



# CBE joins DexKo Global

DexKo Global, world leaders in the production of suspension technology, chassis construction and related components, has acquired CBE s.r.l. (CBE Group), headquartered in Trento, in Italy. The aim is to expand the core business of AL-KO Vehicle Technology including solutions for electronics.

Words Giorgio Carpi

In July 2018, DexKo Global signed an agreement for the acquisition of CBE Group, a leading European manufacturer and distributor of electronic components and wiring for recreational vehicles. In addition to the headquarters in Trento, CBE has production plants in Arco, Italy and in Soliman, Tunisia. With a history of more than 40 years, CBE is a leading company in Europe in the sector of electrical and electronic systems for recreational vehicles. Based in Trento, Northern Italy, CBE is a design partner for motorhome and caravan manufacturers all over the world, drawing up personalised solutions which involve all aspects of the on board electrical systems: from control panels to distribution boards, from battery chargers to tank probes, sockets, switches, up to complete wiring of the vehicle. CBE's founder and former CEO Bruno Conci intended to retire from the company and therefore found a strategic buyer in DexKo Global. Fred Bentley, CEO at DexKo

Global: "We are delighted that CBE has become part of the DexKo Global Group. CBE enjoys an excellent reputation in the industry and is characterised by quality and reliability - the same values that DexKo and AL-KO Vehicle Technology represent. We are confident that, together with CBE and its product portfolio, we will be able to even better serve our customers in the leisure vehicle and light commercial vehicle segments." Harald Hiller, President and CEO AL-KO Vehicle Technology: "We are pleased that Bruno Conci is handing over his life's work to us, and we will continue the business in his spirit. With CBE, we gain further access to the electronics sector and the integration into AL-KO Vehicle Technology will enable us to open up new product segments. At the same time, the acquisition helps us to expand our position as a leader in innovation and quality. I am particularly pleased that we were able to retain Paolo Moiola and Dorian Sosi, who already hold leadership positions,



From left to right: Dorian Sosi, Gerd Stoll, Bruno, Laura and Roberto Conci, Paolo Moiola.



as managing directors.” The two CEOs, Paolo Moiola and Dorian Sosi, are at the helm of CBE, and they have held managerial positions within CBE since the early 2000s and have an in-depth knowledge of the market in which the company does business. “I would like to thank Bruno Conci, CBE’s founder, with whom I have enjoyed working for more than 25 years – states Dorian Sosi, one of the two new joint CEOs – my, indeed our objective is to succeed, by continuing to apply what he has taught us, respecting our clientèle, the quality of our products and of our manufacturing processes. I am grateful to AL-KO for this opportunity and I have every faith in the shared growth that awaits us”. Paolo Moiola, new joint CEO adds: “I am proud of everything we have built - under the forward-thinking guidance of Bruno Conci - over the years working with the entire team at CBE Group. I would like to thank AL-KO for the role they have given me, and I will do everything in my power, thanks

to the skills and resources of DexKo Global, to ensure our Group continues to develop its potential further and achieves ever more ambitious goals”. The Italian management team will be supported in their tasks by the CEO of AL-KO Italia, Gerd Stoll: “As a member of the Board of Directors of CBE, it is a pleasure to team up with my colleagues Sosi and Moiola, who I have known for many years, and greatly respect. My commitment is to foster the integration of CBE within DexKo Global processes. I am very familiar with this integration, since it has also involved AL-KO Italia since 2015, when the American Group was set up”. CBE equips approximately 40,000 recreational vehicles each year, and exports make up more than 80% of annual turnover. In the last 15 years alone, the company has supplied electronic devices for over 300,000 motorhomes. Considering previous supplies too, an estimated 500,000 or so motorhomes in circulation are fitted with an average of more than 5 CBE devices. CBE also specialises in the photovoltaic sector, where it offers an extensive range of modules and regulators. And it is a leader in wiring harnesses. These days, there are more than 500-600 metres of wires on a mid-level motorhome, whereas this figure can reach up to 2,000 metres on a large, extra-luxurious motorhome. CBE is the only supplier of electrical and electronic components to design and independently manufacture wiring for the motorhome industry. This takes place in two separate production plants: the branch in Arco, Italy, and SCT in Tunisia. 100% of the wiring produced is tested directly by CBE. In 2018, the company will have produced approximately 400,000 wiring harnesses, for installation in over 40,000 recreational vehicles. Today, wiring makes up approximately 40% of turnover. In the head office in Trento, the company has a simulation testing lab which allows all CBE systems (existing and future) to undergo functional simulation in combination with almost all the devices and utilities applied to recreational vehicles, such as space heaters, air conditioning units, generators, refrigerators, lighting systems, water pumps, water heaters and inverters.



## CBE's Milestones

- **1976** - CBE is founded by the former co-owner and CEO Bruno Conci, who started out in the caravanning industry manufacturing electrical systems and electronic devices for local manufacturers Laverda and VS Caravan. Just 2 years later the company launches the first LED control panel for motorhomes.
- **1982** - First attendance at the Turin show (now in Parma)
- **1985** - First attendance at the Essen show (now in Düsseldorf)
- **1987** - First attendance at the Paris show
- **1990** - CBE moves to a new 1000 m<sup>2</sup> factory (Lamar/TRENTO)
- **1994** - First LCD control panel for motorhomes
- **2003** - CBE obtains UNI EN ISO 9001 certification. Constantly increasing turnover leads CBE to purchase a 4500 m<sup>2</sup> field where the current Spini/TRENTO premises – at that time 2800 m<sup>2</sup> – are located.
- **2008** - First touchscreen control panel for motorhomes.
- **2009** - CBE decides to invest strategically on the direct manufacture of wiring harnesses and takes over LCE, a consolidated company in that industry located in Arco/TRENTO.
- **2011** - A new production facility (still in Arco/TRENTO), spanning more than 1500m<sup>2</sup>, is made available to LCE. CBE strengthens and expands its production capacity in the wiring harnesses industry with the start-up SCT, based in Soliman/TUNISIA,
- **2014** - Expansion of the factory in Spini/TRENTO (with the work completed mid-2015), creates a further 1000 m<sup>2</sup> dedicated mainly to additional test laboratories and storage areas.
- **2016** - CBE creates the simulation testing lab, a laboratory that allows the functional simulation of all CBE systems in combination with appliances and electrical utilities typically installed on recreational vehicles.
- **2018** - DexKo Global Inc. (through its subsidiary AL-KO) signs an agreement in July which has led to the acquisition of CBE.