

Company succession

Sale of a medium-sized forwarding agency



Southern Germany based forwarding company Kentner Spedition was founded in 1945, the Dresden branch was acquired in 1992. Kentner's services include groupage, full truck loads and part loads (FTL, LTL) incl. import and export, air & sea forwarding as well as warehousing.

Company sale for reasons of age

The owner asked TransCare for support in the sale of the Dresden branch including the associated logistics property.

Due to the long-term cooperation with employees, clients and other partners, continuity was of special importance to the owner.

After a detailed business area analysis and the derivation of a financial medium-term plan, the company data was prepared for potential investors and well-founded dossiers were provided.

The discrete, targeted pre-selection of potential investors from the TransCare network and the moderation of the negotiations by TransCare were key factors for a successful transaction.

Seamless transition

By maintaining the local management, targeted communication and accompanying measures, the seamless transfer of the operative business was ensured, including the current membership in a general cargo cooperation.

CLIENT

Dr. Wolfgang Kentner
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Our services

- Business analysis and subsequent measures to prepare the sale
- Medium-term financial planning together with owner and management
- Preparation of information and company dossier for investors
- Joint pre-selection with the owner and targeted direct approach of potential investors using the personal network of TransCare
- Content structuring, moderation and support of negotiations up to closing of the contract and handover to the successor entrepreneur