

SOLUTRANS

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SOLUTRANS 2023: CARGO BIKES AS ONE OF MANY ZERO-CARBON MOBILITY SOLUTIONS

For its 18th edition, SOLUTRANS, the headline tradeshow for light and heavy commercial vehicles, will also be a major platform for sustainable solutions to meet the challenges of a greener transport sector. Among them, the cargo bike will be firmly centre stage, through a comprehensive overview of the developed solutions and a programme of special events including talks, round tables and workshops to offer insight to the more than 50,000 visitors expected.

Between the implementation of LEZs scheduled for 2025 in the main cities in France, the traffic restrictions resulting from them, and the carbon emissions generated by road transportation, last-yard delivery is a genuine issue that transport professionals have a duty to consider in their logistical distribution processes. To address all these new constraints impacting transport and deliveries, in particular in city centres, the commercial vehicle sector has to reorganise. In this respect, an increasing number of industry professionals are turning to alternative delivery modes such as cargo bikes.

WHAT'S A CARGO BIKE?

Electrically assisted cargo solutions – or cargo bikes - are defined as e-bikes (or trikes) fitted with a cargo box that can carry loads of various volumes. There are several categories of cargo solution:

- ✓ **The cargo bike** (with two wheels) designed to carry a load on a deck located between the steering column and the front wheel;
- ✓ **The cargo trike** (a regular or tilting three-wheeler) with the cargo space at the front;
- ✓ **The long tail** with a payload behind the seat for two children or bulky loads;
- ✓ **The front loader cargo bike**, with the payload placed above the front wheel.

The capacity of an electric cargo bike can vary depending on its **make and model**. However, most electric cargo bikes can carry **up to 250 kg of goods**. Some larger and more robust models can even carry up to 400 kg or more.

CARGO BIKES AND THEIR MULTIPLE BENEFITS

Over the years, the cargo bike industry has enjoyed substantial growth and many companies and tradesmen businesses are now showing an interest in them. In addition to their versatility, modularity and the significant weights that they can carry, cargo bikes can go anywhere in towns and are easy to park. This is a serious advantage for transporters who no longer have access to city centres.

Another advantage in favour of the use of the cargo bike: it is estimated that an e-bike only emits 22 g of carbon dioxide per kilometre (including the production of the battery) whereas cars and vans emit on average ten times more. Furthermore, professionals in France can also benefit from subsidies equivalent to 40% of the purchasing price up to a maximum of €2000.

Attracted by these benefits, transport and cyclo-logistics professionals, fed up with congestion and the increasing rarity of parking spaces, are increasingly adopting this advantageous form of green mobility.

CARGO BIKES AND THEIR ONGOING BOOM

According to data from 2022, the proportion of electric cargo bikes made in France is constantly rising, from 16% in 2018 to 22% in 2022. This illustrates the commitment of French firms to the production of electric cargo bikes. (*Source: Observatoire de la cyclologistique*). The cargo bike market is growing today in France, although it is still well behind our European neighbours. Germany, for example, registered the sale of more than 160,000 cargo bikes in 2022, compared with 70,000 in France, across both consumer and professional markets, and 22% of which were made in France. However, since cargo bikes do not carry a number plate, these figures may not be fully accurate.

Consequently, conditions are ripe for an increase in the use of cargo bikes in France. Traffic rules and regulations are beginning to change in cities, and many councils are striving to improve the way that different vehicles share the road space. Tradesmen, caterers, service providers and even council staff are all taking to cargo bikes in ever greater numbers to make deliveries in city centres, up to 1.6 times faster than with a regular size delivery van.

CARGO BIKES: A ZERO CARBON SOLUTION FOR THE LAST MILE

As an essential link in the logistics chain, the last mile, end even the last yard, are genuine challenges for companies. As the source of costs, they are said to account for 5% of firms' turnover, and up to 26% for e-commerce companies. The cost element is further compounded by the problems of traffic in city centres and controlling greenhouse gas emissions, notably in low emissions zones (LEZs). In this last point, last-mile delivery is responsible nationwide for 25% of greenhouse gas emissions and occupies 30% of road space. In response to these observations, transporters and logistics providers have been active in recent years in finding solutions and proving the feasibility of tomorrow's mobility models, among them, the cargo bike.

Worth noting: Cargo bikes are currently not governed by any specific regulations. A European standard is in the process of being drafted relating to driving rules, registration and the insurance of cargo bikes used for business purposes. As no legislation is in force today, the applicable rules are those relating to e-bikes. SOLUTRANS offers a showcase to this product offering and its many advantages, and will be an ideal opportunity for all professionals to come and chat with the sector's specialists and representatives of the public authorities.

SOLUTRANS, A PROVIDER OF MOBILITY SOLUTIONS

As the international event for innovation and information around today's responsible transport solutions, SOLUTRANS will this year be offering a unique proposition and content, in greater quantity than ever, in which cargo bikes will feature to a large extent. During the five days of the show, visitors will be able to discover:

- **A space dedicated to cargo bikes in Hall 1**
Around 30 stands will present the wide range of products on offer in the sector: the background, issues and solutions to meet the demands of this specific "last yard" delivery in large city regions, and especially in LEZs.
- **An indoor 250 metre test track** enabling visitors to see and test for themselves in real-life conditions (in a city, with slopes to climb, with narrow traffic lanes) the manoeuvrability of cargo bikes and trikes.

- **Innovative exhibitors including:**

- ✓ **Cycleurope:** a leading player in mobility, designs and manufactures in its facility in Romilly-sur-Seine, in the Aube department (10) Gitane and Peugeot bikes aimed at all users, businesses, local authorities and town councils.
- ✓ **FlexiModal:** develops capacity building urban solutions for logistics providers dealing with the constraints of city centres by offering French-designed and built cargo bikes and trailers which combine handling and transport for the simplified transfer of parcels and pallets.
- ✓ **Kleuster:** a manufacturer of 2,500W bikes enabling a 650 kg GVW, Kleuster will present Freegônes. This electric assistance cargo bike, with 80 km of range, offers access to highly populated areas and enables deliverers to cover the last miles without creating adverse impacts and on the doorsteps of customers and service location.
- ✓ **K-Ryole:** a French manufacturer of professional electric vehicles. They offer cyclo-logistical “heavy goods” electric trailers: robust and versatile electric assistance trailers to carry goods around cities up to 350 kg in weight, with a bike or by hand, entirely effortlessly.
- ✓ **Pelican Cycles:** Pelican aims to develop bikes for professional use and offers a comprehensive range of bikes for courier services including the PelicanTrain system with its modular system designed to adapt to all types of user: logistics, tradesmen, manufactures and caterers.
- ✓ **TRIPS E-Cargo bikes:** will present its cyclo-logistics solutions designed for intensive use. Trips offers transport companies reliable, robust, low maintenance vehicles.
- ✓ **VUF Bikes:** A make of compact, stable, electric assistance cargo trikes, VUF Bikes offers professional e-trikes designed to transport heavy weights and large volumes (up to 150 kg or 1,400 l). The three wheels, the electrical assistance and the tilting cornering system make it a safe, stable and comfortable solution. They come in several versions depending on the professions served.

Also in attendance on the dedicated zone, and part of the cargo bike ecosystem, will be organisations and competition clusters that work to develop mobility, such as **CARA Auvergne Rhône-Alpes**, **Groupe SAB**, which offers an innovative casting process for the manufacture of bike frames, and **Mobilize (Renault Group)**, which aims to develop a wide range of services dedicated to new mobility.

SOLUTRANS will also play host to talks and panel discussions, offering visitors a chance to decipher the latest developments in urban logistics or gain insight into the cyclo-logistics market. On the agenda:

- **Wednesday 22 November**
 - ✓ Urban logistics and last mile delivery: how can bikes be built into the logistics chain?
- **Thursday 23 November**
 - ✓ Cargo bikes breaking into the logistics chain
 - ✓ Structuring a vertical for the future: state of play of French cyclo-logistics
- **Friday 24 November**
 - ✓ Business use of bikes in towns: feedback from local authorities and small business owners

Historically restricted to body builders and equipment suppliers, the **I-nnovation AWARDS** this year welcome a new category dedicated to cargo bikes on an experimental basis, given the current lack of clarity surrounding regulations on the subject. This is a prime opportunity for exhibitors and visitors to discover the innovative projects that are transforming the industry today. The winners will receive their awards at a special ceremony on 21 November at the Lyon Groupama Stadium.

About SOLUTRANS

SOLUTRANS: THE GLOBAL HUB FOR HEAVY & LIGHT COMMERCIAL VEHICLES

SOLUTRANS, bringing together market players from across the heavy and light commercial vehicle industry, will hold its 17th edition from 21 to 25 November 2023 at Lyon Eurexpo, France.

The event, belonging to the French Bodywork Federation FFC and certified by the International Organization of Motor Vehicle Manufacturers (OICA), brings together, over 90,000 sqm, nearly 50,000 professionals along with 1,000 exhibitors and brands from all over the world, under a shared banner: "Energy transition: all players in a greener industry."

SOLUTRANS is the two-yearly rendezvous of one of the most innovative sector verticals, from industry to services. Global economic conditions make SOLUTRANS a showcase for the exceptional performances of HGV builders, bodywork manufacturers, vehicle fitters, OEMs, manufacturers of workshop equipment, tyre professionals and distribution networks.

SOLUTRANS also aims to echo the challenges of the sector, with a specific focus on energy sources, retrofitting, city centre deliveries and its constraints, etc. Moreover, this year the show will present its vision of the "last yard", with an approach centring on city centre access restrictions, and low emission zones in particular. New delivery methods, notably cargo bikes, which are becoming a part of the transport ecosystem, will have a large educational and test area allotted to them in the centre of Hall 1.

With its status as a global industry event, SOLUTRANS has set itself the goals of supporting the industrial sector, promoting solutions to professionals, and anticipating the challenges that lie ahead. "All players in a greener industry!"

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