

# The strong link in the cold chain



1 > 100 m<sup>3</sup>

CX  
system

SR2  
X-CITY

SR2  
CITY

SR2  
SUPER  
DUPLEX

SR2  
RAILROAD

SR2  
PHARMA  
SAFE

IAFO  
Industrial Air Flow Optimization

XPES®  
LONG PIN ENERGY SPREADER

PORTEUR  
HD  
HEAVY DUTY

DISTRIP+

FRIGOLINE  
PRO

Kerstner

## LAMBERET: AN EXCEPTIONAL 2015

**LEADING FRENCH MAKER OF REFRIGERATED BODIES AND N°3 IN EUROPE**

**SR2 X-CITY: TOP INNOVATION AT THE SOLUTRANS SHOW**

**NEW INVESTMENTS IN ORDER TO MEET DEMAND**

Saint-Cyr/Menthon, France, 6 January, 2016





## LAMBERET: AN EXCEPTIONAL 2015

### **LEADING MAKER OF REFRIGERATED TRUCK BODIES IN FRANCE AND N°3 IN EUROPE SR2 X-CITY: TOP INNOVATION AT THE SOLUTRANS SHOW NEW INVESTMENTS IN ORDER TO MEET DEMAND**

An order book boosted by the success of the innovations unveiled at Solutrans.

Solutrans: Promising results for Lamberet.

The Solutrans trade show revealed the wealth and breadth of the innovations found in Lamberet's line of refrigerated vehicles. The specialist range of reefer vehicles had the largest exhibition area among bodybuilders there: over 900 m<sup>2</sup>. With the outdoor demonstration space, a total of 14 vehicles, including 8 previews, were exhibited. Lamberet recorded **over 3000 visitors at its stand** between 17 and 21 November and nearly **340 test runs of City vehicles were driven** on the outdoor track. The results were outstanding: SR2 X-City, which had already been nominated for the Innovation Prize a few days before the trade fair opened, was acclaimed by freight carriers.

SR2 X-City: A breakthrough innovation for urban and regional distribution.

With over **100 pre-orders** throughout Europe since Solutrans, this line of semi-trailers relies on an innovative chassis with cable-actuated steering axles. It was identified by logistics experts and urban distribution operators as unmistakably **THE biggest innovation of the fair**.

This is because X-City offers both unparalleled handling and efficiency during deliveries (lower docking height, compatibility with all tailgate lifts, ideal load distribution) and an attractive return on investment (tyre sets that last up to four times longer, consuming nearly 12% less energy due to the reduction of tensile forces, increased load capacity).

The X-City chassis is a breakthrough innovation that provides a real competitive advantage in operations for mass urban and regional logistics. X-City is the first refrigerated semi-trailer that can replace the 26T straight trucks currently used in cities, which are more expensive to operate and less flexible (in its 24- and 27-pallets versions). The 33-pallets version is the first solution of its kind that reduces tyre and fuel costs.

The "Distri+" automatic curtain door, whose performance is still unparalleled.

The innovative **"Distri+" rear automatic curtain system celebrated its first year of sales at Solutrans**, with 460 produced, including three exhibited at the trade fair.

Launched at the IAA fair in 2014, this system highlighted the advantages of lifting doors in distribution. To date, **its performance remains unequaled**: The reliability and autonomy of its exclusive 100% pneumatic automation has proven its worth compared to electrical drive systems. Its optimized storage inside the truck body provides the best overall height to passage height ratio on the market. This is because pressure in Europe to stay **beneath the 4-metre overall limit** is such that it is a requirement both on and from clients. Indeed residual values are already being affected by this limit, and the phenomenon is growing.

Expanded product line, service partnership, and new factory for commercial vehicles.

**Lamberet's refrigerated commercial vehicles were given a place of pride**: the space at the stand devoted to them included 7 vehicles, from vans to chassis-cabs to fully furnished platform-cabs and 100% electric vehicles!

This renowned product line, which is both **the largest and the most modern on the market**, featuring "New Frigoline" bodies and the latest generation of built-in "Easyfit" insulation, attracted users en masse.

This line was supplemented with two major announcements in the fields of Service and Industry, confirming Lamberet as the European leader in refrigerated commercial vehicles: **a partnership with Autodistribution** which ensures local service for Krestner units, and the launch in mid-2016 **of a new ultra-modern 15,000 m<sup>2</sup> production facility** devoted to refrigerated commercial vehicle bodies (in Saint-Eusèbe, France).

To attract eyeballs, Lamberet put a video devoted to the Solutrans trade show on its Youtube channel (<https://youtu.be/1szyxT6UVjw>) for more information about this outstanding exhibition.



## New investments at the head office and plant in Saint-Cyr/Menthon.

To meet demand that has been boosted by the success of the product lines and innovations presented at Solutrans, the Saint-Cyr/Menthon site in France is receiving investments immediately.

In January, the indoor 65,000 m<sup>2</sup> at the Saint-Cyr/Menthon plant, which will gradually be shifted exclusively to industrial vehicles in 2016, at the same pace as the scaling-up of the new commercial vehicles production in Saint-Eusèbe, will inaugurate **two new workshops**. They are intended to increase vehicle over 7.5tons capacities.

With the help of this **new building that will house six giant "vehicle finish" stations** and assembly line reconfigurations carried out upfront, the manufacturing of refrigerated trucks and semi-trailers is being organized into a **single, fully Lean flow**. The body painting and taillift installation capacities are, for example, 50% greater.

The second workshop is intended for the machining and precision-forming of frames. It particularly includes a digitally controlled **450-tonnes press**. This investment will boost the technological progress of the heavy-duty rear frame product line. Their cutting-edge engineering, based on a seamless fastening process that leaves no weak points, makes them sturdier, lighter, and easier to repair after an accident than ever.

## Lamberet: In refrigerated bodywork, #1 in France and #3 in Europe.

With over **6000 refrigerated vehicles delivered**, Lamberet SAS closed 2015 with **sales growth of 23%**, to €165 million (in consolidated figures not including sales to subsidiaries). This is the largest turnover generated by Lamberet SAS since it was created. The growth of Group turnover was 18%.

Sales were driven by **increased market share for the brand in its French home market and elsewhere**.

With **27% of registrations** in France by the end of November 2015 in the refrigerated semi-trailer segment, Lamberet recorded a **20% rise in its deliveries** –in a market that grew 10%- and gains two points of penetration for the 6<sup>th</sup> year in a row! This performance over time represents twice the market share of 2009.

Having produced more than 3500 refrigerated heavy-haul vehicle bodies in 2015, **Lamberet is now the French leader in this segment**.

For export markets, Lamberet consolidated in 2015 and is now present in **38 countries**.

**1<sup>st</sup> brand imported into Italy**, with strong positions in Spain, Germany, and the Netherlands, Lamberet is now deploying an especially effective "**Large Export**" network: Morocco, Iran, Canada, China, and Israel have built noteworthy locations and should be important drivers of growth in 2016 and beyond.

## Erick Méjean, CEO, summarizes the 2016 outlook:

"After an exceptional 2015 and ongoing investments in R&D and production, Lamberet is going into 2016 with a stronger range of solutions than ever.

Our product line is bigger, more innovative, and the only one that is fundamentally segmented, in perfect keeping with each Client's own particular business.

At the same time, our new industrial strategy of dedicated and modernized facilities will take us into a new stage and give us a lead in terms of quality.

Our desire is to capitalize on these strengths to surprise again in 2016 with products, service, and a level of monitoring that are even more responsive and personalized."



### Lamberet SAS: Key Figures for 2015

- ❖ Record sales for Lamberet SAS in 2015, over €165 million, up 23%.
- ❖ #1 in France in refrigerated truck bodies, with over 6000 vehicles sold in 2015
- ❖ Registrations of refrigerated semi-trailers up 20% in France.
- ❖ A product line fully replaced since 2010, the largest, most innovative, modern, and award-winning in Europe.
- ❖ 350 employees added in five years and 150 jobs ultimately to be created in Saint-Eusèbe, France.
- ❖ More than 50% of sales from export, in 38 pays, an additional 13 markets since 2010.
- ❖ A network to serve local needs, with 9 complete Lamberet Services outlets and 300 certified centres in Europe.



Learn more about Lamberet SAS online:

[www.lamberet.com](http://www.lamberet.com)

LAMBERET VIDEOS

YouTube



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