



EDITO

TOGETHER AT THE SERVICE OF THE BREEDERS



In 2018 again, the dynamism and involvement of our teams and dealers in France but also on the international front allowed us to meet the expectations of the breeders by offering them

comprehensive service and product solutions for the watering and housing of their animals.

The farmers both in France and the rest of the world value our products for their quality and reliability as well as for the service they come with, as witnessed by the dealers whom we have interviewed during the autumn fairs of 2018. The breeders appreciate the proximity we offer with more than 2500 dealers in France and all over the world.

Our presence at the trade shows (Space, Sommet de l'Élevage, Eurotier, Equita'lyon) confirms the interest of the breeders for the LA BUVETTE products. These fairs provided a platform for the presentation of our innovations such as the Babylac drinking bowl, the heating elements for the OVICAP drinkers and the new GALVALAC 65 T drinking trough that were very well received.

Our presence in the field is a major asset allowing us to listen to the needs of the breeders and to respond to the new challenges they are facing. This is a strength that will allow us to keep supporting the breeders in France and all over the world in the years to come.

Thank you to all of our customers for your trust year after year.

Jean-Philippe BOUSQUET, President

INNOVATION

Zoom in on Babylac, heating sets for Ovicap and Galvalac 65 T

With a drinking bowl for little snouts, a heating element for drinking troughs and a new galvanised drinker, LA BUVETTE offers 3 new solutions for watering different types of livestock.



- The BABYLAC is a drinker with a small cast-iron bowl and constant water level. It is ideal for 10 to 15 sheep or goats from a very young age on. As it is impossible to nibble on it, the BABYLAC is also convenient for watering dogs.

- The heating elements are designed for wall-mounted OVICAP drinking troughs (120 and 240 litre models). They allow the distribution of lukewarm water (at 15 °C) to dairy goats and sheep to avoid a fall in water consumption during cold periods, thus contributing to the preservation of the milk production level in the winter. The heating output for the OVICAP 120 models is 180 W and for the OVICAP 240 models it is 360 W with an adjustable thermostat.



- The GALVALAC 65T is a new drinking trough for installation on a hot-dip galvanised steel water tank with a capacity of 65 litres and a flow rate of 15 l/min. Its rounded shape and drain system without tools guarantee easy maintenance. ■



Subscribe to the **LA BUVETTE** channel on YouTube and discover our tutorial videos.

THE LA BUVETTE DISTRIBUTORS

THE DIFFERENCE THAT M

Backed by more than 2500 dealers in France and all over the world, LA BUVETTE listens to the breeders on all continents. By offering high-quality products and premium service, our watering and other solutions for breeders are highly acknowledged and valued. Five dealers in France, Canada, Germany, Hungary and the Czech Republic tell us about their journey with LA BUVETTE.



The LA BUVETTE products have an outstanding reputation in Hungary



TAMAS BARKOCZI, CEO OF
DAIRY SERVICE, HUNGARY

« Dairy Service KFT supplies equipment for dairy farms in Hungary, ranging from watering systems to housing solutions for the animals. We have already been working together with LA BUVETTE for over more than 20 years to provide the Hungarian breeders with watering solutions. We have never been disappointed in the quality of the LA BUVETTE products that have an outstanding reputation in our country. We are even more demanding in terms of quality than the dairy farms that we equip with

watering solutions, since these are very large structures with an average of 450 dairy cows per farm. We also need reliable solutions that are adapted to our climate where temperatures in winter often drop below -25 °C. The (frost-proof) drinkers of the THERMOLAC series and the drinkers of the GV series belong to the most frequently requested LA BUVETTE products by the breeders. And we are always eager to hear about the innovations offered by LA BUVETTE.» ■



I appreciate the close relationship with LA BUVETTE

« Personal contact is very important to me and therefore I highly value the good relationship I have with the LA BUVETTE sales representative guaranteeing a premium close-to-the-customer service. The delivery times are always honoured, allowing us to rapidly meet the needs of the breeders. LA BUVETTE also gives us the opportunity to offer our customers new products that are adapted to the changing needs of the breeders.

This includes the BLUE
INTELLIGENCE
drinkers

that detect any changes in the drinking behaviour of the animals and inform the breeders about this on their tablet and PC. LA BUVETTE has been able to change its image over the years while never failing to offer reliable and top-quality products. The breeders we are working with are particularly interested in the frost-free watering solutions such as THERMOLAC. By the way, we are going to showcase a frost-proof watering installation in our pilot store in Aurillac. They also appreciate the older and also very reliable products such as the LAC 5 and S4 drinkers » ■



IVAN MANGIN, PURCHASING MANAGER,
SA DU PAYS VERT IN AURILLAC, FRANCE

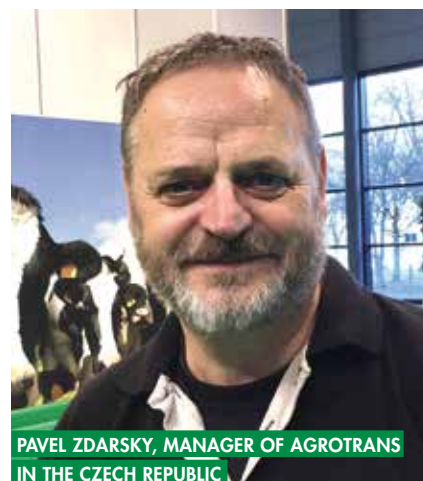
MAKES THE DIFFERENCE



The LA BUVETTE products stand for quality

«Agrotrans has been equipping farms since more than 25 years in the Czech Republic and we have been working together with LA BUVETTE for over more than 15 years. For our company and our customers, the breeders, the LA BUVETTE solutions and products stand for quality. We particularly appreciate the guarantees and the reliability of the solutions that we install at the farms.

The service associated with the products is also very efficient. The wide range of drinkers offered by LA BUVETTE allows us to respond to all the requests for watering solutions from our customers, the breeders. LA BUVETTE ensures fast service and whenever there is a problem, LA BUVETTE always provides a solution. » ■



PAVEL ZDARSKY, MANAGER OF AGROTRANS
IN THE CZECH REPUBLIC



GUIDO HAAS, PURCHASER
AT HAAS IN GERMANY



Loyal to LA BUVETTE since 30 years

«The company Haas Pferdesport has been delivering supplies to horse breeders since almost 30 years. From the beginning, we have been selling LA BUVETTE products, particularly drinkers that our customers, the breeders, value for their very high quality at a

reasonable price. For this reason, the cooperation between Haas and LA BUVETTE continued all these years and also because of our loyal customers who know that even after 20 or 25 years, it is still possible to get spare parts!» ■



A reliable company and top-quality products

«Matelevage is a company that has been equipping the farms of Quebec for more than 35 years with drinkers, fences and other livestock farming equipment. We have been a loyal customer of LA BUVETTE for the past 17 years and in particular for the drinkers that we offer the dairy farmers. We are very satisfied with the LA BUVETTE drinker range featuring a high flow rate and made of stainless steel, a type of drinkers

that are very much wanted by our customers. Our customers, the breeders, are also very interested in all LA BUVETTE frost-free watering solutions such as THERMOLAC that operates according to the principle of a thermos flask allowing to maintain the water temperature between 3 and 5 °C during the winter period. LA BUVETTE is a reliable company and its products are of high quality.» ■



DOMINIQUE DE GERY,
CEO OF MATELEVAGE,
CANADA

THE TEAM



Marie Manson, new contact in the southwest of France

Marie Manson joined the LA BUVETTE team this December. She is the new regional manager for the southwest region. Originally from Angers, she resided for 15 years in Normandy, where she occupied commercial positions after obtaining her BTS (technical degree) in management of commercial units. As a former rider, she is particularly fond of the equestrian world and familiar with the culture of ranching that is very much present in Normandy. She is very proud to join the LA BUVETTE team who convey the values of authenticity, quality and hard work. She replaces Christophe Baert whom we wish all the best in his new projects.



Valentine Raimond new contact at the office

The newly graduated Valentine Raimond also joins the LA BUVETTE team.

This rider who has been immersed in the agricultural sector since her childhood in the Marne department knows all there is to know about breeding cattle and sheep. She holds a bachelor's degree in Agri, a BTS (technical degree) in animal production and a professional degree in the development and promotion of livestock products. Valentine is a dynamic and enthusiastic person who joins LA BUVETTE's commercial and installation advice team. Her main motivation is the contact and proximity with the breeders and the dealers.

EVENTS

La Buvette at SIMA in Paris from february 24th to 28th 2019

Come and see us at the next SIMA (International Agribusiness Show) in Paris, Nord Villepinte, Hall 2, Aisle B, no 003.

YOUR CONTACT

In Your Country



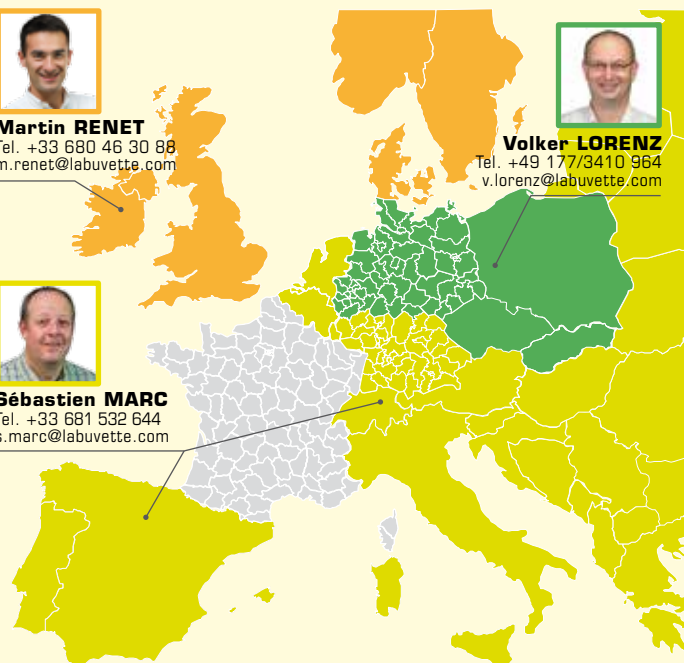
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All commercial documentation, installation instructions, exploded views of spare parts
can be viewed on our website: www.labuvette.com • E-mail: commercial@labuvette.com