



A Customer Magazine from Volvo Bus Corporation #2 2007

ON THE MOVE

Volvo 9700
**Coach of the
Year 2008**





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6. Coach of the Year in Bavaria

"I wasn't surprised that the 9700 became 'Coach of the Year 2008,'" says Nico Schoenecker, CEO Autobus Oberbayern.



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Volvo 9700 named Coach of the Year

The news that the Volvo 9700 had been named Coach of the Year 2008 made me pleased and proud. It proves that we have succeeded in developing a coach that fulfills the rigorous demands placed by passengers, drivers and operators on a coach carrying the Volvo brand.

The Coach of the Year title is not something that you can expect to win, but it has been a clear ambition within the company, despite extremely tough competition.

The primary reason that we have succeeded in creating a coach of the highest class is the close cooperation with our customers, who have informed us of the demands they place on current and future buses. We have listened and developed our products to attract passengers and ensure low operating costs, that is, enhanced productivity for our customers.

Both the Volvo 9700 and Volvo 9900, are developed from a common platform with a modern design and comfort for passengers. The new driver environment in conjunction with new safety functions provides the driver with a safe and efficient workplace facilitating a good overview of the instrumentation. Through our SCR technology and an optimized driveline with I-shift, we have succeeded in achieving performance and fuel economy that is among the best in the industry. At the same time, we meet increasingly stringent environmental requirements by already being able to offer engines that comply with Euro V standards and EEV, and can be driven on alternative fuels.

The jury of Coach of the Year and I are convinced that the Volvo 9700 is a coach of the highest quality. Why not take a test drive and see for yourself!

Håkan Karlsson
President & CEO
Volvo Bus
Corporation



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Texts Simon Johansson, Photo Volvo

Volvo 9700 wins International Coach of the Year 2008 title

Volvo's 9700 coach has won the International Coach of the Year 2008 title after a jury of leading industry journalists thoroughly appraised the latest coach designs.

To enable the jury to reach its verdict in a fair and informed manner, a three-day test called the CoachEuroTest was staged in Switzerland. In deciding which coach to award the title, jurors took into consideration a variety of factors. They looked for innovation, comfort, performance, ease of driving, safety, style and a host of other factors that determine the appeal of a coach to its passengers, driver, operator and maintenance team. The contending coaches were a strong field, of which

the Volvo was judged to offer the best all round package.

It was particularly strong in terms of the experience provided for passengers. The sloping floor, with its theatre style seating layout, meant there was nothing to impair enjoyment of the scenery. The seats complete with three-point seatbelts, offered excellent comfort. 'It's a traveller's coach,' was one opinion.

Equally impressive was the driver's perspective. The jurors enjoyed driving

the Volvo 9700, their comments including: 'the second generation I-Shift gearbox is almost flawless,' 'synchronisation of the gearchange and the engine was exceptional,' and, 'a super vehicle to drive.'

Volvo has always been known for safety. The 9700 makes further advances in this direction with the introduction of the FUPS front underrun protection system as standard.

For the owner, the appeal comes in the quality of the build, the knowledge that passengers and driver are going to be happy and the confidence generated that this is a coach built to do a job professionally for a full life.



Thomas Arnhold, Director of operations and Nico Schoenecker, CEO for Autobus Oberbayern



Texts Simon Johansson, Photo Simon Johansson

Autobus Oberbayern

In addition to its ongoing transport contract with FC Bayern Munich, the company was also main carrier for the 2006 Football World Cup. But it is not all sport because the MTV Awards are on the work schedule for the Autumn this year. With 180 buses, Autobus Oberbayern is one of Germany's leading travel companys.

When 'On The Move' had lunch with the management of the transport company in Munich one late summer's day the weather was changeable to put it mildly. While the restaurant served Wiener Schnitzel the skies served up rain showers, radiant sunshine and then rain again. Nothing wrong with that, changeable weather is certainly refreshing, but a good business climate is something completely different, suggests the company's CEO Nico Schoenecker. It must be stable.

"We are seeking a partnership that lasts for a long time, 20-30 years", he points out. "A strong and stable partner is equally as important as a good product. We found that combination in Volvo."

Coach of the Year

Nico Schoenecker tells of how they became very interested when the new Volvo 9700 was launched last year. The model suits the transport company and its customers, and it ordered a coach that was delivered in January this year.

"We were looking for a complete and ready coach. Not a bus that has to be built from a chassis and then other equipment as in certain other markets", he says.

"I wasn't surprised that the 9700 became 'Coach of the Year 2008'. It is a coach that combines Volvo's safety, flexibility and quality thinking."

On the question of what is best

about the 9700, Nico Schoenecker first replies "the coach in its entirety", but after thinking for a moment he mentioned the gearbox.

"I-Shift is the best gearbox on the market. It is friendly to drive and it saves fuel. Our drivers appreciate it a lot."

Safety and service

Besides Autobus Oberbayern being main carrier for FC Bayern Munich, buses are hired out for different events (such as the MTV Awards for example) as well as operating local services in Munich. Every day, the company has as many as 180 buses out on the roads in Europe. Thomas Arnhold is Director of Operations at the company and is responsible for the operating and maintenance of the vehicle fleet. "Safety is most important", he emphasises, and then remarks realistically "of course we must be able to sleep well at night."

"Most important is the safety of the passengers and the driver. If anything should happen then there is a great risk



FACTS/Volvo 9700

During 2006 the Volvo 9700 and Volvo 9900 were launched with a new, modern exterior design.

Engine. The engine in the new Volvo 9700 is a fuel-efficient, six-cylinder diesel engine, DH12E. It is an electronically controlled twelve-litre engine with four-valve technology, overhead camshaft and separate unit injector for each cylinder.

Gearbox. The Volvo 9700 is available with four gearbox options but the most popular is the I-Shift. This gearchanging system combines the robustness and operational reliability of the manual gearbox with the ease and flexibility of automatic gearchanging.

Safety. Volvo Buses is first in the bus world with front underrun protection, which reduces the risk of injury to the driver and passengers in a passenger car in the event of a frontal collision.

Safety equipment. Electronically controlled disc brakes (EBS), electronic stability program (ESP), powerful headlamps and large, high-level brake lights, seat belts for driver and passengers, booster cushions for children and a lot else.

Good working environment for the driver. The driver area offers both a high level of comfort and a good overview. The instrument panel has easily understandable instruments with a large, clear display for driver information.

chooses Volvo

that there would be a major accident with a lot of people involved. That is why a good driver's environment and assisted driving systems are very important. This cannot be emphasised enough", he stressed.

He considers that Volvo has fulfilled these requirements with the 9700. But to be able to maintain good levels of safety and passenger comfort the buses need continuous service. A cost that must be factored into the price of the bus. So it is very important to look at the lifecycle of a bus and the actual cost before any purchase.

"We use a bus for around eight years before we sell it on. During this time it needs regular service and new spare parts. The service must be fast and reliable so that we can avoid stoppages to the greatest possible extent. I consider that the Volvo Truck and Bus Centre here in Munich does a very good job in this respect."

Nico Schoenecker agrees:

"The first bus is sold by the compa-

ny's salespeople. The next bus is sold by the aftermarket. This is decisive for

*"A bus needs service
and spare parts over a
long period. So it's
important to have
stable partners"*

*Nico Schoenecker and
Thomas Arnhold.*

whether we shall order more buses of the same brand."

Important customer

Naturally Volvo welcomes Omnibus Auberbayer as a new customer. Bengt

Gustafsson, CEO for Volvo Buses Germany:

"Autobus Oberbayern is one of the major actors in Germany's transport industry and it is very satisfying that they have chosen to cooperate with us", he says. "It is a significant customer who we won over in connection with the launch of our new product line."

It is important for Autobus Oberbayern to have a varied vehicle fleet, not to keep to one brand. Currently we have around 80 per cent EvoBus vehicles, a proportion which is too large. So we are cautiously positive about developing our cooperation with Volvo.

"This is currently a trial period with Volvo", says Nico Schoenecker. "Within six months we shall decide whether to invest in further buses from them."

After a short pause he adds with a smile:

"But there is already every indication that we will be placing some orders within a couple of weeks..."



World tourism is at an all time high, and the expectations of the average tourist have risen accordingly. More sophisticated consumers are increasingly self-assured regarding their needs and rights. The new Volvo 9900 is a purpose-built coach, designed for the operator that wants to offer their passengers the very best. Brand new improvements, both exterior and interior, further enhance the exclusiveness of this coach.

Texts Håkan Hellström, Photo Volvo

The new Volvo 9900

Powerful and elegant

Coach travel used to mean stuffy interiors and bumpy rides. But no longer. A high level of comfort and safety for passengers and driver, as well as a clean, modern coach design are fundamental for today's operators. To meet these increasing demands, Volvo Bus presents the new Volvo 9900, flagship of the coach model range. This highly successful range of coach models also includes the Volvo 9700, recently declared Coach of The Year 2008. Customers will meet the same remarkable features in Volvo 9900 as in the Volvo 9700, regarding safety, total economy, performance and that special "Volvo" feel.

Exterior changes

The new Volvo 9900 made it into the coach market just a year ago, but has already been the subject of further improvements by the Volvo design team.

Each aspect of the bus exterior has been improved for a more modern and exclusive design, visible from every direction: front, rear and sides. A new silver-coloured insert in the rear engine hatch adds a more exclusive touch to the coach rear.

The front of the new Volvo 9900 is fitted with a lower grill insert in black, which creates a bigger contrast to the licence plate. Black masking on the top

windscreen lifts the window top line, at the same time creating rounded top corners. Dark-tinted side and rear windows are an optional addition.

The radiator grilles on each side of the coach have a new look, which creates both larger slats and a taller radiator area, however the interface is the same as before. The grilles are diamond shaped and the feature lines are diagonally tilted, which follows the lines of the entire Volvo 9900.

Interior news

In the passenger area, new details amplify the clean, modern style of the





Volvo 9900. New strip lighting units above the passenger seats provide both improved background lighting and complement the individual passenger reading lamps. The aircraft type baggage compartments have been fitted with wider lid handles to give a better grip and easier access to personal belongings.

The Volvo 9900 is now available in eleven interior colour themes, of which four are unique to Volvo 9900. The 11th and newest colour theme is the Jubilee, which is presented for the first time at Busworld Europe in Kortrijk. Each colour theme has matching roof

lining, sidewalls, floor, curtains and seat upholstery in varying lighter and darker shades from within the theme.

The driver's compartment has also been updated in the newest version of the Volvo 9900. New features include the fascia pattern and colour, the trim panel colour and a leather steering wheel.

Luxury and sophistication

"The latest modifications to the Volvo 9900 give this coach an even more luxurious and sophisticated feeling," says Arne Sehlman, product manager at Volvo Bus. "This makes the Volvo

9900 really stand out within the coach segment. When it was launched about a year ago, the reception was very positive and we have made an effort to give our customers even more. Details have been added, but we have not changed the most prominent and unique features of the Volvo 9900, such as the sloping window lines, theatre floor and a separate driver's door."

FUPS reduces the risk of injuries

Volvo Buses is the first bus manufacturer in the world to use a front underrun protection system, FUPS, to reduce the risk of serious injuries in collisions with passenger cars.

The FUPS is a follow-up to FIP, Front Impact Protection, which Volvo Buses introduced two years ago. FIP is a reinforced front that creates protection for the bus driver and guide in a front-end collision.

The FUPS, which Volvo Buses introduced this year, is standard on the Volvo 9700 and Volvo 9900 coach models. It comprises a steel element behind the bus's forward bumper, which prevents a car from being wedged under the bus. A special design feature in the bus's underrun protection that absorbs energy by deforming reduces the impact energy. The car's own deformation zones are used as well.

The FUPS also provides protection for the bus's lower front-end components, in the event of a collision.



Text Mark Pocock, Photo Delaine Buses

How to improve your fuel consumption by up to 10 per cent

“We’re getting an extra one mile per gallon from our Volvo B9TL buses (7.2 miles per gallon or 39 litres per 100 kilometres – an improvement of more than 16 per cent). And we’re delighted with our increased fuel economy.” So says Anthony Delaine-Smith, Managing Director of Delaine Buses, a UK bus company based in Bourne, Lincolnshire.

Delaine Buses were the first operator in the UK to order the new Volvo B9TL chassis. Right now they have 18 Volvo buses in their fleet of 21 and are looking to become an all Volvo fleet within the near future.

Mr Delaine-Smith went on to say, “We provide a local bus service where our typical routes start in town, become rural, and then return to town travelling on average on a fairly level topography. So we were advised by Volvo to go for their Inter-Urban gearing in our new buses.”

“Because of the driveline electronic management programs, we’ve been able to fine tune our buses’ performance for

our own particular needs. So our buses are programmed for increased initial power when starting from standstill which we need, e.g. when our bus is pulling away from a roundabout. The power then cuts back, once the bus achieves a speed of 10 -15km in order to minimise our fuel consumption,” he added.

A saving strategy

Claes Westberg is the Volvo fuel management expert, based in Gothenburg. “Bus owners should be looking at many different factors to reduce fuel consumption in their buses. Why? By adopting a good Fuel Management Strategy they could knock as much as 10 per cent off their annual fuel costs.” And that’s a big saving.

Mr Westberg added, “Probably the most important factor to improved fuel efficiency is the configuration of the bus, i.e. having a tailor made bus for the specific purpose you intend using it for. In fact I’d say this one factor is crucial.”

“Obviously if a bus owner is operating urban routes with many start/stops he doesn’t need a bus designed for long distance motorway journeys. For a start the engine, gearbox and rear axle set

ups are vastly different,” he went on to say.

Optimising fuel efficiency

Nowadays, Volvo buses have ECU’s (electrical control units) controlling the engine, gearbox, brakes, suspension – even the turntable on an artic bus – which are all linked in a network. The performance from each component can be fine tuned to optimise fuel efficiency.

Furthermore by downloading the information from the ECU’s, operators can analyse the fuel management from each bus. For example: the idle speed, excessive acceleration or excessive braking, and, the all-round general performance of the driver. They are all factors which dramatically effect fuel consumption. So much so, Volvo now run driver training programs to improve bus driver skills. In a bid to lower customers’ fuel consumption.

In fact probably the biggest problem Claes Westberg sees amongst bus drivers on his travels around the world advising Volvo clients on good fuel management practices is the lack of a smooth driving technique which effects fuel consumption. He says, “Some bus drivers tend to accelerate too harshly and use excessive braking.”

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*"It is important
that we all contribute
to an improved
environment."*

*Jesper Kaas Petersen
Environmental officer at Movia*



Texts Göran Karlsson, Photo Göran Karlsson, Volvo

Copenhagen invests in cleaner buses with Euro V and EEV from Volvo

In October the city of Copenhagen and its million plus inhabitants are taking yet another step towards a cleaner environment. That is when the local authority's fleet of around 600 buses is being supplemented by around 40 Euro V buses, and in addition to that, 24 Volvo buses that comply with the EEV standard.

The investment is a part of the clear environmental prioritisation by the traffic association Movia and the local authorities, but it is also a consequence of the EU's requirements for reduced emissions.

Even though there are two years remaining before the emissions requirements in accordance with Euro V are implemented, Volvo is one of few manufacturers who can already supply buses that meet the requirements. Movia has borne this in mind, and as coordinator for public transport on Sjælland is actively working so that local authorities and operators choose the most environmentally friendly alternative. But Movia does not take the ultimate decision:

"No, we are advisors and cannot decide the type of bus a local authority or operator should use", says Jesper Kaas Petersen, who is the environmental officer at Movia. "Our role is to

coordinate the bus services within our geographical area, and to be an intermediary and advisory link between local authorities/regions, operators and manufacturers. But we clearly have an influencing role as well, not least when it comes to decisions affecting the environment.

Focusing on the entirety

"Up until a few years ago politicians and traffic operators focused on the local environment and 'local' emissions. Currently the focus has changed to a wider overall perspective where responsibility for the environment is viewed as being collective, across local authority boundaries and national borders. In addition, the demands of politicians and the general public for increased environmental consideration have resulted in a technological development that is gathering speed. One example is diesel engines which only a few years

ago were responsible for a significant proportion of emissions. Today's modern diesel engines are radically cleaner, and with Euro V and EEV the effect on the environment is almost negligible."

Contributing to a better environment

In recent years, politically-driven environmental action in Copenhagen has delivered a lot of progress. Environmental zones have been introduced, and this is setting high requirements for the traffic entering the zones.

"From 2008 trucks and buses must at least fulfil requirements in accordance with Euro 2 or lower and also have particle filters. In addition, from 2010 the corresponding requirements also apply to trucks and buses fulfilling the requirements in accordance with Euro 3. Our buses already fulfil these requirements and, taken together with the



recently procured Euro V buses, we at Movia are contributing as much as possible on our part to a noticeably improved city environment", says Jesper Kaas Petersen.

Continuous dialogue

With responsibility for around 1,300 buses on Sjælland, of which around 600 are in the Copenhagen local authority, Movia plays a significant role not just for today's development, but also for tomorrow's development. As one of approximately 3,000 partners in the international collaborative organisation UITP Movia promotes a constant exchange of experiences, follows developments, and also drives them forward:

"We conduct a continuous dialogue with Volvo, a company at the forefront of developments. I believe that the buses of tomorrow will have very little impact on the environment. In addition, fuel, materials and other items will be produced in a considerably more environmentally friendly manner than they are today, and combined technologies, where engines are adapted for several fuel options, will become standard. So even though the technology, and Volvo, can already produce 'clean' buses complying with the Euro V requirements, the environmental impact will be reduced even further. So there is every reason to have a bright view of the future", believes Jesper Kaas Petersen.

A pure pleasure to offer Euro V

Gone are the days of being penny-wise and pound-foolish. Currently, investment in technology that protects the environment often results in a competitive advantage. An operator who can offer environmentally friendly buses often wins the battle for a contract!

Following increased demands from politicians and the general public, most traffic operators have realised that they have to be able to offer safe, comfortable, economical to run and, not least, environmentally friendly buses in order to keep up in the tendering process.

"Yes, the trend has been clear during recent years", says Fredrik Röstad, Director of Volvo Buses in Denmark. "Nowadays it's all about 'the cleaner the better', and apart from being a concrete environmental issue the question of 'clean buses' has also become a valuable asset for traffic operators in the form of goodwill."

Clean without filters

Fredrik follows developments in Denmark closely, and not least in Copenhagen.

"Here politicians, operators and others involved take great responsibility for the environment", he says. "Movia, who deal with all of the procurement for the local authorities, have set minimum requirements when it comes to emissions from buses. But our customers, i.e. the bus companies, are setting even higher requirements, and they do this because they recognise the significant value that results from being able to offer 'clean' buses. Naturally this favours Volvo, as we have been able to supply buses that comply with the Euro V standard since as early as spring. Our buses comply with Euro V and EEV requirements without using particle filters, and as the customer/user avoids the awkward and costly process of filter cleaning our buses have lower operating costs. The fact that we can also supply EEV buses, which even surpass Euro V from an emissions point of view, increases our competitiveness considerably in a market that is literally crying out for clean diesel engines. Evidence of this is that we have signed a delivery agreement for 46 Euro V buses and 26 EEV buses for Copenhagen", notes a satisfied Fredrik Röstad.

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Gas, biodiesel or hybrid – Options from Volvo Bus

Text Håkan Hellström, Photo Volvo

Increasingly tougher emissions regulations from the EU will continue to challenge the bus manufacturers for more advanced engine technology. Volvo Bus has several technical solutions that meet the demands of today – as well as tomorrow.

Euro IV, Euro V and EEV are European emission standards: sets of requirements defining the acceptable limits for exhaust emissions of new vehicles sold in EU member states. The emissions regulated are carbon monoxide, hydrocarbon, nitrogen oxide and particulate matter.

Euro IV

Euro IV was introduced in 2006 and stipulates a reduction of the emissions of nitrogen oxides and particulate matter by 30 and 80 percent respectively. To meet Euro IV, Volvo developed SCR, Selective Catalytic Reduction, a system for exhaust gas after treatment, which reduces nitrogen oxide emissions to the levels required for both Euro IV and Euro V by converting them into harmless nitrogen gas and water vapour. The SCR concept results in both higher efficiency and significantly lower fuel consumption than previous generations of engines, as well as low emissions of particulates.

Euro V

Euro V will be implemented in 2009, reducing emissions of nitrogen oxides

by another 40 percent. Thanks to the unique SCR-technology, Volvo Bus can already offer Euro V compatible diesel engines for a majority of their bus models. The fact that the Volvo engine technology already meets the future Euro V demands means that today's Volvo Bus customers can be certain that their purchase will meet future demands, further prolonging the life time of the bus. On many markets there is a clear economical incentive from the local authorities to use engine technology that supports the Euro V standard.

EEV

EEV (Environmentally Enhanced Vehicle) is a voluntary EU emission standard, with emissions limits even lower than Euro V, especially regarding particulate matter. The EEV standard is already a requirement in several European cities. A future Euro VI will probably be similar to the limits for EEV. Volvo Bus' SCR-technology makes it possible for diesel engines to meet the EEV standard, and is today available for Volvo's 12-litre 340 hp engine and 7-litre engine. As of December 2007 EEV will also be available for 9-litre 260 and 310 hp engines.

Biodiesel

Compared to other bio fuels, like ethanol, biodiesel has one big advantage: flexibility. A number of Volvo Bus' diesel engine types are compatible with biodiesel. Any Volvo engine that uses biodiesel can also use regular diesel as well as synthetic diesel.

Biodiesel is a diesel-equivalent fuel processed from biological sources, usable in unmodified diesel engines. Biodiesel typically produces about 60 per cent less net carbon dioxide emissions than oil-based diesel, as it is itself produced from atmospheric carbon dioxide via photosynthesis in plants.

Natural or biogas

Volvo Bus' gas-powered engine has emission levels below both Euro V and EEV. In addition, the engine concept makes it possible to fulfil future requirements following Euro V and EEV. It is an engine for natural or biogas operation and is primarily intended to meet the growing demand for gas-fuelled buses in city traffic. Thanks to a three-way catalyst emission levels can be significantly lowered. When biogas is used, the emissions are carbon dioxide neutral.

Hybrid revolution for heavy vehicles

Hybrid drivelines will mean a huge step forward in the quest to further lower emissions levels and fuel consumption. The Volvo Bus hybrid concept provides maximum fuel-saving effects on routes with frequent braking and accelerations, for example city bus traffic. But unlike most other hybrids on the market significant fuel economy can be reached also at commuter and intercity traffic conditions. Test rides with the prototype vehicle show that fuel savings can amount up to 35 per cent. Volvo Bus's hybrid buses will now be used in a lengthy series of tests. The company assesses that hybrid buses from Volvo will be available on the market within a few years.

Netherlands Armed Forces Go for the Gold



The Dutch defense wish to use their own Volvo buses to the maximum so that we need to go to the civil marketplace as little as possible. This is achievable thanks to a Gold service contract with Volvo with both corrective and preventive monitoring and maintenance overhauls.

The time is behind us when soldiers sat on hard benches in the back of heavy trucks when they were being brought up into operational position. The Netherlands defense establishment has been using comfortable buses for years to transport its personnel.

Tour buses for long trips

"At the end of a comfortable bus ride, even one without a movie, a soldier can be deployed immediately," says

Captain Dave Mekking of the Road Transportation Product Group of the Defense Traffic and Transportation Organization. "We even use tour buses for these trips. We carry about a third of this traffic in our own vehicles, the rest we contract out to civilian contractors. It comes down to being able to use our own buses to the maximum so that we need to go onto the civil marketplace as little as possible. For this reason we worked to set up a contract

with both corrective and preventive monitoring and maintenance overhauls." The Gold contract from Volvo completely met these expectations.

Defense has used Volvo trucks for a long time. Nevertheless, the selection of Volvo buses was not a result of their favorable experience with trucks. "And it couldn't be. We are subject to strict procurement procedures.

Positive experience

The 11 new Volvo buses with 10-year Gold service contracts have been on the road since February. "Our experience has been very positive. When some minor problems with after-market equipment, such as DVD players, showed up in some of the buses, the buses could come in immediately for the



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necessary modifications and Volvo and its service-provider Harbers Trucks took care of fast, targeted fixes. Anyway, our management intends to proceed further with total-concept maintenance contracts in the future.”

Volvo Bus Netherlands and Harbers Trucks have worked closely together to bring this agreement into force, based on one-stop service for maintenance and tire change. “We would like to have other similar long-term contracts,” explains Dirk Rosendal (Harbers Trucks). “They guarantee a certain amount of work security for the dealer and limit the risk for the customer during the entire operating life of the vehicle. The risk of repair and maintenance costs actually lies with us. In order to avoid the extra costs of out-

of-country repairs (for example, retrieval or arranging for on-site repair) we devote a lot of attention to preventive maintenance. The buses come in on a fixed schedule. In this case we've selected two overhauls per year. During these planned maintenance overhauls we do preventive exchange of parts even before the end of their service lives. This means the least possible trouble for Defense on the road and the buses can be utilized to the max.”

Clearly evolutionary

Harbers has a number of maintenance contracts in force for Volvo trucks, but for buses the volume is still limited. “The market is going to grow,” predicts Dirk Rosendal. “This is because con-

tracting-out maintenance and repair means that the bus companies and the transportation services, such as the army's, can concentrate better on their core business, transportation itself. In addition the technical equipment on a bus is generally more extensive and more complex. For the generally modest shops of a small or midsize tour company it's getting more and more difficult to maintain and repair the buses themselves. But for such companies it's not obvious how to shut down their traditional shops overnight, much less to say goodbye to trusted teams of employees. So I see the transition toward long-term comprehensive maintenance contracts as taking place quite gradually. But the evolution is already going ahead.”



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Real mathematical geniuses: Marathon LHS II and LHD II long-haul tyres from Goodyear. They make the impossible come true: By combining up to 7% less rolling resistance with more mileage. A top result that was confirmed by TÜV Süd in a test with the best competitor tyre.* For you, that means saving up to 2.4% on fuel. Work it out for yourself.



GOODYEAR

▼
BECAUSE NOT ALL TIRES
ARE THE SAME _

* Rolling Resistance, Wet Braking and Noise Tests conducted by TÜV SÜD Automotive in June 2007 between Goodyear Marathon LHS II, Marathon LHD II and two premium competitors with tyres of the dimension 315/70 R 22,5 (Report 76223133-1)

Being their wedding day, the 9th of June 2007 was of course the happiest day of Peteris Ziemanis and Aija Ziemane's life. And believe it or not, a Volvo 9700 played a part in their happiness.

Text Håkan Hellström
Photo Volvo



Wedding celebration on the road

The wedding ceremony took place in the church of Augstrozēs, Vidzemes district in the northern part of the Baltic state of Latvia, and was by most standards a traditional Latvian wedding, except for one thing. A Latvian wedding tradition is for the entire wedding reception to follow the groom and bride on a trip around the countryside, as the couple stops at seven different bridges. The husband then carries his wife over each of the seven bridges, as a symbol of good luck. This usually means that a caravan of cars tries their best to follow the couple in the leading car, not always

an easy task. To eliminate the risk of some of the wedding guests missing this important part of the celebration, the Volvo 9700 was called in.

"The Volvo 9700 made it possible for us to let all 57 wedding guests be together for this trip over the seven bridges," says Peteris Ziemanis. "This was a very good day for all of us, and it meant a lot to us that all our friends could join us on this trip."

As the regional truck salesman for Volvo Truck Latvia in Valmiera, Peteris Ziemanis has a natural connection to Volvo Bus.

"But it was actually the idea of my wife to use the bus for the celebration," he says. "We had planned this for a couple of weeks in advance, and all the wedding guests thought it was a very good idea. Especially since the wedding day was very hot, and the Volvo 9700 has very good AC!"

The Volvo 9700 is owned by the Valmiera region bus company, VTU-Valmiera, and was delivered at the end of April 2007. It was then the newest bus in Latvia, and in fact the first Euro IV coach in the entire Baltic region.



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