



Training Camp D38

MAN Academy
Global Sales Training





Impressions of the Training



Impressions of the Training



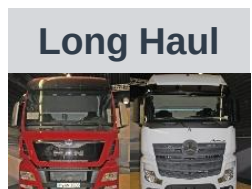
Static & Dynamic Comparison

Average Results



Static & Dynamic Comparison

Average Results



Long Haul



Traction



18 to Distribution 12 to

TGX Actros

TGS Arocs

TGM Antos

TGL Atego

1,0 2,0 3,0 4,0 5,0

1,0 2,0 3,0 4,0 5,0

1,0 2,0 3,0 4,0 5,0

1,0 2,0 3,0 4,0 5,0

Static Comparison

Step 1: Front

1,6 2,5

1,8 2,2

1,5 2,5

2,4 2,6

Step 2: Side& rear

1,9 2,1

1,9 2,2

2,0 2,1

1,7 2,4

Step 3: Cab step unit

1,6 2,2

1,6 2,5

1,5 2,0

1,4 2,4

Step 4: Inside the cab

1,8 1,9

1,8 1,9

1,8 2,0

1,6 2,3

Step 5: Service and maintenance

1,7 2,1

1,8 2,4

1,8 2,3

1,8 2,3

Average Static

1,9 1,9

1,9 2,1

1,9 2,0

1,8 2,4

Average Dynamic

1,5 2,3

1,7 1,9

Overall Average

1,7 2,1

1,8 2,0

Fuel Consumption
(l / 100 km)

MAN 37,4 (Ø 57,1 km/h)
MB 38,5 (Ø 56,3 km/h)

MAN 91,2
MB 104,5

1 = very good/only few optimisations possible
2 = above average/exceeded requirements

3 = average/all requirements met
4 = for modest requirements/just about sufficient

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Static Comparison

Method: 5-Step-Walk-Around



Step 1: Design of front of vehicle



Static Comparison

Step 1: Design of front of vehicle



Long Haul
TGX Actros
1,0 2,0 3,0 4,0 5,0



Traction
TGS Arocs
1,0 2,0 3,0 4,0 5,0



18 to Distribution 12 to
TGM Antos **TGL** Atego
1,0 2,0 3,0 4,0 5,0

Design of front of vehicle

Overall impression

1,1 2,7

Logos

1,6 2,1

Exterior mirrors

2,3 2,3

Wiper

2,1 2,3

Front apron

1,3 2,8

Headlight

1,4 3,0

Average Step 1

1,6 2,5

1,6 2,4

1,8 2,0

1,9 1,9

1,9 2,0

1,7 2,3

1,8 2,8

1,8 2,2

1,1 2,4

1,5 2,1

1,3 3,0

2,1 2,2

1,8 2,4

1,3 2,9

1,5 2,5

2,6 2,6

2,1 2,4

2,8 3,1

2,2 2,8

2,4 2,6

2,4 2,7

2,4 2,6

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Static Comparison

Method: 5-Step-Walk-Around

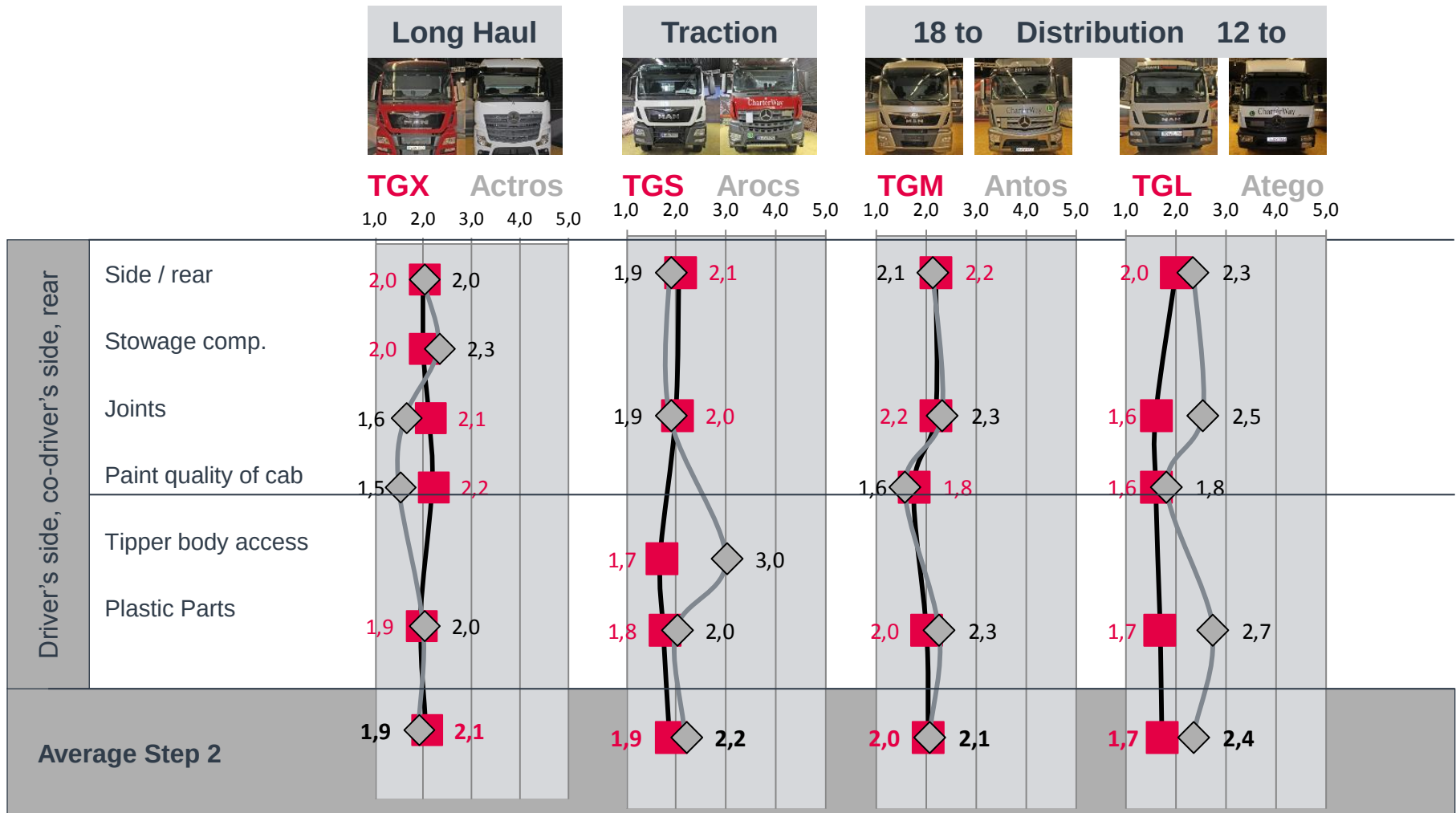


Step 2: Driver's side, co-driver's side, rear



Static Comparison

Step 2: Driver's side, co-driver's side, rear



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Static Comparison

Method: 5-Step-Walk-Around



Step 3: Cab step unit



Static Comparison

Step 3: Cab step unit



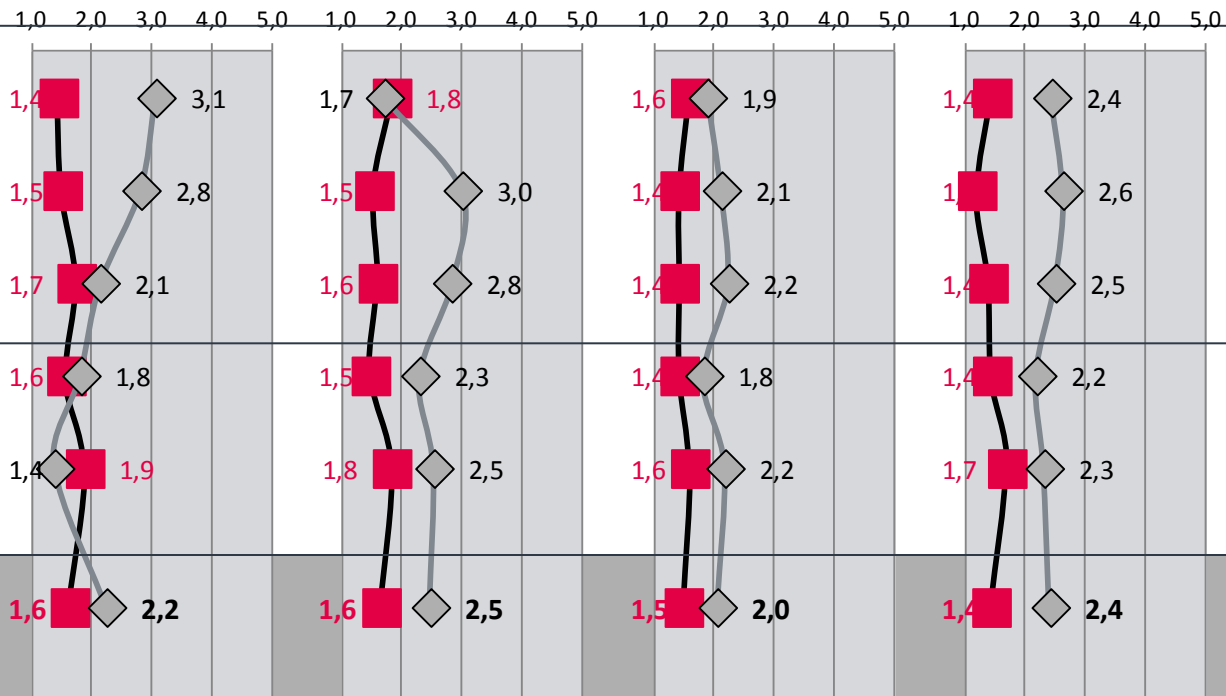
TGX **Actros**



TGS **Arocs**



TGM **Antos** **TGL** **Atego**



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Static Comparison

Method: 5-Step-Walk-Around



Step 4: Inside the cab



Static Comparison

Step 4: Inside the cab



Long Haul



Traction



18 to 12 to Distribution

TGX Actros

TGS Arocs

TGM Antos

TGL Atego

1,0 2,0 3,0 4,0 5,0 1,0 2,0 3,0 4,0 5,0 1,0 2,0 3,0 4,0 5,0 1,0 2,0 3,0 4,0 5,0

Inside the cab	Overall impression	1,5	2,1				1,6	1,9				1,6	1,9				1,5	2,7			
	Quality of interior finish	1,6	1,9				1,7	1,8				1,6	1,9				1,6	2,4			
	Field of vision						1,6	2,0				1,9	2,3				1,6	2,4			
	Switch operation						1,8	1,9				1,8	1,9				1,8	2,1			
	Additional systems						2,0	2,1				2,1	2,1				1,8	2,1			
	Stowage						1,7	2,0				1,9	2,0				1,6	2,3			
	TK & entertainment	1,8	2,0																		
	Bunk area	1,9	1,9																		
	Sleeping comfort	1,6	2,0																		
	Average Step 4	1,8	1,9				1,8	1,9				1,8	2,0				1,6	2,3			

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Static Comparison

Method: 5-Step-Walk-Around

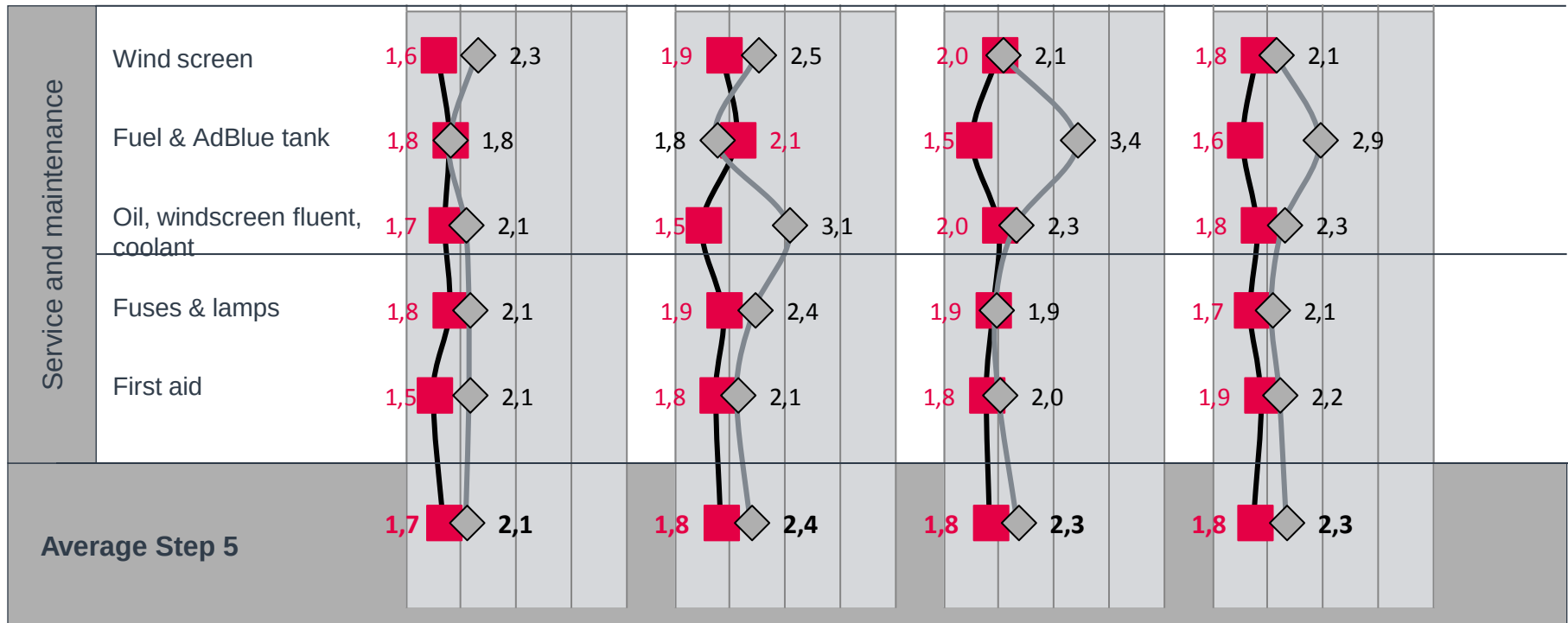
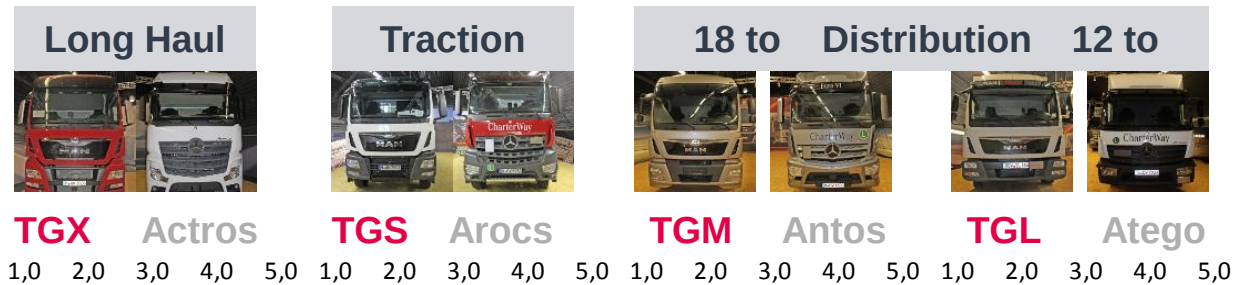


Step 5: Service and maintenance



Static Comparison

Step 5: Service and maintenance



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Dynamic Comparison



Dynamic Comparison

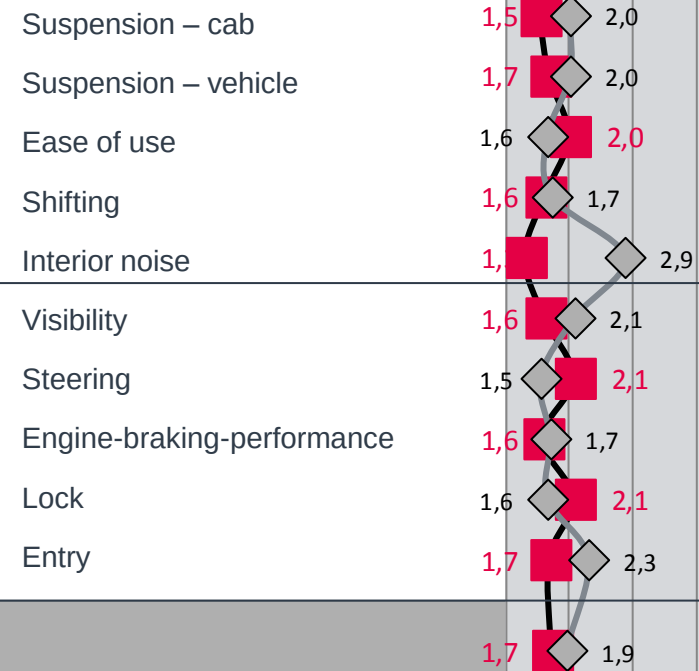
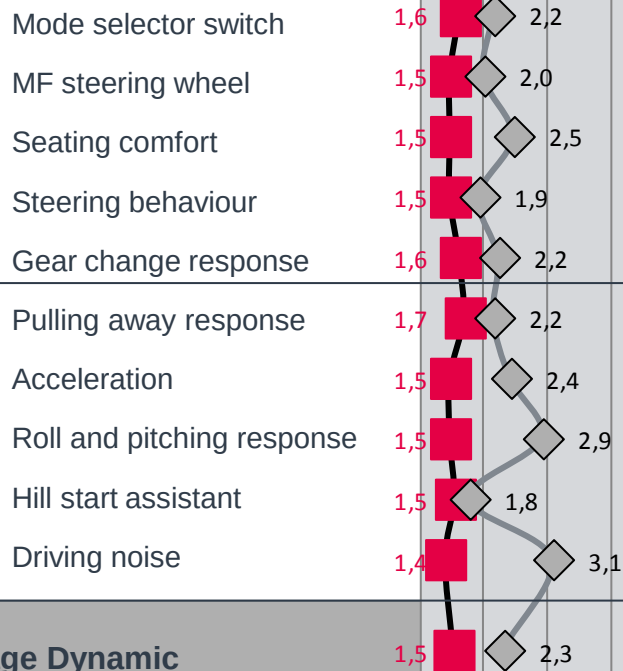


TGX Actros
1,0 2,0 3,0 4,0 5,0



TGS Arocs
1,0 2,0 3,0 4,0 5,0

Dynamischer Vergleich



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