

## Efficient Steel Logistics in the NOSTA Group: Long Steel Transport from Germany to the USA

Steel is a special material for NOSTA Group. The company's first delivery in 1978 was the transport of long steel from northern Germany. The name „NOSTA“ even goes back to the name of a steel manufacturer. Within the Group, NOSTA Sea & Air GmbH is an important contact for those in international steel transport with a special focus on transatlantic logistics. The specialists for such logistics within NOSTA Group are based in the old steel city of Dortmund.

### Steel Logistics is Part of the NOSTA DNA

Transporting long steel presents a particular challenge as it involves bulky and particularly heavy goods that require efficient logistics to keep supply chains running smoothly and meet the needs of customers worldwide.

The full-service logistics provider takes on two central challenges of international steel logistics for well-known steel manufacturers: The safe and efficient transport of overlong steel products and the complex customs clearance process from Europe to the USA.

### Challenge 1: Transport Safety

Long steel shipments require special precautions not only in the preparation and planning phase. There are also precisely coordinated safety measures throughout the project to prevent damage to the goods. A large part of the exports is the transport of long stainless-steel products, which must retain their shape and not show any superficial damage - a very complex requirement that demands a high degree of specialization on the part of the logistics company.

In this specific case, NOSTA Group, in cooperation with the NOSTA Business Unit Road, ensures that transport containers and vehicles meet the highest standards. In addition, robust packaging and special load securing systems are used to make sure that the goods are not damaged during transport and do not pose a risk to other road users. A team from the logistics provider even visits some of the customer's production sites to identify potential risks in the context of road transport.

At the same time, the particularly critical loading process in the ports of Antwerp and Hamburg is closely monitored by the

logistics company's experienced specialists. Working with experienced and efficient partners on these complex loading processes pays off for the customer in the form of fast handling.



## The Logistics Process at a Glance: Challenges and Solutions

1. Collection and loading in Germany: It is ensured that the long steel is safely packed and prepared for transport. In cooperation with NOSTA's Road Business Unit, specialized trucks and equipment are used to safely load the goods.
2. Transport to port: The route from the pick-up point to the ports requires careful planning and coordination to avoid bottlenecks and delays. Here, too, the Road business unit's extensive know-how is called upon, which uses modern tracking and fleet management systems to monitor the status of deliveries in real time.
3. Loading in port: The seaworthy loading and stowage of the delicate stainless-steel goods on container ships is closely monitored by NOSTA Group. Experienced and efficient loading partners at the ports keep delays to a minimum and ensure damage-free further transport. In this process, the long steel is loaded into the container as a complete package to avoid deformation.
4. Sea freight: Booking suitable container ships and ensuring that cargo is properly loaded and secured are critical aspects. The logistics team relies on close cooperation with experienced shipping companies to ensure smooth sea transport.
5. Unloading in the USA: On arrival in the USA, the long steel is unloaded and the customs clearance process is completed. NOSTA works together with selected, fixed partners who ensure the processes through mutual cooperation and know-how and thereby minimize delays.

### Challenge 2: Customs Clearance Procedure

Customs clearance of steel products into the USA is a complex and time-consuming process. Among other things, compliance with steel quotas is of great importance. These regulate the amount of steel imported into the USA in order to protect steel production there. The tariff quotas for steel products are determined quarterly on the basis of a catalog with a maximum quantity set in tons.

Exporters can only use these quotas effectively for themselves with forward-looking planning of the outgoing

goods. Inaccuracies or delays in this part of the process result in significantly increased customs duties, which can only be refunded with massive bureaucratic effort. Avoiding these delays and ensuring smooth customs clearance is the key challenge for NOSTA Group.



In this specific case, the customer plans the outgoing goods together with the logistics provider's team based on the exhaustion of a quota so that they can safely fall back on the import quota on arrival in the USA. This approach strengthens the basis of trust between the steel manufacturer and the logistics company in the long term.

In addition, by involving the customer at an early stage, further risks are identified and eliminated even before the finalization of customs clearance. Instead of handling customs clearance „flying blind,“ the customer receives a so-called „Entry Summary“ that he can review and adjust before finalizing the customs process. The entire process ensures that the customer is safe from excessive or additional customs payments.

## Crucial for Success: Communication at Eye Level

Effective communication with the customer is crucial to ensuring smooth interaction between the well-known steel manufacturer and NOSTA Group. The logistics partner's Dortmund team keeps the customer informed about every step of the process, from loading in Germany to the arrival of the goods in the USA. This increases the customer's sense of security.

NOSTA Group establishes a dedicated account manager for this purpose, who serves as a central point of contact for the steel manufacturer. Regular meetings and status updates are provided to keep the customer informed of the progress about the shipment and communicate potential risks or delays well in advance.

The cooperation characterized by open communication on the financially critical topic of customs must be particularly emphasized. The high level of care taken by everyone involved saves the customer unnecessary customs expenses.



## Conclusion: Interaction ensures success

The case study shows that NOSTA Group's expertise, safety measures, customs clearance strategies and effective communication with the customer enables them to overcome the challenges of international steel transportation and deliver a smooth logistics service.

Their strengths lie in their ability to offer customized solutions for complex steel transports and to understand customers' needs.

Steel companies facing similar challenges can benefit from these experiences and recommendations to improve their steel logistics and ensure successful shipments. Working with an experienced and reliable logistics partner like NOSTA Group can therefore prove very beneficial and contribute to the company's success.

## NOSTA Group Recommendations for Steel Companies

Based on the experiences of the featured customer in this case study, there are a total of four recommendations that other steel manufacturers should consider if they decide to transport their goods across the pond. The focus here is primarily on cooperation with partners from the logistics industry.

### Partnership with Experienced Logistics Companies:

Steel companies that need to transport long steel should form strategic partnerships with experienced and reliable logistics companies such as NOSTA Group. The expertise of a logistics service provider and its ability to offer customized solutions for complex shipments help to successfully meet the challenges of international steel transportation.

### Effective Communication with Logistics Partners:

Transparent and open communication with the logistics service provider is essential to optimize the transport process. Steel companies should hold regular meetings and status updates with their logistics partners to stay informed about the progress of deliveries and address potential challenges early on.

## Early Planning and coordination:

Planning and coordination of steel transport should start early to avoid bottlenecks and delays. Steel companies should work closely with their logistics partners to determine the appropriate mode of transportation and timing of delivery. This can be crucial, especially in the case of customs duties.

## Optimization of Customs Clearance Procedures:

Customs clearance of steel products can be complex, but smooth and timely customs clearance is critical to avoid overpayments. Steel companies should therefore optimize their customs clearance processes and use experienced logistics partners for this purpose in order to make the export of long steel to the USA more efficient.

## Other Challenges in the Metal Sector?

The NOSTA Group team in Dortmund will be happy to answer any questions you may have about this case study and steel logistics. In addition, NOSTA Group can also help with the transportation of high-value and theft-prone metals such as copper, or with the costly import of scrap metal. Feel free to contact us!

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NOSTA Group: More than 800 employees. Over 40 locations worldwide. Successfully operating in the world of logistics for more than 45 years. As an international full-service logistics provider, the family-run NOSTA Group not only offers freight transportation by all modes of transport but is also one of the leading providers in the fields of warehousing, contract logistics, eCommerce and logistics consulting. In addition to the optimal planning and execution of logistics processes, NOSTA Group focuses on developing customized industry solutions and groundbreaking concepts for its customers. High-quality logistics services, reliability and customer proximity always take center stage for these logistics experts.