

## NOSTA Rail GmbH – Laying Tracks for the Future.

In times of over overloaded motorways and in the face of ambitious environment protection, combined transport is a popular option. NOSTA Rail GmbH recognised this opportunity early on. The experienced rail logistics service provider developed customised logistics concepts for its customers on road and rail. The mid-sized company from Osnabrueck, with its combined transport terminal positioned itself as a competent maritime transport partner.

“There is no such thing as impossible” is the simple motto of Ruediger Tepe, Manager of NOSTA Rail from Osnabrueck. “Developing viable logistics concepts is one of the NOSTA Group’s core competencies. What counts is the concrete customer requirement and the efficient logistical organisation,” Tepe summarises succinctly. The experienced manager knows what he is talking about. In the midst of the economic crisis, he established combined transport as another mainstay for the NOSTA Group in 2008 despite many obstacles. “We see great potential in this market segment,” Nicolas Gallenkamp, NOSTA Holding GmbH’s Executive Partner confirms. As a full-service logistics provider headquartered in Osnabrueck, this mid-sized company offers the entire spectrum of innovative services. The company has more than 40 locations worldwide, which currently employ approximately 800 people. The logistics specialist offers modern warehousing on a total of over 250,000 square metres.



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 GmbH, which develops sea and airfreight solutions especially for small and mid-sized customers, also reports constant growth. The company continues to expand its rail activities since the establishment of the subsidiary NOSTA Rail in 2014.

### Things Turn out Differently When you Think

Review: “We entered the combined transport business in cooperation with our renowned major client from the paper industry in Osnabrueck,” says Tepe. From this customer came the enquiry as to how 80,000 tons of cellulose could be transported from Seehafen to Weißendorn near Dresden and how 50,000 tons of finished goods could get from Weißendorn to Osnabrueck. Faced with this challenge, the NOSTA Group developed a tailor-made logistics concept. The core of the approach was combined transport with container loading – an idea that found the customer’s approval. “Combined transport allows mass to be delivered 365 days a year at an interesting price with relatively low CO<sub>2</sub> emissions. We also supply to and carry out disposal from plants and warehouses on weekends and public holidays,” Tepe stresses. “In addition, we can temporarily store containers of goods easily and cheaply. This creates buffers that allow more flexibility in production.”

## Connection to the Rail Network

However, before the train got rolling, the NOSTA Group needed a terminal for combined transport. "In this situation, we were very fortunate that the British Army was withdrawing its tank units from Osnabrueck at the end of 2008. The military vacated a large area near the harbour with high-quality, well-equipped halls and an intact track system," Tepe remembers. The logistics company recognised the favourable situation and quickly reached an agreement with the city. "The city rented part of the former barracks site to us and turned it into a CT transshipment terminal." After the legal framework had been created, Tepe and his team rolled up their sleeves. Areas were cleared, tracks were relocated to meet requirements, containers and reach stackers were purchased. „It was like a beehive and our men also trained with the new reach-stacker in a cordoned off area," Tepe remembers with a smile. As a rail transport company, the logistics expert chose, according to the motto "known and proven", ITL in Dresden, a subsidiary of French rail since 2008, SNCF-Cargo, who could cover the route Dresden - Osnabrueck. Thus the train was put on the rails and on 4 May 2009, the first pulp transport unit was rolling.

## Successful Step by Step



Highly motivated by the dynamic start phase, Tepe really went full steam ahead. "We began with one train per week on the route Dresden – Osnabrueck but by the spring of 2010 we needed two and in 2011, three trains." New customers and new contracts meant that the rail network

needed to be expanded. "Apart from the regular route, we also dispatch to Antwerp and Vlissingen in the Netherlands today," explains Maximilian Eggert. The NOSTA Rail Branch Manager in Osnabrueck coordinates the trains and vehicles and defines the terminals. "We see growing interest especially in the chemical industry.



Here we are in talks for combining trains to Duisburg and Ludwigshafen," Eggert reveals. Encouraged by this success, the NOSTA Group decided to found NOSTA Rail. „In so doing, we are proactively committed to combined transport and market opportunities that it offers," says Nicolas Gallenkamp. „Currently, NOSTA Rail deploys around 450 trains per year. Not one of which has been delayed once, despite waves of strikes."

## Bustling Activity at Combined Transport Terminal

Today, NOSTA Rail has around 630 metres of tracks and an open space of 8,000 square metres at the combined transport terminal in Osnabrueck. Two reach stackers and numerous forklifts are now in use for container handling and transshipment in the container depot. There is also a hazardous goods area for over 42 containers. We can store goods according to GGVS (German Hazardous Goods Regulation) 2 to 6 as well as 8 and 9 in the water hazard class 1-liquid. Of course NOSTA Rail is an "Authorised Economic Operator" and certified according to AEO. With AEO certification, we prove our reliability and trustworthiness in international goods transport. At the same time, we profit in our customers' interests from easier customs processing

## Teamwork Counts at NOSTA Rail

NOSTA Rail's success is greatly due to its employees. "We are a well-coordinated team and can rely unconditionally on our warehouse team," Ruediger Tepe ensures. That is not a matter of course.



In the rail business, high value goods are loaded into containers and then onto the trains. This requires a lot of sensitivity, especially when loading and securing sensitive paper rolls, and is absolute precision work. „We are often under enormous time pressure. This means keeping cool and running the programme with routine,“ adds Tepe.

## Returnable Transhipment Point for Seaports

There is great potential for NOSTA Rail in the maritime sector. „The container terminals in Hamburg, Antwerp, Bremerhaven and Rotterdam are working to capacity. If they want to further increase their sales, they now need efficient depots and transhipment points in the surrounding area,“ Tepe analyses the situation in the usual sober way. According to the expert, the NOSTA Rail terminal in Osnabrueck is a perfect fit for this function. The maritime players take a similar view. They are increasingly requesting partnerships with NOSTA Rail. „Of course, we are always open to such ideas and have already made our first concrete agreements with global companies,“ concludes Tepe, who will continue to develop combined transport significantly at the Osnabrueck site in the medium term.

## Contact



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### NOSTA Group:

More than 800 employees. Over 40 branches worldwide. On the road successfully for more than 45 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.