



part of the Michelin group

Press release
9 October 2017

XPO Logistics awards pan-European tyre management contract to Michelin solutions

Michelin solutions has been awarded a major contract with XPO Logistics, a leading global provider of transport and logistics solutions, to provide a tailored tyre management solution across nearly 80 per cent of its 17,000-strong European fleet. The three-year agreement marks one of the largest and most complex commercial vehicle tyre contracts in the sector and was secured following a rigorous and competitive tender process.

The EFFITRES™ tyre management solution extends a long-standing business relationship between Michelin solutions and XPO Logistics. Whilst the previous 9,000-vehicle contract covered close to 90 per cent of the French-based fleet, plus all truck and trailer assets in Poland and Romania, the new agreement sees Michelin solutions' share increased to more than 13,000 assets. This includes taking responsibility for 100 per cent of the French fleet, whilst also adding 2,300 new assets in the UK, 200 in Portugal and 50 in Luxembourg.

Luis Angel Gomez, Managing Director–Transport, XPO Logistics Europe, says: “Michelin solutions is recognised within XPO as being a strategic-level supplier that supports our long-term business goals. Their solutions are creative, flexible and proactive. This contract extension is our recognition of a job well done, and we’re confident that their solution will help to unlock even greater efficiencies over the next three years.”

Key to the contract was tailoring the partnership to use XPO Logistics’ network of workshops to fit and service tyres. The bespoke arrangement means XPO Logistics benefits from the support of Michelin solutions’ price-per-kilometre invoicing structure, expert fleet administration and established management reporting – whilst also making use of capacity and skills which exist within the customer’s own workshop network.

Agostino Mazzocchi, Sales Director Europe at Michelin solutions, says: “XPO Logistics is a prestigious customer, providing pivotal supply chain solutions to some of the most successful companies in the world – naturally we’re delighted to be renewing and expanding our close collaboration.”

“Tyre management and performance can have a huge impact on fleet efficiency and therefore structuring the right contract for XPO’s European operations was paramount. We offered a proven track record working with XPO in three major European countries, and the new scope extends our relationship further.”

The EFFITIRES™ contract will see Michelin solutions co-ordinate tyre safety inspections across every asset in the fleet at least every 60 days. Michelin solutions will also provide detailed fleet tyre management reports tracking key trends, including breakdowns per million kilometres, roadside rapid response times, and incidences of damaged tyres.

Michelin solutions is fitting a range of Michelin truck tyres across XPO Logistics' fleet, which comprises predominantly rigid trucks, high-volume drawbar vehicles, tractor units and trailers.

ends

About Michelin solutions

Michelin solutions is part of the Michelin group and was established in May 2013. It currently employs around 900 people globally and is responsible for in excess of 320,000 vehicles currently on contract. Michelin solutions is dedicated to designing, developing and commercialising solutions for fleets of trucks, buses, coaches, cars and vans. Its solutions are aimed at fleets wanting to improve their efficiency, productivity, and environmental footprint, in a global and customised way.

<http://fleetstreet.michelin-solutions.com/>

<http://gk.news/michelin-solutions>



<https://www.linkedin.com/company/michelin-solutions>



<http://twitter.com/michelinsolutio>



<https://www.youtube.com/user/Michelinsolutions>

For further press information please contact:

James Keeler or Rebecca Gleave at Garnett Keeler PR

Tel: +44 (0)20 8647 4467

E-mail: james.keeler@garnettkeeler.com | rebecca.gleave@garnettkeeler.com

MICH_SOL/055/17