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An overall solution for greater economy.

More profitable transport: we offer not only economical, future-oriented vehicle engineering and technology, but also services tailored precisely to your needs. For more efficiency. From day one.

An all-round solution for greater economic efficiency.

The overall economy of a truck is determined by many factors. While it is not possible to influence all costs – such as insurance and tax – there is plenty that can be done to make a truck more economical. Mercedes-Benz helps to achieve an additional significant increase in the profitability of long-distance and distribution transport by reducing key cost factors, such as fuel consumption – as well as repair and maintenance. The basis is provided by innovative vehicle technology and services tailored perfectly to individual needs, which enable even more effective exploitation of the vast potential for boosting profitability which is offered by the Mercedes-Benz truck range. Find out on the following pages what we can do for you in the areas of investment, fuel consumption, maintenance, repair and residual value to minimise these costs. To make your transport operations more economical overall.

The percentages stated in the above graph are for typical UK operation based on November 2013 RHA figures.

- 25% staff
- 9% servicing and repairs
- 33% fuel
- 13% procurement
- 16% administration
- 4% tax and insurance

9% servicing and repairs
33% fuel
16% administration
4% tax and insurance
13% procurement

Profitable overall solutions

Introduction

Fuel consumption – pp. 6–9
A good truck is made even better by its driver.

Residual value – pp. 12–13
A first-class truck is an investment in the rest.

Repair and maintenance – pp. 10–11
A truck only earns money when on the road.

Investment – pp. 4–5
The best truck is the right truck. A truck that precisely suits your needs.
The best investment: a truck that produces savings, rather than costs.

Greater economic efficiency from day one. Through vehicles backed up by tailor-made services. Because the best truck is the right truck. A truck that precisely suits your needs.

Vehicle. A good investment must meet all your requirements. Like the Actros, combining a high standard of comfort with unique driving dynamics in long-distance transport. The Actros, offering precise handling and excellent body-mounting ability, in heavy-duty distribution. The Atego, offering versatility to all sectors from 7.5 to 16 tonnes. And the Axor, offering reliability and robustness for the construction industry. With their innovative engineering and technology, all of these vehicles ensure economical transport operation. For special areas of operation, we offer new vehicle concepts for the Actros, the Axor and the Atego: The Loader and Volumer variants provide for more payload and more transport volume respectively. Tailor-make services from FleetBoard and Mercedes-Benz Contract Hire also help to further optimise economic efficiency.

FleetBoard. FleetBoard stands for optionally available telematics-based internet services for state-of-the-art vehicle, fleet and transport management. The FleetBoard vehicle management services can boost economic efficiency through extended maintenance intervals and sustainable driving. The transport management services and FleetBoard consultants help to optimise individual logistic processes. The time management services provide additional support in organising driving times and breaks. What’s more, by taking out a full-service contract and using FleetBoard Service and FleetBoard Uptime you can make substantial savings.

Mercedes-Benz Contract Hire. Mercedes-Benz Contract Hire ensures you get the repair and maintenance package which is appropriate for you. There are numerous benefits to choosing Mercedes-Benz Contract Hire, not least extra maintenance cover for your commercial fleet. With a Contract Hire agreement you can choose from a wide variety of options including collection and delivery of vehicles for scheduled maintenance, tyre replacements and also replace-ment vehicles in the event of breakdown plus many more.

Mercedes-Benz Finance. Mercedes-Benz Finance is the international financial services, contract hire and fleet management arm of Mercedes-Benz. We provide a range of finance options and vehicle service plans to cover operators of all sizes and in all business sectors through our extensive Mercedes-Benz Dealer network.

Advantages at a glance.

– Application matched model series: the Actros for long-distance transport, the Axor for heavy-duty distribution, the Atego for construction industry transport
– Industry-specific Loader and Volumer vehicle concepts
– Efficiency-boosting telematics services from FleetBoard for economically efficient vehicle, driver and transport management
– Mercedes-Benz Finance: leasing and financing solutions

Industry-specific vehicle concepts. The Actros, the Axor and the Atego offer more savings in sector-specific operations. For even greater economic efficiency on factory, few special vehicle concepts are available: the Loader and the Volumer. The Loader is the right choice when you require more payload. If you are looking for plenty of transport volume, the Volumer (not Axor).
Low fuel consumption hinges on technology and driving technique.

In the Actros, Antos, Arocs and Atego you have a range of trucks which use fuel more efficiently than ever before. Substantial additional fuel savings are possible through the combination of vehicle technology and driver training. An accomplished driver can make a good truck even better.

Diesel and AdBlue® consumption. Fuel expenses are the biggest cost factor in long distance and heavy-duty distribution transport. Fuel-saving vehicle technology can cut fuel costs substantially. The Actros complying with Euro VI enables a reduction of up to 5% in diesel and up to 40% in AdBlue® consumption, in comparison to its Euro V predecessor. And the optionally available Predictive Powertrain Control (PPC)1) assistance system provides for further fuel savings of up to 5%. Beyond this, standard Fit FleetBoard EcoSupport2) driver training such as Mercedes-Benz EcoTraining and FleetBoard Performance Analysis contribute to further reductions in consumption.

Consumption-reducing technology. In developing the entire Mercedes-Benz truck range, every opportunity to save fuel was exploited to the full. The economical Euro VI engine play a key role here, making particularly efficient use of the fuel thanks to common rail high-pressure injection. Optimised auxiliary consumers equally help to save diesel. The Mercedes PowerShift 3 automated gearshift also contributes to low fuel consumption – with precise gear shifting, short shift times and fuel-saving driving programmes. Application matched transmissions and finely graduated rear-axle ratios also play their part in ensuring good fuel efficiency. Sophisticated aerodynamics and the attendant low drag also help to keep fuel consumption low. For further fuel savings, super-wide tyres and the tyre pressure monitoring system can be deployed to reduce rolling resistance. In short: the consumption-reducing technology onboard Mercedes-Benz trucks ensures particularly fuel-efficient and thus particularly economical operation of these trucks from the word go.

FleetBoard EcoSupport. The FleetBoard EcoSupport system supplied as standard helps drivers to save fuel by displaying tips en route aimed at continuously improving their personal driving style. For reduced fuel consumption and increased efficiency.

FleetBoard Performance Analysis and FleetBoard EcoSupport. Optionally available FleetBoard Performance Analysis contributes to a driving style which is conducive to reducing fuel consumption and wear. To this end, the telematics system records and analyses technical data from the truck. The driver’s style of driving is assessed on the basis of these data and a corresponding mark is awarded. This enables an objective assessment of the driving style and allows the training to be tailored to the individual driver. Standard Fit FleetBoard EcoSupport assists the driver by displaying tips for even more economical driving. FleetBoard Performance Analysis and FleetBoard EcoSupport also ensure that the driver enjoys on a lasting basis the fuel-efficient driving style acquired in Mercedes-Benz EcoTraining, for example. With all participation in EcoTraining and the use of FleetBoard Performance Analysis and FleetBoard EcoSupport can thus result in sustained fuel savings of up to 15%.

EcoTraining. Mercedes-Benz EcoTraining provides drivers and operators with theoretical and practical instruction aimed at instilling a driving style conducive to exploiting even more effectively the technical potential offered by Actros and Antos. This can lead to fuel savings of up to 10%.

Advantages at a glance.

- Savings of up to 5% on diesel and up to 40% on AdBlue® as a result of Euro VI vehicle technology in comparison to vehicles designed to Euro V standard thanks to perfectly matched powertrain components, optimised auxiliary consumers, sophisticated aerodynamics and low rolling resistance
- Diesel savings of up to 5% with Predictive Powertrain Control1)
- Fuel savings of up to 15% with Mercedes EcoTraining, FleetBoard Performance Analysis and FleetBoard EcoSupport2)

1) Further details on pages 8–9.
2) Independent of the FleetBoard telematics system.

EcoSupport.

FleetBoard EcoSupport: The FleetBoard EcoSupport system supplied as standard helps drivers to save fuel by displaying tips en route aimed at continuously improving their personal driving style. For reduced fuel consumption and increased efficiency.
Predictive Powertrain Control: it knows your route.

In long distance or distribution transport, Predictive Powertrain Control makes you more economical. Because the system always knows the route ahead. And this provides for fuel savings of up to 5% on motorways and highways with PPC coverage in western and eastern Europe.

Predictive Powertrain Control. The optionally available system integrates a driving style adapted to the given topography into the automated paradigm. With the aid of GPS and a 3D road map it identifies downhill and uphill gradients ahead and optimises shift points, gear selection and cruise control speed accordingly in advance. In addition to the upper tolerance, a lower tolerance can also be set on the cruise control. A level of -5 km/h is recommended here. This level can be adjusted between 0 and 15 km/h, depending on the given traffic density. In short: the vehicle rolls, accelerates and shifts gear in an anticipatory manner which is also pleasant to the driver. The speed is increased ahead of a steep hill, for example, overrun mode is deployed ahead of the brow of a hill. The speed is reduced ahead of a steep hill, for example, overrun mode is deployed ahead of the brow of a hill. The speed is reduced.

Driving situation: Steep uphill gradient.

The upper tolerance and the course of the road are displayed to the driver within the upper hysteresis range. Predictive Powertrain Control reduces the speed ahead of the uphill stretch and shifts down again immediately after the uphill stretch, e.g. when approaching a downhill gradient. The benefit is a lower tolerance on the cruise control in advance. In addition, EcoRoll can be used to reduce engine drag losses.

Driving situation: downhill.

The benefit is an additional fuel savings of up to 5% by optimising the course of the road ahead. The system can also be set to a lower tolerance on the cruise control.

Driving situation: Steep downhill.

The benefit is the potential for additional fuel savings of up to 5% by optimising the course of the road ahead. The system can also be set to a lower tolerance on the cruise control.

Driving situation: Brow of a hill.

The benefit is an additional fuel savings of up to 5% by optimising the course of the road ahead. The system can also be set to a lower tolerance on the cruise control.

Driving situation: Coasting.

The benefit is an additional fuel savings of up to 5% by optimising the course of the road ahead. The system can also be set to a lower tolerance on the cruise control.

Driving situation: EcoRoll.

The benefit is an additional fuel savings of up to 5% by optimising the course of the road ahead. The system can also be set to a lower tolerance on the cruise control.

Driving situation: Steep downhill.

The benefit is an additional fuel savings of up to 5% by optimising the course of the road ahead. The system can also be set to a lower tolerance on the cruise control.

Advantages at a glance.

- Predictive Powertrain Control: up to 5% less fuel consumption resulting from a driving style adapted to the given topography
- Identification of the course of the road - uphill and downhill gradients ahead
- Optimisation of shift points, gear selection and the set cruise control speed
- Optimum use of the system via traffic-dependent setting with upper and lower tolerances
- Available in western and eastern Europe on motorways and highways with PPC coverage
Lower costs, higher efficiency. For repairs and maintenance, too.

Low costs and high vehicle availability are ensured by repair- and maintenance-friendly design, an extensive network of workshops with extended opening hours and Mercedes-Benz service contracts. Plus Mercedes-Benz Service 24h for swift assistance in an emergency. Because a truck only generates income when on the road.

Repair and maintenance.

The repair- and maintenance-friendly design of the Mercedes-Benz truck range is only one reason why repairs and maintenance are carried out particularly quickly and cost-effectively – despite the complex Euro VI technology on board. Service offerings such as Mercedes-Benz service contracts and Service24h additionally result in higher vehicle availability.

Extensive network.

Around 1800 Mercedes-Benz service outlets are available throughout Europe for all types of workshop maintenance and repair work, with trained personnel, efficient parts logistics, short repair times and long opening hours.

Supporting our Dealer network across the UK is the European Logistics Centre, carrying over £30m worth of Mercedes-Benz parts. In every way, we are dedicated to keeping your business moving. On average, 94% of parts requirements can be supplied within 24 hours, via a through-the-night delivery service. With nationwide coverage of over 90 outlets across the UK, the average Mercedes-Benz Dealer workshop is open over 100 hours per week, with many Dealers operating a full 24 hour service.

Advantages at a glance.

- Repair-friendly design for lower repair and maintenance costs
- Mercedes-Benz Service24h – swift assistance around the clock in an emergency
- Extensive workshop network with around 1800 service outlets throughout Europe
- Long workshop opening hours, in some instances until 10 p.m. or midnight
- High availability of replacement parts
- Service contract for predictable service costs and a fleet operating to maximum available capacity
- Using Mercedes-Benz GenuineParts. So not only are you managing your finances and avoiding unexpected bills, your truck is kept running at its optimum performance for much less.

1) If your mobile phone provider charges for freephone numbers please call 0333 220 6608.

With nationwide coverage of over 90 outlets across the UK, the average Mercedes-Benz Dealer workshop is open over 100 hours per week, with many Dealers operating a full 24 hour service. For a nationwide network of over 90 service outlets across the UK, the average Mercedes-Benz Dealer workshop is open over 100 hours per week, with many Dealers operating a full 24 hour service. For a nationwide network of over 90 service outlets across the UK, the average Mercedes-Benz Dealer workshop is open over 100 hours per week, with many Dealers operating a full 24 hour service. For a nationwide network of over 90 service outlets across the UK, the average Mercedes-Benz Dealer workshop is open over 100 hours per week, with many Dealers operating a full 24 hour service.
The higher the residual value, the lower the acquisition costs. It’s as simple as that.

After acquiring a truck from the Mercedes-Benz range you can look forward to particularly economical operation throughout its useful life. At the same time, the prospective high residual value lays the foundations for the future. Because a first-rate truck is an investment in the next.

Residual value. As a result of their innovative vehicle technology and the application matched vehicle configurations, the Mercedes-Benz truck range offers the prospect of a particularly high residual value, whatever the sector. This is an important consideration for every truck operator, as the higher the residual value at the end of its period of service, the lower the acquisition costs for a new truck will be.

Used Commercial Vehicles. We have the largest selection of Mercedes-Benz Used Commercial Vehicles in the UK, available from 60 Dealer locations and supported by over 90 Dealer service departments. Only our premium quality trucks qualify to be one of our Approved Trucks.

With used trucks ranging from six months up to 10 years old available to us, and with additional services such as Finance, Repair & Maintenance and Mechanical Breakdown Insurance, we think we can supply the used commercial vehicle you’re looking for.

A used vehicle locator is available to help you search for your truck – www.usedtrucks.mercedes-benz.co.uk

Finance with Mercedes-Benz. At Mercedes-Benz we are able to offer you sound financial advice about the options open to you when buying one of our used trucks.

Our in-house finance department offers financial packages such as Contract Hire, Finance Leases, Operating Leases and Hire Purchase with or without a balloon payment. We are able to offer you a no obligation and confidential quotation to meet your own requirements, and at highly competitive rates.

Peace of mind with Mercedes-Benz Repair & Maintenance.

For peace of mind over your running costs, why not take out one of our Repair & Maintenance Contracts, which are available on our full range of used trucks and include 24hr Service and After Sales Support from over 90 UK Dealer locations.

Advantages at a glance.

- The Mercedes-Benz truck range offers particularly high residual values, whatever the sector
- The largest selection of Mercedes-Benz Used Commercial Vehicles in the UK
- Only our premium quality trucks qualify to be one of our Approved Trucks
Residual value:
– The Mercedes-Benz truck range offers particularly high residual values whatever the sector.

Repair and maintenance:
– Repair- and maintenance-friendly design for minimal costs and downtime
– An extensive network of workshops with extended opening hours to keep you on the road

Investment:
– Economical vehicle technology
– FleetBoard
– Mercedes-Benz Finance leasing and finance solutions

Reduced consumption:
– Innovative vehicle technologies cut diesel consumption by up to 5% and AdBlue® consumption by up to 40%
– Additional fuel savings of up to 5% with Predictive Powertrain Control
– Up to 15% reduction in diesel consumption with Mercedes-Benz EcoTraining and FleetBoard Performance Analysis

Testimonials:

NO: DSV Road AS, Asle Kleppe:
“We see a clear trend with our Mercedes-Benz New Actros 2551 LS Euro VI. Tests with the aid of FleetBoard have revealed a reduction in fuel consumption of around 6% in comparison to the Actros MP3. AdBlue® consumption has also been reduced substantially.”

BE: NIROTRANS BVBA:
“The results of the tests with the new Actros Euro VI were so good that we placed our order shortly in the same month.”

ES: TRANSMESMON S.A.:
“We are reducing our average consumption with our new Actros Euro VI.”

IT: Torello Trasporti SRL:
“The fuel consumption of my new Actros Euro VI is comparable to the Actros MP3.”

CH: Translait SA, Roger Stalder:
“We took the two Euro VI New Actros to assess their fuel consumption and general performance, and to familiarise ourselves with the new technology. The trucks proved impressively fuel-efficient from the start, recording figures of 9.7 and 9.8 mpg, compared to a fleet average of approximately 8.5 mpg.”

PL: Kuźnia Trans, Marek Kuźnia:
“We bought the new Actros when it first became available. How does it perform? The short answer is that after two years we decided to buy more of this model.”

DE: Prüstel Spedition GmbH:
.promise kept! The new Actros Euro VI actually achieves the announced reductions in fuel consumption, thereby playing a major role in cutting fleet costs and reducing overall emissions.”

FR: Transports P. Mortigliengo:
“With regard to fuel consumption, our most recent figures after covering 11,000 kilometres stood at 29.5 l/100 km. The performance is even better than that of our three Actros trucks belonging to the old generation. […]”

NL: Spijker Transport Service, Leo Schot:
“I followed the 10,000 km record run between Rotterdam and Stettin closely, in which the new Actros Euro VI put in a very economical showing. I later took part in the fuel duel with the Actros Euro VI myself, in order to check the test results. I was duly impressed and decided to invest in an Actros Euro VI Midlift.”

NO: Tynset M, Roger Stalder:
“Good to drive and good total cost of ownership.”

AT: Neubauer Trans GmbH:
“The new Actros Euro VI which has been in our fleet since September 2012 has exceeded all expectations in terms of fuel consumption. The vehicle is impressive in all respects – speed, handling, power output 600 HP, top speed of 85 km / h. The performance of our new Actros Euro VI Medium has been above all the expectations. [...]”

SE: Bring Cargo’s, Ralf Ekdahl:
“We could hardly believe our eyes when we saw our annual fuel consumption figures. We had average fuel savings amounting to an incredible 3.65 l/100 km!”

Overall economy at a glance.
On our map we have summarised the most important ways of reducing vehicle-related costs at your company. Further information on increasing overall economy is available at www.mbtucks.co.uk/overalleconomy or from your Mercedes-Benz Dealer.

Climb aboard – you won’t look back.