

RELIABILITY ROLLS ON WITH SCANIA V8 TRUCKS

Agribusiness company Danish Agro prides itself on quality and service, and this is reflected in its long association with Scania.

Text: Mikael Friis **Photo:** Sune Tølløse

Danish Agro Stevns, Denmark

Delivering on time to its customers is crucial to the success of Danish Agro, one of Denmark's leading agribusiness companies.

"Reliability – this is why we operate almost 100 Scania V8 trucks in our fleet," says Keld Nielsen, Head of Business Operations. "We never

experience problems with a V8 truck's powertrain. This is crucial for us, given that our trucks deliver our products – feed, grain, fertiliser and all sorts of other items – to thousands of customers across Denmark."

Nielsen says the company's motto is "quality and service". "This applies to our products and also very much to the way we deliver to our customers," he says. "We rely heavily on our

trucks to deliver on time, and that's why Scania V8 trucks have been the backbone of our fleet for many, many years."

Danish Agro produces high-quality feed for meat and dairy farmers, but also supplies a range of other products from vitamins and machinery to fuel and heating oil. It even supplies work clothes and Wellington boots.

Planning and executing the hundreds of daily





DANISH AGRO relies on Scania V8s to deliver grain, fertiliser and other items to customers across Denmark.

→ deliveries for the company's fleet of 112 truck-trailer combinations is a major logistical challenge.

The company has 65 terminals in Denmark, supplied by 11 production sites. All must be supplied with raw materials at one end of the process and deliver ready-to-use products to customers at the other.

This year, the maximum legal gross train weight (GTW) in Denmark was raised to 56 tonnes (see page 21). Danish Agro always operates at maximum GTW and so will exclusively operate seven-axle combinations. For driving bulk products, three-axle rigids with four-axle

drawbar tank-tipper trailers and grain vacuum-blower units are the favoured choice. In addition, the company runs four-axle rigids with a rear-mounted crane and three-axle drawbar trailers for transport of cargo in big bags and pallets.

It also operates a smaller number of tractor-semitrailer combinations with differing superstructures.

For many years Danish Agro has worked closely with Scania to tailor truck-trailer combinations to suit the task. All units are covered by repair and maintenance contracts, including the superstructure, tyres and other equipment.

The trucks run 100,000 to 120,000 kilometres

a year and are replaced every eight to 10 years with at least 1 million kilometres on the odometer. Scania offers a buy-back guarantee, giving Danish Agro control of all operating costs.

This year, Danish Agro has placed orders for a minimum of 10 new Scania R 520 Euro 6 trucks with an option for more.

"Our drivers are our ambassadors," says Nielsen. "We want to give them job satisfaction and boost their professional pride. We do this by providing them with Scania V8s, which they are very satisfied with. So are we as a company, and we are looking forward to many years of continued cooperation with Scania." ●

Long history

Founded in 1901 as a small cooperative in Stevns, Danish Agro is owned by 12,000 members in Denmark and is a DKK 25 billion (EUR 3.4 billion) international group with operations in 14 countries and 3,500 employees. It is a leading supplier of grain, feed and fertiliser, transporting 7 million tonnes annually.

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