

Press release

Mannheim (D), 18 May 2020

## **Acquisition approved: Fenthols becomes part of Raben Group in June**

Logistics service provider takes over one of the oldest German freight forwarding companies

**Fenthol & Sandtmann GmbH (Fenthols) will be fully integrated into Raben Trans European Germany GmbH on 1 June 2020. The international logistics service provider Raben, with its German headquarters in Mannheim, has already held 50 percent of Fenthols shares since 2011. In November Raben Group signed a purchase agreement with the Ehrig family to take over the remaining 50 percent of their shares including the subsidiaries FKL Kontraktlogistik and Kraftverkehr P&M Ehrig. The antitrust authorities have meanwhile approved the acquisition. According to the agreement, Raben will take over all Fenthols locations in Hamburg, Leipzig, Dresden and Erlensee near Frankfurt am Main as well as 460 employees. With the Fenthols integration, two successful logistics providers will merge and concentrate their central activities in Germany - in the heart of Europe. With the German Fenthols branches, Raben is taking over first-class logistics locations. This merger also offers Fenthols a new perspective. "Due to the Europe-wide standard we are able to benefit from the cross-national know-how of the Raben Group and thus further increase the quality of our services", says Jens Hirschberg, Branch Manager at the Hamburg site. Both companies have already worked together very successfully in the past years.**

Fenthol & Sandtmann GmbH, founded in Leipzig in 1827, is one of the oldest forwarding companies in Germany. The owner-managed company offers road, sea and air transport services as well as contract logistics and achieved a turnover of 125 million euros in 2019. With the complete integration into the Raben Group, customers now benefit from a much more powerful and larger network with 39 branches throughout Germany. More than 10,000 employees work for Raben throughout Europe. The Group also has 8,500 means of transport and a storage capacity of around 1,150,000 square meters.

### **Raben Group acquires locations in excellent locations**

Raben Group is expanding its range of services due to the agreement with Fenthols. In addition to gaining strategically excellent locations, such as near Frankfurt Airport, Raben Group will be adding a hazardous goods warehouse in Erlensee, Hessen, and a branch at Leipzig Cargo Airport next to the A14 motorway. There the subsidiary, Fenthols Kontraktlogistik GmbH, organizes warehousing and distribution logistics for numerous companies. With the acquisition of Fenthols headquarters directly at the Port of Hamburg, Raben Group is expanding its portfolio in the sea freight and thus strengthens the know-how in intermodal transport. The sea and air freight activities will be bundled in a separate company, Raben Sea & Air GmbH. With this move Raben Group clearly puts another new focus on the development of these activities independently from the existing European network.

## **Customers enjoy the advantage of an unified transport management system**

Fenthols customers now have access to the customer platform "MyRaben" and benefit from an uniform transport management system. "This is a significant improvement because it increases process transparency. The entire logistics process becomes more homogeneous," explains Hirschberg. Via the shipment tracking ETA (Estimated time of arrival), customers receive complete transparency of their status information. Raben also has a new Picture Confirming Delivery (PCD) solution - a service that enables contactless confirmation of delivery with almost no involvement of the recipient.

## **Fenthols-branches received support from Raben Group teams**

The implementation of the IT infrastructure and all other processes required close cooperation between all departments in the past few months since the signing of the purchase agreement. The four Fenthols branches in Germany were supported by Raben Group teams from different European locations. The Corona crisis also made the merger process more difficult for the two family-run companies. "However, thanks to the support and a precise timetable, all necessary processes will be completed by June 1," says Hirschberg. Partners will then become a strong team.

## **Raben invests dynamically in the German market**

In recent years Raben has invested dynamically in the German market and consistently implemented its long-term strategy of building its own independent general cargo network.

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## **Raben Trans European Germany GmbH**

Raben Group in Germany employs 3,100 people in 39 locations and has 370,000 m<sup>2</sup> of storage capacity and 2,200 means of transport. Founded in 1931 in Winterswijk, the Netherlands, the company is represented in 13 European countries worldwide, employs over 10,000 people in 160 locations and has about 8,500 means of transport at its disposal. In 2019, the company achieved a turnover of 1.2 billion euros. Managing director of the group is Ewald Raben, the grandson of the company founder. Raben Group's range of services includes contract logistics and warehouse logistics, national and international distribution as well as sea and air freight transport, intermodal transport and comprehensive logistics services for fresh produce.

## **Fenthol & Sandtmann GmbH**

The commission and forwarding business Fenthol & Sandtmann, founded by Johann Gottlob Fenthol and August Ferdinand Sandtmann in Leipzig in 1827, is one of the bedrocks of the German forwarding industry. Today, the headquarters of the traditional company is in Hamburg. With 540 employees and four branches in Hamburg, Leipzig, Dresden and Frankfurt/Main, Fenthol & Sandtmann GmbH, which is part of the Raben network, offers a wide range of logistics services: Land transport, air and sea freight as well as contract and warehouse logistics (42,000 square metres of warehouse space, including 5,500 square metres of bonded warehouse). With 45 network partners, the freight forwarder serves over 500 scheduled services daily, with scheduled deliveries throughout Europe. Fenthols is certified according to DIN EN ISO 9001-2015 in quality management and DIN EN ISO 14001-2015 in environmental management. The company has the status of Regulated Agent (RegB) and is an Authorized Economic Operator (AEO).

## Pictures:



Raben Group has 53 locations in Poland  
(Source: Raben Trans European Germany GmbH)



Raben also operates on the last mile in Cities like Budapest  
(Source: Raben Trans European Germany GmbH)



The German Raben headquarters in Mannheim  
(Source: Raben Trans European Germany GmbH)



Managing Director Ewald Raben  
(Source: Raben Trans European Germany GmbH)



At Frankfurt airport, Fenthols is one of the biggest logistics service providers  
(Source: Bruno Lukas, Press'n'Relations GmbH)