



VALEO Wiper Systems

Upstream and downstream, international and European flows

Key figures

PRODUCTION

- 2,000 pallets.
- 25 suppliers.
- 650 references.

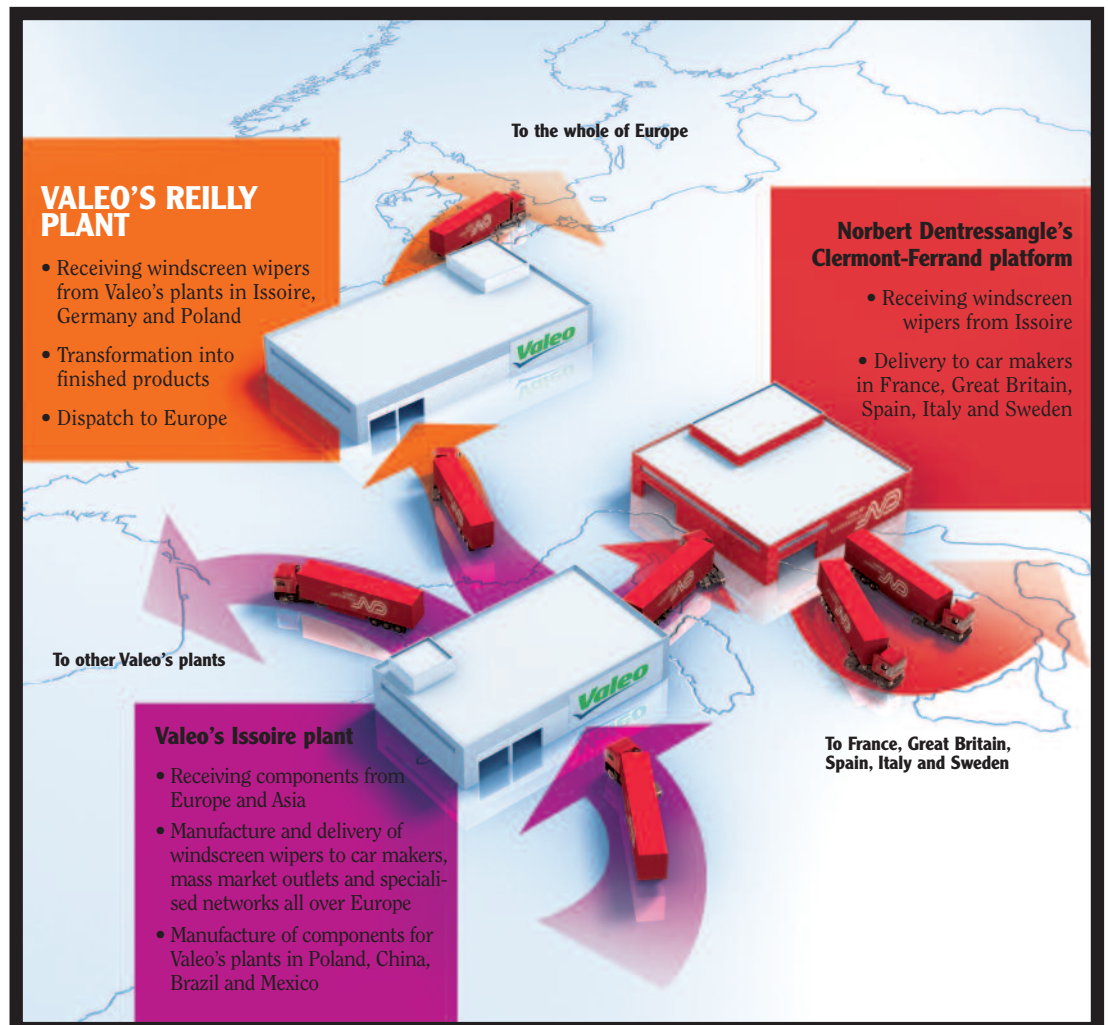
TRANSPORT/LOGISTICS

- Ten or so shuttles each day between the Issoire plant and the Clermont-Ferrand warehouse.
- 350 pallets each day.
- Receiving at Clermont-Ferrand of deliveries from 25 suppliers in Asia and Europe.
- Deliveries from the warehouse to Valeo's worldwide plants: Poland, Spain, Great Britain, Italy, Germany, Brazil.
- Just-in-time, zero default, stock accuracy.

To manage the international flow of goods both upstream and downstream, the car equipment manufacturer, Valeo, relies on the Transport/Logistics expertise of the Norbert Dentressangle Group. Complex movements and high quality demands characterise this partnership.

Valeo is an independent group entirely focused on the design, manufacture and sale of parts, integrated systems and modules for cars and HGVs. Valeo is one of the leading equipment manufacturers in the world and employs 73,800 staff in 29 countries, with 134 production sites, 71 R&D centres and 9 distribution centres.

Valeo Wiper Systems, one of the 12 product families in the group, develops and makes front and back windscreen wipers. A world leader on the market, Valeo Wiper Systems manages extremely complex flows, with 25 international suppliers, 650 references and assembly plants all over Europe. To achieve this, the company relies on the European expertise of the Norbert Dentressangle Group.



A Transport/Logistics partner integrated in the supply chain

In concrete terms, Valeo's Issoire plant (Puy-de-Dôme) receives parts from which it makes windscreen wipers. The plant then sends these wipers to car makers for the original equipment market, and to mass distribution networks and specialised networks for the aftermarket. This process includes three flows.

- Windscreen wipers are sent from the Issoire plant to the Norbert Dentressangle Group platform in Clermont-Ferrand, to then be sent to car makers in France, Great Britain, Spain, Italy and Sweden (20 daily dispatches).

- Windscreen wipers are sent from the Issoire plant to the Reilly plant (greater Paris area), where they are packed up, with other wipers from German and Polish plants. All of

these windscreen wipers are transformed on this site into finished products for the aftermarket and sent all over Europe.

- The Issoire plant makes components for Valeo's plants in Poland, China, Brazil and Mexico.

"At the heart of this multi-flow organisation, the Norbert Dentressangle Group takes care of transport and logistics operations", explains Christophe Papat, logistics manager on the Issoire and Reilly sites for the Southern and Eastern Europe Wiper Division of Valeo Wiper Systems. *"At the Clermont-Ferrand platform, teams apply their know-how to provide complex and professional services."*

Today, we work as real partners: our Transport/Logistics service provider is an integral part of our supply chain."

Let's add that Valeo, which is as demanding as its own customers, expects flawless logistics flows and reactivity from the Norbert Dentressangle Group. Particularly in winter, when peaks in activity change as often as the colour of the sky!

Valeo and French driver Luc Alphand have signed a 3-year partnership for the Cross Country Rally World Cup and the Le Mans Endurance Series.



VALEO Security Systems

Centralised flow management

The Security Systems Product Family develops and supplies systems that guarantee authorized, secure and comfortable access to vehicles. The two key ranges are: vehicles that unlock and start without a key and motorised opening systems (boots and tailgates). These functions add new commodities and make vehicle access easier, while optimising protection against theft. Over 4,000 staff members work in ten plants and six R&D centres in seven countries. In 2006, the Valeo Group started the NADOK project in Nevers, Abbeville, Dijon (France), Olesa (Spain) and Kosice (Slovakia), the five main Security System sites. *"With Nadok, our objective is to move from individual site management to centralised management, with a main platform in Chassieu (France)",* explains Stéphane Simonetta, Supply Chain Director in Valeo's Security Systems branch.

The organisation has thus evolved from 15 carriers to a single "flow manager". The Norbert Dentressangle Group manages this platform, the main activities of which are: receiving parts from other sites, sorting according to final destination, splitting, loading vehicles and re-routing to final destinations.

With this organisation, Valeo intends to streamline flows, optimise transport organisation, have better visibility of existing flows and benefit from a pro-active approach to international holiday schedules. And all this with very high demands in terms of performance.

