

## NOSTA Group – Proven Logistics Partner in Poland.

Poland is a pivotal partner for Germany within the European Union. The neighbouring countries are tightly entwined with each other economically and Germany has been by far the Poland's most important trade partner for two decades. In order to exploit valuable synergies in the coalescing markets, the NOSTA Group from Osnabrueck founded NOSTA Logistik Sp. z o. o. in 2014 with which today has branches in Sopot, Slubice and Wroclaw. Today, the full-service logistics provider offers its transport and warehousing customers bespoke logistics concepts, also in Poland.

Partnership and friendship are central terms to Polish/German consultations on both political and economic levels. Whether Federal President, Federal Government or top manager, the Germans, despite or perhaps because of the changeful common history, are seeking a close alliance with their eastern neighbours. With its location in the middle of Central Europe and with a good 38.5 million inhabitants, the Republic of Poland has long been one of the major players in Europe. With an average age of 39, Polish society is comparatively young and the economy is developing very dynamically. Economic growth since the accession of the EU in 2004 has been around 5% per annum, and Poland is currently the seventh largest consumer market within the European Union. The growth driver is and will remain the demand for consumer goods and capital goods with stable prices and a strong Zloty. According to Eurostat, Poland currently holds the top position in the EU with its real growth in gross domestic product.



### Internationalisation as Corporate Objective

"Encouraged by the positive economic development in Poland and given the great market potential, we founded NOSTA Logistik Sp. z oo in July 2014 in Poland with branches in Gdansk and Slubice," says NOSTA Logistics GmbH's Andreas Wolke-Hanenkamp, who acted as Manager of NOSTA Sp. z o. o. until the start of 2016 and significantly supported the establishment of the branches. On 1 February 2016 Magdalena Guzowska, previously Branch Manager and Authorised Officer of the logistics location in Gdansk, took on the role of Managing Director. With the new company, the NOSTA Group underscores its international strategy. This is clearly defined by Nicolas Gallenkamp, Managing Partner of the NOSTA Holding GmbH. The Osnabrueck-based company's cross-border involvement opens up new potential and positions itself within the European logistics business with its broad range of products. The NOSTA Group, as an owner-run full-service provider has been the mid-sized company partner for more than 40 years. "Whether national or international transport management, rail, warehousing, contract logistics or value-added services - we develop the right logistics concepts with our customers," Wolke-Hanenkamp summarises according to the company's motto.

### Cross-Docking Warehouse in Slubice

What the Osnabrueckers understood by developing logistics concepts was impressively demonstrated at the Slubice site directly opposite Frankfurt (Oder). "In June, due to our

long and trusting cooperation, one of the worldwide leading discounters offered us the possibility to establish a cross-docking warehouse in Slubice within a very small time-window," Jan Steinacker from NOSTA Logistics GmbH in Ladbergen remembers the ambitious requirement. It was time to capture customer needs quickly and work professionally. "We had the first appointment with our partners in Poland at the beginning of June. Processing concepts were outlined and on July 15, the first trucks arrived in Slubice, to deliver goods," Steinacker is visibly proud. Steinacker continues: "In our branch we consolidate the total quantity delivered to make individual full loads for the discounter's eight central carriers in Poland." The effect of this logistics concept is obvious. "Through our cross-docking warehouse in Slubice, the total number of trucks arriving at our customer's distribution centres is significantly reduced and the handling process is more efficient," says Steinacker.

## Labelling as Classic Value-Added Service

Depending on the season, between 60 and 100 trucks leave the cross-docking warehouse per week. "Apart from traditional transport services, we also offer value-added services at our location in Slubice. Numerous products are correctly labelled based on customer directives for the Polish market according to EU specifications. Our employees in Slubice label each individual pack with a sticker on which the required product information is printed in Polish," explains Steinacker. Labeling is a classic value-added service for the customers, which goes beyond the core "logistics" competency. Steinacker: "With our services in the cross-docking warehouse in Slubice, we underline our industry expertise in the FMCG sector and demonstrate NOSTA's - flexibility every day."



## Branch Network Guarantees Great Market Proximity

Since people are better off on two legs, the NOSTA Group has set up another branch in Gdansk. "The establishment of the branch was an important step and a great success," Mr Wolke-Hanenkamp is glad to report. The reason: In Gdansk, NOSTA was able to kick off with a cohesive and highly motivated team that has been active in the logistics business for many years. "Business development is extremely good and sales figures are rising steadily," Magdalena Guzowska, Manager of NOSTA Logistik Sp. z o.o. confirms. This is in addition to the motivation of the employees in the range of logistics products and the high-quality logistics services.



"We stand for the organisation and handling of national and international freight as well as for reliable express shipments," Guzowska ensures. As of October 26, 2018, the NOSTA Logistik Sp. z o.o. team moved from the Gdansk location to the northern Polish city of Sopot. The new location provides the team with larger premises for further expansion. In the course of its growth, the Polish subsidiary of the NOSTA Group expanded its activities in some areas and expanded the existing work teams. Since then, the departments have been divided into Disposition North, Disposition South, Disposition Frozen Goods, Furniture Logistics, Pallet Logistics and Silo Transport. Not only does Europe-wide promotional goods logistics demand comprehensive import and export documentation of NOSTA. There are also valuable synergies between the locations. "Today, our colleagues in Slubice only employ our carriers, who then take care of the complete goods transport to the discounter's central warehouse," Manager Guzowska emphasises.

## Customer Requirements in Focus

Customers operating in Germany as well as in Poland greatly appreciate the NOSTA Group's extended offer. The deciding factor here is the attractive offer that NOSTA presents as a logistics specialist to both German and Polish partners.



„With our strong local team, we are an interesting partner for German companies to develop innovative logistics concepts,” says Wolke-Hanenkamp confidently. But that’s not enough for the experienced manager. In its central location in Ladbergen, the NOSTA Group also has qualified specialist staff, who accompany customers in all aspects of their trade with Poland. “Challenges are use of the currency, the Zloty, adjusting to Polish accounting methods and familiarisation with Polish tax and commercial law. Customs regulations and labour law also have to be considered” Wolke-Hanenkamp lists and refers to the NOSTA logistics specialists’ consulting expertise. Close coordination and partnership with our Polish colleagues has resulted in a real team spirit within a short time. „We are proud of the professional and friendly work with our Polish colleagues and see great development potential,” concludes Andreas Wolke-Hanenkamp.

## 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.