

Company sale

TransCare supports successful
business succession



In their anniversary year of 2026, the long-established freight forwarding companies Franz Nickles and Luise Nickles sought a succession solution outside the family to safeguard the entrepreneurial life's work built over more than 100 years and several generations for the long term. Continuing the businesses within the families was no longer possible due to a lack of suitable successors.

Of central importance: cultural fit and preservation of values

The search for a suitable successor was not solely focused on the commercial transaction. The aim was to find a mid-sized freight forwarding company—preferably also family-owned—with its own fleet that shared the entrepreneurial values and long-term orientation of the existing shareholders. Pure financial investors were ruled out from the outset.

An essential prerequisite for every negotiation was the long-term preservation of the Klingenberg Main location, all jobs, and the long-established "Nickles Spedition" brand. Retaining the well-established team and continuing the business under its established identity were essential conditions for the transaction.

All goals were achieved

Operations were transferred to the family-owned Lagoudakis Services GmbH as of September 1, 2026. The Klingenberg location was fully retained, along with all jobs; capacity expansion are planned. The former shareholders, Georg Nickles and Joachim Nickles, are supporting the transition phase, ensuring a seamless onboarding and transfer of expertise to their successors.

"After 100 years of history, it was a matter close to our hearts to entrust our life's work to the right hands. TransCare guided this process, which involved both emotional and business considerations, with excellent market knowledge and great tact. With the Lagoudakis family, we have found exactly the right successor who shares our values and offers both our team and our customers a long-term future."

— Georg Nickles and Joachim Nickles, Shareholders and Managing Directors of Spedition Nickles

CLIENT

Franz Nickles GmbH & Co. KG /
Luise Nickles GmbH & Co. KG
Klingenberg/Main, Germany

www.spedition-nickles.de

Our services

- Comprehensive support throughout the sales process as exclusive M&A advisor
- Targeted identification of potential buyers with a high degree of business and cultural alignment ("cultural fit").
- Confidential outreach in close coordination with the client
- Support and, upon request, facilitation of all contacts and discussions between the client and potential buyers
- Design of a tailored asset deal structure
- Support throughout contract negotiations until successful closing
- 100% continuity and long-term viability