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## **Polipol and Lectra redefine the boundaries of leather cutting**

***Lectra's expertise and advanced technology  
enable the Polipol Group to enter a new era in leather cutting***

**Paris, February 24, 2015** – Lectra, the world leader in integrated technology solutions dedicated to industries using soft materials—fabrics, leather, technical textiles and composite materials—is pleased to announce that German furniture manufacturer the Polipol Group has renewed its confidence in Lectra by adopting its latest leather cutting room solution for upholstered furniture manufacturers.

As part of its growth strategy, the Polipol Group decided to completely overhaul its leather cutting process in order to optimize its performance and quality. They analyzed the whole market and given the longstanding relationship with Lectra and the success of previous collaborations, the Group naturally turned to its experts to secure the management and implementation of such a strategic project.



“I could not have imagined undertaking this important and challenging project with anyone other than Lectra,” says Gerd J. Hemmerling, Polipol Group’s Managing Director and owner.

To begin with, both companies recognized the need to define the project scope and expectations in order to reach Polipol Group’s strategic objectives. Lectra carried out a full diagnosis and analysis to identify Polipol Group’s requirements, expected results and KPIs, before drawing up an innovative project plan for the new Versalis® leather cutting room. Each step of the process, such as hide flaw identification, nesting and cutting, is carried out on a separate workstation in a parallel process. This unique solution dramatically improves leather quality control, gives better hide use rates and improves workflow, including the elimination of bottlenecks due to operator dependency, resulting in higher productivity.

Once the project goes live, Lectra and its wide network of experts will continue to support the Polipol Group to ensure the performance of the solution remains the same or higher, throughout its lifecycle. Lectra’s know-how in automated leather cutting and in change management projects (both local and global) makes it an ideal and trusted partner for the Polipol Group.

“Lectra has been working with the Polipol Group for over 20 years, but this is by far our most ambitious project to date. We are excited and proud that the company has renewed its confidence in Lectra and in our expertise not only in leather cutting automation projects, but also in terms of change management. On both sides we expect great results and a fruitful collaboration between experts”, says Céline Choussy Bedouet, Marketing Director for Automotive and Furniture, Lectra.

### **About Polipol**

Polipol was founded in 1990 in Lübbecke, Germany, and since 2010 the owner-managed company has been run from brand new headquarters in Diepenau, Germany. With a targeted turnover of €400 million, the Polipol Group is the European market leader in upholstered furniture. Polipol Group is **the** specialist in functional upholstered furniture, with more than 5,000 employees at seven European sites.

For more information, please visit [www.polipol.com](http://www.polipol.com)

## About Lectra

Lectra is the world leader in integrated technology solutions that automate, streamline and accelerate product design, development and manufacturing processes for industries using soft materials. Lectra develops the most advanced specialized software and cutting systems and provides associated services to a broad array of markets including fashion (apparel, accessories, footwear), automotive (car seats and interiors, airbags), furniture, as well as a wide variety of other market sectors, such as aeronautical and marine industries, wind power and personal protective equipment. Lectra serves 23,000 customers in more than 100 countries with 1,500 employees and \$281 million in 2014 revenues. The company is listed on Euronext.

For more information, please visit [www.lectra.com](http://www.lectra.com)

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