

PERFORMANCE



NEXANS

# Growth and performance in the cable sector

*Cables provide the network that forms part of our daily lives. As the world leader in this sector, the Nexans Group benefits from having been at the heart of French industry for so many years. For Nexans, transport plays a strategic role as an integral part of the supply chain. The Norbert Dentressangle Group is happy to rise to this challenge.*

**A**t the very heart of modern life, cables fulfil increasing needs in terms of energy, voice and data routing. They are everywhere – in cars, boats, trains, planes, household equipment, hi-fi, motors and other electrical transformers. As the world leader in the cable industry, Nexans employs 21,000 people around the world and generates a turnover of 7.5 billion Euros. The Group, which is listed on the stock exchange, offers a vast range of cables, made of copper or aluminium, intended for three major markets: infrastructures in energy and transport, industry and construction. At the cutting edge of innovation, Nexans constructed the world's first superconductor power transmission cable between Long Island and New York.



**“Since March 2008, the Norbert Dentressangle Group has organised the transport of 12,000 tonnes of cable from the factory in Chauny (Nord) to Nexans customers in Great Britain (Liverpool, Normanton, etc.). This new service could be developed at other manufacturing plants in France.”**

Director for France.

In order to fulfil these needs, Nexans has created a dedicated transport organisation. In particular, the logistics centre in Autun receives cables and cable reels manufactured by all the French factories. Every year in Autun, 120,000 tonnes of products are transformed and distributed on pallets or reels, before being sent to customers all over France. Pallet distribution managed by Norbert Dentressangle Group, represents 45% of departures from the centre. *“We are particularly demanding in terms of our partner’s availability,”* explains Bruno Chatelain, *“we have worked hard this year to bring our various organisations into line.”*

## The logistics centre at Autun

- 120,000 tonnes of goods distributed per year.
- The Norbert Dentressangle Group manages 45% of departures from Autun:
  - 15 vehicles per day from Nexans manufacturing plants in the Northern France,
  - 20 vehicles per day delivering to customers’ plants,
  - 44 vehicles dedicated to distribution,
  - 92% vehicle load fill.



*in terms of delivery deadlines. In this context, we rely greatly on our transport partner,”* stresses Bruno Chatelain. *“In fact, we consider transport an integral part of our own supply chain.”* Based on great mutual confidence, the partnership continues to develop and grow stronger. The proof is that the two partners are currently considering the introduction of Key-PL® (Key Partner in Logistics), which combines organisation and guaranteed transport.

### A tailor-made transport organisation

As the successor of “Câbles de Lyon”, a company established back in 1897, Nexans is firmly rooted in Europe. In France, Nexans generates a turnover of 3 billion Euros and employs 4,000 people, distributed across 12 manufacturing plants and two logistics centres, in Autun and Nanterre.

Airbus, Boeing, Areva, Spie, Ineo, Vinci, Cegelec and EDF are some of its prestigious customers. *“The diversity of our customers and the markets, in which we are active, is logically accompanied by a wide range of customer and transport constraints”*, stresses Bruno Chatelain, Logistics

### At the heart of supply chain

In order to fulfil its customers’ needs, Nexans actually cuts cables on site. The bringing into line of the two organisations ensures that Norbert Dentressangle drivers only arrive at the logistics centre when orders are ready, which enables them to deliver on time. In order to cope with variations in volume linked to fluctuating demand, the Norbert Dentressangle Group is considering a more flexible transport organisation in partnership with Nexans, which will combine bulk and express transport.

*“Nexans now wishes to measure customer satisfaction more accurately*

