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Sherborne Upholstery goes for full automation with Lectra

***The UK upholstered furniture manufacturer
is transforming its leather and fabric cutting rooms with Versalis® and Vector®***

Paris, March 22, 2016 – Lectra, the world leader in integrated technology solutions dedicated to industries using fabrics, leather, technical textiles and composite materials, is pleased to announce that Sherborne Upholstery has chosen Lectra solutions for both its leather and fabric cutting rooms.



A Lectra customer for more than 20 years, Sherborne Upholstery is one of the UK's oldest family-owned upholstered furniture manufacturers.

Sherborne has been producing upholstered furniture for over 85 years and for decades it has been the market leader in reclining furniture, both manual and electric, together with sofas and chairs in both leather and fabric. The company currently operates two factories and distributes its products through a range of retailers in the UK and in the Republic of Ireland. Proud of its "Made in Britain" image, it produces every piece entirely in England.

The quality of its products and the level of service it is known for have enabled Sherborne Upholstery to differentiate from lower-cost importers. However, the company still faces stiff domestic competition, and recently sought to automate and fully optimize its production. Lectra experts worked closely with Sherborne Upholstery to propose a comprehensive leather and fabric cutting room solution which would meet their needs, both now and in the future.

The deciding factor for Sherborne Upholstery was the exceptional cutting quality, hide efficiency and material savings delivered by Versalis®, Lectra's innovative leather cutting solution. Its advanced flaw identification, powerful leather nesting algorithms and unrivaled productivity outshone the competition. With Versalis, Sherborne Upholstery will be able to increase hide efficiency by up to 9.5%, reduce re-cuts by two-thirds and boost sewing efficiency by 10% thanks to the improved quality and consistency of cut parts.

"We were impressed, not only by Lectra's advanced technology and services, but by its expertise in automating the cutting room. This will transform the way we work, and will deliver significant savings and improved efficiency to enable our business to continue to grow in this competitive market," said Chris Walker, Managing Director, Sherborne Upholstery.

In addition, Sherborne Upholstery decided to upgrade its aging fabric cutting room, with the implementation of two state-of-the-art Vector® automated cutting solutions, which will increase production capacity and maximize operational uptime thanks to Lectra's predictive and preventative maintenance service. This leaves the company ideally positioned to meet its strategic growth objectives.

"We have seen a rebound of the furniture market in the UK this past year and we are proud that Sherborne has chosen Lectra to support its ambition and its strategy to implement and optimize its cutting rooms," says Céline Choussy Bedouet, Chief Marketing Officer, Lectra.

About Sherborne Upholstery

Sherborne Upholstery has grown from a small family business into one of the most successful upholstery companies in the United Kingdom with two factories and over 250 employees. It offers a comprehensive range of recliner chairs and sofas, including electric lift recliners, alongside a vast range of upholstered chairs and sofas and a relatively-new range of upholstered adjustable beds, all manufactured in its own factories in the North of England. It is widely known and respected for its consistently-high quality standards, levels of service and innovatory ideas including the recently-introduced TouchStop safety system on all electric lift recliners.

About Lectra

Lectra is the world leader in integrated technology solutions (software, automated cutting equipment, and associated services) specifically designed for industries using fabrics, leather, technical textiles, and composite materials to manufacture their products. It serves major world markets: fashion and apparel, automotive, and furniture as well as a broad array of other industries. Lectra's solutions, specific to each market, enable customers to automate and optimize product design, development, and manufacturing. With more than 1,500 employees, Lectra has developed privileged relationships with prestigious customers in more than 100 countries, contributing to their operational excellence. Lectra registered revenues of \$264 million in 2015 and is listed on Euronext.

For more information, please visit www.lectra.com

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