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music distribution services GmbH expands through the acquisition of Grah & Nicklas

On the 1st of July 2026, the German logistics company music distribution services GmbH (mds) will integrate the business operations of the Frankfurt-based music wholesaler Grah & Nicklas GmbH.

The move comes amid challenging market conditions and ongoing consolidation across the sector. Grah & Nicklas approached mds to find a sustainable and future-proof solution to secure the continued operation of their wholesale business.

With mds, Grah & Nicklas is entrusting its business to an experienced and capable partner that already maintains strong relationships with and supports the majority of its trade customers. This provides an excellent foundation for a seamless transition and the continued delivery of reliable service.

“It was particularly important for us to secure a positive, long-term future for our customers and employees. In mds, we have found a partner who fully understands both the industry’s requirements and the needs of our customers,” explains Christine Pfletschinger, Managing Director at Grah & Nicklas.

“We are delighted that Grah & Nicklas have placed their trust in us and that we have the opportunity to continue managing their portfolio. Many of their customers are already familiar with us, allowing us to build on established relationships. Our goal is to ensure continuity whilst offering additional services and operational efficiency.” Arno Bicker, Managing Director of mds

As part of the acquisition, both Grah & Nicklas’s existing customers and employees will be incorporated into the mds organisation, ensuring that expertise, personal contacts and long-standing partnerships are retained.

The well-established retail concept “Noten-Link” will continue to operate, providing ongoing continuity and reliability for its customers.

Both companies are working closely together to ensure a smooth transition by the 1st of July 2026 and to maintain an uninterrupted service throughout the process. Grah und Nicklas will remain fully operational and contactable until the 30th of June.

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About music distribution services GmbH

music distribution services GmbH operates internationally, providing distribution and logistics services. The company manages national and international logistics and related services, with a focus on efficiency and reliability. The mds warehouse primarily stocks products from music publishers (sheet music, music books, CDs), as well as goods from the consumer products sector (including porcelain), print media, and gift items.

About Grahl & Nicklas GmbH

Founded in 1954 in Frankfurt am Main by music retailers Hans-Lothar Grahl and Hans Nicklas, Grahl & Nicklas has developed into a leading wholesaler of sheet music and music books, now offering a catalogue of over 930,000 items. In addition to its original wholesale activities, the company has expanded its business to include digital services, online shop solutions, and ordering systems. Several publishing distribution agreements have further strengthened its portfolio in recent years.