

NOSTA in Duisburg – Logistics Partner of the Chemical Industry

As a mid-sized logistics expert, the NOSTA Group from Osnabrueck enjoys an excellent reputation for its industry solutions worldwide. The NOSTA brand has been distinguishing itself increasingly in the Rhine/Ruhr region with innovative logistics concepts for the chemical industry.

Duisburg once stood for steel makers, grey streetscapes and of course, for Goetz George as the incorrigible Commissioner Schimanski. This image has changed fundamentally. Visually, the cityscape is dominated by manicured green areas. Today, industrial monuments invite art-interested visitors to international happenings, where generations of steel workers once earned their living under the toughest conditions. Nevertheless, Duisburg has still retained its rough charm as an industrial city. The Ruhr city, which is the gateway to the Dutch ports, is one of Germany's central logistics locations, boasting the largest inland port in Europe.

The Chemical Industry as a Pillar of the Economy

And it is booming. In terms of turnover, investment and research and development, the chemical industry occupies the top position above all other industrial sectors, also when compared internationally according to the Verband der Chemischen Industrie e.V. (VCI – chemical industry association). After the automotive industry and mechanical engineering, the chemical-pharmaceutical industry will be the third-largest sector in Germany in 2019 with sales of 198

billion euros. In Europe, German chemicals account for a quarter of chemical sales. Around 464,000 people (as of 2019) people are employed in the chemical industry and just as many jobs with suppliers depend on it. With an enormous range, the industry manufactures over 30,000 different substances. The chemical industry delivers a good 90 percent of its products as pre-products to customers in other industry sectors such as the automotive and building construction or machine-building industries. Due to their quality and company demands for innovation, German products are especially competitive on the world market. With an export value of around 202 billion euros in 2019, Germany is one of the leading countries in foreign trade with chemical-pharmaceutical products. Chemical imports have also long exceeded the one hundred billion Euros mark according to industry information.

Logistics Concepts for the Chemical Industry

“These figures emphasise the fact that the chemical industry requires competent logistics partners with innovative solutions for its increasing goods flows,” Thomas Schlimm, Branch Manager of NOSTA Logistics in Duisburg sums up. This branch of the Osnabrueck company has existed since 2007 and is the NOSTA Group's competence centre for the chemical industry today. As a full-service logistics provider, the family-run company offers the entire spectrum of innovative services. “The FEIL Lager- und Transportsysteme GmbH, which is characterised by its competence in the production of load carriers, also belong to the NOSTA Group,” says Nicolas Gallenkamp, managing partner of NOSTA Holding GmbH. The NOSTA Group more than 40 locations worldwide, which currently employ over 750 people – with an upward trend. The logistics specialist offers at total of over 250,000 square metres of modern



warehousing. The mid-sized company schedules up to 400 trucks daily and currently maintains its own fleet of 50 trucks. With the founding of the subsidiary NOSTA Rail, the company is significantly expanding its rail activities. NOSTA Sea & Air in Hamburg, which develops sea and airfreight solutions especially for small and mid-sized customers, also reports constant growth.

The NOSTA Group's Chemical Competence Centre

The NOSTA Group's Duisburg branch originated from the courageous decision of 4 current employees, who had decades of experience in logistics management and no longer wished to work for a large concern. "We took the mutual decision with our customers in 2007 to change to the NOSTA Group because the mid-sized, family-run company has a very good name in the logistics industry and practices an open corporate culture," Schlimm recalls.



The Branch manager has an expansive network in the chemical industry, which extends far beyond Duisburg as well as 25 years of experience with logistics concepts for the chemical and metallurgy industries, which is why he decided to build up a competence centre for chemicals in Duisburg. For the tall man of clear words and with a firm handshake, expertise and know-how are crucial in the transport business. "Our leading scheduler in the raw materials and chemicals department, Juergen Janatzek, has over 25 years of experience as does our scheduler for chemicals, Gerd Bracht." Schlimm emphasises.

NOSTA - Building a True Service Culture

NOSTA Duisburg impressively proves that competence leads to success. "We have increased our turnover significantly, the number of employees has continuously increased since our founding in 2007 from 4 to the current 24" says Schlimm. The Transport Manager was thus able to increase the operative service level significantly. The customers in Duisburg, in the federal region and in neighbouring countries value this, as the experienced schedulers at NOSTA Duisburg take care of their core business and are supported by service employees in such tasks as neutralising papers. Thomas Schlimm: "In terms of personnel figures, we have 1.5 service employees for every scheduler." They carry out important logistics tasks such as order entry, consignment tracking or also processing complaints, thereby supporting the schedulers. "The result: The customer chooses NOSTA, because he receives the best service from us," as Schlimm is aware.

The Customer is the Measure of all Things

In Duisburg, the schedulers are also customer care agents, who have been working with their contacts for many years. This results in a clear competitive edge: The NOSTA employees know their customers' requirements and have appropriate solutions for the chemical industry. "An irreplaceable trust is built up," Schlimm emphasises. NOSTA Duisburg consistently focuses on mid-sized companies, which require high quality logistics solutions. "Of course we also serve the big names in the industry but most of our customers employ between 15 and 300 people." "In 2014, we undertook and passed an SQAS assessment, an on-going process, for the first time. Now we also have it in writing: we are good at chemicals," Thomas Schlimm says confidently. Through the years, NOSTA has become a real brand, which stands for industry-specific logistics solutions in the region. Schlimm: "Word has got around in the chemical industry, in trade and in other industries. We are proud of that."

Potential, also in the Printing Industry

NOSTA Duisburg also sees growth potential in the printing industry. The branch has been working with owner-run print businesses for years. Customers require time-critical transports for their last-minute activities time and again, especially in print-media. "Whether advertising campaign deliveries, trade fair deliveries or book launches – we deliver as required at 7 a.m. on the dot, to stand XYZ in hall 3," says Lars Meyer, who looks back on over 20 years in print media logistics. NOSTA has the great advantage in the Ruhr Region that the Duisburg branch works very closely with our colleagues in the Schwerte branch. This facilitates the exploitation of synergies for transports on the east-west axis, which are an advantage to the customer.



Value Added Services from NOSTA Duisburg

Our NOSTA Duisburg employees' decades of experience ensure our customers receive the, often required, added value in the daily business. "We design innovative logistics solutions for our customers for time-critical shipments or adapt existing concepts to changes in their supply chain again and again," explains Thomas Schlimm. That is also NOSTA: We deliver components for customers from the plant-building sector as well as from environmental engineering just in time during the assembly phase, in situ.

NOSTA even organises value added services such as bottling chemicals or storing hazardous goods. "We think in terms of solutions," Schlimm adds. So NOSTA delivers components according to exact delivery dates and times in the plant-assembly phase for machine and plant-building customers. "In automotive supply, we organise shuttle transports between the plants and deliver parts such as brake pads 'just in sequence'," - just some examples given by the manager and he concludes, "Contact us with your query. We won't keep you on hold but will accept the challenge. We promise."

Your contact



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NOSTA Group:
More than 750 employees. Over 40 branches worldwide. On the road successfully for more than 40 years in the world of logistics. The NOSTA Group is an international, family-run logistics service provider consisting of the NOSTA Holding GmbH (carriage of goods by all modes of transport, warehousing, contract logistics) and the NOGA GmbH (production of individual load carriers). Apart from optimum planning and carrying out our logistics processes, our company also concentrates on developing individual industry solutions and future-oriented concepts. Quality, dependability and practiced customer-focus are always at the centre of our activities.