

INDUSTRY

Dutch investor Gilde buys Bruynzeel Storage Systems

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Bruynzeel Storage Systems returns in Dutch hands after more than thirty years. The Scandinavian private-equity company Altor is selling a majority of its shares to the Utrecht-based investment company Gilde. The management has a minority interest.

Under the wings of Gilde Equity Management, Bruynzeel wants further international expansion and continue to grow from the current turnover, from approximately 70 million, to more than 100 million in the next five years. 'We want to grow under our own steam, but may also acquire companies with the help of Gilde,' says CEO Alexander Collot d'Escury van Bruynzeel. 'With Gilde we can accelerate our expansion.'

Until the eighties, the company from was part of the Bruynzeel group, which grew with producing pencils, kitchens, doors, bathrooms, cabinets and floors. The approximately two hundred employees of the company, which became

independent in the 1980s, make and supply space-saving storage systems for, for example, museums, archives, libraries and offices.

For example, the company claims to be the world market leader in the smart storage of museum treasures. From the Louvre to the Holocaust Museum in Israel and the American Museum of Modern Art (MoMa), all the famous museums come to see the art of storage in the Netherlands.

In the meantime, Bruynzeel Storage Systems is targeting new growth markets, such as hospitals, tiny housing, retail, supermarkets, pharmaceuticals, horticulture and urban farming. 'All these sectors are looking for more sustainable and efficient storage solutions,' says Collot d'Escury. As an example, he mentions storage options via large mobile cabinets and the multi-layer cultivation of crops in movable racks.

Collot d'Escury: 'There are more and more megacities in the world. The increasing process of urbanization requires a more efficient and climate-friendly way of dealing with the scarce space.'

According to Bruynzeel chip shortages show the need for new efficient storage systems

Bruynzeel says it is world market leader in the field of smart storage of museum treasures

Earlier this year, Bruynzeel Storage Systems took over the American distributor RDT Concepts. With that takeover, it got its own company in the United States. That country is a huge growth market, accounting for a third of the global market for smart storage systems.

Bruynzeel Storage Systems also points to the growing need of (industrial) companies to want to hold more stocks. As a result, companies are less dependent on suppliers, for example. During the corona crisis, deliveries of crucial parts were

delayed more frequently than before, resulting in costly production losses. According to Collot d'Escury, the chip shortages of recent months in various sectors also demonstrate the need for new efficient storage systems.

Gilde Equity Management says it is impressed by the superior technical knowledge and innovative capacity of the internationally oriented Bruynzeel Storage Systems. The Utrecht-based private equity firm, which has 1.5 billion in committed capital under its care, took over the industrial conglomerate Andus Group (turnover €250 million) earlier this year and also has (majority) interests in Dunlop, a leading manufacturer of safety boots for industrial applications, and in Fruityline, a fast-growing producer of freshly squeezed premium fruit and vegetable juices and smoothies.

Other participating interests are technical wholesaler Wasco, employment agency Actief Interim and the home and decoration stores of Kwantum & Leen Bakker.