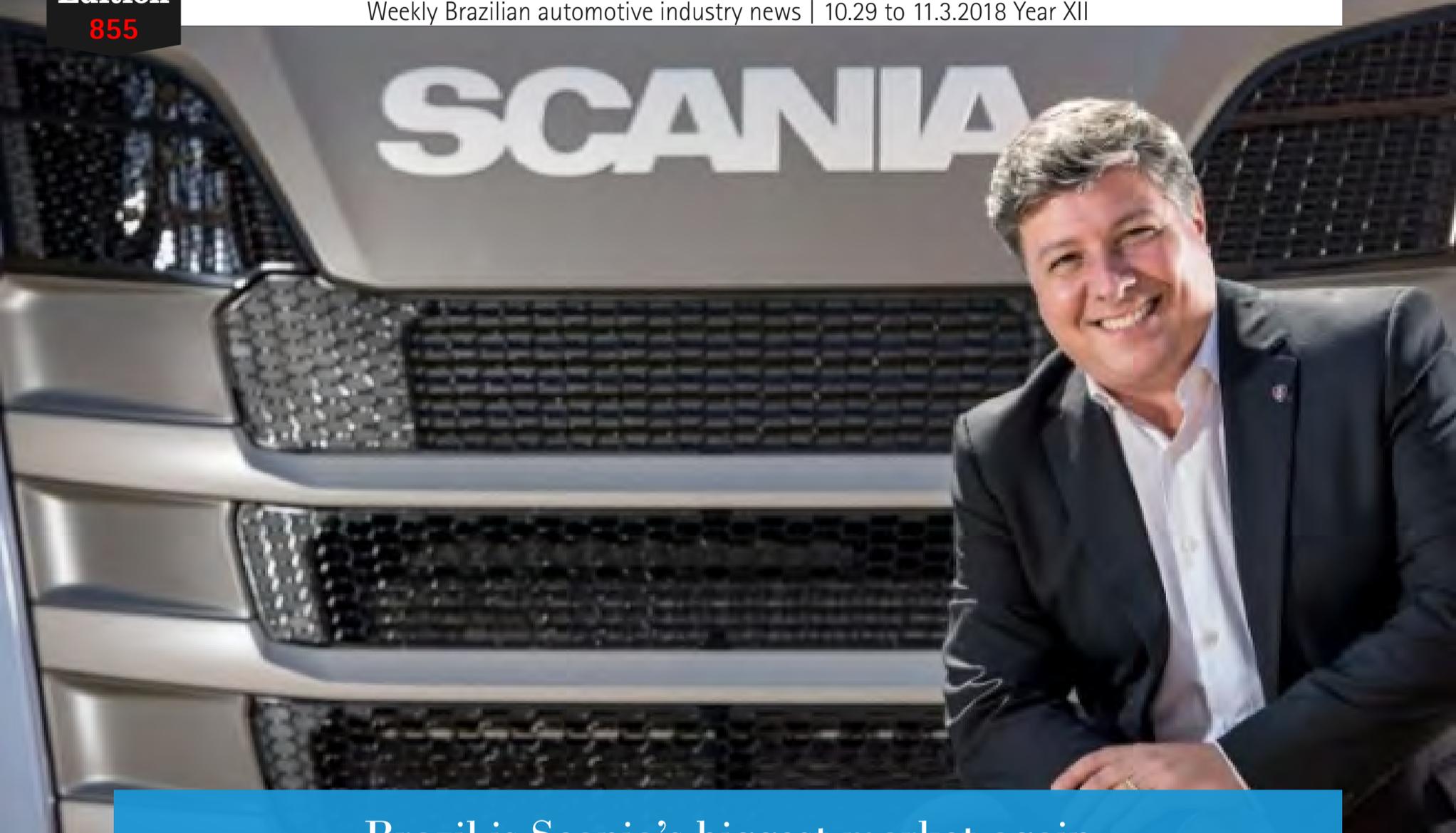


# AutoData

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## Brazil is Scania's biggest market again

By the end of the year, Scania expects to sell 9 thousand trucks in Brazil, a volume that represents its largest global market once again. The projection was disclosed by the vice president of commercial operations, Roberto Barral, during the commercial launch of the new truck generation in Guarujá, SP...

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Photos: Disclosure.

# Brazil is Scania's biggest market again

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**S**ão Paulo - By the end of the year, Scania expects to sell 9 thousand trucks in Brazil, a volume that represents its largest global market once again. The projection was disclosed by the vice president of commercial operations, Roberto Barral, during the commercial launch of the new truck generation in Guarujá, SP.

Sales of the Scania NGR line began on Monday, 29, in a specially designed structure for the announcement of the models to customers, potential customers, the press and other guests. According to Barral, three hundred units were sold - production in São Bernardo do Campo, SP, starts effectively from January.

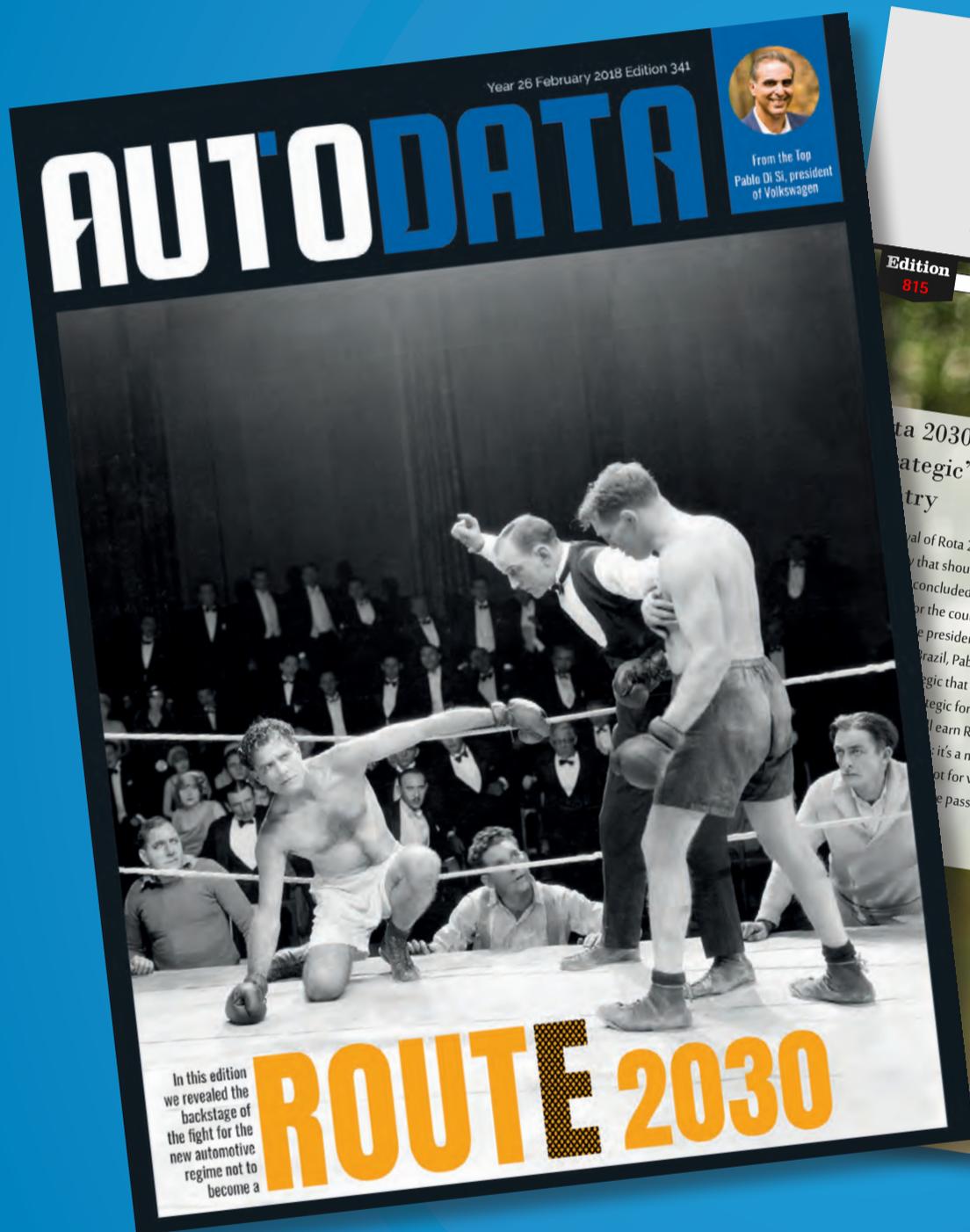
Another important business released by the executive was the partnership with Citrosuco to test a heavy model of the new generation with 410 hp, fueled by natural gas and biomethane, from the first half of December. He will be responsible for transporting orange juice on the Matão-Santos route, SP, destined for export to more than one hundred countries.

At first, these tests will last for a year. The technology adopted by Scania, a novelty in Latin America, allows the mixing of the two fuels, according to Barral: "It is a viable option for diesel, which can be adopted in the short term and enables a significant reduction of fuel costs."

The first stage priority is to realize tests with the natural gas, supplied by Gás Brasileiro. The operation will be carried by Transportadora Morada do Sol, that provide services to Citrosuco. According to tests realized with buses, the CO<sup>2</sup> emissions with biomethane are 85% lower and 70% with natural gas compared to diesel.

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# Scania starts selling NGR trucks

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**G**uarujá, SP - Scania has selected Guarujá, on the coast of São Paulo, to present the new line of trucks that the company will produce in São Bernardo do Campo, SP, from January: the NGR. In total, 4 thousand people, of which 2,7 thousand clients from all over Latin America, including Mexico, will be present at the structure set up by the company in adapted hangars. The place consumed R\$ 44 million in investments and will be open for fifty days.

This new generation of trucks, which Scania itself considers “the best of all times” registers a new cycle of the company in Brazil and brings its largest historical investment in the country (R\$ 2.6



Photo: Disclosure

billion) to be contributed until December 2020. The expectation is to make São Bernardo the most modern truck factory in Latin America.

“A premium vehicle needs to be manufactured in a premium factory”, celebrated Scania’s Latin America CEO, Christopher Podgorski. “The factory in São Bernardo do Campo is already the most modern in Latin America and is a reflection of what the brand is in Europe today. And it will get even better.”

In order to receive the production of the new NGR trucks, Scania invested, for example, in a cab welding unit “which represents the state of the art in industry 4.0 and impresses with cutting-edge technology”. 75 robots share space with the new production and assembly lines in this unit.

“We are one step ahead of the industry in terms of the profitability of our customers’ businesses and sustainability”, told Roberto Barral, vice president of commercial operations in Brazil. “With these new trucks we will revolutionize the transportation sector in Latin America.”

The new generation of trucks that Scania will offer to the Brazilian market is identical to the one already available to its customers in Europe. The cabins are totally new on the inside and on the outside as well and, adding all the operational advantages, the total diesel fuel savings can be up to 12%, according to the company’s statement. Only the new engines, “equipped with high pressure technology, will guarantee 8% reduction of consumption compared to the current engines.”

Created in Europe, this new generation is the result of nearly ten years of development and received investment of about 2 billion euros. In Brazil, final adjustments are now being applied to the production line and all the necessary structures to start production, which is scheduled for the first days of January, with the first units being delivered from February.

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# VWCO announces second shift in Resende

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Photo: Disclosure

São Paulo - Volkswagen Trucks and Buses started hiring 350 workers for a second partial production shift at the Resende, RJ plant. The recovery of the Brazilian market throughout this year and the positive outlook for 2019 motivated the decision, informed the president Roberto Cortes, in a statement released on Tuesday, 30.

The announcement was made during the visit of the worldwide CEO of Traton Group, controller of VWCO, Andreas Renschler. According to Cortes, the extra shift will be opened in the manufacturing areas of bus chassis and extra heavy trucks. "Already in November, us and the companies of the Modular Consortium, manufacturing partners in Resende, will begin the hirings and trainings. We also intend to increase the current production of the other models, counting on some of the new partners".

According to Cortes, truck sales increased almost 50% from January to September compared to the same period last year, while the bus chassis segment increased 22.4% on the same basis of comparison. The unit operated with one shift with overtime and production on some Saturdays.

"Agribusiness is increasing, the sales resumption and the expectation for improvement in trust levels and in the business environment show that we are on the right way". **WE**

# Nissan already exports Kicks to Paraguay

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**S**ão Paulo - The SUV Nissan Kicks produced in Resende, RJ, has a new export destination: the Paraguayan market started to receive the same model sold in Brazil, including the flex engine because it adopted ethanol in its energy matrix.

For Sérgio Casillas, vice president of manufacturing operations for Nissan Latin America, Kicks exports reinforces the position of the Resende factory on the company's global production map: "It ratifies the commitment and interest to promote Nissan's advancement in America Latina. Kicks is a great sales success and has established itself as one of the leaders in the segment of compact SUVs in Brazil. There are more than 192 thousand units sold since its launch in Latin America."

Paraguay is the second country to receive the Kicks model from the South-Fluminense region - at the end of last year the model started to be exported to Argentina. The company has exported more than 40 thousand units to Argentina, Bolivia, Chile, Costa Rica, Panama, Paraguay, Peru and Uruguay since 2016.

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# Even imported, automatic transmission keeps gaining market

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**S**ão Paulo - The automakers' bet to offer versions with automatic transmission in the entry models (an answer to consumer demand) has not yet resulted in a local production of these types of gearboxes. The adoption of the automatic transmission in models such as Volkswagen Gol and Voyage and the Ford Ka to stay in the latest innovations in the market entry range popularized the technology, which should equip more than half of the cars and light commercial vehicles sold in Brazil in 2019.

The data comes from the IHS automotive consultancy: 48.9% of the 2.4 million cars and light commercial vehicles estimated for the Brazilian market this year will be equipped with some type of automatic transmission. For the coming year, the consultancy believes that the demand for automatic vehicles will be higher than the manual ones, representing 53.4% of the total sold.

Even so, there is no forecast for a manufacturer to nationalize production to serve Brazil and South America. The main obstacle, according to Édson Orikassa, president of the AEA, Brazilian Association of Automotive Engineering, is the demand:

“Currently the production of automatic transmissions is carried out in few countries. To justify the investment to produce here (in Brazil) the produced volume must be high, something around 600 thousand units per year. But the ideal would be a little above that.”

In a recent interview with AutoData, ZF’s president for South America, Wilson Brício, projected a minimum demand of 1 million units to justify investment for the technology. Other executives follow the same reasoning.

The demand is close to the magic number, if not higher, and, so far, there has been no movement for a local production. In the latest launches, the automatic transmissions come from Japan, China and Germany (from suppliers that already have operations here) such as Aisin and Jatco. And the lack of a Brazilian production already brings some problems for automakers.

This is the case of Nissan, which will not be able to meet further requests of vehicles for PWDs until January for not having automatic gearboxes to equip the models. According to its commercial director, José Luiz Vendramini, if there were more availability of automatic transmissions it would be possible to meet all the requests:

“Regarding cars for PWDs we have a waiting queue until January, because the demand was very high, it exceeded all our expectations. We can’t resolve this issue in the short term by all the logistics involved in importing the CVT transmission, which comes from China”.

For the coming year, Nissan already negotiates with the headquarters and its supplier, Jatco, to increase the annual imports of the component: “If necessary, we can invest together with our supplier to increase its production capacity and, with this, increase the volume that we import “WE