

## **STEF and TOYOTA MATERIAL HANDLING EUROPE sign a strategic 4-year European contract**

**Jean-Pierre Sancier, Chief Executive Officer of STEF and Matthias Fischer, President of Toyota Material Handling Europe, have signed a 4-year European contract to manage 100% of the STEF truck fleet. Toyota Material Handling Europe will now be the preferred supplier of the STEF Group for material handling equipment and associated services (multi-brand maintenance, rental...).**



From left to right: Matthias Fischer, President of Toyota Material Handling Europe and Jean-Pierre Sancier, CEO of STEF.

In 2015, STEF initiated a major programme to redesign its business model for the management of its material handling equipment in Europe. A tender was launched with key market leaders to choose a partner to accompany the Group during this transition. In December, Toyota Material Handling won the tender with an efficient and innovative service offering to improve working conditions, equipment productivity and maintenance. Toyota Material Handling Europe will contribute important human resources to support STEF's management of their truck fleet.

**Jean-Pierre Sancier, CEO of STEF, said:** *“Better material handling management is key to improving our global performance. STEF has decided to work with Toyota Material Handling, the world leader in material handling equipment, for their vision, commitment and efficient and innovative solutions (service and maintenance) which meet our needs. We have worked with this market player for several years. We are very pleased with this agreement and the quality of work provided by the Toyota Material Handling Europe and STEF teams to complete this project.*

**Matthias Fischer, President of Toyota Material Handling Europe, said:** *“STEF is a leading company in cold store logistics, which naturally requires a high level of service for their material handling equipment. We have been working very closely with STEF for the last few years and we are delighted to be selected as a sole partner for the coming 4 years. We are committed to continuing and exceeding their expectations by offering high-quality, highly productive and innovative solutions.”*

### **About STEF - [www.stef.com](http://www.stef.com)**

STEF is the European specialist for cold logistics (-25°C to +18°C). STEF masters and brings together all transport, logistics and I.T. skills dedicated to raw and processed food products. STEF has a multi-service offer of logistics solutions well-suited to the business and specific requirements of its customers: manufacturers (micro-companies, SMBs and large companies), retailers (mass retailers, wholesalers) restaurants (chains and contract catering). STEF has 16 000 employees in 7 European countries: Belgium, France, Holland, Italy, Portugal, Spain and Switzerland. STEF can rely on a specialized infrastructure: 216 platforms and warehouses, 1 980 vehicles (tractors and straight trucks) and 2 060 refrigerated tractor-trailers. Group income for 2015 reached €2,826.2 million.

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### **About TOYOTA MATERIAL HANDLING EUROPE**

Toyota Material Handling Europe is the European headquarters of Toyota Material Handling Group, which is part of Toyota Industries Corporation – the global leader in material-handling equipment. It provides businesses of all sizes, in more than 30 European countries, with a full range of counterbalanced forklift trucks, BT warehouse equipment/services, added-value solutions and innovations. Over 95% of trucks are manufactured in our European factories, in Sweden, France and Italy – all to Toyota Production System's (TPS) quality standards. Find out more to achieve exceptional efficiency in your operations. [www.toyota-forklifts.eu](http://www.toyota-forklifts.eu).

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