

SOLUTRANS 2023: A market survey delving deep into professionals' challenges

As part of the 17th edition of SOLUTRANS, a major survey entitled "Commercial vehicle professionals: what challenges in 2023?" was conducted by Comexposium and the FFC.

Over the past two years, the road transport sector has faced major upheavals and is leading its green energy transition. SOLUTRANS, as the global hub for heavy and light commercial vehicles, and the international event for innovation in responsible transport, decided to survey its community and gain better insight into its challenges and expectations.

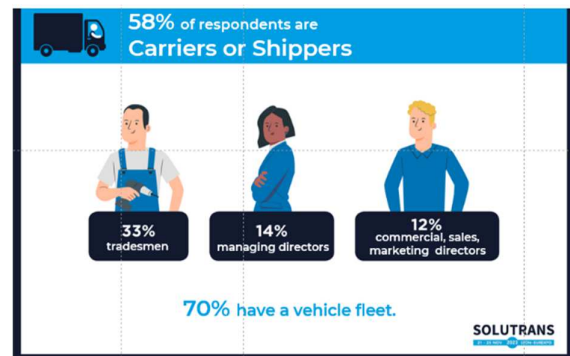
PROFILE OF RESPONDENTS

In March, via an online questionnaire, a sample of 400 commercial vehicle professionals offered their views and opinions on the following themes: their confidence in the future, their challenges in 2023, current and future powertrains, training, LEZs and solutions.

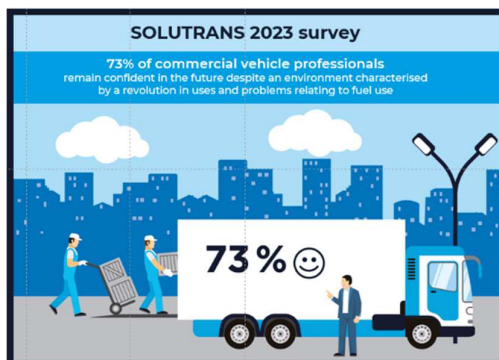
Most of the respondents in the sample are carriers, followed by shippers. These two headings, the core target of the show, make up 58% of the panel. Next come services for professionals, repair shops, bodywork and parts suppliers, and finally vehicle distributors.

In terms of job title, 33% of respondents are tradesmen or owner-directors, followed by 14% managing or finance directors, then nearly 12% sales directors. 43% of them work in small companies with fewer than 10 employees.

The vast majority of respondents – 70% - possess a vehicle fleet.



SURVEY FINDINGS

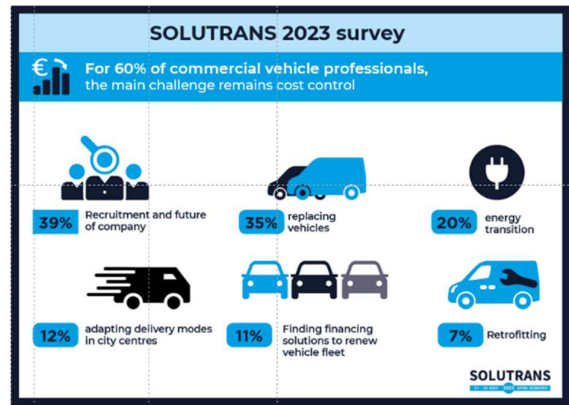


A CLIMATE OF CONFIDENCE

When asked "Are you confident about the future for your sector of activity?" 73% of professionals assert their confidence. This comes despite an environment characterised by a revolution in uses and problems relating to fuel use, in particular that of low emission zones in France which will continue to emerge in France's main cities between now and 2025.

SOLUTRANS AT THE HEART OF PROFESSIONALS' CONCERNS

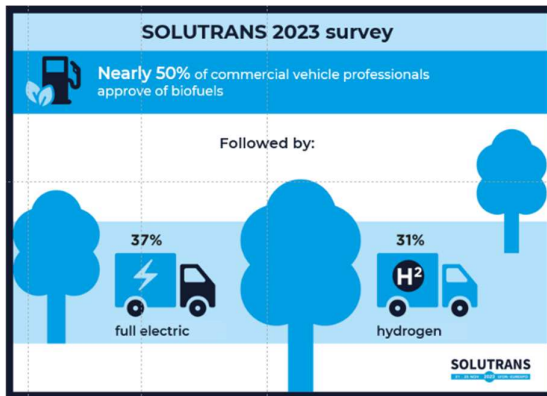
While cost control and cash flow remain the leading challenge for professionals (60%), recruitment and the long-term survival of the company are also among their concerns (39%). It is well-established that the profession is struggling to recruit and publicise its job disciplines, which are nevertheless diverse and hold a bright future. SOLUTRANS positions itself as a “provider of solutions” for all these challenges that occupy the minds of professionals, notably with regard to adapting delivery methods to city centres, one of the main themes of the 2023 show.



DIESEL STILL AHEAD OF THE PACK

It can also be noted that in the area of powertrains, the majority of the vehicle fleet owned runs on diesel (70%). Biofuels arrive in second place ahead of petrol, at 24%. The share of electric and GPL remain low at 15% and 12% respectively.

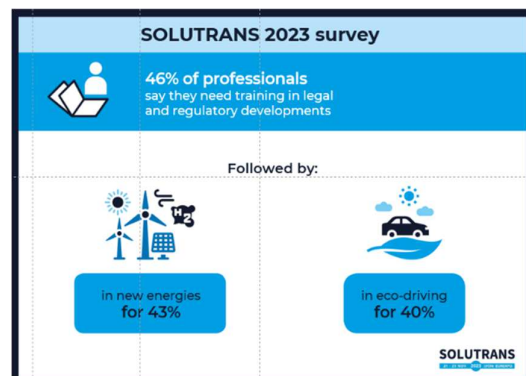
BIOFUEL STILL A FIRM FAVOURITE

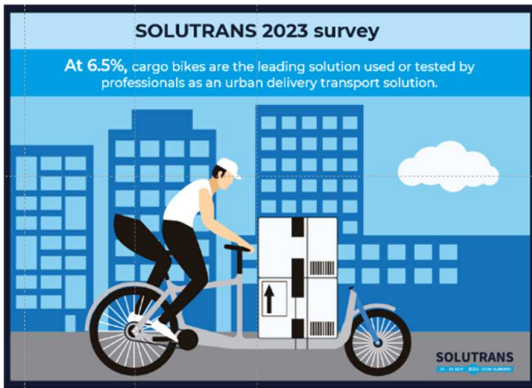


When asked about the range of energy sources to which they would be likely to turn, biofuels top the list, cited by nearly 50% of professionals. A logical finding, given that by 2040 the European Commission is aiming to reduce the emissions of trucks over 5T by 90%. Electric, gas and hydrogen come next in the list, and should surge higher in the coming years.

CHANGES SET TO INVOLVE TRAINING

Professionals' training needs are connected with the main challenges cited by respondents: changes in laws and regulations remains the fundamental subject, according to 46%. New energy sources and eco-driving rank not far behind, cited by 40%. Indeed, new regulations mean acquiring new skills, whether in terms of knowledge on energy or new behaviour to adopt for greener, more cost-effective driving.





WHAT TRANSPORT SOLUTIONS IN THE HEART OF LEZs?

With traffic restrictions resulting from the deployment of low emission zones (LEZs) and increased demand, urban delivery is facing sizeable challenges. 46% of respondents are interested in the autonomous vehicle solution, while over 6% already use a cargo bike as an alternative urban delivery solution. Cargo bikes will have pride of place at SOLUTRANS 2023 with a dedicated area, an array of exhibitors offering solutions to meet the problem of the delivery “last yard”. Visitors and exhibitors will also be able to see cargo bikes in action thanks to a 300-m indoor test track.

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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