



De Putter & Co

Management Solutions

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2023

Wave of acquisitions in transport and logistics persists

Recently, the number of mergers and acquisitions within the sector has strongly increased.

Prospective acquirers in transport and logistics often wish to further expand their business through targeted acquisitions in addition to organic growth. Various strategic choices are considered to determine acquisition targets. Consider geographical spread, diversification or thorough specialization. Quite often, additional resources, specific competences and an appropriate infrastructure or fleet also play a decisive role.

Private equity funds are also increasingly taking the lead, reinforcing their buy-and-build strategy through targeted acquisitions.

Notwithstanding the recent economic slowdown, acquirers remain committed to optimizing their operations which is achieved through synergies between different businesses.

We are always at your disposal for any further information regarding mergers and acquisitions.

info@deputter.co

www.deputter.co

Xwift acquires Demolans Logistics



De Putter & Co realizes the acquisition of Demolans Logistics by Xwift, which strengthens its position in the express and dedicated transport sector in addition to warehousing, general cargo, refrigerated and ADR transport.

The acquisition is part of Xwift's "buy-and-build" strategy in which De Putter & Co puts its extensive experience within transportation at the service of targeting potential candidates, thus contributing to Xwift's growth strategy of becoming a top 10 player in Belgium.

In 20 years, Pieter Denys built Xwift, headquartered in Nazareth, into a group with +300 employees and a turnover of 35 million euros.

The shared passion for quality and customer focus led Xwift to choose Demolans Logistics. Partly because of this joining of forces, the two companies are offered the opportunity to work together and develop innovative solutions to meet the significant challenges in the transportation sector and respond to the rapidly changing needs of the market.

Demolans Logistics, based in Mouscron, was founded in 1990 by Geert Lanssens and has built a strong reputation in the transport industry over the years. The company is specialized in 24h express service for freight of 1-24 tons across Europe.

Customer: Xwift en Demolans Logistics
www.xwift.be

Warehouse Manager for Mazda Motor Logistics Europe



mazda

Since 1995, Mazda Motor Logistics Europe (MLE) in Willebroek has been Mazda's logistics hub for Europe. From

this distribution centre, 2,300 Mazda dealers are supplied daily via 22 national sales organisations. MLE employs 420 people and manages some 65,000 SKUs.

To manage the logistical and operational warehouse operations and monitor the management of the systems and processes, Mazda was looking for a Warehouse Manager.

For this, it called on the HR expertise of De Putter & Co, which successfully recruited Kristof Van Assche for this position. Kristof brings +25 years of experience in similar positions within the logistics sector.

Customer: Mazda Motor Logistics Europe
<https://nl.mazda.be>

Successful SQAS certification for Gobeumin Logistics



This transport commissioner from Kapellen (Antwerp) is specialized in express transport of chemical and hazardous substances, among others, and profiles itself as a strategic partner for the chemical industry thanks to its tailor-made services and years of expertise.

The company makes continuous efforts to ensure and optimize the quality, safety and confidence of its customers. To perpetuate this philosophy, the company participated in the SQAS Transport Service assessment system of the European Chemical Industry Council (CEFIC) with a very nice final result of 91%!

The director attributes this success to the years of experience and thorough knowledge of all employees, the enormous efforts and investments in the areas of quality, safety, security, environment and CSR (Corporate Social Responsibility), as well as the intensive guidance of De Putter & Co in setting up the SQAS management system.

Customer: Gobeumin Logistics
www.gobeumin.be

Erwin Coesens back in the driving seat at DirectLease Belgium



Over the past 75 years, Van Mossel Automotive Group has become one of the leading mobility companies in Europe. With +400 branches and more than 6,600 employees, they achieve annual sales of 180,000 vehicles.

In addition to distributing numerous brands, Van Mossel is also active in the leasing market with its own leasing company, International Car Lease Holding, consisting of Van Mossel Autolease, J&T Autolease, Westlease and DirectLease.

For the latter, Erwin Coesens was brought back on board as Branch Manager. Erwin was already active at DirectLease from 2004 to 2013, after which he held commercial and managerial positions within the leasing and automotive sector. Van Mossel called on De Putter & Co to successfully fill this important position.

Customer: Van Mossel Automotive Group
www.vanmossel.be

GDP certificate for Aernouts Logistics Support



Aernouts Logistics Support, headquartered in Wommelgem (Antwerp) is primarily known as a market leader in the transportation of bicycles and bicycle parts, but has been evolving over the past few

years into a more differentiated logistics service provider.

In line with this new business strategy, the company has recently been certified according to the Good Distribution Practice (GDP) guidelines.

In order to meet the increasing demand for highly reliable partners for the transport of pharmaceutical products, Managing Director Dirk Aernouts decided to invest in a state-of-the-art cross-dock facility. The next step was to set up a professional management system in accordance with the current European guideline of good distribution practices.

Because this is no easy task, given the many challenges, risks and hazards and the growing complexity of the supply chain, expert guidance was called on from the consultants at De Putter & Co.

Customer: Aernouts Logistics
www.aernouts.eu

Buga Trucks strengthens Sales team

With branches in Westerlo and Hasselt, Buga Trucks has been an established name for the premium truck brand Scania for 50 years.

As an official Scania dealer, Buga Trucks

specialises in sales, maintenance and repair of heavy trucks.

This dynamic SME with more than 50 employees has a well-trained team offering customers a range of Scania products such as service contracts, financing and insurance products.

For the Westerlo site, which will soon be completely renovated, the HR expertise of De Putter & Co was called upon to recruit an Account Manager Sales to strengthen sales in the Kempen region. Bert Verlinden was recruited in this position. He brings extensive experience and knowledge in automotive, more specifically in trucks.



Customer: Buga Trucks
www.buga-trucks.be

Commodity Centre Belgium achieves ISO 9001 and ISO 22000 certifications



Commodity Center Belgium belongs to the British Commodity Center Group and is a logistics player in the Port of Antwerp specialized in the

handling and storage of soft commodities such as coffee and cocoa.

No expense or effort is spared to further professionalize with attention to all interested stakeholders. Besides monitoring quality service, the organisation strives for a keen insight into its business processes with a focus on continuous improvement and compliance with laws and regulations. Obtaining ISO 9001 and ISO 22000 certification was therefore not a goal in itself, but rather the confirmation of uncompromising commitment and involvement of all employees in the pursuit of quality and food safety.

The entire guidance and implementation process was put in the expert hands of De Putter & Co.

Customer: Commodity Centre Belgium
<https://commoditycentre.com>

Trendsetter in Logistics – Soditra Logistic



Beerens Groep recruits Customer Service Manager



With more than 200 employees and a turnover of +300 mio €, Beerens Groep is a

leading player active in automotive distribution, mobility

solutions, trading and real estate development.

In addition to the sale of new cars through official concessions, second-hand vehicles and exclusive oldtimers, the Beerens Group offers various services such as rental and leasing, remarketing, bodywork, storage, PDI and transport.

To organize the expansion of the B2 Multi-brand service offering and to further develop the brand-approved workshops of Toyota and Nissan, the HR expertise of De Putter & Co was called upon to recruit a Customer Service Manager. Peter Taideman recently started in this position. He brings extensive experience in after-sales within automotive.

Customer: Beerens Groep
www.beerens.be

All Freight Logistics obtains GDP certificate Health Care logistics

All Freight Logistics is an international transport company headquartered in Brucargo. Over the years, the company has

specialized in air freight, sea freight and road transport. Defining a solution to any logistics issue is the organisation's top priority. In line with this business strategy, the organization recently obtained the GDP certificate in close collaboration with the consultants from De Putter & Co.



Obtaining a GDP certificate therefore requires a well-considered approach and can take some time; from putting tasks and responsibilities in writing, to defining effective processes, to demonstrating results.

Customer: All Freight Logistics
www.allfreight.be

De Putter & Co realizes the sale of Rijoko to Eskatrans



Rijoko, founded in the late 1970s, specialized over the years in the transport of sea containers and was successfully expanded by the 2nd generation.

The shareholders of Rijoko decided to focus on other business activities and called upon the M&A expertise of De Putter & Co to find a suitable acquirer for their transport business.

De Putter & Co found in Eskatrans an ideal match, which significantly expands its offering in the container transport.

The purchase by Eskatrans is part of the strategy to further expand local anchoring by acquiring a healthy company where all drivers and a fleet of 15 tractors and over 30 trailers were integrated into the Eskatrans organization.

The market knowledge of De Putter & Co resulted in a quick turnaround of the acquisition process to the satisfaction of all parties.

Customer: Rijoko and Eskatrans
www.eskatrans.be

Logwin Air + Ocean acquires ATL Logistics



De Putter & Co realises the acquisition of Amsterdam-based ATL logistics BV by Logwin Air + Ocean, strengthening its position in the Netherlands.

Logwin is a global player of German origine, providing logistics solutions to industry and trade. With their presence in 37 countries across six continents, they realised a turnover of 2.3 billion Euros in 2022. They employ +4000 employees in 190 different locations.

The acquisition is part of Logwin's strategy to gain market share within Benelux through targeted acquisitions. To achieve this, it calls on the in-depth market knowledge of De Putter & Co, who found a suitable party with ATL Logistics. ATL Logistics, active in air and sea freight forwarding and handling is merged with the existing activities of Logwin at Schiphol. Former shareholder Joshua van An del will manage the Dutch operations.

Customer: Logwin Air + Ocean and ATL Logistics
www.logwin-logistics.com

Once again BRC certificate (AA) for Kris De Leeneer



For the fifth year in a row, KDL has obtained the BRC Storage & Distribution certificate.

The company, founded in 2001, is specialized in the transport and logistics of conditioned foodstuffs and has recently moved to a state-of-the-art automated logistics centre in Lokeren.

CEO Kris De Leeneer is extremely proud of this result and the employees who made it possible. Yet another confirmation that the organisation is very much aware of the high demands of food safety. This renewed AA status of the leading BRC standard emphasises its commitment to its customers and potential clients.

What makes this AA certification so special is that BRC requirements are periodically tightened in a number of critical areas. This requires good insight and understanding of the changes, in order to then respond appropriately. For this we rely on the expertise of De Putter & Co, which is very deeply committed, according to Kris De Leeneer.

Customer: Kris De Leeneer
<https://deleeneer.be>