



## **MAN Latin America presents Brazilian innovations and technologies at IAA Commercial Vehicle 2014**

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- **Constellation 24.280, the best-selling truck in Brazil, in 8x2 version with automated transmission and patented technology.**
- ***Eco-friendly* cab is a highlight in the 420 HP extra heavy-duty truck**
- **Volksbus 18.280 OT low floor, set to run with sugarcane diesel, enhances pioneering in research on renewable fuels**

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In its seventh consecutive participation at IAA Commercial Vehicles in Hannover, Germany, MAN Latin America presents transportation solutions to emerging countries, in addition to products that reinforce the company's commitment in expanding each year its environmental compatibility, such as vehicles prepared to use renewable fuels and cabs assembled with green parts.

Among the three vehicles to be exhibited at the already traditional space dedicated to the assembler in the MAN Group's stand there is the Constellation 24.280, the best-selling truck in the Brazilian market, in its new 8x2 V-Tronic version. The model features six more cargo tons per trip over the 6x2 version, and provides lighter and economical automated pack in the market thanks to the Smart Ratio patented technology developed by the company's Engineering Department in Brazil, which connected with ZF AS Lite automated transmission provides optimization in gear change.

To this pack, MAN Latin America adopted a six-speed gearbox and an electronically controlled dual-speed axle. This is where the new technology comes in order to take advantage of both axle ratios and multiply the gearbox's potential. The truck equipped with second steering axle comes to attend a market niche that is growing every year, following the evolution of some major segments of the country's transportation such as grain, box, dry cargo, tank and dump trucks.

The MAN Group is one of Europe's leading industrial players in transport-related engineering, with revenue of approximately €15.7 billion in 2013. As a supplier of trucks, buses, diesel engines, turbomachinery, and special gear units, MAN employs approximately 53,500 people worldwide. Its business areas hold leading positions in their respective markets.



“In the world’s largest trade show for commercial vehicles, we could not fail to present the Constellation 24.280, our flagship truck and absolute market leader. With the 6x2 and 8x2 versions we estimate a substantial growth in this model’s sales”, says Roberto Cortes, president and CEO at MAN Latin America.

Another vehicle promising to draw attention in MAN’s stand at IAA is the extra heavy-duty Constellation 25.420 V-Tronic recently released by the automaker under the Tailored Concept – “Less you don’t want, more you don’t need.” This tractor comes to meet a strong customer demand for more powerful vehicles with higher average speed and the best cost effectiveness in the market. Together with other models of 420 hp family — the Constellation 19.420 and 26.420 are also part of the new line —, the 25.420 serves the extra heavy-duty’s market, the Brazil’s fastest growing segment in the last few years.

The vehicle equipped with Cummins engine and ZF automated gearbox will be exhibited at the show with an eco-friendly cab, developed and produced with greener parts applied on its internal and external finish. The project was based on the replacement of petrochemical materials with higher recycling complexity for materials from renewable sources, recycled and efficiently produced.

Articulated in four work axis (plastics, rubbers, fibers and foams) the project resulted in providing a tailored ecological cabin that preserves the same quality and functionality highly appreciated and recognized in Volkswagen trucks. Consequently, there was a weight reduction of 12.4 kg and a 18,04% value correspondent to the cab’s total created by renewable, recycled and efficiently produced materials.

Regarding buses the highlight at the stand is the Low Entry VW 18.280 OT, the first Volksbus with full air suspension. The chassis, equipped with ZF Ecolife MAN D08 EGR engine with six cylinders and 280 hp and automated transmission, has been designed in synergy with a MAN European project featuring new construction concepts and technological solutions focused on urban operations with global standard accessible vehicle.

Seeking once again to introduce at IAA innovative solutions in research on biofuels primarily focused on developing countries, the Volksbus 18.280 exhibited at the show is powered with a fuel just like Brazil: the sugarcane diesel, a technology developed by the American company Amyris, already being tested by MAN Latin America since 2011.

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It is a “drop in” renewable fuel, in other words, its use in commercial vehicles requires no vehicle modifications. Tests carried out in bus fleets in large cities such as São Paulo identified a reduction in the emissions of particulate material without affecting the vehicle's performance, with 3% to 5% achievement in motor efficiency. The use of fuel also results in a 30% to 70% reduction in particulate material and in NO<sub>x</sub> (nitrogen oxides) emission, quite satisfactory results for diesel engines.

MAN Latin America started its studies with sugarcane diesel with Euro 3 vehicles in December 2011, and has been the first to test such biofuel in Euro 5 engines in Brazil. “With studies for use of sustainable materials in our cabs, and researches on renewable fuels in our trucks and buses, we bring once again to IAA, innovative solutions in commercial vehicles with environmental focus, and developed to the reality of emerging economies like Brazil”, says Roberto Cortes.

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