



Happy Christmas

Season's greetings from the system  
headquarters team

51° 32' 9.096" N

7° 43' 34.083" O



SPECIAL SEASON’S GREETINGS  
ENJOY THE FESTIVE PERIOD



Looking back as the year draws to a close, we can’t help but feel a bit downcast. The second year of the pandemic flew by, and yet coronavirus is still around. For companies, that means remaining vigilant and continuing to do everything possible to keep staff safe and healthy. We are glad and grateful that we have managed to do that successfully again this year. This winter will be another challenging one, but we hope that the infection rates will then fall, and stay low, at last. Difficult times tend to bring people closer together – not literally, of course, because we wouldn’t want to risk infecting one another. We understand how valuable a good team is for a company and are proud of the sense of community and teamwork that we see throughout our organisation. With that in mind, we have decided to introduce each of the contacts at the system headquarters to you, making our Christmas greetings that bit more personal this year. This issue also contains information about

this year’s donation drives, a profile of our new client Delphi Technologies, and an article about our new partner in Austria. We hope you enjoy reading the magazine! Enjoy Christmas and take time to relax as the year draws to a close. We hope that the new year gets off to a good start for you and look forward to helping you tackle whatever 2022 has in store!

Yours,

Matthias Hohmann

QUALITY PAYS OFF!  
AWARDS FOR TOP-QUALITY PROVIDERS

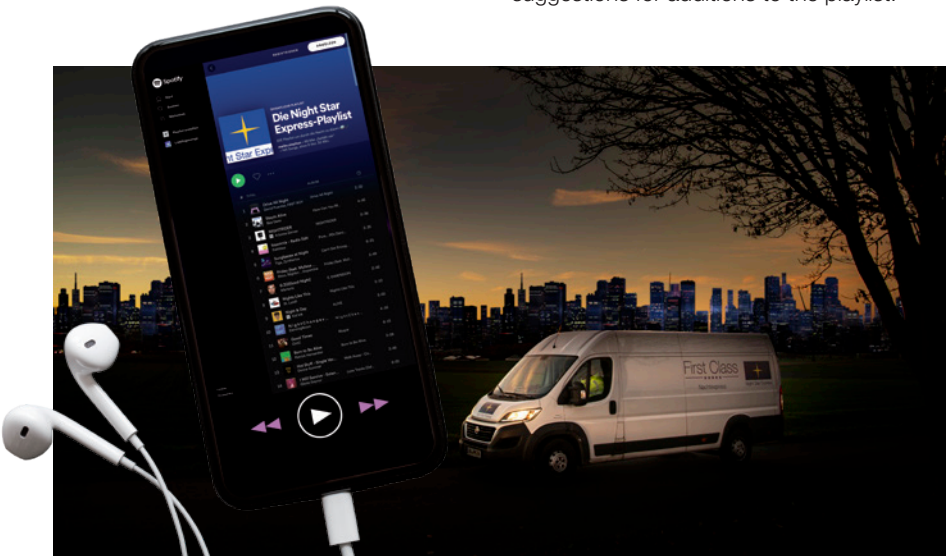
Ulfert Horlitz from the Quality Management department at the system headquarters conducts regular quality audits of the individual providers within Night Star Express and monitors the quality of deliveries on a daily basis. It was particularly difficult to uphold quality standards this year due to coronavirus, so Ulfert Horlitz came up with an innovative idea. Night Star Express is known for the outstanding quality of its deliveries and low damage rates. To maintain this high level of quality, members of the company’s quality control team check local compliance with the requirements and highlight room for improvement. Every day, criteria such as punctuality, damage-free delivery and scan performance are measured. In addition to this, Ulfert Horlitz and his team support staff by providing training and guidance. This year, awards will go to the three providers who achieved the best performance figures in 2021. Ulfert Horlitz emphasises: “Quality is very high across all of the providers. Nevertheless, we wanted to offer something of an incentive and we thought that presenting trophies was a good way to do that. We would like to thank everyone at all of the service providers who helped us to keep our promises by delivering such high quality to our customers during this challenging pandemic.”



THE NIGHT STAR EXPRESS PLAYLIST  
PERFECT TRACKS FOR DRIVING THROUGH THE NIGHT

Meike Stephan, Marketing Manager at Night Star Express, has set up a Spotify playlist with the company’s delivery drivers – and others – in mind. Clients, partners and employees are welcome to put forward their suggestions for additions to the playlist.

“I had the idea while I was making a long, late-night journey to Kabelsketal to meet Robert Wagner for the driver portrait in this issue,” explains Meike Stephan. “At the hotel, I looked for suitable tracks. Songs like ‘Drive all Night’, ‘Atemlos durch die Nacht’ and ‘Sunglasses at Night’ immediately caught my eye. I also chose some party tracks that are good for cheering you up and keeping you awake. The list is supposed to be interactive: Anyone can add songs they like listening to when they’re driving, especially at night.” If you would like to add tracks to the playlist, just go to Spotify. The list is public and can be expanded:



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"ONLY  
FORMULA 1 IS  
FASTER"

DELPHI TECHNOLOGIES  
EMPHASISES SPEED OF ITS NEW  
DELIVERY SERVICE

Delphi Technologies is Alpine F1 Team's technology partner, helping the motor racing engineers to develop new, more efficient propulsion concepts. Recently, Delphi also started offering its clients an overnight express delivery service. Orders are delivered quickly by Night Star Express, living up to the slogan "Only Formula 1 is faster"!




Delphi Technologies belongs to BorgWarner Inc., one of the world's leading providers of clean and efficient technologies for combustion, hybrid and electric vehicles. Across the world, 50,000 people work for the company at 96 sites in 24 countries. The firm is a propulsion technology pioneer and helps car makers to make combustion engines cleaner and master the switch to electric mobility.

## EXTENSIVE PORTFOLIO



Benjamin Mäße, Sales Coordinator at Night Star Express, who initiated the contact with Delphi, and Sarra Horchani, Business Development Manager CEP Services and Delphi contact for shareholder Hellmann, visited Rüdiger Hölzel at Delphi Technologies' German head office in Düsseldorf. As Country Director DACH, Rüdiger Hölzel is responsible for after-sales. He is proud of Delphi's product portfolio: "We offer service and repair solutions for almost any vehicle in any country. On top of this, we provide special tools/machines and repair concepts for complex components, such as injection systems. Special training and qualification programmes complete the offering. As a forward-looking power-train specialist, Delphi also offers parts for hybrid and electric vehicles, of course."



Remanufacturing is another means of enhancing sustainability: Previously sold parts are rebuilt to extend their useful life. Delphi also sells the machinery needed for remanufacturing. This has already enabled a number of workshops to branch out into this specialist field and focus on remanufacturing spare parts for tractors or construction machinery.



## PERFECT START

The first shipments were collected from the Delphi Technologies warehouse in Wrocław, Poland, and shipped via the Night Star Express system in October. Ahead of this, Sarra Horchani and Benjamin Maße liaised closely with their contacts from procurement, sales and customer service. “Everything was carefully coordinated and the first shipments were delivered smoothly. We are optimally prepared for the growing number of shipments,” they add with confidence.

**OVERNIGHT EXPRESS SERVICE OFFERS EXCEPTIONAL VALUE ADDED**

The new overnight delivery service means that Rüdiger Hölzel can guarantee his clients that their orders will be delivered to the designated depot by 8 a.m. But that's not all: This service also enables Delphi to respond to ad hoc demand. Parts needed for urgent repairs which are not in stock can be ordered at short notice and delivered using the overnight express service so that they arrive before work starts the next day.

Rüdiger Hölzel is very happy with the collaboration with Night Star Express so far: "Both the support and advice ahead of the launch and the project roll-out itself were smooth and professional. We are delighted to be able to offer our clients this important extra ser-

vice! It means our parts arrive at our clients' workshops overnight, before the working day starts, and can be fitted straight away."

**DELPHI TECHNOLOGIES**

Originally part of General Motors, Delphi was spun off as an independent company in 1999. In 2017, the company split into Delphi Technologies and Aptiv, which specialises in connectivity and mobility.

Delphi Technologies supplies combustion systems, electrification products, software and control mechanisms. It operates in the automotive and commercial vehicle sector and in vehicle repairs via a global after-market network. Delphi Technologies has been part of BorgWarner since October 2020.





**André Jehn** is responsible for system and transport planning. The 36-year-old father is good at DIY and likes to take care of any jobs that need doing in his newly built house himself.



**Anette Hermanowski** works part-time in accounts, where she compiles KPIs and statistics. The mother of two spends a lot of time with her children and enjoys exploring the natural world.



**Angela Calcagno** has been part of the sales support team at Night Star Express since 2019. She assists with key account management. At the moment, she is on maternity leave because she is expecting her second child.



**Petra Wiberry** is the assistant to the Managing Director and has worked in logistics for 30 years. She enjoys travelling and likes spending time with her family. Her grandchildren are a particular source of joy.



**Michael Schmitz** is General Accounting Manager. He lives in the stunning Sauerland region and goes for long walks with his dog at the weekend. He enjoys travelling with his partner and trying out new restaurants.



Night Star Express Managing Director **Matthias Hohmann** likes doing things with his family. He is also an ambitious runner and is always training for an upcoming marathon or some other challenging run.



**Jens Schoneboom** is IT and Organisational Manager at Night Star Express. Jens likes going on mini breaks and holidays in a camper van with his wife and their children.



**Guido Rath** works in process management at Night Star Express. Guido is a huge fan of ice hockey. He also works with young people at the roller-skate hockey club attended by his two sons. Guido has a front-row seat at fixtures, where he cheers on his sons and the rest of the team.



**Meike Stephan** is responsible for marketing and communications at Night Star Express. She is married with three children. In her spare time, she enjoys going for long walks in the woods with her children and the family's pet dog. She also likes pottering around in the garden and greenhouse.



**Benjamin Mäbe** is our new sales coordinator. He previously worked as a sales manager for the Night Star Express shareholder Gertner and has years of experience in the overnight express business. He has three children and enjoys spending his free time with them and his wife.



**Celina Peter** is in her second year of training as an administrative assistant. She enjoys local excursions with her boyfriend and – pandemic permitting – going for nights out with her friends. Celina is also a keen gymnast.



**Rüdiger Spiegel** manages the central hub in Hünfeld and has three grown-up daughters. He is heavily involved with his local sports club SG Viktoria Bronnzell, amongst other things as their stadium announcer.



**Jörg Witteborn** is in charge of project management at Night Star Express. Jörg originally comes from the island of Spiekeroog and loves line dancing and donkey trekking.



**Ralph Sachse** is the Night Star Express Key Account Manager. He plays tennis, loves travelling and has a grown-up son.



**Theresa Schmitz** works in bookkeeping and is responsible for accounts at Night Star Express. She loves holidays by the North Sea and enjoys spending her free time with friends and family.



**Kristin Arends** joined the sales support team several months ago. Kristin turned 27 in November and loves going on mini breaks with her friends and her dog.



**Mike Grünewald** conducts quality audits at Night Star Express. Mike has two children and two dogs. He enjoys shooting in his free time and supports Borussia Dortmund.



**Oliver Bell** works in process management at Night Star Express. The 47-year-old father enjoys spending time with his family and is a keen runner.



**Timo Griewel** works in quality management and in his spare time likes to assemble computers for friends, help with IT problems and train himself in the field of computer hardware. He is also currently busy planning his wedding.



**Dominik Knop** is an IT support engineer at the system headquarters. He spends a lot of time with his family and is a big fan of Borussia Dortmund. Whenever he can, he watches matches live at the stadium.

# MERRY CHRISTMAS FROM THE SYSTEM HEADQUARTERS TEAM

At this special time of year, we would like to introduce you personally to the team from the Night Star Express system headquarters. Everyone at Night Star Express wishes you a happy and relaxing festive period.







## REVIEW OF THE INTERNATIONAL SUPPLY CHAIN CONFERENCE 2021

### A RETURN TO IN-PERSON NETWORKING AT LAST

After 18 months without in-person events, we at Night Star Express weren't the only ones who were delighted to meet face to face again at the supply chain conference. Resembling a who's who of the industry, the event took place in Berlin from 20 to 22 October 2021. Most of the talks and panel discussions could also be followed live online. Due to coronavirus, last year's International Supply Chain Conference was a purely digital affair. To enable in-person networking this year in a Covid-secure fashion, the organiser BVL (Bundesvereinigung Logistik) developed a safety and hygiene concept based on the official guidance. Visitors had to provide evidence before the event that they had been vaccinated or had recently recovered from the virus or bring a recent negative coronavirus test with them.

The function room at Hotel Intercontinental, where the conference is held each year, was also equipped with a ventilation system and the exhibitors' stands were set up at a distance from one another. The State of Berlin and the epidemiologist Prof. Brinks from



Witten/Herdecke University helped the BVL to develop its concept.

#### EXCLUSIVE SPEAKERS

In crises and times of uncertainty, the best approach is to forge ahead energetically, take new paths and seize opportunities. With this in mind, the motto chosen for the International Supply Chain Conference 2021 was "Chancen nutzen – Adapt to Lead".

Speakers including Jörg Hofmann from IG Metall, Microsoft Germany's Marianne Janik, and Sebastian Windeck from Metallbau Windeck discussed what the opportunities referred to in the German slogan might be. This year, the plenary was addressed by well-known logistics executives including DB

Cargo CEO Sigrid Nikutta, Lufthansa Cargo CEO Dorothea von Boxberg, Fiege CEO Felix Fiege, and BLG CEO Frank Dreeke. Norbert Lammert, President of the Konrad Adenauer Foundation and former President of the German Bundestag, Prof. Dr. Dr. h.c. Michael ten Hompel and other interesting speakers also took to the stage.

#### CLIMATE NEUTRALITY, DIGITAL TWINS AND PLATFORM SOLUTIONS

The talks centred largely on sustainability and digitisation – topics which have been on the agenda of Night Star Express Managing Director Matthias Hohmann and his team for years. Matthias Hohmann explains: "In recent years, society has become increasingly aware of how important it is to act sustainably. The whole logistics industry is conscious of its responsibility, which is also illustrated by the many interesting contributions to the International Supply Chain Conference on the subject of sustainability. Digitisation is an important aspect which can be instrumental in achieving these goals."

## NIGHT STAR EXPRESS SUPPORTS GOOD CAUSES AHEAD OF CHRISTMAS

### FIRST CHEQUE PRESENTED FOR TIM GOLDBACH



Back in summer, Night Star Express launched a fund-raising campaign for Tim Goldbach. The young man is thought to have been the victim of a vicious attack, which left him severely disabled. As the new sponsor of the sports club SG Viktoria Bronnzell, which is based near the Night Star Express central hub in Hünfeld, the company donates EUR 20 towards Tim's

cause for each goal the footballers score at home.

#### DONATIONS BY STADIUM VISITORS

In addition to this, Night Star Express employee Rüdiger Spiegel, who is also the stadium announcer in Bronnzell, has set up charity boxes at the sports ground. "We wanted to reach as many people as possible

and a lot of people have taken this opportunity to do good with a small donation. The box by the drinks stall filled up particularly quickly because customers put their change straight in it," says Rüdiger Spiegel enthusiastically. The idea of helping Tim came from Rüdiger Spiegel and his colleague André Jehn, who is responsible for system and transport planning at Night Star Express.

#### SYMBOLIC CHEQUE PRESENTATION AND HUB TOUR

The two co-workers were able to present the first fund-raising cheque in early November. André Jehn is proud of the amount raised in such a short time: "We included the fund-raising account details on our flyers, our website and posters displayed around the stadium so that anyone who wanted to help could transfer some money straight away. In November, we invited Tim's father, Uwe Goldbach, and the club chairman, Martin Böhne, to our central hub and presented a symbolic cheque for EUR 1,000 at the end of the first half of the season!" This is the total amount raised from all donations to date.

## RAISING MONEY FOR THE UNNA REGION TOO

### THERAPY EQUIPMENT FOR THE "LEBENSZENTRUM KÖNIGSBORN"

The "Lebenszentrum Königsborn" is a recognised centre of expertise for people with disabilities in Unna-Königsborn. Staff at the centre support and treat people with multiple severe disabilities, adults in a vegetative state or recovering from neurological trauma, and children and young people with neurological conditions or social and psychological problems.

Night Star Express is donating funds for a Galileo training and therapy device which is based on the natural sequence of movements that we make when we walk. The rapid see-sawing motion of the training platform simulates the way our body tilts when we walk, but is more intense. The human body reacts reflexively to the platform's movements, activating and strengthening groups of muscles involuntarily. This type of training promotes muscle activity along with the patient's circulation and metabolism.





ROBERT WAGNER AKA  
„NIGHTFIGHTER EXPRESS“  
NIGHT STAR EXPRESS DRIVER  
COMBINES WORK WITH HIS HOBBY

Robert Wagner came to the editorial team’s attention on Instagram, where he regularly posts stunning photos from his night shifts. His extraordinary dedication and artistic eye made us want to get to know him better.  
In November, we visited Robert Wagner at our site in Kabelsketal. The likeable 33-year-old has been a Night Star Express driver for four years and loves his job. He has almost 40 colleagues and gets on well with both them and his boss.

A GOOD TEAM

Denis Krühmigen, Managing Director of Transport- und Expressdienst Krühmigen GmbH, drives for Night Star Express himself every night, so he knows what the job is like and understands what it means to only be out on the roads at night.  
“Team Krühmigen”, as they call themselves, sometimes meet at Denis Krühmigen’s yard at the weekend as well. On these occasions,



they come up with improvements for their vans, like the shelf covered with stitched leather which Robert made for his Mercedes Sprinter. Each driver has his own vehicle which he can fit out however he likes because it is important for the drivers to feel at home when they are working.

COMBINING WORK WITH HIS HOBBY

Robert likes to listen to audio books and podcasts while he is working. If he is confident that he will definitely complete his route on time, he looks out for good subjects to photograph. He is also active on TikTok, where he regularly posts videos of his van and his night shifts for Night Star Express.  
“Photography has been my hobby for a long time. I’ve got lots of camera equipment and I used to take a lot of pictures at festivals and weddings. When I can see on my scanner that I will easily make my deliveries to the remaining customers by 8 a.m., I take my time. I don’t mind getting home half an hour later if the opportunity presents itself to capture a beautiful sunrise or the perfect combination of a place and a subject.”

- ROBERTS INSTAGRAM-ACCOUNT: [HTTPS://WWW. INSTAGRAM.COM/NIGHTFIGHTER\\_EXPRESS/?HL=DE](https://www.instagram.com/nightfighter_express/?hl=de)
- TRANSPORT- UND EXPRESSDIENST KRÜHMIGEN GMBH: [HTTPS://WWW.FACEBOOK.COM/TEKRUEHMIGEN/](https://www.facebook.com/TEKRUEHMIGEN/)

3 ... 2 ... 1 ... GO –  
NEW PALLET DELIVERY SERVICE  
HAS BEEN LAUNCHED!  
NEW OPTION FOR SWISS CUSTOMERS

The service portfolio offered by Night Star Express Schweiz AG continues to grow! Since October, clients have also been able to ship pallets nationwide via the overnight express service. This new service was added to the Night Star Express Schweiz AG portfolio after intensive preparations.  
Within the company, there have been discussions for several years about expanding the product range to include overnight delivery of palletised shipments weighing up to 150 kg. This additional service was finally rolled out in early October.  
Marcel Tüscher, Managing Director of Night Star Express Schweiz AG, explains the process: “Within the company, we first floated the idea of transporting palletised shipments and ways in which we could do that back in 2012. However, incorporating this service into our portfolio posed too high a risk with regard to the capacity utilisation of our trucks and buses.”

INCREASE IN SHIPMENTS  
DESPITE COVID

The topic was raised again in 2021, the second year of the pandemic. Marcel Tüscher describes the operational deliberations that preceded the decision: “Due to the rising number of shipments, we decided to relieve pressure on our drivers and expand our service at the same time. In October, we launched a ‘2nd night shift’, meaning that a second fleet of lorries with a through-loading system sets out at a different time. These lorries can carry up to 16 Euro-pallets and have a payload of 2,600 kg. They are not subject to the night driving ban which applies from 10 p.m. in Switzerland.”

SECOND NIGHT SHIFT STARTING  
AT THE CENTRAL HUB

The vehicles travel throughout Switzerland, but all start their journeys at the central hub in Wolfwil. Their job is



to deliver palletised shipments weighing up to 150 kg to recipients on time.

PORTFOLIO KEEPS GROWING

The new service is particularly popular with clients from industry and the automotive and agricultural sectors. They can now supply their trading partners and resellers with heavy parts such as gearboxes, engines, springs or products picked from their warehouse.  
“Our aim now is to further expand this latter fleet and make it denser so as to offer a further opportunity to our existing and new

clients throughout Switzerland and round off our range of overnight transport services,” said Marcel Tüscher.

- IF YOU HAVE ANY QUESTIONS  
ABOUT THE NEW SERVICE, PLEASE  
CONTACT NIGHT STAR EXPRESS  
SCHWEIZ AG DIRECTLY:  
+41 (0)52 268 0880  
[INFO@NIGHT-STAR-EXPRESS.CH](mailto:info@night-star-express.ch)



# LAGERMAX AED: NEW PARTNER IN AUSTRIA

COMMON  
QUALITY STANDARD

On 01/01/2022, Night Star Express will start working with Lagermax AED GmbH, headquartered in Salzburg. The two companies share the same quality ethos and core competencies, so their collaboration promises to be successful.



Night Star Express Managing Director  
Matthias Hohmann



Managing Director of Lagermax AED,  
Richard Pöschl



When asked about the partnership, Night Star Express Managing Director Matthias Hohmann says: “Lagermax AED and Night Star Express have the same product portfolio and the same core competencies. Both companies have been operating successfully for decades. Our cooperation model gives us a comprehensive presence throughout Germany and I am confident that we have chosen the right partner for Austria.”

### TRANSPARENT DELIVERY

Established in 1991, Lagermax AED is a subsidiary of the Lagermax Group. The company has more than 30 sites in Austria and Eastern Europe and ships more than a million consignments per year. Managing Director Richard Pöschl explains how the firm guarantees its high level of quality: “Just like Night Star Express, Lagermax AED offers its clients an end-to-end track and trace service, which includes providing GPS coordinates. This makes all deliveries completely transparent. Shipments are left at pre-agreed depots, allowing safe, contact-free deliveries without the need for receipts. Goods are scanned at each point along their journey and the electronic delivery

confirmation enables shipments to be tracked from end to end.”

### EUROPE-WIDE SERVICE

The collaboration between the two providers allows customers of both companies to benefit from a high-quality overnight express service. Night Star Express already offers its service in Germany, Switzerland, the Netherlands, Belgium and Luxembourg. Goods can also be shipped to France, Scandinavia and other countries by prior arrangement, sometimes with next-day delivery. Lagermax AED will soon be taking over shipping throughout Austria. Matthias Hohmann and Richard Pöschl agree that: “Our decades of experience and our comprehensive, Europe-wide network enable us to offer our clients the best possible service and the highest-quality night-time delivery.”

### ABOUT LAGERMAX AED:

Established in 1991, Lagermax AED is a subsidiary of the Lagermax Group. It has been considered a reliable partner for overnight express and after-sales solutions for over 30 years. The company’s international network comprises its own sites in Bosnia-Herzegovina, Bulgaria, Croatia, the Czech Republic, Hungary, Romania, Serbia, Slovakia and Slovenia. Daily route departures provide a reliable network and enable the flexible feeding of goods along with prompt distribution and delivery in Austria plus Eastern and South-Eastern Europe. The overnight express service is the perfect solution for companies whose products have to be available at very short notice and need to be delivered quickly and reliably.



# ONGOING COLLABORATION

SUCCESSFUL PARTNERSHIP  
WITH ROBARCKO EXTENDED

An agreement lasting several years has been signed between Robarcko and Night Star Express Hellmann B.V., underlining the good collaboration between the two companies. Since mid-2020, Robarcko – a specialist in starter motors – has been able to offer its customers “first-class” overnight delivery throughout Benelux and in Germany. Every day, a large number of overnight shipments leave the firm’s headquarters in Almere to be delivered that night to the usual high standards.



Robarcko B.V. is an international wholesaler which specialises in starters, alternators and parts. In addition, Robarcko offers Autodiag-ger and DACTEM test benches. The company is based in the Dutch city of Almere, where it has a warehouse exceeding 10,000 m2. From there, it supplies a large number of clients in more than 65 countries around the world. Years of experience in the automotive electronics industry have made Robarcko a respected and reliable partner for customers all over the world. With over 275,000 starters and alternators in stock, Robarcko can supply almost any product its clients need. Its stock consists primarily of a combination of new OE (original equipment), remanufactured OE products, remanufactured third-party products and its own well-known RNL line. Robarcko also stocks a large number of parts for starters and alternators. In other words, customers are hardly ever disappointed when they request a part from Robarcko.

Omar van der Weert, CEO of Robarcko, has nothing but praise: “Robarcko is very pleased with the collaboration with Night Star Express Hellmann B.V. We and our customers are very happy that we changed our overnight express service provider. One of the reasons for this is that our contacts at Night Star Express Hellmann B.V. are proactive, solution-driven and take appropriate follow-up action. Keep up the good work!” Daniël Siemes, Inside Sales and Robarcko contact at Night Star Express Hellmann B.V., is delighted with this praise and adds: “The personal contact between the team at Robarcko and us has been outstanding since the partnership began in mid-2020. What’s more, a client like Robarcko is an excellent

addition to our broad automotive network. We are now well represented, especially in the segment of starters and alternators. All in all, we are very pleased that Robarcko has committed to staying with us so that we can continue to enjoy our positive collaboration for the next few years!”

