

Scania Mining's holistic approach

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Scania Mining will be at Bauma, encompassing Scania's entire offering with a focus – as always – on the profitability of customers and a smart mix of products and services.

Björn Winblad, Vice President, Scania Mining, explains, "We're showing the full width of Scania's range, with everything from robust tippers, service vehicles, tractor units, engines for industrial applications or for power generation and finally buses. All this together with a string of different services including pure consulting-services, all show our unrivalled strengths."

Transport accounts for more than a third of operational mining costs, and Scania has the solutions and optimisation knowledge required to bring about a positive change in customers' results."

- Scania Mining's portfolio contains a unequalled range of products and services
- Customer profitability, with the help of optimisation at every stage, is in focus
- Scania's offering represents a new era in terms of the mining industry's transport needs, with smart and holistic solutions that lead to increased productivity.

The mining business faces new and tough challenges with an even stronger focus on cost-efficient solutions and operational excellence.

"The future belongs to leaner and smarter operators," says Björn Winblad, Vice President, Scania Mining. "This means operators get the same job done, using less fuel, fewer parts, and with fewer problems. At the end of the day, it all comes down to total operating economy. That entails low total cost of ownership and high overall equipment effectiveness, as well as safety and sustainability. All these combine to ensure an operation's long-term success."

Scania's focus is on helping mining customers to improve productivity, lower costs, and better manage risks, leading to improved business results.

"We are totally dedicated to understanding each customer's business, and to adding value throughout," Winblad says. "We use real-time data and remote services in combination with our smart, modular products to achieve optimised operations. By plugging into each customer's production processes and improving them

by delivering a lower cost per tonne, we're able to introduce mining customers into an era of lower expenditure combined with sustainable profits."

Winblad concludes, "We have been applying our expertise to mining logistics for more than 20 years. Now, it's time to use all the operational information available to us electronically, and finally leave the dark ages behind."

Source: Scania Deutschland Österreich