



Logging transports – efficient and digital

Wood Industry Summit 2017, Hannover

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MAN Product Marketing

history tells us a story

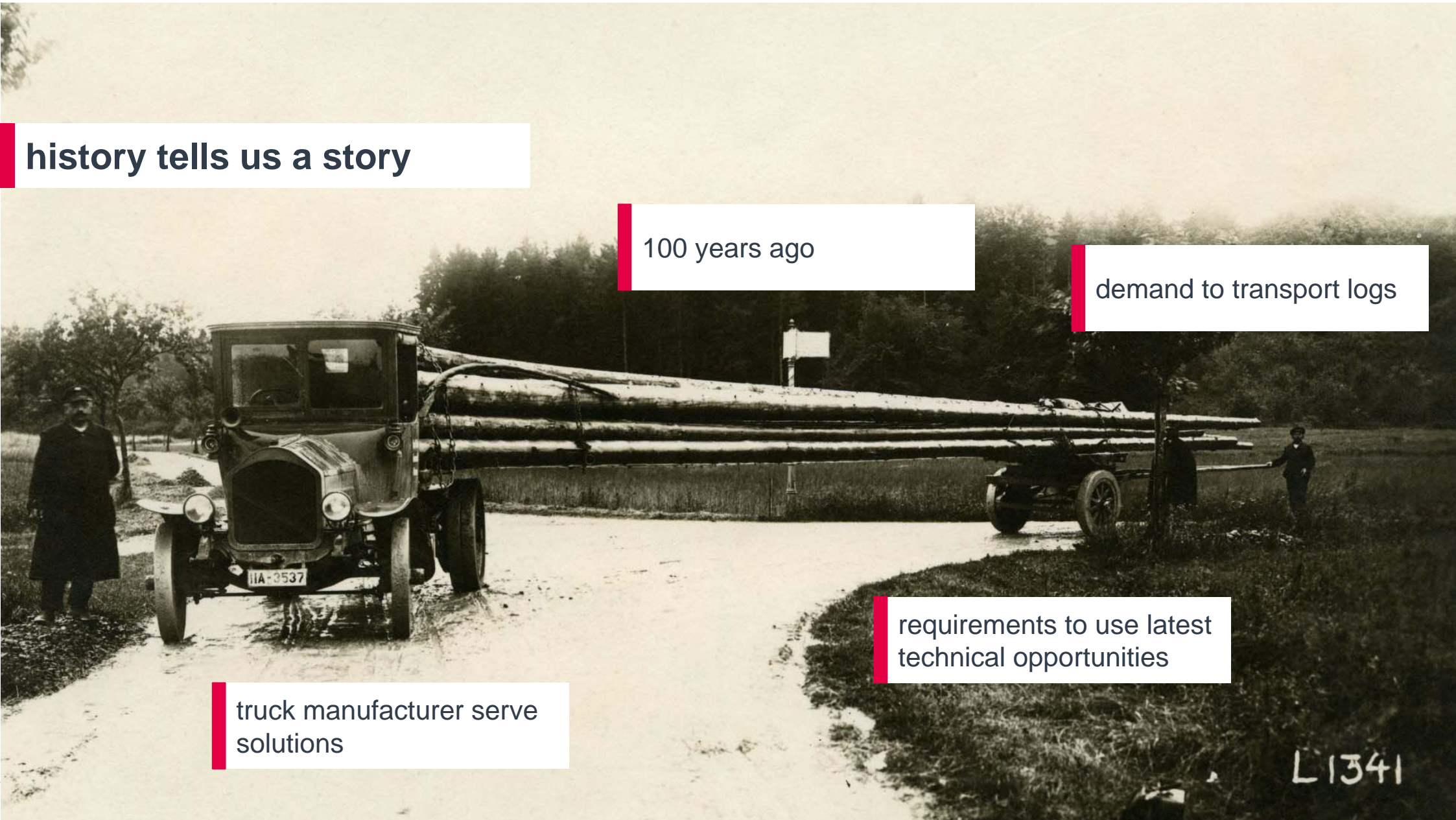
100 years ago

demand to transport logs

truck manufacturer serve solutions

requirements to use latest technical opportunities

L1341



A red MAN truck is shown in a forest setting, equipped with a log loader. The truck is parked on a gravel surface, and the log loader is lifting a stack of logs. The background consists of tall evergreen trees under a cloudy sky. The truck has 'MAN' branding on the front and 'TGM 33.500' on the side. The license plate reads 'M AN 5617'.

history tells us a story

100 years later

demand to transport logs

requirements to use latest
technical opportunities

truck manufacturer serve
vehicle-solutions

truck manufacturer serve
non-vehicle-solutions



understand the business

use case

- tough, off-road transport ways
- no space in loading situation
- high loads + high center of gravity
- challenges of truck + crane-driving
- very long loads – up to 27 m
- time + cost pressure

customer requirements

- max. maneuverability
- max. payload
- max. load capacity
- max. traction
- reliable and stable vehicle-handling
- noise and emission-optimized engines
- individual solutions
- max. efficiency
- digital solutions

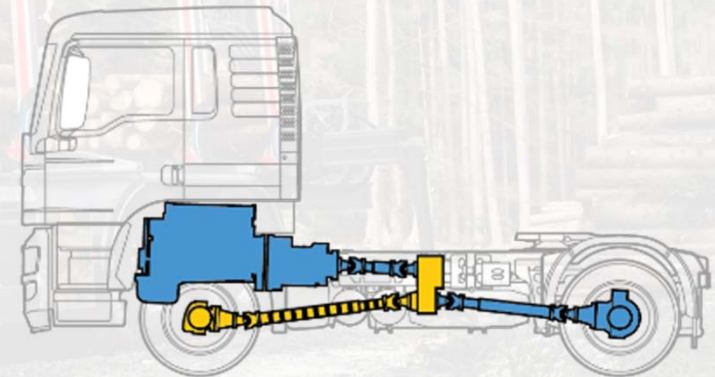
vehicle-solutions

MAN HydroDrive®

- Hydraulic front-wheel-drive
- reduced diesel-consumption compared to mechanical all-wheel-drive
- activate / deactivate while vehicle is moving
- weight-advantage compared to mechanical all-wheel-drive
- Function up to 28 km/h

MAN mechanical all-wheel-drive

- as switchable all-wheel-drive of the front-axle
- permanent all-wheel-drive – allows different speeds at front and rear-axle



vehicle-solutions

MAN TipMatic® Offroad

- specialized gearbox-software „Offroad“ for traction-purposes
- Dx allows optimized shifting-times as well as higher rpms and no gear-jumps for minimum torque-loss



High-load-stabilization

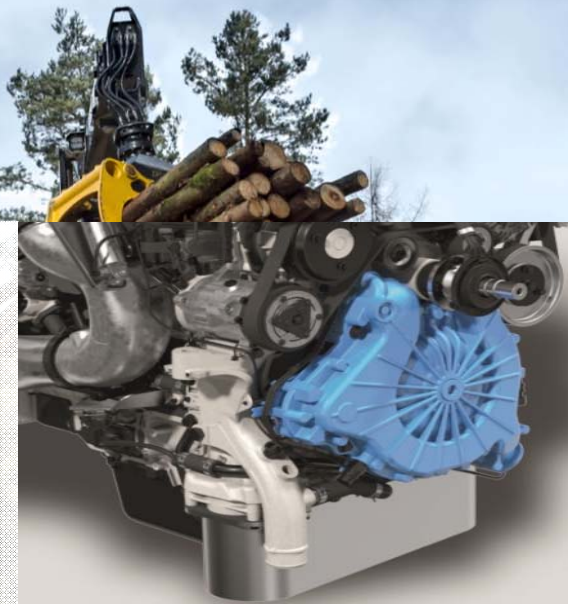
- contains additional four-point-stabilizer, harder shocks
- stabilizer gives significant reduction of tilting because of high center of gravity
- harder shocks increase damping high loads



vehicle-solutions

MAN PriTarder®

- works in dependence of engine-rpm not vehicle-speed
- that gives maximum breaking-power in very low speeds while running in low gears with high engine-rpm



MAN steering-break

- with activated function inner rear-wheels break depending on speed and surface, which allows a very small turning-angle
- on/off via switch in cabin



vehicle-solutions - summary

- excellent chassis-stability for safe work in every
- payload-optimized with high traction via MAN HydroDrive®
- high-load-stabilization
- 100 years experience in building trucks for logging transportation



body-builder friendliness

- the truck-chassis itself does not solve the transport
- very intense cooperation, knowledge-exchange with the most important body-builders brings perfectly integrated products for challenging transport-tasks

DOLL	www.doll-oppenau.com	ALUCAR	www.alucar.com
Huttner	www.huttner.de	Exte	www.exte.se
KAFFL Fahrzeugbau GmbH	www.kaffl.de	PALFINGER EPSILON	www.palfingerepsilon.com
SCHUHARDT	www.schufa-kassel.de	LOGLIFT	www.hiab.com
KRAEMER	www.kraemer-fahrzeugbau.de	KESLA	www.kesla.fi
Riedler-Anhänger Anwältz Nachfänger	www.riedler.com	Eschböck BIBER	www.eschboeck.at
RESSENIQ FAHRZEUGBAU	www.ressewig.at	JENZ	www.jenz.de
MHS SERWIS MIKULSKI	www.mhs.com.pl	KOMPTech	www.komptech.com
ZASLAW	www.zaslaw.pl	Wuest AG Wuest-Hacker	www.wuest-hacker.ch

driving experience

professional driver-training:

- classic trainings for economic and saefty driving
- for drivers
- Safety-Training
- Offroad-Trainings
- Tank-Transport-Training
- Heavy-Duty Transport-Training

e. g. professional segment-training logging-transportation

- combination of economy, safety and load-safety for the individual transport-challenge
- truck-topics added with crane-handling and load-safety for logging-transport
- first segment-specific training with entrepreneurs of UPM GmbH on closed test-track von MAN Truck & Bus in Munich



digitalization: combine, integrate, easy access, all brands and partners

- bundle digital solutions of the transportation & logistics ecosystem
- open cloud-based "operating platform" for the entire transportation industry
 - body-builder-partners
 - truck-details
 - order-communication-platforms
 - ...
- increase in efficiency and transparency in the field of logistics and transportation
- driver's connectivity – relevant information sent to the driver's device, such as new transportation orders; following one click, the app directly navigates to the customer
- RIO is the new Brand for digitalization within the Volkswagen Truck and Bus Group.



THE LOGISTICS FLOW.

future trends



eMobility

- electrified components
- electrified trucks
- hybrid solutions

digitalization – next steps

- digital supply chain solutions
- endless opportunities

responsibility to understand and serve

truck manufacturer serve
vehicle-solutions ✓

truck manufacturer serve
non-vehicle-solutions ✓

keep in touch and be
prepared

