



7° 43' 34.068" O

HELLMANN OPTS FOR E-POWER

FIRST E-SPRINTER ON THE ROAD

51° 32' 9.096" N

DONATIONS AND SPONSORSHIP BECAUSE JOINT COMMITMENT COUNTS



Dear readers,

A glance at the daily news these days is unsettling even for staunch optimists. In times of crisis like these, it is therefore all the more important to look ahead, be active within the bounds of one's own possibilities and bring about improvements. We at Night Star Express continue to take this principle to heart and also direct our focus beyond our own horizons. An important concern of ours has always been the

commitment to social issues. And so it was with our home goal donation this year. Read on Pages 8 and 9 how we are able to support young people with disabilities in cooperation with the St. Antonius Foundation Fulda to secure their livelihoods through work. Night Star Express Hellmann B.V., based in 's-Heerenberg in the Netherlands, is also demonstrating its commitment: This season, our partner is putting its heart and soul again into supporting De Graafschap football club and motorcyclist Jeffrey Buis as a loyal sponsor. Page 3 is also about sport: With the right intuition and a dash of luck, attractive prizes await you in the run up to the World Cup in Qatar, which kicks off on November 20, 2022. Make sure you join in the fun!

Efficient, quiet, with zero local emissions and a better eco-balance than combustion models: electric vehicles also represent a real alternative in company fleets. This is the case at Hellmann Worldwide Logistics as well, where a VW Crafter powered by an electric drive is currently being tested in the urban confines of Hanover. Find out what prompted the purchase and what the initial experiences have been like on Pages 6 and 9. Mobility and digitalisation are not far apart: this issue also covers how Night Star Express Switzerland is attracting more and more customers with its clever industry solutions. Find out more on Pages 10 and 11. A company thrives on the commitment of its

workforce. All the more reason for us to be pleased about the new additions to our team, whom we introduce to you in more detail on Pages 4 and 5.

I hope you enjoy reading this issue!

Cordial regards,

Your Matthias Hohmann

20 YEARS AT THE COMPANY

We would like to congratulate Anette Hermanowski on her 20th anniversary on August 1, 2022. Ms. Hermanowski has been part of the Night Star Express team since her apprenticeship. In financial accounting, she keeps an eye on our key figures and also takes care of the internal web store.



FOOTBALL WORLD CUP 2022 BET WELL AND WIN HANDS DOWN

The countdown is already on for the 22nd World Cup: for the first time in the history of football, Qatar is to host the event in an Arab country. Because of the high temperatures that prevail there in the summer, the eagerly awaited event has been moved to the winter. The tournament commences on November 20, 2022, and it will become clear by December 18, 2022 which of the world's best teams will come out on top to win the World Cup.

Which of our readers will have the edge and emerge as one of multiple betting champions? Find out for yourself and enter our competition. Top-quality prizes with several choices are waiting for you. So, don't hesitate for long, join in with the thrills and place your bets. We look forward to having you on board and wish you the best of luck!

This is how it works:

Register here and join in the fun:
www.kicktipp.de/nse



WHAT YOU CAN WIN

1ST PRIZE



Samstung Smart Watch

2ND & 3RD PRIZE



Original t-shirt of the national team

4TH & 5TH PRIZES



Soccer board game for the whole family

ACKNOWLEDGEMENTS AND LEGAL NOTICE

Issue 87 – no. 3/2022
Circulation: 4,000 copies
Languages: German, English, Dutch, Italian, French

Published by:
Night Star Express GmbH Logistik, Unna, Germany

Editor-in-chief:
Meike Stephan, central coordination office
(meike.stephan@night-star-express.de)
Heinrich-Hertz-Straße 1, 59423 Unna
Tel.: 02303 98688-0

Editorial board:
Sarra Horchani, Hellmann Worldwide Logistics
Kristin Berendes, ZUFALL Logistics Group
Marcel Tüscher, Night Star Express Schweiz AG
Robert Overgoor and Daniel Siemes, Night Star Express Hellmann B. V.

All of the above can be contacted via:
Editor-in-chief

Design: Y-Design, Michael Franz
(info@ydesign-online.de), Burchardtstraße 5,
63741 Aschaffenburg, Germany,
www.ydesign-online.de
Tel.: +49 (0)6021 929 783

Copy deadline for issue no. 4/2022:
October 16, 2022

Date of publication for issue no. 4/2022:
CW 50 – December 2022

Byline articles do not necessarily reflect the editorial team's opinion. The editorial team reserves the right to shorten any readers' letters which are published for space reasons. Please send articles, letters and comments straight to Matthias Hohmann, Night Star Express GmbH Logistik in Unna (address above).

Welcome to the team!

Four new faces at Night Star Express

“From the first phone call to the to the interview date, the entire application process went smoothly and, above all, in a personable manner. This first positive impression continued throughout: I was warmly welcomed on my first day at work, there was mutual support from the team and my bosses had an open ear at all times. The whole package is absolutely perfect and that's why I enjoy coming to work every day,” explains Marie-Claire Kluge. Lukas Suttrop couldn't agree more with his colleague: "The process of scheduling the interview was straightforward, the interview itself was extremely pleasant, and I was welcomed into the team quickly and positively. I simply noticed straight away that there was a good fit.”



“Today, a total of four new employees are reinforcing our Night Express team: Marie-Claire Kluge, Lukas Suttrop, Leon Schmitt and Mario Klose,” reports Kristin Berendes, Team Leader Human Resources Management at Friedrich Zufall GmbH & Co. KG, a long-standing partner in the Night Star Express transport network. Both the continuous growth in shipments and the ever-increasing demands meant that the team had to be reinforced. Ultimately, more employees mean more expertise and, in turn, higher customer satisfaction. "The candidates mainly found out about us as an employer through personal recommendations. We are all the more pleased therefore that we succeeded in convincing them during the subsequent application process/onboarding. Of course, that doesn't mean that we can abandon channels like StepStone, our own careers website, Indeed, print media or trade fairs. Ultimately, our recruitment activities are constantly geared towards positioning our employer brand correctly, making it visible and, in the end, convincing potential candidates with as accessible an application process as possible. In this way, we benefit from the fact that we deal intensively with our target group and their needs in advance," notes Kristin Berendes." Jens Seidel, Head of the Express Zufall logistics group business division, is also

pleased about the addition: “We have set an ideal course for a modern human resources policy that puts people first.”

“PEOPLE WHO FIT IN WITH US”

A job advertisement's success is largely determined by its content: “You have to provide a realistic insight into the scope of activities and not promote artificial benefits that may not be fulfilled in the end. It is much more a question of creating the best possible match between the employee and the company through a living and authentic culture of values. This also means that academic marks or a straight career path play a secondary role as selection criteria. For us, it is the overall impression, i.e. the personality, the experience gained, etc. that is decisive. For us at Night Star Express, what is needed most of all are strong communication skills, service focus, flexibility and creative solutions. “To be more precise, we are looking for people who fit in with us,” explains the Human Resources Management Team Leader. "We are very satisfied with our choice so far. The employees bring along the ability to change and openness as important prerequisites. This makes them perfectly equipped for a successful future at Night Star Express," adds Jens Seidel.

A strong team: Hüseyin Demircan (Head of Customer Service), Torsten Mügge (Sales), the newcomers Marie-Claire Kluge, Lukas Maximilian Suttrop, Leon Schmitt as well as Nicole Bäumer (Billing) and Sebastian Ehrentraut (Head of Unna)

Night Star Express Hellmann hits the road electrically

First e-sprinter in use in the Hanover area

A VW Crafter equipped with an electric drive has been on the road at Hellmann Worldwide Logistics in the city of Hanover since recently. If its use proves successful in practice, plans are in place to buy more e-vehicles for the fleet – provided that the general conditions are right and suitable models are available on the automotive market. Initial experience is currently being gathered in the course of a feasibility study.



Acquisition of the e-vehicle did not initially proceed as quickly as expected: “The range of these type of vehicles available on the market is still limited at the moment. We were lucky to get a demonstration model. All other enquiries were declined or we were told that they would be available for delivery from the end of 2023. What is more, the driving range for these vehicles is still very limited. The current model we are testing, a VW Crafter, currently has a range of around 120 kilometres with a fully charged battery. In winter, things are likely to be different though. As a result, there are not many tours that might even come into question. We are currently using this vehicle in the urban area of Hanover, where the advantages of an electric vehicle are even more apparent,” explains Steffen Hollens, Branch Manager/CEP Services at Hellmann Worldwide Logistics, based in Lehrte in Lower Saxony.

At Hellmann, the decision to use electric sprinters had been in the pipeline for some time: “Many of our colleagues in our industry are rather reluctant to try out new technologies. They prefer to wait for empirical reports first. In the parcels segment, you can see more and more EVs in use at DHL or DPD. The routes they take are, of course, predestined for this. However, we also wanted to acquire experience in our area and test for feasibility in real terms,” states Steffen Hollens. “While bidding for a tender, as well, we were asked how we position ourselves in terms of alternative drives. Due to their limited range, the potential applications for us are still rather limited. A closer look will certainly reveal one or two tours that could certainly qualify for this.”

EXEMPLARY SIGNAL EFFECT

Night Star Express and its business partners are also expected to benefit from the practical experience gained. Matthias Hohmann, Managing Director of Night Star Express, appreciates this signal effect: “In our industry, it is not easy to develop environmentally friendly and sustainable projects. Well thought-out mobility

management and intelligent logistics concepts help to achieve environmental objectives. This also includes converting vehicles to alternative fuels and fuel economy training.” Matthias Hohmann is also proud of the environmental management throughout the company, which is regularly certified according to DIN ISO 14001. “We were the first provider of overnight express services to be awarded this certificate back in 2010. So we have thought wisely ahead.”

Hellmann Logistics Worldwide Logistics installed three wall boxes for charging the vehicles on the company premises at the beginning of the year when the project was launched. The vehicles need to be charged for between six and eight hours to go from 0 to 100 per cent. The goal is to use this sprinter for a shorter pick-up tour during the day and for a complete delivery tour at night.

MANUFACTURERS UNDER OBLIGATION

Further planning and the expansion of routes also depend on the developments made by the manufacturers. Steffen Hollens: “Currently, only standard sprinters are available on the market as EVs. A box-type sprinter model with a lifting platform would be ideal for our purposes. The requisite charging facilities are available on our company premises.” And what is your initial experience of their fitness in terms of driveability? “Drivers first had to get used to the vehicle, but now they enjoy driving it. Our workers find the step towards e-mobility and the field trials important to test the feasibility of the vehicle and, last but not least, to set a good example.”

We provide opportunities

New home goal fundraiser creates jobs for people with disabilities



The whistle blew for the first time last year and has done so again for the 2022/23 season, with the ball being kicked around for a good cause in Bronnzell, Hesse. Under the motto “Donate, help out!”, the club's players, staff and the management of Night Star Express are campaigning for young people with disabilities to provide them with much-needed jobs in the gardening sector.



(from left to right): Peter Linz (Managing Director antonius: wachsen gGmbH), Rüdiger Spiegel (Head of HUB NSE), Martin Böhne (First Chairman of SG Viktoria Bronnzell), Gerhard Möller (former Mayor of the City of Fulda and Chairman of the Board of the St. Antonius Foundation) and Johanna Kahabka (social support garden centre). Kneeling in front: Yannick Wegner and Marcel Biedenbach (garden centre employees)

The “home goal fundraiser” campaign, which was launched for the first time last year, came to the benefit of Tim Goldbach, a former sportsman from the region who is severely disabled following a violent crime and urgently in need of costly therapeutic treatment. “With the support of our colleagues and an additional donation of 20 euro from Night Star Express as the sponsor of the club we managed to collect a handsome sum for each home goal scored. We were extremely happy about this and the mutual success encouraged us to continue the campaign,” explains Rüdiger Spiegel, manager of the Night Star Express main handling operation in Hünfeld and stadium spokesman for the SG Viktoria Bronnzell club. The initiator of the fundrais-

ing campaign is the club's former player and work colleague André Jehn, Head of Systems and Traffic Planning at Night Star Express. “Our sense of solidarity has grown even further with the joint dedication of all those involved,” he affirms.

“MODEL PROJECT”

Following intensive discussions and deliberations among the association members, the choice fell on the “er:wachsen project” run by the St. Antonius Foundation in Fulda. In practical terms, the project involves building a barrier-free greenhouse in Haimbach and purchasing the equipment required to facilitate the work of people with a high need for assistance. This greenhouse will make it possible for young people to continue to develop their vocational and social skills while performing horticultural work. Despite the greatest of effort, support and personal motivation, not all young people with disabilities are able to find a suitable job in workshops for disabled people, partner companies or other companies on the labour market. “I find this project truly exemplary. Our donations are put into good hands and they make a difference immediately at grass-roots level. And we

are supporting young people who otherwise do not get much exposure,” emphasises Night Star Express Managing Director Matthias Hohmann. “I would be delighted if this fundraising campaign receives a lively response once again. Even a small donation can make a big difference.”

FURTHER INFORMATION ON THE FOUNDATION AND THE PROJECT CAN BE FOUND ON THE WEB UNDER: WWW.ANTONIUS.DE

Where and how to donate?

The St. Antonius Foundation is recognised as a charitable and non-profit foundation. On receipt of your donation, you will receive a tax deductible donation receipt.

Recipient: St. Antonius-Stiftung
IBAN: DE06 5305 0180 0040 0313 21
BIC: HELADEF1FDS
Bank: Sparkasse Fulda

Please provide a suitable payment reference, for example: “Stiftungsprojekt er:wachsen”.

Development in overnight express delivery

Switzerland: New stimuli and new followers

Overnight express delivery. A service that has been offered successfully on the Swiss market for over 30 years. Often criticised and called into question. But much loved by those who use it.



In fact, until a few years ago, an overnight delivery was still a closed book for many shippers. But in times of the pandemic, contactless delivery was rediscovered. As a result, this high-quality method of overnight delivery quickly found new followers.

AMONG OTHER THINGS, THIS IS ILLUSTRATED CLEARLY BY THE DATA COLLECTED IN SWITZERLAND:

- In 2019, around 300,000 stops were made carrying 1,250,000 TUs and 5,000 metric tons.
- In 2022, around 450,000 stops carrying 1,800,000 TUs and 10,000 metric tons will be made.

This corresponds to a growth of approximately 50% in consignments and a doubling of the weight within three years.

HOW CAN FIGURES LIKE THESE BE EXPLAINED IN DETAIL?

In contrast to logistics providers from the B2C sector, Night Star Express Switzerland's clientèle operates in industry and related sectors such as automotive, agriculture and the two-wheel sector - i.e. in a classic, segmented and challenging B2B environment.

After the first COVID lockdown in spring 2020, many assumed that there would be a decline in deliveries to retailers in these sectors. But this phenomenon only manifested itself in the short term in terms of daily deliveries. In parallel, however, there was a shift in the structure of shipments from day to overnight delivery. Reasons for this included government-imposed restrictions and customer-related precautions in handing over shipments to recipients in person.

This led to a change in thinking, as the focus was no longer on signatures, but rather on service, speed, customer proximity and reliability. Many interested parties and customers with daytime-oriented logistics realised that an "earlier" time window could be used with overnight deliveries, thus increasing the delivery speed and delivery quality.

In overnight express, shipments are delivered to firmly defined depot locations in the time between 22:00 and 07:00. This method made it

possible to comply with all the regulations imposed during the pandemic and to improve service quality and speed. In addition, not only "parcels", as is often assumed, but also bulky goods, palletised consignments, fragile goods and even hazardous goods are transported in the LQ segment.

What is more, individual customers have also been centralising their regional warehouses increasingly over the last two years and optimising them with overnight express services. This has relieved the burden on external warehouses and also created an alternative to staff shortages that arose due to the pandemic therefore.

Shippers with complex demands were also looking for qualitatively stable solutions that would improve customer supply in terms of reliability and punctuality. After all, it is important to remember that the supply networks designed for private consumers were completely overstretched at times during this period due to the massive increase in e-commerce orders. It was difficult for these service providers to deliver on time.

The transport services offered by Night Star Express Switzerland were available in their entirety and highly reliable at all times, even during the lockdown. Thanks to these attributes, Night Star Express was able to play its part in shoring up Switzerland's supply. This meant that when a manufacturing plant opened its doors, the replacement parts it needed had already been delivered.

PRODUCT AS A STRATEGIC FORMULA FOR SUCCESS AND FOCUS

An additional and very important reason for the growth was and is the strategic focus of Night Star Express on the replacement parts segment with industry solutions for automotive, agricultural technology, construction machinery and the two-wheel sector.

With its individually adaptable and process-oriented solutions, Night Star Express Switzerland has developed high-quality and combinable products that can optimally map the shipper's various storage and delivery strategies.

It is immaterial whether the customers are supplied from a national warehouse, a central

EU warehouse or a combination of different warehouses. Thanks to the national and EU-wide route network, advanced digitalisation and customs expertise with its own customs facilities in the EU and Switzerland, distances and borders are eliminated. For example, a consignment collected in Berlin can be delivered to the recipient in Switzerland on the same night – transport and customs clearance included. And all this with a delivery quality of over 99.9 per cent.

And if a transport or customs-related event should occur as an exception, a fixed scheduled daily network is also available as "Plan B". This guarantees delivery anywhere in Switzerland at intervals of approximately four hours. Night Star Express customers in Switzerland can select a national or international storage strategy focussed on their needs with high availability and optimal costs. In addition, delivery to recipients takes place within eight to a maximum of 16 hours from all parts of Europe.

Selection of new customers who have been using NSE Switzerland to ship with since 2020:

- 06/2020 Commencement of services with Paul Forrer AG and nationwide overnight deliveries in Switzerland.
- 09/2021 Commencement of services with Elektro Material AG and overnight deliveries to its branch network (parallel expansion of the overnight transport network with front- and rear-opening and lift gate vehicles).
- 01/2022 Commencement of services with LKQ Rhiag Group GmbH and its nationwide overnight supply of wholesalers and garages with, among other things, palletised consignments weighing up to 300 kg.
- 03/2022 Commencement of services with Nissan and overnight delivery to eleven wholesalers directly from the warehouse in Basel. These consignments of various sizes and weights were also integrated into the overnight express transport network in a standardised way.

Sports sponsoring on the road to success

Hellmann continues to support "De Graafschap" and "Jeffrey Buis”

With befitting pride, Night Star Express Hellmann is continuing to support the De Graafschap football club and motorcyclist Jeffrey Buis this season! Both De Graafschap and Jeffrey Buis have enjoyed the full support of our company for many years.

DE GRAAFSCHAP

The professional football club from Doetinchem plays in the Second Division in the Netherlands. On Friday evenings, De Vijverberg, the club's familiar stadium, is regularly packed with many loyal fans who stand behind their club unreservedly. De Graafschap's motto has been "D'ran" for many years. This means nothing other than everyone should roll up their sleeves to get the best possible results. This motto fits in perfectly with Night Star Express Hellmann. The company has been associated with the club as a staunch sponsor for seven years now. Many of our customers invited to home matches have already experienced a great evening of football in a sold-out Vijverberg stadium. Why do De Graafschap and Night Star Express Hellmann fit together so well? It's not least because of the Achterhoek mentality.

Did you know? In the 2018-2019 season, Night Star Express Hellmann was the shirt



sponsor for De Graafschap. The well-known Night Star Express logo could be found emblazoned over the De Graafschap logo, thus allowing the team to feature a real 'championship star' on their jerseys.

JEFFREY BUIS

Jeffrey Buis started his motor sport career at the age of four. He achieved great results on the grass track at a young age, including third place in the Dutch championship. In 2012, Jeffrey switched to road racing. In the 2020 season, a major dream came true for the 18-year-old: he became World Champion in the World Supersport 300 class.

As already mentioned, the 2020 season was Jeffrey's year! He rode for MTM Kawasaki in the World Supersport 300 class. The start of the season was delayed for a considerable amount of time because of the COVID pandemic. Eventually the decision was made to run two races on each race weekend. At the end of July, the World Supersport 300 riders started in Jerez, Spain. Jeffrey demonstrated straight away that he had made a big step forward: right from the first races he was fighting for the podium positions and achieved, among other things, several victories at the Spanish Motorland Aragon circuit.

Jeffrey entered the fifth round in Catalunya as the leader in the race for the world championship. Again, he scored important points in the fight for the title with a fifth and a third place. In Magny Cours, France, Jeffrey claimed an all-important victory in race one, leaving teammate and rival Scott Deroue behind in the final section. In the second race, the rider from Steenwijkerwold finished second, taking a

28-point lead over Deroue into the final round at Estoril. Right in the first race in Portugal, Jeffrey put everything straight. A sixth place was enough to secure his first World Championship title – and that at the age of 18. A fantastic season!

During the 2021 season, Jeffrey completed numerous practice rounds on a Kawasaki ZX-6R and, after completing the World Supersport 300 season, was allowed to make his debut in World Supersport (600) with Motozoo Racing by Puccetti. These races took place in Argentina and Indonesia. Progress was visible and Jeffrey is a regular rider for the Kawasaki team in the World Supersport (600) class in 2022.

Night Star Express Hellmann has been a loyal sponsor of Jeffrey Buis for many years and follows his developments closely. "To win the World Championship at the age of 18 is clearly a great achievement! Something extremely remarkable for such a young rider. He is now competing in the World Supersport 600 class, which he still has to grow into, but his progress is definitely visible. We are all very curious to see how far Jeffrey will make it," remarks Chris van der Weide, Operations Manager Night Star Express Hellmann.



