

Off to New Shores with the NOSTA Group – International Sea and Air Freight of the NOSTA Sea & Air GmbH

The NOSTA Group meets the growing challenges of global logistics in the sea & air sector with high-quality services. Since 2001, the family-run, full-service logistics company has been active on the international market and has made a name for itself under the flag of NOSTA Sea & Air GmbH with the handling of worldwide sea and air freight as well as combined transport solutions.

Anchoring and Transshipment Centre Hamburg

The port of Hamburg is considered one of the most important hubs for international traffic routes and shipping routes. The designation and self-conception as a "gateway to the world" is no coincidence: Germany's largest seaport registers around 8,000 ship calls per year, more than 2,300 freight trains per week and more than 8 million shipped standard containers (TEU) per year. Over 135 million tons of cargo crossed the quaysides of the port in 2018 and were transported around the globe. For the NOSTA Group, the port has also been an important transshipment and anchorage center for many years: In 2001, the company set up its own location in the Hamburg port area in order to be able to handle international overseas shipments for its customers in the best possible way and to the fullest extent.

The Course is set

At that time, the owner-managed logistics company, founded in 1978, already had many years of know-how in the sea and air freight business: Since the 1990s, the company has been managing and handling international overseas shipments for its well-known major customers from its headquarters in Osnabrück, Lower Saxony, Germany. In order to live up to its own claim of always delivering the highest quality and direct, personal service, the decision was made to create a direct connection to shipping and air traffic by opening its own location in the Elbe metropolis. The success strengthened the company: After successfully establishing itself on the market, the NOSTA Group founded its subsidiary NOSTA Sea & Air GmbH in 2006, thus setting the course for the accelerated further development of the service segment. "With the sea & air division, we optimized

our service portfolio and, as a full-service logistics provider, were now able to offer our customers the entire supply chain from a single source", says Nicolas Gallenkamp, Managing Partner, explaining the significant step in the company's development. Continuation at full speed: In the following years the business developed rapidly - also thanks



to the active commitment and the constantly driven acquisition of the then managing director Mr. Erhard Nielsen. The NOSTA Sea & Air GmbH team grew. The services were expanding. Today, a total of 58 employees work in various areas and different functions in the office, which is located not far from the port facilities with their large container landscapes and high crane towers. NOSTA Sea & Air GmbH is also active outside the quay walls of Hamburg: With locations in Dortmund, Frankfurt, Stuttgart and at the airport center FMO, the company strengthens its national presence.

Growing Demands

Not only the growth of the NOSTA Sea & Air GmbH, but also the economic developments of the last years, show how important the global sea and air freight business is in today's trading world. "In the course of advancing globalization and the associated internationalization of manufacturing, production and distribution, our customers are increasingly



confronted with growing geographical distances", says Nicolas Gallenkamp, explaining the situation on the market. This development is being reinforced in particular by the liberalization of international trade and the expansion of international transport infrastructures. In order to meet these increasing demands, the NOSTA Group founded the Global Forwarding division in 2018. Since then, the logistics company has primarily marketed and operated its worldwide sea and air freight activities under the Global Forwarding product.

A New Helmsman

For the worldwide orientation of the sea and air freight strategy, an experienced expert, Peter Mundt, who was born in Hamburg and has been active in the forwarding and logistics industry for more than 40 years, was brought on board. During his career, he developed the Hanseatic forwarding company Gebr. Hirdes GmbH into one of the leading German air and sea freight forwarders for the North American market and took over the position as Managing

Director of NOSTA Sea & Air GmbH and the management of the Global Forwarding division on January 1, 2019. "Even as a medium-sized company, we have to face national and global competition on a daily basis", says Mundt. For this reason, he is working together with NOSTA Logistics Corp. in Chicago, USA and NOSTA Logistics B.V. on the company's



expansion plans. "As a result of our strong local presence at many locations in Germany and our pronounced and active customer service, we are in a position to grow faster than the market in this highly competitive market segment", he underlines the advantages that the company, with its more than 40 locations worldwide, has to offer.

Advantages of an International Network

NOSTA Sea & Air GmbH can already offer its customers and its worldwide partner network comprehensive and competitive services in the field of Global Forwarding. In addition to the product segments sea freight and air freight in all their facets, this includes customs clearance as well as all associated tasks and products of today's supply chain. Particular emphasis is placed on sea and air freight activities from Europe to North America, in particular via Chicago to the Midwest of the USA. In cooperation with NOSTA Logistics Corp., NOSTA Sea & Air GmbH offers its customers regular, weekly consolidated cargos by sea and air freight, including customs clearance, possible interim storage and onward carriage at the place of destination. "The Rotterdam location

also plays a central role in our international network”, says Peter Mundt. Europe’s largest container port impresses with its annually growing transshipment figures and stands out as a serious competitor to the international seaports of Hamburg and Antwerp.

Comprehensive Information on all Channels

In addition to smooth and competitive transport management, proactive observation of the market is one of the company’s most important tasks. This is because changes in the market have a direct influence on price and capacity



developments. “We as NOSTA Sea & Air GmbH inform our customers regularly and proactively about all changes in the markets”, Mr. Mundt points out and refers to the personal customer contact as well as the customer information, which is published through various channels of the company. “In particular, manufacturing customers in North America always require prompt, competent support and communication on both sides of the transport chain in

order to be informed about transport processes in the most binding, integrated time window possible”, he adds, with a view to transport relations between Europe and the USA. The managing director sees the fact that individual customer care has top priority throughout the entire NOSTA Group as a major plus point: “Individual customer care is not reduced to an often customary orientation. Here every customer and partner is taken seriously and not treated according to the motto: Whoever pays the freight will be given preferential treatment.”

On Course for Growth

“Stagnation means regression - and we at NOSTA Sea & Air do not allow this in the Global Forwarding division”, says Managing Director Mundt resolutely. He has clear goals for the future in mind. “We are currently expanding our activities with our network partners in China, but also successively on the Asian subcontinent (India, Pakistan, Bangladesh, Sri Lanka) and in Australia/New Zealand”, he describes the current international efforts. In addition, the company is in close and regular contact with all important and strategic carriers to find closer and even better connections for customers and shippers in Germany. One thing is already clear at this point: NOSTA Sea & Air GmbH, with its global forwarding activities in Germany and beyond, has earned itself a reputation as a customer-oriented, solid and at the same time innovative logistics provider for medium-sized businesses. Our innumerable daily conversations with customers and carriers at all levels continue to contribute to the fact that awareness and appreciation as a competent logistics partner for sea and air freight continues to grow in the industry. Peter Mundt is certain: “NOSTA Sea & Air will continue to grow with and for its customers in the coming months and years. Our credo remains: We do not want to be the biggest, but we definitely want to continue to rank among the best.”

NOSTA Case Study



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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.