



SCANIA

PRESS info

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Scania's sales in China multiplying – Zoomlion orders 435 more trucks

China's leading concrete pump manufacturer Zoomlion is continuing to choose Scania's trucks as a platform for its largest, most efficient mobile concrete pumps. In addition to the 375 trucks being delivered by April, the company has now ordered 435 more trucks that will be delivered before the end of June.

"The year has started very well. The deliveries to Zoomlion alone mean that our sales volume during the first quarter of 2012 is at about as high as during the full year 2011," says Peter Sjöblom, Managing Director of Scania's Chinese sales company.

The partnership between Scania and Zoomlion is advancing smoothly. Scania's truck chassis have been increasingly customised to facilitate and streamline Zoomlion's work of fitting the trucks with equipment, i.e. superstructures. In close customer-supplier cooperation, Scania's trucks have also been dimensioned to be able to carry and transport even longer concrete placing booms.

"Scania's strong position as a supplier of trucks to the premium segment for concrete pumps also represents a success for our entire organisation's cross-functional working method," says Mr Sjöblom.

Scania has delivered trucks to Zoomlion since 2008. The trucks are fitted with Scania's 6-cylinder 420-470 hp engines. The pumps are used in the construction of high-rise buildings and bridges, for example.

In order to ensure high uptime, Scania China has trained personnel at Zoomlion's own service workshops and has also established special teams of service technicians who can assist in the event of operational disruptions.

Zoomlion Heavy Industry Science and Technology Co. Ltd is China's leading manufacturer of machinery and equipment which is used, for example, in the construction of important national infrastructure. Research and development is also conducted in the group, as well as technology consulting services. Zoomlion was founded in 1992 and today has more than 30,000 employees. The Italian concrete pump manufacturer Cifa has been part of the group since 2008. Zoomlion is the world's largest concrete machinery manufacturer.

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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. Service-related products account for a growing proportion of the company's operations, assuring Scania customers of cost-effective transport solutions and maximum uptime. Scania also offers financial services. Employing some 37,500 people, the company 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 2011, net sales totalled SEK 87.7 billion and net income amounted to SEK 9.4 billion.

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