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**125** YEARS



# Scania on Ethanol



ANOL

GreenBus

SCANIA

MH-31 DS 6337





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# The Start

1.



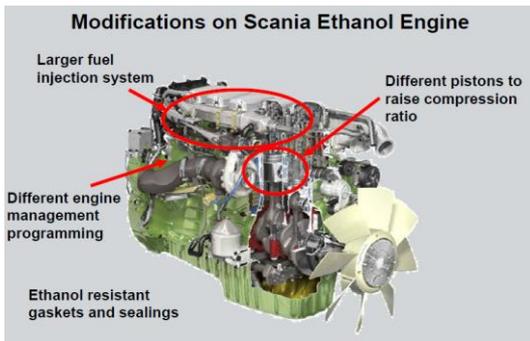
Ethanol



2.



3.



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# The Partners

## Pilot test with an Independent National Research Center



A Finnish energy company



Valio is the biggest dairy product producer in Finland.  
Transport buyer / Scania Customer.

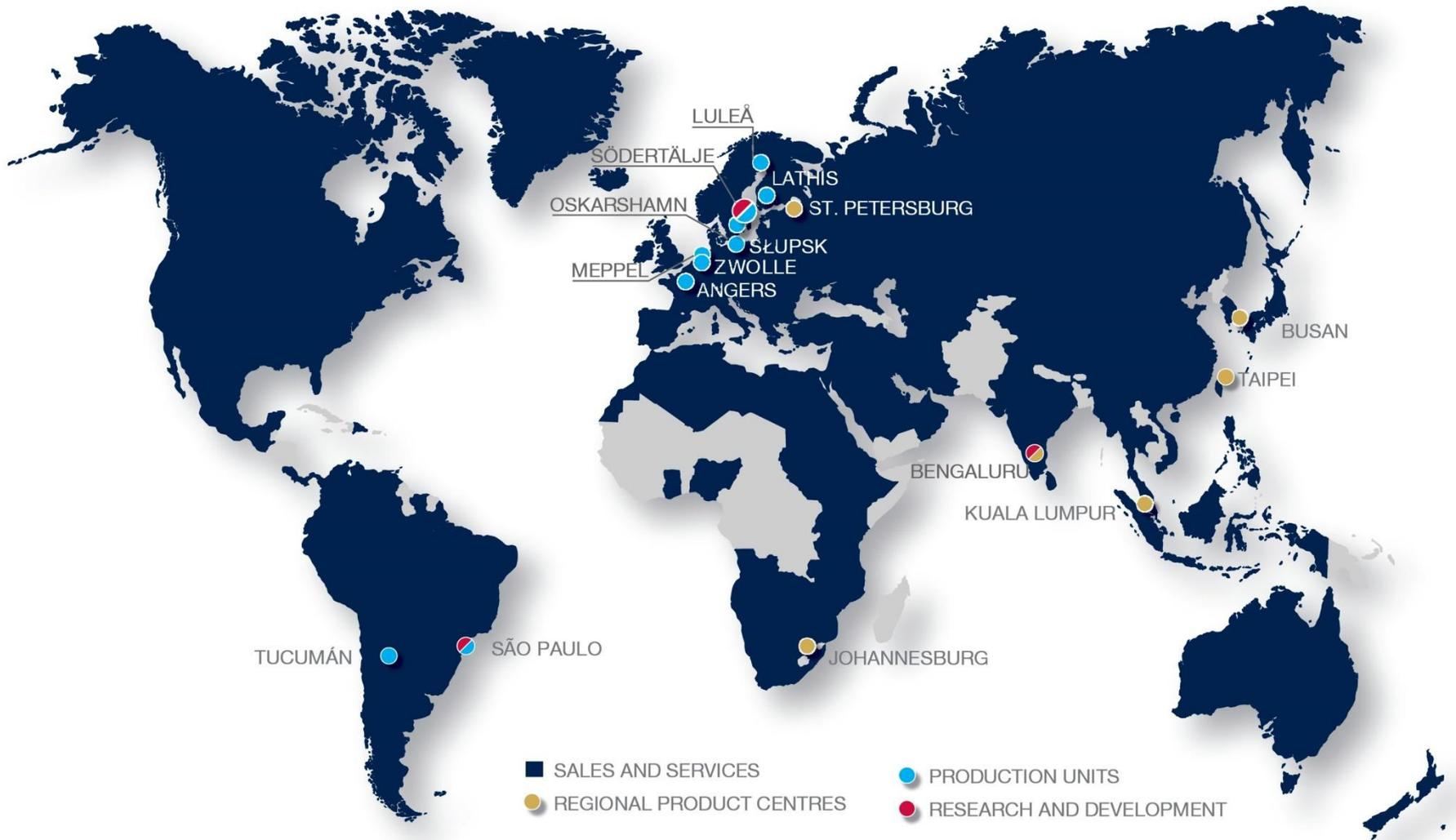


NEOT is independent fuel procurement company in the Baltic Sea region

NEOT is owned by SOK (50,8 %) and St1 (49,2 %)

SOK is central organization for S-group, which provides services in the trades of grocery and consumer goods, service station stores and fuel. SOK has own logistics company, Inex.





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# The first vehicle



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# Drivers for Ethanol vehicles



- The Products
- Ethanol Engine / Ethanol Fuel
- Cooperation is the Key-Word
- Transport buyer is the key role. They need to have a vision:  
***Be number 1 in image to get “green” customers***
- Consumer Opinion  
***“This milk was transported with 90% less CO2 emissions”.***



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# The Challenges

- Fuel price – guaranteed for longer period. Cost neutral.
- Filling stations provided by fuel supplier.
- All equipments running with Ethanol (external heater, temperature controls)
- Bigger Ethanol engines for Long Haulage transports.



# The Future for Valio and Scania Finland



- Company Valio has plans to change the whole distribution fleet to Ethanol, which means app. 50 vehicles.
- St1 will provide filling stations.
- Negotiations with companys like INEX, Sita, L&T.
- To find other potential customers. We need to go out of our own comfort zone.



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# The Future for Switzerland?

