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Wintergerst sole advisor to the shareholders of Lauser & Vohl on the sale to NIES electronic

Wintergerst Societät für Unternehmer-Beratung acted as the sole advisor to the shareholders of Lauser & Vohl GmbH, Ostfildern, on the sale of their shares to NIES electronic GmbH in Frankfurt am Main and its managing shareholder within the framework of a succession solution. The former sales director Friedemann Wüstner succeeds Thomas Korthals as the new managing director.

Within the course of the transaction, NIES electronic GmbH ("NIES"), based in Frankfurt am Main, and its managing shareholder acquired all the shares in Lauser & Vohl GmbH ("L&V"). With this move NIES reinforces its professional audio technology division by adding major brands with great appeal. In future, L&V will be managed by its former sales director, Friedemann Wüstner, who succeeds Thomas Korthals as CEO. After more than 30 years at the head of the company, Thomas Korthals enters his well-earned retirement, but will keep working for the company for a transitional period.

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NIES shares the same values and mindset

“In NIES electronic GmbH, an owner-operated company, we have found the ideal shareholder who not only has a comparable history to us but also shares the same values – we have a very similar mindset,” states Friedemann Wüstner. By using the sales team of NIES and exploiting its geographical reach, the sales system of Laauser & Vohl can be expanded and its exclusive sales brands better represented in Germany.

Succession issues successfully resolved

In the course of the transaction, Wintergerst Societät für Unternehmer-Beratung provided extensive advisory services to the shareholders of L&V. The former majority shareholder, Laauser & Vohl Verwaltung GmbH (“LVV”) intends to place its future strategic focus more closely on developing its real estate portfolio, its actual field of business. The former managing director Thomas Korthals will retire in the mid-term.

“The transaction process for this niche market was very challenging in terms of the available buyer universe. However, special challenges during a transaction process are not just a motivation for us, but a specialty of our firm,” explains Christian Kunz, a partner at Wintergerst. “Finding a successor to the managing director within the course of a sale is frequently one of the exciting challenges we face. We are satisfied that we have found the optimal solution for all involved.”

Volker Wintergerst (Lead Partner), Christian Kunz (Partner), Benjamin Hawelka (Senior Consultant) and Bernhard Damnik (Senior Consultant) were involved in the project.

About Wintergerst Societät für Unternehmer-Beratung GmbH & Co. KG

Wintergerst Societät für Unternehmer-Beratung GmbH & Co. KG, Stuttgart and Hamburg, is a firm of consultants that is specialized in serving middle market family-owned companies. The focus lies on assisting corporate transactions, restructuring business models, optimizing the structure of financing and structuring solutions for succession issues. It regularly draws on industry experts with many years of experience in the respective industry. www.wintergerst.com

About Laauser & Vohl GmbH

Laauser & Vohl GmbH has established itself on the German market as a service-oriented distribution partner and project developer for professional and security-oriented audio technology from major manufacturers. The middle-market company offers quality electro-acoustic products and has a product portfolio made up of well-established high-quality brands. L&V is seen as a reliable partner for a range of customers, such as rental agencies, engineering offices and building technicians. www.lauser.com

About NIES electronic GmbH

For over 80 years NIES electronic has been specialized in meeting the extensive requirements of industrial electronics, cabling and communication technology. As a distributor, order-picker and consultant, NIES accompanies projects from their inception through to completion always operating at the highest service levels. The company was founded in 1932 by Jean H. Nies and is still a family-owned and operated company today. www.nies-electronic.de