Norge AS) have signed a framework agreement under which Scania will supply all trucks with a gross weight exceeding 15 tonnes in a procurement covering three years, with the possibility of a one-year renewal. The agreement also includes repair and maintenance contracts. Deliveries will total about 200 trucks per year.

The deal is one of Scania's largest single deliveries of trucks in the Nordic countries. For Norsk Scania AS, Scania's Norwegian distributor, 200 vehicles are equivalent to more than 10 percent of the company's annual truck sales.

"The agreement with Norway Post is a prestigious contract for Scania's sales and service organisation in Norway and other Nordic countries. We will be supplying all their heavy trucks, which confirms Scania's advantage in terms of transport economy vehicles with high quality and environmental performance, as well as a comprehensive Nordic network of service workshops that live up to Norway Post's high uptime standards for their vehicles," says Erik Hansen, Managing Director of Norsk Scania AS.

The trucks will be operated by the transport companies in Norway Post's Logistics and Bring business area, which aside from postal distribution also performs express services and thermo logistics in the Nordic region, the Baltic countries and elsewhere in Europe.

"Our agreement with Norway Post is also a result of successful collaboration between Norsk Scania and Scania's corporate International Fleet Sales unit, which coordinates sales to international customers," Mr Hansen concludes.

The trucks will begin to be delivered late in the first half of 2009 and mainly include two- and three-axle box body and container trucks as well as three-axle tractor units. The trucks will be equipped with Scania's 9- or 13-litre engines, which will meet the coming EU emission standards (Euro 5) without exhaust aftertreatment, thanks to exhaust gas recirculation (EGR) technology.

Scania has operated in the Norwegian market for more than 60 years. Norsk Scania AS has about 850 employees, 40 facilities of its own and an additional 15 or so partly owned and independent service and contract workshops. During 2008 Scania continued to strengthen its leading position in the Norwegian heavy truck market. A total of more than 1,700 Scania truck registrations took place, which is equivalent to a market share of more than 37 percent.

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Scania is one of the world's leading manufacturers of trucks and buses for

heavy transport applications, and of industrial and marine engines. A growing proportion of the company's operations consists of products and services in the financial and service sectors, assuring Scania customers of cost-effective transport solutions and maximum uptime. Employing 35,000 people, Scania operates in about 100 countries. Research and development activities are concentrated in Sweden, while production takes place in Europe and South America, with facilities for global interchange of both components and complete vehicles. In 2008, invoiced sales totalled SEK 89 billion and net income amounted to SEK 8.9 billion.

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