



Buffet Crampon acquires Powell Flutes, the largest flute manufacturer in the US

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Buffet Crampon, second largest manufacturer of wind instruments worldwide, acquires the US company Powell Flutes, based in Boston. The French company thus extends its product range and now produces the whole family of wind music instruments. On this occasion, BNP Paribas Développement takes an equity interest in Buffet Crampon, alongside the historical shareholding pool led by Fondations Capital.

Powell Flutes is the largest producer of flutes and piccolos in the US, through a prestigious historical brand and a global outreach, notably in Japan and South Korea.

Following the acquisition of the brass specialist B&S in Germany completed in 2012, the purchase of Powell enables Buffet Crampon to offer the whole range of wind music instruments to both professional musicians and students. Powell, the iconic brand in the flutes market, complements the portfolio of prestigious brands of Buffet Crampon. This transaction strengthens the international scope of the company, created in 1825, with almost half of its revenues to be generated in the US and in Japan.

Jérôme Perrod, CEO of Buffet Crampon, declared: “Bringing together Buffet Crampon and Powell Flutes marks a new milestone in the development of the company. The historical know-how of both teams and the shared distribution networks enable the group to strengthen its position and its brands’ recognition amongst our clients. This acquisition reinforces our determination to be a key player in the international music instrument industry.”

Xavier Marin, Chairman of Fondations Capital, declared: “Since our acquisition in 2012, the company has capitalized on the recognition of its flagship brand Buffet Crampon to extend its range of music instruments. Through this acquisition, Buffet Crampon strengthens its positioning as an international company, yet remaining on a human scale close to its musicians and maintaining its traditional production craftsmanship. We are pleased to welcome BNP Paribas Développement as a new shareholder of Buffet Crampon at the occasion of this operation.”



About Buffet Crampon

Based in Mantes la Ville, Buffet Crampon is the second largest wind instruments producer in the world. The company generates almost 100 million euros in revenues of which around 95% out of France. The group has around 850 employees with 12 different nationalities.

Through ten prestigious brands, Buffet Crampon, Besson, Antoine Courtois, J. Keilwerth, W. Schreiber, B&S, Hans Hoyer, Melton Meinl Weston, Scherzer and Powell, the group operates in the field of wood music instruments (clarinets, bass clarinets, oboes, bassoons, saxophones, flutes and piccolos) and brass music instruments (trumpets, cornets, bugles, trombones, barytons, euphoniums, horns and tubas).

Following the French wind instrument craftsmanship traditions, Buffet Crampon's clarinets, oboes and bassoons for professionals are manufactured on the historical production site of Buffet Crampon in Mantes-la-Ville, France. The brass instruments are produced in Markneukirchen, iconic historical city of music instrument manufacturing in Germany.

About Fondations Capital

Fondations Capital manages around 600 million euros of assets through three funds (Fondations Capital I, LBO Partners Fund I and LBO Partners Fund II), investing in mid-size companies. Fondations Capital investment portfolio represents aggregated revenues of around 900 million euros and close to 13,000 employees. Acting as a committed investor, Fondations Capital is dedicated to responsibly creating value by transforming the size and scale of its portfolio companies through innovation, international development and industry consolidation. Fondations Capital pays a great deal of attention to the opportunity to develop its European companies in Asia.

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