

Press release

## **A soft spot for supply**

### **Top partners for top products – EDEKA and DTV are new logistics specialists for star petrol stations**

**Elmshorn, 5<sup>th</sup> of February 2019 – from February 2019, ORLEN Deutschland will rely on two new top-performing logistics partners. In partnership with EDEKA Foodservice Convenience and DTV Tabak, star petrol stations will be able to supply an even greater range of top-quality products and logistical flexibility under optimum conditions. EDEKA Foodservice Convenience is taking over the groceries range, while DTV Tabak will take care of tobacco products and the pre-paid sector.**

The collaboration offers many benefits for the partners of star petrol stations and ORLEN Deutschland. Previously only one among many clients, they are now one of the biggest partners of the new alliance, with DTV Tabak also providing its own field force. In addition, the new set-up makes possible attractive prices on core products a reality.

“In EDEKA Foodservice Convenience and DTV Tabak, we have gained two strong expert partners for the respective product ranges which will actively help to shape the growth of our petrol station brand. Both suppliers excel in logistical flexibility, strong motivation, and willingness to cooperate. Together, we will continue to streamline standards in supply and support”, says Waldemar Bogusch, CEO of ORLEN Deutschland.

EDEKA loves food and, true to their motto “Wir liefern Lebensmittel”<sup>1</sup>, supplying petrol station shops has been a focal point for EDEKA Foodservices Convenience for many years. From February, a wealth of new fresh goods and convenience products, as well as products designed for people on the move, will join the range in star shops. Delivery will take place at least twice a week, and occasionally even three times a week. “star loves food too, and the range is an excellent complement to our own brand, which is itself very much a favourite for people on the move”, explains Waldemar Bogusch. An expansion of the collaboration with EDEKA and the joint development of new food concepts is also planned.

---

<sup>1</sup> “We deliver food”



As the most profitable tobacco distribution group, DTV Tabak occupies the top spot in Germany. With eleven distributors, it combines a nation-wide structure with regional competence. In addition to tobacco products and smoking accessories, it also supplies prepaid gift cards and e-loadings, which can be taken over by DTV Tabak without pre-financing. “We are looking forward to collaborating with star petrol stations and express our gratitude for the trust shown to us”, says Bernd Eßer, Managing Director of DTV Tabak.

### **star – a strong brand from ORLEN Deutschland GmbH**

star is the petrol station brand of ORLEN Deutschland GmbH, which has been on the German market since 2003 and is operating more than 580 petrol stations. The company, which is based in Elmshorn near Hamburg, is part of the Polish oil and energy group PKN ORLEN SA, which is the largest enterprise in Central Eastern Europe, with an annual turnover of EUR 23 billion in 2017.

PKN ORLEN is a leading player on the fuels and energy markets, and the largest company in CEE, listed in prestigious global rankings such as Fortune Global 500, Platts TOP250 and Thompson Reuters TOP100.

The Group owns state-of-the-art integrated infrastructure capable of processing more than 35 million tonnes of various crude oil types per annum and marketing its products through the CEE region’s largest network of nearly 2,800 modern service stations. PKN ORLEN’s offering includes over 50 top-quality petrochemical and refining products sold in more than 90 countries around the world on 6 continents. 60 percent of the company’s revenues are generated outside the country.

For the last few years, ORLEN has been recognized as the most valuable brand in Poland, PKN ORLEN is also the only company in the region that has been awarded the prestigious title of The Most Ethical Company for the fifth time in a row by the American Ethisphere Institute.

### **Contact:**

ORLEN Deutschland GmbH  
Isabel Mai / Manager Corporate Communications

Press office:  
Telephone: +49 (0)40-2022888616  
[pressestelle.ornlen@serviceplan.com](mailto:pressestelle.ornlen@serviceplan.com)