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150 years of Hellmann

The Osnabrück company celebrates
its anniversary

PLENTY OF POSITIVE NEWS IN THIS EDITION
AN ANNIVERSARY, A NEW FILM AND A GUESSING GAME FOR
THE EUROS



Dear readers,
The Euros, the start of the summer holidays,
spending time outdoors – despite all this,
things still aren't quite back to the way

they were. Covid-19 is still with us, but we
are already able to imagine how things will
be once most of the population has been
vaccinated. Curfews, quarantine and closed
shops will hopefully soon all be behind us.
We are happy and relieved that we have been
able to steer Night Star Express effectively
through this crisis – both health-wise and
financially.
We are all eager to hear positive news right
now. As a result, this issue focusses on such
positive aspects as the anniversary of our
system partner Hellmann, customer success
stories, new projects and services.
Big names and well-known companies
continue to put their trust in us. You can get
a little insight into our work and the logistics
behind it in our new film about our hub. Read
more about it on page 8.
150 years ago, Carl Heinrich Hellmann laid

the foundations for a successful modern
company with just one horse and a carriage
driver – a company that would continue to
grow and redefine itself. We would like to
warmly congratulate our system partner
Hellmann Worldwide Logistics Rail & Road
GmbH & Co. KG on their anniversary and
wish them all the best for the next 150 years
and beyond!
And I hope you all enjoy reading this issue of
express and have a relaxed – and, above all,
healthy – summer.

Yours,
Matthias Hohmann

DEMONSTRATING EXPERTISE
KICKING OFF THE NIGHT STAR EXPRESS EUROS
GUESSING GAME

The 16th European Football Championship is
set to take place between 11 June and 11
July 2021 after a year's delay. The games
are to be played in twelve cities, but the
coronavirus pandemic put a huge question
mark over the planned match schedule.
For a long time, it was unclear whether the
European Football Championship could
even take place in 2021, and if so, in what
capacity. The decision as to whether Munich
would remain the host of the planned games
was eagerly awaited in Germany. Because
the Allianz Arena couldn't guarantee high

attendance with approved fans, it remained
unclear until mid-April whether the state
capital could host the three group level
matches for the German team, as well as the
quarterfinals. The knock-out match on 2 July
was the last to be decided because UEFA
had hoped for another venue with more
spectators. But the big sigh of relief came
on 23 April 2021: Munich would remain the
host!
Night Star Express has once again thought
up a special game for its customers and
business partners. Take a moment to switch

off, get involved in the games and maybe win
a prize! With the right instincts, a little football
knowledge and of course a bit of luck, you
will have all you need to top the table in our
2021 Euros guessing game! You can get
started now – sign up for free and you'll be in
with a chance to win great prizes.
Get involved with our Night Star Express
guessing game for the 2021 European
Football Championship!

MORE INFORMATION:
www.kicktipp.de/nse

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THE SMART CITY
LOGISTICS CONGRESS 2021
WE'LL BE THERE AS EXHIBITORS

Despite the uncertainty at the moment, the
congress organisers are optimistic that the
event held at the historic Heidecksburg
palace in Rudolstadt will be able to go ahead.
If this is the case, Night Star Express will be
joining its new cooperation partner flinkey as
an exhibitor.
The 7th Smart City Logistics Congress,
slated to take place on 3 and 4 August
2021, is a practical forum that looks at the
opportunities and challenges associated
with sustainable logistics. The dialogue with
developers of new vehicle models using
alternative drive systems and opportunities
to test-drive them on site at the congress are
just as much a focus as the latest research
results and best practice examples.

At the 7th Smart City Logistics Congress,
Night Star Express and flinkey will be
presenting the keyless delivery system using
the flinkey box. Doing away with a physical
key and the option of opening the vehicle
digitally via the app makes delivery easier
and, above all, more sustainable. The trade
fair team at Night Star Express will attend
with its own delivery vehicle in order to be
able to effectively demonstrate the use of the
flinkey box in practice.
You are very welcome to visit our trade fair
stand and we would be delighted to see
you there! We'll keep you posted on social
media and our website about the organiser's
requirements for attending the congress.

As of the start of the year, Night Star Express has
been offering its customers a new service that
makes delivery easier with the flinkey box from au-
tomotive supplier WITTE Automotive GmbH.
The vehicle key is deposited in the box and position-
ed in the vehicle. The vehicle can be opened and
closed using a free app on a smartphone. This
means that Night Star Express drivers no longer
need a physical key in order to be able to deliver con-
signments and can open the vehicle digitally.



99.8% HAPPY VOLVO TRUCKS

EXCEPTIONAL DELIVERY PERFORMANCE

After a long and intensive acquisition process, Night Star Express system partner Friedrich Zufall GmbH & Co. KG was able to win a contract logistics and overnight express bid from Volvo Trucks. After a preparation phase that lasted several months, the project moved into the starting blocks in mid-November of last year.

Günther Harder, Operations Manager and Project Team Leader at the Night Star Express operation in Kassel, is proud of the interdepartmental partnership of the past two years. “From the initial contact as a response to the bid from Volvo Trucks up to the conclusion of the contract, we all worked together seamlessly. It was very important to us to emphasise the positive aspects and to persuade the contact partners of our abilities. The quality of our performance speaks for itself and proves that we have earned the trust placed in us.”

Several meetings took place in Germany and at the Belgian and Austrian Volvo sites. The contact partners were able to get an impression of the efficient work processes in place at Night Star Express during visits to the hub in Hünfeld. “The representatives from the Volvo Group were so impressed that we were awarded the bid for the second component of the contract for overnight express transports,” Günther Harder says in summary of the excellent result. Volvo Trucks is part of the Volvo Group and is well known to everyone as a truck manufacturer based in Gothenburg, Sweden. Since the takeover of Renault Trucks in 2001, Volvo Trucks is now the market leader for commercial vehicles in Europe.

Swedish newspapers first reported on trucks made by Volvo on 20 February 1928. The first truck had a payload of around 1.5 tonnes.

While the production of commercial vehicles near Gothenburg was originally only intended as a way of offsetting losses from the car industry, it evolved into a major area of business during the 1930s. Commercial vehicles became a fixed feature of the range and made Volvo the biggest commercial vehicle manufacturer in Sweden. The company set standards in terms of quality, safety and environmental protection. Electromobility is now playing a major role.

Following a pilot phase, the complete consignment volume is now being handled by Night Star Express as of 11 January this year. Later pick-up times and processes have been successfully negotiated and scheduled. Consignments are picked up in the evening as usual and delivered to the recipient by 8 a.m. the following day at the latest. Around 160 Volvo and Renault service partners, retailers and repair shops receive the replacement parts they require from Night Star Express delivery drivers. Deliveries are made to prearranged deposit boxes on site.

“Volvo has confirmed the seamless processes and is very impressed with our performance – as are we,” says Günther Harder. “99.8% is the rating given by Volvo in the weekly quality assessment. We look forward to a long partnership with Volvo Trucks and our service partners!”



150 YEARS OF HELLMANN

NIGHT STAR EXPRESS CONGRATULATES HELLMANN ON ITS ANNIVERSARY

A horse and cart was all that was needed in 1871 in order to lay the foundations for a company that now covers the entire globe. To mark the 150th anniversary of Hellmann Worldwide Logistics, we are casting a look back over the history of the Osnabrück-based family-run company.



Carl Heinrich Hellmann quickly made a name for himself on the local transportation market with his haulage business. Routes to nearby Georgsmarienhütte were part of the daily schedule. The steelworks there was one of the company's first and most important clients and resulted in rapid growth until the founder sold his "one-man haulage company" to his sons in 1906, giving rise to the company Gebr. Hellmann. The coal trade and furniture transportation were welcome sources of income during this time.

REBUILDING AND EXPANSION

After 1945, Heinz and Emil Hellmann started to rebuild the company in Osnabrück. By 1949, they had already established a major second site in Hamburg. Further sites in Bremen, Emsdetten and Bielefeld followed shortly after this. In 1976, Klaus Hellmann followed in his father Heinz's footsteps in Osnabrück. Jost Hellmann also assumed responsibilities within the company early on: In 1989, he accepted the inheritance of his father Joachim in Hamburg. Now in its fourth generation, the range was expanded with a broad variety of courier services, contract logistics and various other services. Hellmann also increasingly drew on industry

solutions, for example for the automotive, pharmaceutical, food and fashion industries. In 1993, Hellmann was the founding member of Night Star Express.

In Germany, reunification brought with it the opportunity to expand the business to the former GDR as one of the first logistics companies to do so: Krostitz was the first site in the east in 1990, with Crivitz following in 1994. Thanks to takeovers of haulier companies Greimann, Nelke and Kunze, the company further boosted its coverage of the German market.

With the expansion of European CEP routes in the 1970s, the stage was set for internationalisation. The biggest step on the road to becoming a global player came in 1982 with the founding of the first foreign branch in Hong Kong. Just one year later, this was joined by sites in the US, Australia, New Zealand and South Africa. Today, Hellmann sites can be found in 56 countries and its global network covers an incredible 173 countries.

STANDING UP FOR SUSTAINABILITY

As a family-run company, Hellmann represents sustainability. In 1996, the Osnabrück-based company was the first logistics company in Germany to be certified

to DIN EN ISO 14001 for its environmental management system. By signing the Diversity Charter [Charta der Vielfalt] in 2014, it also flew the flag for diversity. Further initiatives to benefit the company's employees followed. Hellmann laid out the principles of its corporate philosophy in its F.A.M.I.L.Y. DNA in 2007.

NIGHT STAR EXPRESS SYSTEM PARTNERS SINCE THE START

Hellmann joined forces with seven other logistics service providers to create the Night Star Express network in 1993. Their shared goal was to bundle their logistics expertise and experience within the network in order to meet the requirements of the fast-growing CEP market.

ANNIVERSARY IN THE TIME OF CORONA

The company celebrates its 150th anniversary in 2021. Due to the coronavirus pandemic, Hellmann is approaching the celebration in an unusual way. Instead of hosting one or several key events, symbolic events are being held around the world. With the motto "150 moments", Hellmann is creating a bridge between the past and the future, for example.



RECIPIENT NOTIFICATIONS STAY INFORMED ABOUT YOUR CONSIGNMENTS

NIGHT STAR EXPRESS OFFERS NEW SERVICE

Night Star Express has made it its mission to continually improve its services and to make express deliveries more flexible and traceable for its customers. A new service helps companies to plan their time even more precisely.

Night Star Express is now able to inform the recipient of the status of any overnight express consignment via email. As soon as a consignment has been delivered, a notification can help companies to monitor time-critical consignments.

Another advantage is that, in the event that there is a problem with the delivery and it

does not arrive as scheduled, the recipient is informed immediately. One example of this could be that the delivery driver could not deliver to the assigned deposit box, or that there were other difficulties with the delivery, such as a locked gate.

The recipient can now also be proactively informed about any delays. If a consignment cannot be delivered punctually by 8 a.m. at the latest – or, for the premium service, by 7 a.m. – due to heavy snowfall or traffic collisions, for example, a notification is sent with the expected delivery time at 7.30 a.m. or 6.30 a.m., respectively. This then also

depends on the subsequent route.

The prerequisite for using this new service is, of course, that a valid email address is provided by the notification's intended recipient for each consignment and copied correctly into the consignment data as contact information.

There are a few other ways in which a notification can be sent. Your contact partner at Night Star Express would be happy to make individual arrangements with you and discuss whether it is possible to notify your recipients, and with which status information.

“IN DER NACHT GEBRACHT”

FILM SHOWS THE NIGHT-TIME RUSH

DRONE AND FILM CREW AT THE HUB



A film crew visited the Night Star Express hub in April in order to record how all of the staff work non-stop to ensure that consignments are distributed quickly and prepared for onward transport.

Have you always wanted to know what goes on at our hub during the night so that the consignments reach you by 8 a.m. the next morning? Then have a look at our YouTube channel!

A film crew visited in April and shot an exciting film about the hub in Hünfeld. All staff were informed in advance to avoid any confusion

in the workplace. The drone not only took footage of the facility and its grounds from outside: It also flew through the facility a few times. The staff working on the conveyors in particular were given prior warning so that health and safety could be maintained and so that nothing untoward could happen.

Several GoPro cameras installed on tripods provided further footage of the night's activities. The many vehicles arriving and departing outside were also recorded on film. One camera passed over the conveyor several times and a portable camera was



used to take close-ups of some staff and the scanning processes. Meike Stephan from



the Night Star Express marketing department says: “We wanted to show how hard all of the staff work and how they give their all to ensure that our customers' consignments reach them by the morning as promised. This can all be seen to great effect at the hub. The film has been created very professionally and really reflects our spirit.”





NIGHT STAR EXPRESS HONOLD GMBH MOVES INTO NEW FACILITY IN **NEU-ULM** MORE SPACE, ADDITIONAL RAMPS, NEW CONVEYOR SYSTEM

Night Star Express is still on course for growth: In order to meet its constantly growing customer volume, Night Star Express Honold GmbH moved into a new facility in Neu-Ulm at the start of this year, right next to its main site. Innovative technologies ensure seamless, flexible processes.

The new facility covers over 2,290 m² and is divided into two areas. In addition to this, the grounds cover just under 6,290 m². The overall area of the facility is 8,000 m² and Night Star Express Honold GmbH shares this with three other users as part of a multi-customer project.

The move to the spacious premises came at just the right time because the additional space means that the company is better placed to meet the requirements of its growing pool of major clients and specialist customers, as well as the rise in consignment volume. Mariele Lorenz, Operations Manager at the Neu-Ulm site says: "We take our promises to our customers very seriously

and we do everything we can every day to ensure that consignments reach their destinations by 8 a.m. the following day. Behind the scenes, this requires an immensely professional logistics operation. By expanding our site area, we were able to create the ideal conditions for this."

As is the case at other sites and at the hub in Hünfeld, the new facility in Neu-Ulm relies on the latest technologies: There is a total of 38 ramps available for loading and unloading, nine of which are suitable for HGVs and 20 are for vans. Nine additional ramps can be used flexibly for anything from semi-trailers to vans. In order to improve processes, Night Star Express Honold GmbH invested in an 85-metre conveyor system that features two telescopic arms. Around 15 metres of the total length are operated electronically.

The new office space is divided between two floors with a total area of nearly 165 m². Health and safety in the workplace has always been of high importance at Night Star

Express. As such, each office workspace is equipped with a height-adjustable desk.

Training is also high on the agenda at the new site: Staff can draw on tailored training options in a specially created training room, which also serves as a break room for our drivers. The room will be equipped with snack and drinks vending machines after the pandemic so that drivers can get some refreshments during their breaks. Another large conference room upstairs is available for meetings and the training of our office staff.

Mariele Lorenz is delighted with the new, larger site: "We are very happy with the overall concept and are still able to count on our dedicated, expert staff in making it a reality. Thanks to the larger facility, all staff – whether they're in the office or working in operations – can work even more successfully and efficiently!"

THE SNOWCATS ARE OUT IN FORCE WINTER SPORTS IN SWITZERLAND



While Germany is hoping for reliable spring weather, some regions of Switzerland are still in the midst of winter sports season. The company Kässbohrer Schweiz AG uses the services of Night Star Express Schweiz AG to supply repair shops and ski resorts with replacement parts.

Powdery descents in the sunshine and pistes offering deep snow or perfectly prepared cross-country trails make skiing holidays in the mountains very special sporting events. But any skier or snowboarder knows that a lot of hard work has to go into achieving this amazing feeling – including levelling, ploughing, packing and clearing the snow. This is where the specialist machine made by Kässbohrer Schweiz AG known as the PISTENBULLY comes in. With over 500 hp and weighing over 12 tonnes with its enormous caterpillar tracks, the familiar red, powerful snowcat drives over the pistes every evening in order to prepare them perfectly for winter sports enthusiasts.

The vehicles, which are subjected to intensive use, particularly in the high season, cannot afford any downtime. For this reason, they receive intensive, perfectly adapted,

professional maintenance. Kässbohrer Schweiz AG is aware of its responsibility and the high requirements made of the company in terms of maintenance and replacement parts supplies. As a result, it has chosen Night Star Express Schweiz AG to supply its customers. The first-class overnight express and premium overnight express products guarantee the supply of replacement parts to repair shops and ski resort operations within fixed time windows during the night or day. The easy-to-use, customer-friendly online data collection system enables logistics orders to be collated within seconds and automatically forwarded to Night Star Express for electronic scheduling. From the point of recording the order, the consignments to be transported are also traceable via the real-time track-and-trace function. Both the sender and the recipient can use this tool to track the consignment at any time using the GPS function in order to see where it is and when it will be, or has been, delivered.

"Right from the first meeting with our contact partners at Night Star Express, we got along famously," says Stefan Gisler, Head of the Replacement Parts Warehouse. "After a

successful start with the overnight express business, i.e. supplying our customers the same night, we quickly discovered the advantages of an additional delivery to our clients with the daytime delivery service. The supply time can be determined and selected depending on which parts are required, or which options the recipient has on site for night-time deposits. We now book consignments around the clock and bring our clients that 'perfect snow' feeling even more effectively," Gisler expands.

Night Star Express is proud to be able to make a small contribution towards fun on the slopes for the clients of Kässbohrer AG. With this in mind, we would like to wish all winter sports fans a fantastic season and hope that you all return home full of happy memories, with recharged batteries and in good health!

ONE YEAR OF ENGLMAYER SERBIA

SUCCESSFUL LAUNCH PHASE

One year ago, Night Star Express was able to open up a new region to its customers. With the founding of Englmayer Serbia d. o. o., customers were now able to book shipments to eastern Europe with fast processing times and reliable deliveries. Despite the pandemic, the newest member of the Englmayer Group can be congratulated on its successful launch phase.



As we reported back in 2020, the new branch of G. Englmayer commenced operations in Dobanovci, Serbia, not far from the capital of Belgrade, on 8 January 2020.

The biggest challenge of the past twelve months was definitely the increase in border controls due to the pandemic. Customs processing, which is very complex and demanding in Serbia, was made even more difficult. Despite all these hurdles, customs processing requirements were mastered in fine style.

Many high-profile manufacturers and importers in the automotive and agricultural machinery sector have international clients based in eastern Europe. But other industries also benefit from the comprehensive services offered by our Serbian colleagues.

The network, and the opportunities it offers, was expanded last year. The Serbian site is also strengthened by the fact that it is used as a gateway for consignments to other Balkan countries. Shipments to Montenegro, Kosovo, Macedonia and Albania, for example, may all pass through Serbia.

The fast but continual growth in this upcoming market is also fuelling thoughts of expanding the site or moving to a larger facility.

For Night Star Express and its customers, daily departures to Serbia from Wels,

Leopoldsdorf (Vienna) and Biatorbagy (Hungary) result in the fastest processing times for your deliveries to recipients in Serbia. Your Night Star Express contact partner would be happy to inform you about precise processing times.

G. Englmayer is owned by the Wiesinger Privatstiftung and has its own companies and network structures within its home network of Austria, as well as in the Czech Republic, Slovakia, Hungary, Romania, Slovenia, Croatia, Bosnia-Herzegovina and Serbia. Currently, 630 employees work for the company at 21 sites in ten countries.





SUCCESSFUL PARTNERSHIP

ALS/KOMATSU BUILDS ON NIGHT
STAR EXPRESS HELLMANN B. V.

The successful partnership between Night Star Express Hellmann B. V. and ALS/Komatsu has been expanded further. Since 3 May 2021, Night Star Express has carried out overnight deliveries of Komatsu products for the German market via the Night Star Express “First Class” network.

Our contact partners at ALS are more than happy with the partnership. “The partnership so far between the parties involved in overnight deliveries within the Netherlands has given us every confidence that Night Star Express Hellmann B. V. will also be responsible for overnight deliveries to Germany, too.”

Robert Overgoor, Commercial Manager, Night Star Express Hellmann B. V., says of the new business: “We are delighted that we have been able to expand on our existing partnership with ALS/Komatsu. ALS/Komatsu is a highly valued customer in our network and this expansion will cement our successful partnership, which has already existed for many years.”

WWL ALS INTERNATIONAL LIMITED

ALS is a logistics specialist based in the UK that offers unique solutions for exceptionally large and heavy freight consignments to be transported by road, rail, air or sea. The company’s goal is to make a name for itself as a global logistics service provider that offers multimodal solutions with personalised service. ALS is active in a range of sectors, including construction machinery, replacement

parts and mining. With partners around the world, ALS is happy to be able to support clients such as Komatsu when it comes to logistics matters. The expert and experienced teams at ALS work at various Komatsu sites, including in Vilvoorde, Belgium.

KOMATSU

Komatsu was founded in 1921 in Ishikawa, Japan. In the subsequent years, the company became an international name associated with the mining industry. In the past 100 years, Komatsu has expanded its activities around the globe and has become a global player as a manufacturer of hydraulic excavators and construction and mining machinery.

Komatsu products have become familiar all over the world thanks to their safety, performance, reliability and durability. The range comprises no fewer than 300 models and designs including excavators, articulated loaders, bulldozers and wheel loaders of all shapes and sizes.

