Effects on the existing network — the four current sites

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

Document issued on 09/11/2026

What each scenario takes away from what already runs · fictional document

Fictional document — demonstration example

This document is produced by the Blue Lemon Agent website to illustrate what an AI agent hands to its users. The companies, matters, amounts and people in it are invented. It has no legal, accounting or commercial value.

Fictional document, produced for the demonstration. **An opening plan almost always costs the new site and almost never what the old one stops doing.** This document contains only that second half of the calculation.

The calculation of the effect on Reims, element by element

Element	Value	Source	Period
Delivery lines from Reims to the northern Benelux	**2,340**	Delivery notes	1 July to 30 June
Share of the Reims load	**6.1%**	Against total lines for the site	Same period
Share taken over by Antwerp (customer within 120 km)	**84%**	Delivery addresses	Same period
Share remaining with Reims	16%	Customers closer to Reims	Same period

Element	Value	Source	Period
Effect on the Reims margin	**−0.9 points**	**Fixed costs of the site, which do not fall as much**	Closed financial year

The precedent that sheds light — opening of the Lyon site, 2021

Element	Announced in 2021	Observed	Gap
Load taken from Reims	7%	**5.4%**	**1.6 points below forecast**
Margin recovery at the affected site	14 months	11 months	3 months earlier
Ramp-up of the new site	12 months	15 months	3 months later

That precedent is in your figures. It does not come from a sector rule of thumb: it is the only benchmark that commits the company, and the only one that survives a challenge in a meeting. **The sentence that invites challenge — « the cockpit says −6% » — becomes a sentence that can be verified: « 6.1% of load concerned, 84% of it transferable, and our 2021 precedent came in 1.6 points below ».**

Prudent variant, calibrated on the precedent

Take-over assumption	Effect on Reims	Break-even for scenario A
6.1% — measured over the year	−0.9 margin points	**31st month**
5.4% — variant calibrated on 2021	−0.8 margin points	**33rd month**

Two months apart. If the board's decision changes between the 31st and the 33rd month, better to know before the meeting than during it.

Take-over assumption retained for the board file: _____

LINDBERGH FORMATION — Blue Lemon Agent — Companies register (RCS) Évry 817 946 114 —
Legal notice (in French): bluelemonagent.ai/mentions-legales

Request a demo with your own documents

This document is a fictitious example. To see the agent work on your own documents, request a demo from its page.

https://bluelemonagent.ai/en/entreprises/cas-usage/cockpit-ia-daide-a-la-decision-dirigeants

---

Scope of this document: the service operated by Blue Lemon Agent. For an agent deployed at your premises, the applicable location is that of the architecture set out in the quotation and verified before commissioning; local execution is announced only for the configuration explicitly described and accepted in the quotation; the applicable isolation depends on the deployment mode set out in the quotation, no dedicated isolation being presumed; the encryption mechanisms in transit and at rest, their components and key management are those documented for the architecture chosen; roles and permissions are configured and accepted for the identities and systems actually connected; the events logged, their content, their retention period and who may access them are defined for the deployment chosen.