



Press information

THE NEW VOLVO FH – BUSINESS OPERATION

The new Volvo FH carries Volvo Trucks into the future

The Volvo FH has been Volvo Trucks' flagship model for almost 20 years. Now a new version of the truck is being launched.

"The new Volvo FH sets the benchmark for trucks in a number of areas. For example, it is the first truck to truly take a step into the information society," says Claes Nilsson, President Volvo Trucks.

"The new Volvo FH represents the start of a fresh chapter in Volvo Trucks' history. It's an immensely important product in which we have invested heavily," continues Claes Nilsson.

Since the launch of a new version of the Volvo FH in 1993, more than 650,000 units have been sold. It accounts for more than 60 percent of Volvo Trucks' total sales.

"The Volvo FH is our backbone. Many people regard Volvo Trucks and the FH model as synonymous. The new Volvo FH series is the foundation for the continued successful market development of Volvo Trucks," relates Claes Nilsson. The new Volvo FH has been developed over the past five years.

Improves the haulage firm's profitability

The new Volvo FH is characterised by innovative thinking in every respect. Passive safety and active safety have been increased with a new safety cage and new warning systems. The cab is now up to one cubic metre bigger. Both the driver's environment and the relaxation area have been optimised to function in the best possible way. Smart technological solutions cut fuel consumption and excellent driving properties reduce transport times and improve safety on the road.

Volvo Trucks offers solutions for three aspects of the trucking business that have the



greatest impact on profitability: fuel efficiency, uptime and average speed.

“An already highly competitive engine range has been further improved with the introduction of the revolutionary new I-Torque driveline, making the Volvo FH an excellent hauler no matter the type of operation you run. High quality and direct connection with the workshop guarantee uptime. The Volvo FH will quite simply deliver a profitability boost for the haulage firm. And on top of all this, there are fuel savings of up to 10 percent,” says Claes Nilsson. See the film on www.youtube.com/volvotrucks

Higher efficiency with driver focus

The truck driver was firmly in focus throughout the development of the Volvo FH. Never before have haulage firms and drivers been so closely involved in a new truck project at Volvo Trucks – all told 3000 drivers provided input and feedback during the development phase. This close cooperation is a natural step.

“The working environment makes a direct impact on the haulage firm’s accounts. When a driver can do his or her job comfortably, efficiently and safely, the work gets done faster and with a better result,” explains Claes Nilsson.

This cooperation has prompted a number of changes inside the cab that make both work time and free time better for the driver.

The outside of the truck also reveals new efficiency-enhancing features. One example is the wireless remote, which aids loading and unloading. With this remote control the driver can stand outside the truck and adjust the air suspension, operate the tail lift and monitor the axle load of both the truck and trailer.

“This system saves the driver a lot of time because he or she doesn’t have to keep jumping in and out of the cab during loading. Not having to repeatedly climb in and out of the cab also benefits safety – many drivers injure themselves entering and exiting their cabs,” says Claes Nilsson.

A truck that recruits good drivers

A truck built with the driver in focus gives the haulage firm additional benefits.

“Trucks that are popular with drivers also make it easier to recruit good drivers. They in turn contribute to the haulage firm’s profitability,” says Claes Nilsson.

The new Volvo FH generates better business for the haulage firms in many ways.

“The Volvo FH is part of an entire ecosystem which includes servicing, workshops, intelligent services, driver training and much else. When you invest in a Volvo FH, you’re investing in a modern total transport solution,” says Claes Nilsson.

Promotes growth for haulage firms and Volvo

For Volvo Trucks, the launch is much more than just a product introduction.

“The new Volvo FH is the truck that will take Volvo Trucks forward for many years to



come. It's the truck that will persuade haulage firms to continue choosing Volvo," says Claes Nilsson.

In spring 2013 production of the new Volvo FH will get under way for customers on the European market. And the new model series will not disappoint anyone, says a confident Claes Nilsson.

"For almost 20 years now the previous Volvo FH series has served as a reliable growth engine both for Volvo and haulage firms the world over. I'm convinced the new Volvo FH will play the same important role for many years to come," concludes Claes Nilsson.

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For further information, please contact:

Lennart Pilskog, Volvo Trucks Global Brand, phone +46 70 3183422
e-mail: lennart.pilskog@volvo.com

Per Nilsson, Volvo Trucks Global Brand, phone +46 31 3233349
e-mail: per.nilsson.pr@volvo.com

Visit <http://www.thenewsmarket.com/volvogroup> to access broadcast-standard video about the Volvo Group's various production plants and products. You can download graphic images in the form of MPEG2 files or order them on Beta SP tape. Registration and video are free to the media.

Images are available in the Volvo Trucks image bank <http://images.volvotrucks.com>

Volvo Trucks provides complete transport solutions for professional and demanding customers, offering a full range of medium to heavy duty trucks. Customer support is secured via a global network of 2,300 dealers and workshops in more than 140 countries. Volvo trucks are assembled in 16 countries across the globe. In 2011 more than 115,000 Volvo trucks were delivered worldwide. Volvo Trucks is part of the Volvo Group, one of the world's leading manufacturers of trucks, buses and construction equipment, drive systems for marine and industrial applications, aerospace components and services. The Group also provides solutions for financing and service. Volvo's work is based on the core values quality, safety and environmental care.