



## PRESS RELEASE

Stoke-on-Trent, July 13, 2021

### **DAN LAMB NAMED AS MICHELIN'S NEW PASSENGER TRANSPORT SALES MANAGER FOR SERVICES & SOLUTIONS**

Michelin has appointed Dan Lamb as its new Passenger Transport Sales Manager, for the Services & Solutions business line.

Having been with the company for 27 years, Lamb brings a wealth of experience to the role. He reports directly to Andrew French, Director of Services & Solutions and will be responsible for the commercial aspects of Michelin's relationship with key fleets in the public transport sector.

"It's a new challenge for me and having spent the majority of my working career with the company I am hoping the knowledge of our products and processes I have gained over the years will help me to achieve some big things in the role," says Lamb.

"I am keen to get out on the road and meet the new fleets that I'll be working with, making sure that we keep our loyal and valued contracted customers happy and winning new business where possible."

Lamb began his career at Michelin straight after completing a Bachelor's Degree in Mechanical Engineering at Leeds University. He has worked in various sales and technical roles throughout his near three-decades with the company.

From 2003-2018, he was Technical Manager for truck tyres in the North of England & Scotland before, most recently, spending two and a half years as Key Account Manager – Technical & Quality, Automotive OE – working with some major brands such as McLaren, Honda, Aston Martin and Jaguar Land Rover.

Lamb believes his technical background will be particularly beneficial in his new position, as he looks to promote the sustainability advantages of running a Michelin tyre policy to some of the biggest passenger transport operators in the country.

"One thing I'm particularly interested in is rolling resistance and fuel saving. I was regarded as the expert in that field during my spell as Technical Manager for the truck side of the business," he says. "It's a little different in passenger transport because so much of the fuel in urban transportation is used to get the vehicle moving, due to the stop start nature of the operation, but our tyres and solutions still provide fleets with huge environmental benefits.

"I have recently completed a calculation for one fleet which shows that through a carefully managed Michelin tyre policy – utilising our Remix fitments and regrooving the tyres to extend their life at their most fuel-efficient state – we can cut the operator's CO<sub>2</sub> emissions by 1million kilos and reduce raw material usage by 100,000 kilos every year. That's a very powerful message for any responsible business looking to improve its environmental impact."



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Lamb succeeds Stewart Pooley, who retired earlier this year. He lives with his wife and three children in Cumbria, and is a keen road cyclist in his spare time – completing six of Transaid's African cycling challenges.

For more information, visit [business.michelin.co.uk](https://business.michelin.co.uk).

Michelin, the leading mobility company, is dedicated to enhancing its clients' mobility, sustainably; designing and distributing the most suitable tyres, services and solutions for its clients' needs; providing digital services, maps and guides to help enrich trips and travels and make them unique experiences; and developing high-technology materials that serve a variety of industries. Headquartered in Clermont-Ferrand, France, Michelin is present in 170 countries, has 123,600 employees and operates 71 tyre production facilities which together produced around 170 million tyres in 2020. ([www.michelin.com](https://www.michelin.com))

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