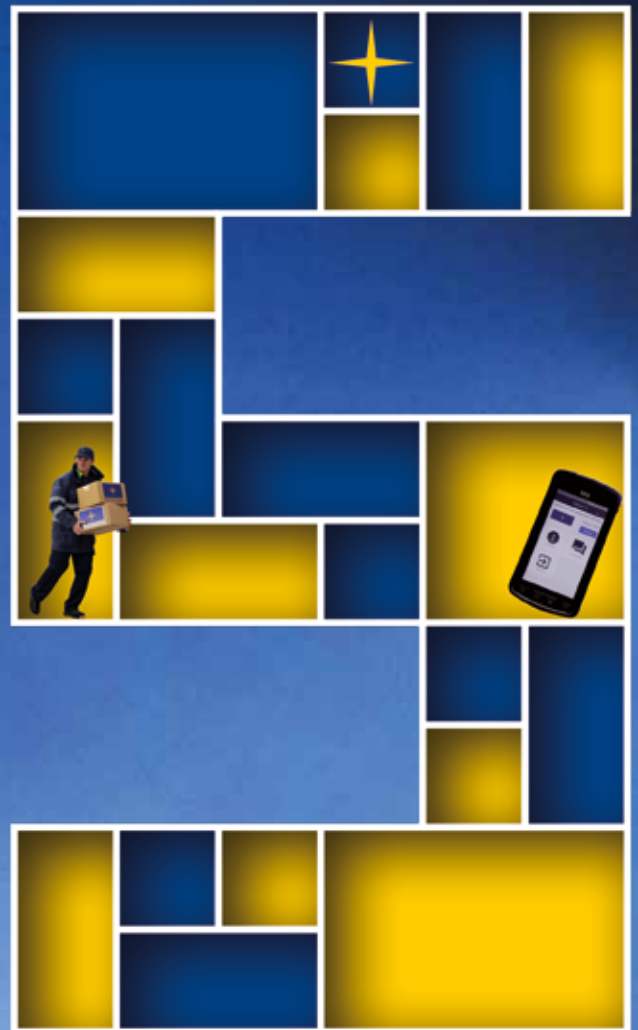
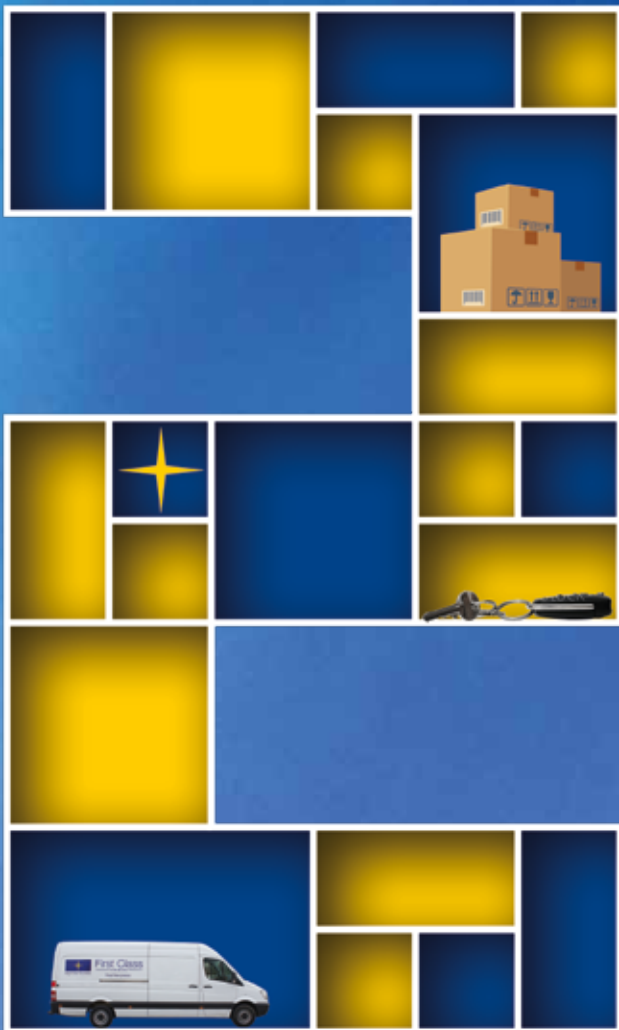


nightstar express



Night Star Express

Customer magazin
2/2018



25 YEARS

WE'RE CELEBRATING OUR BIG BIRTHDAY

ANNIVERSARY EDITION

ON THE PULSE FOR 25 YEARS
NIGHT STAR EXPRESS CELEBRATES
ITS BIG BIRTHDAY



“No matter why you happen to be holding a copy of this anniversary edition of our customer magazine in your hands, you are playing your part in a special story. 25 years of Night Star Express – your “first-class” overnight express service provider.

A quarter of a century of company success is a great opportunity to say “Thank you!”. Thank you first of all to our customers and business partners for their loyalty, and also to every single member of the Night Star Express team within the system – you are the ones who have made this 25th anniversary possible.

Where many people are involved in a project, there are also many different points of view. This results in discussions that do not always make it easy to make a decision or get a project underway – often making patience and diplomacy key to many groundbreaking decisions. The fact that Night Star Express has been able to grow successfully on the market in these conditions is testament to the spirit of all those involved, including their trust, appreciation and solidarity. We would therefore like to warmly congratulate all of our system partners on behalf of the staff of Night Star Express GmbH. You have put great trust in our work and we would like to thank you most sincerely for that.

Night Star Express depends on a whole range of people being ready to roll up their sleeves. In addition to the system partners and over 900 employees at 24 branches in Germany, international cooperation partners in Austria, Switzerland and Benelux also help to ensure the healthy growth of our network. They have been contributing their commitment to help promote our system for many years now. That is why I am delighted to be able to present this anniversary edition of nightstar express, and also to address you directly in this issue.

I look forward to many more decades of success and wish everyone the necessary luck and golden touch for the exciting phase to come.

Yours,

Matthias Hohmann

HERE WE GO!
GIVE US YOUR
BEST GUESS

The countdown’s begun and football fever is really starting to take off – all around the world, football fans are looking forward to the big event this year in Russia. To help you keep a clear overview – from the opening game on 14 June to the final on 15 July – we have plenty of information on the teams and venues, as well as all the latest news, so you won’t want to miss a single game!

You also won’t want to miss our Night Star Express World Cup guessing game: At www.nightstar-tippspiel.de you can enter your guesses for the matches, cheer on your team – and maybe win some attractive prizes! For example, there is a travel voucher worth €50.00, original Germany football shirts and lots of World Cup footballs for your own special game with friends. Have a go and collect some points!

We don’t know who will end up holding the most coveted football trophy in the world in Russia, but we know how they will win it: with speed, the right team and clever tactics – which not only goes for football but also our overnight express service.

■ WWW.NIGHTSTAR-TIPPSPIEL.DE



JOIN US FOR OUR
ANNIVERSARY TOUR!

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25 YEARS

NIGHT STAR EXPRESS

EARLY BEGINNINGS, TURBULENT TIMES,
RESPECTED REPUTATION

Night Star Express stands for a “first-class” overnight express service. The specialist for the overnight delivery of time-sensitive goods is celebrating its 25th anniversary. The group of seven high-profile logistics companies is now the second-biggest overnight express network in Europe.

THE EARLY DAYS

In May 1993, eight logistics service providers joined forces to create the Night Star Express network. Their aim was to bundle their logistics expertise and experience within the network in order to meet the requirements of the fast-growing CEP market. The main area of focus of the network's mu-

tual strategy remains to this day a strong focus on the customer, who is offered value-added services and solutions tailored to their industry. By offering individual logistics solutions that are tailored to the customer, the partnership is able to operate reliably and professionally, while satisfying a growing demand.

SECURING OUR ADVANTAGE

More and more companies are making the night a fixed part of their procurement and service logistics, achieving a significant advantage in their daytime business via overnight express. The drivers deliver the goods overnight to precisely defined locations for which they have received a key or access code prior to the first delivery. The drop-off point could be a car boot, a warehouse or a lockable storage box. The advantage for the recipient is that they receive the goods they require by 7 or 8 a.m. Orders can then be processed as soon as the working day starts, increasing efficiency in production and service business. It's a partnership based on trust and quality.

In contrast to courier services, the traditional signature upon delivery is not required. In order to boost trust in overnight express deliveries, the consignments are scanned in for each recipient upon delivery. The scan data is then supplemented with GPS coordinates, which means that the delivery receipt can be accessed online. This makes the delivery transparent, with dispatchers and recipients able to view the exact delivery location and time.

RESPECTED REPUTATION

Key factors in the success of Night Star Express are its consistent focus on exceptional reliability for the customer, flexibility and care when processing orders and a high degree of customer focus when it comes to developing industry-specific solutions. The network of small and medium-sized businesses not only results in close proximity to the customer but also in effective decision-making by Night Star Express system partners within their relevant region – yet with structures that are successful and efficient on an international scale, too.

Our company, which has now been active on the market for 25 years, has made providing straightforward service its credo. Night Star Express is therefore also very satisfied with the results of the past few years, which

FACT-SHEET MAY 2018

Night Star Express GmbH Logistik
Founded: 1 May 1993

Management:
Matthias Hohmann

System partners:

- Spedition Gertner GmbH
- Night Star Express Honold GmbH
- L.W. Cretschmar GmbH & Co. KG
- Eiltrans-Nachtvertellerservice GmbH
- 17111 Transit Transport & Logistik GmbH & Co. KG
- Hellmann Worldwide Logistics Road & Rail GmbH & Co. KG
- Friedrich Zufall GmbH & Co. KG Internationale Spedition

Advisory Board:

- Arnold Schroven, Beiratsvorsitzender
Executive Vice President bei GeoPost S. A.
(bis 31. Januar 2018)
- Bernd Wöstenkötter
Selbstständiger Unternehmensberater
- Roland Albers
Inhaber der Digital- und Internetagentur agency

Region served:

Germany for overnight express, Benelux, Switzerland and Austria for overnight express, elsewhere in Europe with country-specific processing times

Hub:

Hünfeld-Michelsrombach site, central hub for national and international consignments

Consignment volume:

- 2002: 2,4 million
- 2010: 4,1 million
- 2015: 5,1 million
- 2017: 5,37 million

Employees: 900

Fleet: over 1,000 vehicles



have been characterised by consistent growth in consignment volume.

25 AND PROUD

In the past 25 years, Night Star Express has become the leading quality provider of overnight express services and constantly addresses the latest conditions on the market. Tapping into future markets, flexibility and innovative strength are the original domains of streamlined companies, which requires us to recognise market requirements and opportunities in good time and draw on our courage to make the most of them. The vital question is always: “What does the customer need and what is of benefit to the system?” Providing quality and proximity to the customer enables Night Star Express to set standards

in this market segment. Conquering market shares, boosting consignment volume, increasing coverage of the European network – all this is done consistently for both bulk and niche business. The growth of the CEP market looks set to continue in future and will remain an exciting arena for business. Night Star Express will be leading the way, shaping the future and accepting the challenges posed by the European overnight express market.



CONGRATULATIONS FROM OUR SYSTEM PARTNERS

The system partners in the Night Star Express network have been part of a close community for 25 years now. Since its inception, the overnight express service provider has stayed true to the principles of a cooperative partnership. No matter whether the partners are major players or small businesses, they all steer the fortunes of the company. The Night Star Express network is diverse and has many faces.

A PORT IN THE STORM



Lutz Osterland and Sebastian Osterland, Spedition Gertner
Night Star Express branches:
Groß Kreutz near Berlin, Altentreptow

Reliability is just one factor of many that characterise Night Star Express. The same goes for the system partner Spedition Gertner GmbH. Since the company joined Night Star Express in 1993, customers in the Berlin area and in the state of Mecklenburg-Western Pomerania have been able to rely on service excellence. Continuity within the team has led Spedition Gertner GmbH to become a port in the storm for Night Star Express. So that this remains the case in future, too, the next generation is actively taking responsibility alongside managing directors Lutz Osterland and Sebastian Osterland.

Lutz Osterland on 25 years of Night Star Express: "When we joined Night Star Express in 1993, we firmly believed in its success – and we were not to be disappointed. That's why I am delighted that my son will be continuing the successful growth of Night Star Express."

Sebastian Osterland adds: "For my part, I see this task as a positive challenge, and one that I am happy to accept. After all, Night Star Express is the recipe for success."

FULL STEAM AHEAD



Heiner Matthias Honold, Night Star Express Honold GmbH
Night Star Express branches:
Neu-Ulm, Augsburg, Schwiebingen and Night Star Express Hellmann & Honold GmbH & Co. KG, Hemhofen, as a joint venture

market at the time was achieving full coverage of the network within

Germany. Establishing its services throughout the country was only possible by joining forces with strong regional partners and this concept was significantly promoted by Honold in 1993.

Today, the company is managed by Heiner Matthias Honold, who has been the Managing Director of the Honold Logistics Group since 1999. Digitisation and the associated disruption to business are at the very top of his agenda. "Digitisation isn't just a gimmick, and nor is it an end in itself. On the contrary: It is now a significant marker of the ability of a company to compete. The resulting opportunities for Night Star Express are immense – and we have made a good start by launching our new IT system."

Germany. Establishing its services throughout the country was only possible by joining forces with strong regional partners and this concept was significantly promoted by Honold in 1993.

WITH PASSION AND RESPONSIBILITY



Kay A. Espey, CretschmarCargo
Night Star Express branch:
Düsseldorf

Kay A. Espey is the managing director of L.W. Cretschmar GmbH & Co. KG, which has been an active system partner of Night Star Express since 1995. He has been able to accompany the continued growth of the

Night Star Express brand for over two decades now. In doing so, as a medium-sized business, he has been able to help shape the trajectory of Night Star Express by contributing his passion and sense of responsibility.

Kay A. Espey on the 25th anniversary: "I am proud of the fact that we have created such a stable and cooperative system. By maintaining close proximity to our customers, we are able to create tailored overnight express solutions, which, in my eyes, are unrivalled in this market segment. That's why my credo is that we will have to continue to seek out niche markets in the future in order to be able to open up new possibilities for our customers."

WORKING THROUGH THE NIGHT

Over 30 years ago now, Norbert Rödel identified the potential of overnight express services and started out with five routes in 1986, gradually building up the company known as Eiltrans-Nachtverteilerservice GmbH. In 1994, the company joined Night Star Express initially as a franchisee and going on to become a system partner just one year later. As Managing Director, Norbert Rödel has come to know



Norbert Rödel, Eiltrans-Nachtverteilerservice GmbH
Night Star Express branches:
Malsch, Rodgau

every aspect of the overnight express business in the past 30 years and has experienced the growth of Night Star Express in person, right from the start.

Norbert Rödel on the 25th anniversary: "To our customers, we embody the spirit of the overnight ex-

press service. What makes Night Star Express so different is its regional proximity to its customers. With our quality-focussed philosophy, we have succeeded in becoming number two on the European overnight express market. That's why so many of our long-term, satisfied customers keep coming back to us to take care of their consignments."

YOUR WISH IS OUR COMMAND



Gorm Iver Gondesén, 17111 Transit Transport & Logistik GmbH & Co. KG
Night Star Express branch:
Osterröndfeld

"Your wish is our command. If we commit to something, we see it through – and that applies not only within our own business, but also with regard to our customers and partners." This is one of the principles of the

founding company 17111 Transit Transport & Logistik GmbH & Co. KG, representing Nordic straightforwardness and reliability. And it is in accordance with this principle that the Transitaners, as they call themselves, have helped to build up Night Star Express over the past 25 years.

Gorm Iver Gondesén on the anniversary: "Over the years, the successful growth of Night Star Express has turned the company into a pillar of reliability for us. We are proud that we have been able to do our bit towards this. And I am sure that we will be able to work together to lay great foundations for the future. We know the challenges and we are ready to take them on."

GREAT DEDICATION, RIGHT FROM THE START

Wilfried Hesselmann is the Chief Operating Officer for CEP for the Night Star Express founding system partner Hellmann Worldwide Logistics Road & Rail GmbH & Co. KG. Holding responsibility for CEP at Hellmann for many years now, he has not only accompanied the growth of Night Star Express right from the start but helped to shape its development with great passion. And what goes for Wilfried Hesselmann in person also goes for Hellmann as a company: With a total



Wilfried Hesselmann, Hellmann Worldwide Logistics Road & Rail GmbH & Co. KG
Night Star Express branches:
Osnabrück, Bremen, Hamburg, Lehrte, Magdeburg, Leipzig, Dresden and Night Star Express Hellmann & Honold GmbH & Co. KG, Fürth, as a joint venture

of seven branches, the company has shown great dedication to Night Star Express, right from the word go.

Wilfried Hesselmann on the 25th anniversary: "New, high-speed products and services will continue to be a core focus and one that will enable Night Star Express to build on its position on the

growing overnight express market. We are also focussing on the internationalisation of Night Star Express. This is something that we initiated with the founding of Night Star Express Hellmann B.V. in Benelux and the concept is being consistently developed. By joining forces and offering service excellence, we will be able to establish our "first-class" overnight express philosophy with success."

A TEAM FOR THE FUTURE



Peter Müller-Kronberg, ZUFALL logistics group
Night Star Express branches:
Fulda, Kassel, Nohra, Unna

Peter Müller-Kronberg has been the Managing Director of Night Star Express founding company Friedrich Zufall GmbH & Co. KG Internationale Spedition, which offers the full portfolio of logistics services and is known under the

ZUFALL logistics group brand, since January 2013. In addition to the development and expansion of the ZUFALL logistics group, Peter Müller-Kronberg will also be driving the success of Night Star Express as a leading provider of overnight express services in Germany and Europe in the next few years.

Peter Müller-Kronberg on the 25th anniversary: "The strong foundations built up by our team over the past 25 years will bring success to this special project in the future, too. Thanks to the exceptional teamwork of all involved, we have developed this special service, improved upon it and continually adapted it to customer requirements.

As the manager of a family business, I understand the importance of having great staff and the importance of the interaction between the individual members of the team to the company's success. And it is exactly this kind of teamwork that is embodied by Night Star Express. That's why I am certain that we will be able to continue to write a new chapter in the Night Star Express success story together."



"For four years now, Wilhelm Fricke SE has been putting its trust in the reliability of Night Star Express. The cooperative partnership has been a huge plus for us. We wish Night Star Express all the very best for its anniversary and look forward to many more successful years together!"

Timm Müller, Division Manager, Exports, Wilhelm Fricke SE



BEST WISHES

FROM OUR CUSTOMERS



"We at Grimme are extremely happy with Night Star Express. The communication is brilliant, the partnership works perfectly – and has done for many years. We wish you all the best for your 25th anniversary and the very best of luck, for example with our new trade lane to Poland."

Bernd Schildmeyer, Original Parts Sales, GRIMME Landmaschinenfabrik GmbH & Co. KG



"Here at Crown, we are happy to know that our parts supplies are still in great hands with Night Star Express after six years. We registered significant improvements in overnight deliveries, particularly in the Benelux region. Punctual and reliable deliveries are key indicators for our replacement parts business, and with Night Star Express, we have the right partner at our side."



"Overnight shipment with Night Star Express is almost a little boring: The deliveries all go according to plan and the service is exceptional. That's why we are currently expanding our partnership without much further thought and are looking forward to accepting future challenges together. We would like to offer our warmest congratulations on the company's 25th anniversary and look forward to many more years working together."

Harald Böhle, Zeppelin Baumaschinen GmbH



"Since 2004 now, Night Star Express has impressed us every single day with its service, quality and reliability, mastering all of the individual requirements of our business. We would like to thank you for 14 wonderful years of partnership and wish you all the very best for your 25th anniversary. Keep doing your thing!"

Thomas Wendorf, Transport Manager



THE FUTURE IS NOW!

AN INTERVIEW WITH MATTHIAS HOHMANN
AND ARNOLD SCHROVEN

Night Star Express is now a force to be reckoned with on the market, with 24 branches, 900 employees and more than 1,000 vehicles operating throughout Germany and numerous other European countries in the network. All that is surely quite a feat in terms of management.



Editorial team: Mr Hohmann – so, Night Star Express is turning 25! For over 20 years now, you have been at the helm of this successful company as its Managing Director. What's your recipe for success?

Matthias Hohmann: Well, I've never had one particular recipe for success in my pocket – although the overnight express business does have some parallels with cooking. The list of ingredients, i.e. the requirements, has always been determined by our customers. We have always stuck to their specifications down to the last gram and only use ingredients of the very highest quality. After all, as a "first-class" overnight express service provider, we hold ourselves to the very highest standards, just like a Michelin-starred chef

would. However, even the best chefs need a good team behind them, and that's something we've always had. We have somehow always been able to win people over and maintain their loyalty to the company – perhaps you could call that a recipe for success.

Editorial team: What else plays a role in the success of Night Star Express?

Matthias Hohmann: Proximity and trust. By proximity, I mean the geographical proximity to our customers. Our customers are looked after by our local system partners. This means that we are familiar with the characteristics of local markets and speak the same language. In day-to-day business, lots of things can be sorted out informally in this

way. This proximity creates trust, which is the basis for the many long-term customer relationships we are grateful to enjoy.

Editorial team: Since the company was founded, the central coordination office of Night Star Express has been based in the central city of Unna, near Dortmund. How is this central coordination office set up and what inspiring tasks is it responsible for?

Matthias Hohmann: The central coordination office acts as a central management unit for all national and international business as a holding company. Divisions such as quality management, route management, process management, business development, key account management, IT, international business and marketing/PR are all managed from the central coordination office in Unna. Innovations in the system, such as the new IT infrastructure, are initiated by the central coordination office and we support our businesses in the implementation of the measures agreed. Additionally, we are responsible for the development of the Night Star Express brand, which I believe has been exceptionally well established on the market.

Editorial team: Furthermore, the operation of the Night Star Express hub in Hünfeld-Michelsrombach is a key responsibility of the central coordination office. The central hub for national and international consign-



ments is a key element of the Night Star Express system. Increasing consignment volumes also means an increase in sorting capacities in terms of manpower and materials. How do you ensure these needs are met?

Matthias Hohmann: We regularly review our processes in this regard. Our system is set up in such a way that handling in the hub is limited to a maximum of two hours. If we realise that consignment volumes are increasing as a result of growth, we analyse the consignment flows and reorganise them. In this way, we can keep the consignment volumes at the hub relatively constant, and can guarantee the punctual handling of all national and international consignments.

Editorial team: The Night Star Express Advisory Board is on hand to provide support. After recent elections, Arnold Schroven joined the team as its Chairman. Mr Schroven, what moved you to take on this task for the second-largest overnight express service provider in Europe?

Arnold Schroven: The Night Star Express system partners have worked hard on the realignment of our company and decided to appoint an external Advisory Board. As a result, I was asked whether I could imagine supporting the further development of the

network and driving its growth. The decisive factor here was my past career since I worked on the conversion of DPD from a co-operation/franchise system into a single entity. Furthermore, I was familiar with the system partner structure from that time.

Personally, I see this mandate as a very interesting task, with the potential to better position the company – after all, managing growth and company expansions is something I've always enjoyed – and Night Star Express is very successful on the market.

Editorial team: What pioneering topics are you currently working on and how far has Night Star Express come in terms of digitisation?

Arnold Schroven: Currently, we are really pushing the topics of IT and quality. Night Star Express is right about to complete the final roll-out of its new IT system, which will create a completely new and extensive data basis. This makes planning for any necessary adjustments or even fundamental changes within the transport network much easier than was previously the case. Optimisations can be implemented in a much more targeted way when based on an in-depth planning framework, and this directly influences quality – which is our number-one area of focus. After all, we want to make Night Star Express

even more appealing to the customer, who should get the best service available. On top of this, we want to strengthen our brand perception and also push ahead with internationalisation activities.

Matthias Hohmann: I would like to illustrate this using an example from the agricultural machinery sector: Although we already know that our consignment volumes increase when farmers get out to their fields in spring, what we don't know is in which weeks or on which days we can reckon on increased consignment volumes and how many goods will come our way in which regions. In future, this information will be available at the touch of a button and, in combination with weather data, will form a valid basis for us to free up the necessary vehicle capacities exactly where they are needed. In this way, we will be able to make digitisation work to our advantage.

Editorial team: Mr Hohmann, Mr Schroven: How does the future of Night Star Express look? Where do you see potential for growth? How will the success story of Night Star Express continue to unfold?

Arnold Schroven: According to estimates, the overnight express market currently has a volume of around Euro 500,000,000. I am sure that the growth potential for this market could amount to about the same again, but that this will have to be generated via new sectors. This means that Night Star Express will have to develop beyond its traditional target groups with an expanded range of services. Generally speaking, we will have to offer impressive services in future.

Matthias Hohmann: In concrete terms, this means that we will have to think about new sectors, product expansions, such as day routes, for example, and the expansion of our internationalisation activities. Furthermore, we can imagine tapping into the factory traffic sector. So there are various ideas for achieving growth and making Night Star Express ready to take on the future.

In summary: That all sounds like there are plenty of challenges ahead and plenty of work involved. All the best with your projects and thank you for your time.

From left to right:
Managing Director
Matthias Hohmann and
Chairman of the Advisory
Board Arnold Schroven
are agreed: Night Star
Express is well placed to
take on the future.



NIGHT STAR ANNIVERSARY PARTY ON 05/05/2018

Over 100 guests were personally invited to take a journey into the future with a difference on 5 May 2018 at the Night Star Express anniversary party at "The Aircraft" venue in Dreieichenhain near Frankfurt. After checking in and handing over their travel documents, the festively dressed *nightstars* took their places in the cockpit and experienced a futuristic and exciting flight with pilot and presenter Hannes Hoch, Managing Director Matthias Hohmann and Chairman of the Ad-

visory Board Arnold Schroven, as well as trend researcher Kai Gondlach. The passengers went on a journey starting in 1993 and finished by landing with the future of Night Star Express as it is just beginning now.

Another highlight of the anniversary celebrations occurred during the subsequent gala dinner: honouring those members of staff who have been with the company since the very start.

The excitement of the *nightstars* for the event was also evident at the after-show party, where they celebrated in a relaxed atmosphere and talked shop. And everyone was unanimous: "Night Star Express will be at the forefront when it comes to shaping the future, and will take on the challenges of the European overnight express market with confidence."

(Photo below) Celebrating their big anniversaries (from left to right): Norbert Rödel, Jens Seidel, Bernd Seifert, Daniela Böttcher, Tino Krumbiegel, Silvia Schwarzmann, Michael Bergstermann, Andy Eversmann and Matthias Hohmann.



HAPPY BIRTHDAY IN EUROPEAN

BEST WISHES FROM OUR SYSTEM PARTNERS

Without the international system partners in Austria, Benelux and Switzerland, Night Star Express would not be celebrating 25 years of successful history today. They are all the “doers” behind the scenes, successfully driving the company forwards for many years with their dedication and commitment. Here they are:

AUSTRIA

On 01/07/2009, Night Star Express GmbH Logistik and G. Englmayer, Spedition GmbH, Wels, linked their overnight express networks to bundle their core expertise under the successful Night Star Express brand. The aim was to achieve better market coverage and improved supply efficiency within Europe – and it worked beautifully. Processing times for the customer improved enormously after introducing direct routes from Germany to Austria and back. By continuously expanding these routes, more and more customers from North Germany to the farthest reaches of eastern Europe are now able to benefit from optimised routes. The quality is exceptional.

Josef Schöllhuber, Night Star Express Sales at Englmayer: “We have been working together for nine years now and I am very happy to be part of this international team. We trust each other, visit the customer together and win them over with our professional performance, going on to serve the customer as a team. We represent the Night Star Express brand as a single unit – across several countries, no less – and that is something that our customers appreciate and that offers us lots of other opportunities for the future. We at G. Englmayer would like to offer our warmest congratulations to Night Star Express on its 25th birthday and wish them all the best for the future. What’s most important is to keep

bringing a little fun to the task within a fast-paced society and within one of the fastest transport systems around. That requires people to enjoy their work and plenty of dedication to continue to offer customers a “first-class” service. Can we do it? Well, I’m convinced: YES, WE CAN! I also have to thank Team Englmayer – who have stuck at it through thick and thin, even going above and beyond the call of duty in order to help the customer. And even when things get stressful from time to time, they still have a joke at the ready. Yes, that’s why working in this network is so much fun. So, here’s to the next 25 years of shared success!”

BENELUX

Night Star Express Hellmann B.V. in the Netherlands and Night Star Express Hellmann S.A. Belgium joined the Night Star Express network in March 2012. As a result, the brand presence of Night Star Express in Europe expanded dramatically, with a steady upward growth trajectory. Almost 8,000 consignments, or 18,000 parcels, are currently transported to the customer every night from the Netherlands and Belgium. Extensive overnight express expertise, service excel-

From left to right: Josef Schöllhuber, Christoph Mayr, Christian Gattinger, Marijo Pocrnja, Thomas Helmbrecht, Naser Sulejmani, Amal Akaef, Christian Peyer



Top: Dirk Roorda, Rinko Gort, Chris van der Weide, Patrick Löwenthal, Jelle Hermesen, Wim Mulder. Below: Esther te Kaat, Robert Overgoor, Tom Toebes, Joey Boerboom.

lence and exceptional staff and delivery drivers have made the network partner an industry leader in replacement parts logistics for the agricultural sector in Benelux. “And we’ve got a lot planned for the future, too”, says Patrick Löwenthal, CEO of Night Star Express Hellmann B.V. “We are investing in the expansion of the branch in ‘s-Heerenberg, for example, and continuing to expand the spare parts delivery service with earlier delivery options, such as before 7 a.m. as standard, or 6 a.m. as an extra option. Furthermore, we are also considering expanding our overnight express service to the UK. The growth potential is enormous and, of course, we want to tap into that for the European Night Star Express network.”

On behalf of Night Star Express Hellmann, we would all like to congratulate you on 25 years of Night Star Express in Germany! It is truly a remarkable milestone! Night Star Express Hellmann is proud of being part of this large and extraordinary organisation.

SWITZERLAND

Night Star Express Schweiz AG followed in the summer of 2012, and since that time has also been offering excellent value-added after-sales logistics as a partner under the blue and yellow logo. With many years of experience, exceptional staff and drivers and a great sense for detecting customer requirements in the industrial spare parts business in the automotive, motorbike, agricultural

and construction machinery sectors, the Swiss system partner is a pillar for the success of the entire network. Demand continues to rise and Night Star Express Schweiz continues to offer exceptional quality under the management of Giovanni Iorio-Esposito (founder) and Marcel Tüscher (Co-Owner and Managing Director since 2015). That all makes its mark. Over the years, big names such as Emil Frey Betriebs AG, Serco Landtechnik AG, Hyundai, Subaru, Suzuki and Bosch, to name but a few, have come on board for the national and international re-

placement parts business. With steady high growth rates, the company now employs 11 logistics companies, representing around 44 routes and 60 employees, who can take receipt of the consignments delivered to the central cross-docking platform in Wolfwil and dispatch them to all over Switzerland by 7 a.m. within a time window of just three hours. The high performance of over 99%, including damages and late deliveries, is unique. As a result of its high-tech facilities, the company is able to achieve a degree of automation that fully supports both high-quality and high-quantity processing. The entire consignment volume is scheduled and processed in the evening by just one person. Over 35 car importers and suppliers now entrust their consignments to Night Star Express.

Successful developments inspired by new approaches not only require the courage to change but also the willpower to put them into practice with strength and resolve, despite all the challenges.

We would like to congratulate Night Star Express in Germany on this ongoing success and look forward to many more successful years of cooperation together within a mutual partnership that we are happy to be a part of.”





www.night-star-express.de



Night Star Express