



Astre : winning purchases for its members

Paris, November 10th 2021

At the end of each year, as the passed seven ones, the Astre Group has chosen its partner to accompany it in the framework of the "engine" group purchase. The manufacturer MAN has won the tender for the year 2022.

Despite the health crisis and the impacts in terms of delivery in all areas, Astre is pursuing its grouped purchasing strategy and is committed to order 350 engines.

As one of the foundations of the Group, Astre's Purchasing Department allows its members to benefit from "key account" conditions and thus to access the best service and product offers.

This year again, Astre launched its call for tenders in June to all its referenced suppliers. Almost all the partners responded with very interesting offers that the Purchasing Committee studied in detail.

For several years now, the call for tenders has been a real success with partners, which can be explained by the real purchasing power that the leading European group of transporters represents today.

"Mass purchasing is part of the cooperative's DNA. Whatever the size of the company, each Astrian member has an interest in playing collectively.

For 7 years now, grouped purchases have enabled our members to obtain economic and technical purchasing conditions similar to those of the large groups." Denis Baudouin, Chairman and CEO of the Astre Group

Group buying: better equipped, cheaper and more responsible!

Purchasing at Astre goes far beyond group purchases of engines and semi-trailers. Within the Group, a Purchasing Department as well as a dedicated Commission work daily to reference the suppliers essential to transport and logistics companies and negotiate the best conditions for service and product offers.

In addition to the notions of pricing, Astre and its CSR department implement an evaluation of their referenced partners based on criteria derived from the ISO 26 000 and 20 400 standards.

Astre and its partners: win-win protocols

*In 2020, the members generated a consolidated purchase volume of almost **€170 million** from the **90 partners** listed. Protocols with a end-of-year discount system are more than satisfactory for members and suppliers. The latter also benefit from advantages within the network such as access to an annual showroom, participation in regional members' meetings and visibility on certain communication media intended for more than a hundred transporters.*



Press releases

Towards European deployment

Although purchasing is well established in the Astre network, the Group's ambition is to deploy this model in the other Astrian countries*. In Spain and Italy, protocols are beginning to emerge to the great satisfaction of European members. With the arrival of a new Network Director, the dynamic beyond our borders is tending to accelerate.

Astriens: members of the cooperative*

ASTRE IN NUMBERS

**3.3 billion € sales
revenue**

**+ 20,000 employees
160 members**

ASTRE, a human adventure

The ASTRE Group, a network of 160 solid and independent SMEs, which has now become the leading European transport and logistics group, has revolutionised the world of cooperation in France and Europe in the transport and logistics sector.

It is above all a story of men and women united around common values such as solidarity, mutual aid and CSR commitment.

These values are the strength of the Group and allow clients to benefit from both the flexibility of SMEs and the efficiency of a large group.

Press contacts:

Audrey David – a.david@astre.fr – +33(0)1.60.76.61.73