

H.Essers acquires Gebroeders Hoefnagels Transport and gains another foothold in the Netherlands

“This acquisition makes us market leader in the Benelux for infrastructure logistics”

Logistics service provider H.Essers has acquired Dutch company Gebroeders Hoefnagels Transport, with sites in Asten and Weert. This acquisition is subject to the approval of the competition authorities. It fits in with the further expansion of H.Essers’ strategic Infrastructure Logistics market segment, and allows the company to increase considerably its market share in the Netherlands. “This acquisition makes us market leader in the Benelux for logistics services for all construction, infrastructure and utility companies,” says CEO Gert Bervoets, who warmly welcomes the 222 Hoefnagels employees and managing directors Jan and Aloys Hoefnagels into the group.

Due to the increasing use of prefabricated elements and modular construction processes, in which ready-made units are pre-assembled, the demand for appropriate logistical solutions for these elements is also increasing. H.Essers Infrastructure has been responding to this demand for a while now, and has already become a major player in this growing niche market. “The acquisition of Gebroeders Hoefnagels Transport, which generates a EUR 25 million turnover, allows us to expand our services and fleet and become a one-stop-shop provider with all types of vehicles available to transport any construction-related element,” says Gert Bervoets. “We can be even more client-oriented now. Furthermore, the acquisition is a great opportunity to expand our activities in the Netherlands and simultaneously put our strong expertise in utilities to use in our neighbouring country.”

For the current managing directors, Jan and Aloys Hoefnagels, the acquisition is an ideal opportunity to ensure the future of their family business and their team. Since 1943, the company, which is active nationally and internationally, has grown into a professional transport company that is known for its flexibility and customer focus. “Despite the strong growth, we have always managed to maintain our company's family character,” say Jan and Aloys, who, just like their team of 222 employees, will continue to work at the company. “These aspects, customer focus and flexibility, are shared by H.Essers as well. Combined, they will be a great added value for all customers.”

Largest fleet

Hoefnagels' fleet consists of 155 trucks. With this addition to its capacity, H.Essers will have 389 trucks and 869 trailers for the Infrastructure logistics market. “Strategically, the acquisition is in many ways a big step forward and offers ample growth opportunities,” says Eric Eping, Business Unit Manager Infrastructure at H.Essers. “First of all, we will be even stronger in terms of flexibility and customer focus: strengths H.Essers is known for. In addition, this take-over invests in the complementarity within the Benelux area and means we can optimise the solutions for our customers across borders.”

The acquisition of Hoefnagels Transport fits in with H.Essers' growth strategy for its Infrastructure business unit. "We are not ruling out any further acquisitions in the future," says Gert Bervoets. "H.Essers is open to all opportunities which can further strengthen our strategic positioning in the market."

About H.Essers:

The H.Essers company was founded in 1928 by Henri Essers and has since become one of the leading companies in Europe in the transportation and logistics industry for sectors such as chemicals, pharmaceuticals/healthcare and high-quality goods. In recent years, the company has experienced solid expansion thanks to organic growth and a number of strategic acquisitions. In 2018, H.Essers booked an annual turnover of EUR 679 million. The company currently has 1,060,000 m² of warehouse space, a fleet of 1,320 artic lorries, 3,120 trailers, 400 Safeboxes and 950 ISO tanks. More than 6,340 people work at H.Essers, in 71 locations and 17 countries worldwide.

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