

Kaak acquires LHotellier

DUTCH BAKERY MACHINE GROUP KAAK IS TAKING OVER FRENCH COATING SPECIALIST LHOTELLIER, THUS SUPPLEMENTING ITS PRODUCT RANGE WITH TEFLON COATINGS



++ figure 1
Automated tray and pan
production in Terborg,
The Netherlands



++ figure 2
LHotellier company premises in
Contres, France

+ LHotellier, a company from Contres in the Loire valley, focuses on the coating and re-coating of moulds and pans for the baking industry. Up to now the enterprise was mainly active in France where it supplied the manufacturers of brioche, Madeleine, mini-cakes, biscuits as well as the industrial bread producers. According to them, they are one of the most important suppliers. Core business is the coating with Teflon, with silicone being used to a much lesser extent. Sales in the past year have amounted to 4.5m Euro.

To Kaak, which is not only active in coating trays with silicone but also produces trays, moulds and strap pans, this acquisition is a logical expansion of their own corporate concept “from silo to crate”. The market for coating methods in Western Europe is almost uniformly divided into Teflon and silicone. Amongst the producers of trays and moulds, Kaak is considered to be the number 1 in Western Europe. They intend to achieve a share of 30% on the coating market which means for Contres alone, a doubling of the sales.

Jan Kaak, owner and managing director of the Kaak Group reports: “The company we acquired from Philippe LHotellier supplements and strengthens our competence on the market for trays and moulds. Next to the production of trays and moulds, in which we recently invested considerably, we have now a highly qualified competence center “Teflon” in Contres and the “Silicone” counterpart in Terborg. We can now give advice to our customers which is comprehensive, detailed and target-oriented. Trays and moulds are the decisive link between product and production

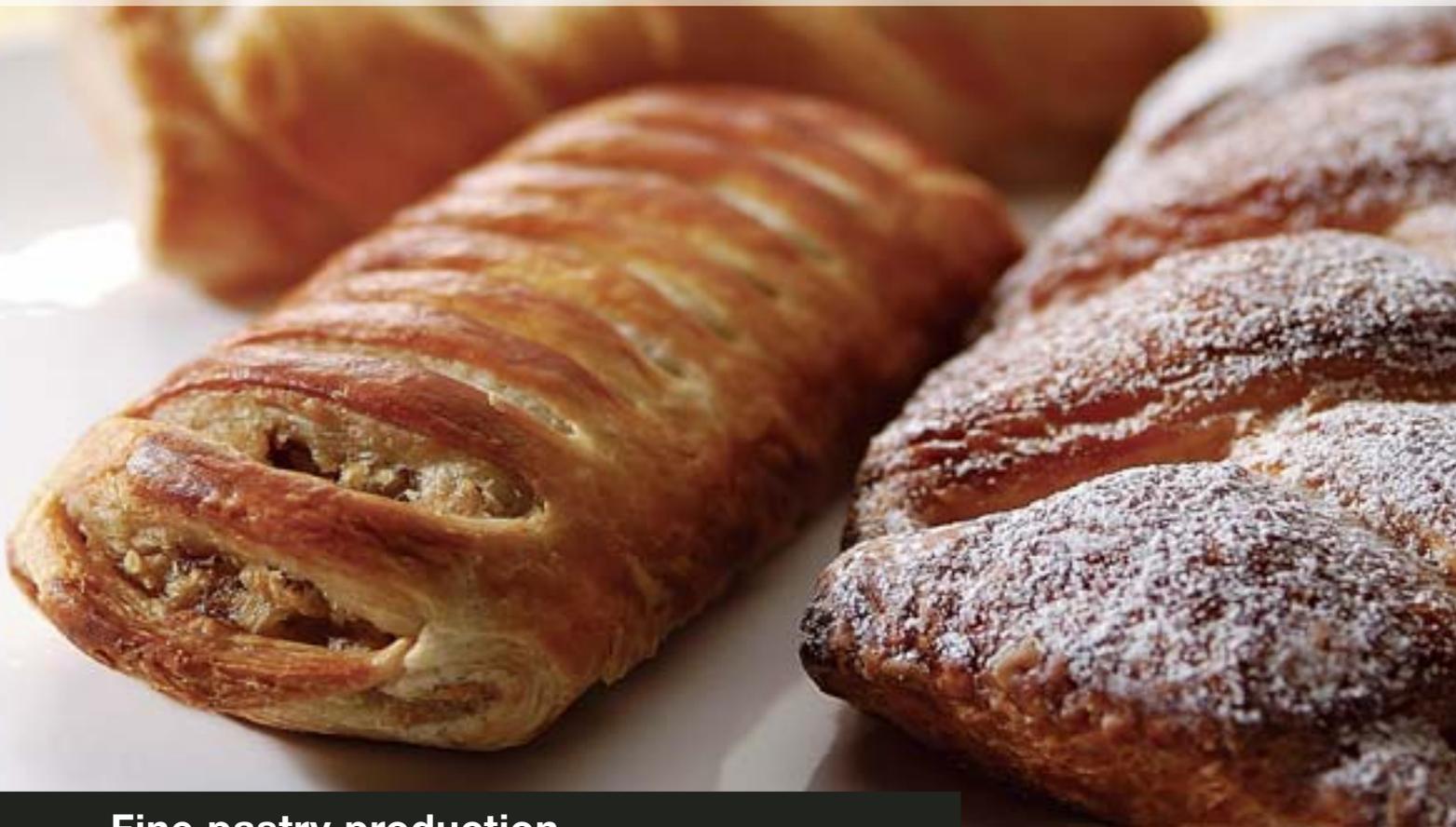
line and thus a key part of the production system. We have a lot of experience with production plants, trays and moulds which allows us to advise our customers on the entire range of products including possible alternatives and to supply the right product.

Philippe LHotellier has been awarded the French order “legion d’honneur” for outstanding achievements within the French aviation industry. LHotellier, aged 68, comes from a family of industrialists who are well-known as suppliers to the aviation industry. Before young Philippe joined the family enterprise, he bought a patent which made it possible to coat cooking pots etc. with silicone. Together, with a supplier of raw materials, he has developed the first French moulds for cakes and biscuits made from elastomers, a rubber-silicone compound.

When he finally took over the management of his father’s company, his own company continued to exist as part of the group although it had limited activity. In 1999 he sold the company group, which at that time had 1,500 employees, to a French aerospace concern. Two years later, the new management decided that the coatings’ division did not belong to the core business and they looked for a buyer.

Philippe LHotellier stepped in and transferred the small business to Contres and expanded. With the Kaak Group he has now found a successor that will continue the business in his way and expand it on an international level. LHotellier will not be twiddling his thumbs but will remain active as a member on the Board of several companies from the international aerospace industry. **+++**

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