

# **heavy**NEWS

Magazin Edition 2016

**From now on we play in harmony in project logistics**

Züst & Bachmeier Project GmbH and Universal Transport united

**To enter new stages often represents the opening of new markets**

New branches of Universal Transport Group

**Our transport high lights of the last twelve months**

We present five detailed reports







Universal Transport is your specialist for heavy lift transportation. With a fleet of our own 350 vehicles we are able to serve every country in Europe, Asia and now even Africa.



Route- and management feasibility studies are part of extensive planning for travel routes in substantial heavy lift transport projects.

With well over ten technical field managers we offer the perfect project support and assistance for our clients.



The digital transformation has also arrived in logistics. Universal Transport has long been a pioneer in this field and offers digital tracking via our homepage.

Tip: If you would like to convert your company to digital invoicing and sending freight invoicing via email please contact our company!



In early 2016 Züst & Bachmeier Project GmbH became part of the Universal Transport Group. We completed our portfolio with the amalgamation of Universal Transport and Züst & Bachmeier and can now look back upon 100 years experience and knowledge in project logistics.



World wide project logistic: For more information check: [www.zbproject.de](http://www.zbproject.de)

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## Anniversaries: We congratulate!

#### 40 Years

Jörg Hamann  
Joachim Bisch

#### 25 Years

Norbert Sievers  
Gerd Menzel  
Frank Adler

#### 10 Years

Manfred Schröder  
Harald Raabe  
Michael Bierwagen  
Thomas Backhaus  
Henning Bentien  
Erik Enke  
Marcel Humme  
Lothar Gebauer  
Alfred Hellmann  
Andreas Backhaus  
Jürgen Schramm  
Silvio Ratajczak  
Siegmond Helbig  
Bernd Lauer  
Andre Laurenz  
Matthias Oberender  
Julia Paulus

#### 10 Years

Pavel Stehlík  
Rostislav Jurčík  
Norbert Kurz  
Kai Michler  
Holger Dechant  
Roland Weies  
Axel Hornoff  
Stephan Stender  
Henning Heyden  
Safak Büyükökan  
Tomas Wilk  
Christian Michalsky  
Petr Javorský  
Jana Stvrtňová  
Ladislav Průcha  
Andrei Gavrea  
Sabine Scherer

#### 35 Years

Hannelore Streit  
Roman Slawinski

#### 20 Years

Stanislav Buchar  
Martin Spindler  
Joachim Heß

#### 30 Years

Michael Focke  
Carsten Hartmann  
Markus Frost

#### 15 Years

Záhora Václav  
Anne Frötschl  
Peter Loch  
Johannes Kismann  
Willi Schmohl  
Andreas Schulz  
Frank-Michael Tänzle

#### 25 Years

Elisabeth Michels  
Ralf Brinkmann  
Andreas Bornemann  
Andre Geier  
Marianne Müller



# From now on we play in harmony

## Succession plan for the Nürnberg forwarder



### Züst & Bachmeier Project is secured

International **Logistics**

The Züst & Bachmeier Project GmbH looks back upon 100 years experience and knowledge in worldwide project logistics. Since 1976 Mr. Joachim Bisch has worked for the company taking over all shares in 1999. About two years later Mr. Karl-Heinz Webersberger entered the company and became managing partner in 2002.

In an interview we asked Mr. Joachim Bisch about his professional career and about his reason for the merger with Universal Transport.

#### **Mr. Bisch please tell us about your career at Züst & Bachmeier up till now.**

Almost 40 years ago now I started very traditionally with an apprenticeship at the old Züst & Bachmeier AG. Following that I started working in the overseas department which quickly took me around the world. It began with the Middle East in places like Syria or Irak.

As a delegate of the company I also went to East – and Central Asia, Australia and South America. For Züst & Bachmeier I was stationed for about eight years in Baghdad, Melbourne and Burundi. After a takeover of Züst & Bachmeier AG by a Swedish Company in 1992 I became CEO of the Züst & Bachmeier subsidiary companies as well as the newly founded Züst & Bachmeier Project GmbH, the shares of which I completely took over in 1999. Two years later Karl-Heinz Webersberger came on board as second CEO. As things were progressing we started to contemplate the future of the company.



#### **In February 2016 Universal Transport took over the whole Züst & Bachmeier Project GmbH. What has changed since then?**

For both parties the aim of the takeover was apparent from the beginning. One of our goals was an exchange of know-how. On the other hand we both want to develop sustainable synergy effects. Coming up to 105 years Züst & Bachmeier has been an active part of the market, whilst part of the Universal Transport Group will remain independent.

Whilst we are a process in motion one thing is very apparent already: both sides profit from this step. Züst & Bachmeier has always been known as a partner for intercontinental project logistics. We bring our overseas- and project logistics-know-how with longstanding partnerships and networks to the table. Universal Transport brings an

immense transport by road know-how as well as its own equipment.

Together we can therefore offer a much larger spectrum of services. Universal Transport has a medium sized work ethic and attitude and is no anonyms large scale enterprise. Right from the start our relationship was very open, trusting and cooperative. We feel very comfortable in our new family.

#### **What sort of projects will Züst & Bachmeier realise together with Universal Transport in the future?**

We realise any kind of project worldwide. Our regular customers are manly found in machinery- and equipment construction. We transport industry facilities for construction- and building material for example. Right now we are preparing for such an assignment to Australia. Furthermore we are still heavily involved in projects concerning electricity production and –distribution.

In union with Universal Transport we have already started to process orders from overseas. These are orders we work on together. Inch by inch we are moving closer together.

In conclusion I would like to say that Züst & Bachmeier Project GmbH and Universal Transport are now united and now we need to merge in work processes. That is our common aim. I already see the endeavour succeeding.



# Universal Transport is now positioned directly at the source

In the latter half of 2015 Universal Transport opened its own office in Istanbul. In Mr. Ergin Büyükbayram Universal Transport found a logistic expert with long established contacts in the business and local economy. Together we have built a new centre of competence in the thriving Turkish metropolis Istanbul.

In August of this year a new partnership with a local and very experienced forwarding agency `Gürkan Nakliyat` could be established. The newly founded Universal Transport Gürkan has full access to a complete transport fleet right from the start. This powerful combination offers an enormous spectrum of services. We are very happy to integrate a strong team of multilingual personnel into the Universal Transport Group. The operational management will be in the hands of Mr. Ali Sait Bayram, who will be supported by Mr. Ergin Büyükbayram. The Turkish branch will be a great point of access to further markets in the Middle East. Long experience in the transport of heavy goods all the way to the Caspian Sea is already established. Providing transport chains from Western Europe to Turkey and beyond, as well as local transport is a clear aim of the new cooperation Universal Transport Gürkan.

## OUR OWN BRANCH IN THE DANUBE PORT OF STRAUBING

Since January 2016 Universal Transport has a branch office with direct access to the waterways. Universal Transport took over the business of Ivanica Spedition für Schwertransporte GmbH.

After 18 years the former CEO Mr. Nikolaus Ivanica handed over his business. He will stay on in his capacity as CEO until the end of 2016. The position of the Danube port is perfectly placed for the transport into East- and South Europe.



*Mrs. Ergin Büyükbayram is presenting Universal Transport in Teheran, Iran to a delegation of the chamber of commerce and industry, Berlin.*

## FIRST AFRICAN BRANCH

In April 2016 Universal Transport opened the first branch in the Egyptian capital and North African metropolis of Cairo.

Egyptian truckers with prior knowledge in the transport of heavy lift cargo will soon be trained on new vehicle technology by experienced Universal Transport truckers. In charge of the new branch is Mr. Henning Bentien. He will be supported by the brothers Ahmed and Hisham Es Dahshan.

The new vehicle technology will be put to the test with the first big project in autumn. Elements of a power station to the tune of 200 tons have to be moved.



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## INTERVIEW WITH HENNING BENTIENT

**Why is Egypt such an interesting market? What challenges are you faced with by opening this branch?**

*Egypt is a growth market with huge potential. In order to attract industry the main aim is to build a stable energy supply and – infrastructure. This huge endeavour will need an extraordinary amount of heavy goods transport.*

*We opened an administrative office in Cairo. There are also garages for our current six heavy goods combination vehicles which include our own truck workshop. Soon a number of experienced truck drivers from the company will come to Cairo to train our new local truckers. They will be taught the necessary know-how for our heavy goods transport vehicles and the finesse in handling the technology.*



*The Egyptian branch of Universal Transport is the first step onto the African continent and henceforth its markets. Expansion onto foreign shores is nothing new for the company as we have branches i.e. in Romania, Russia and lately also in Turkey. And yet each country needs to be specially analysed and seen individually. As different as all these countries are, working on a solid base of trust unites them all in the end. I am in Cairo regularly to coordinate business with our two Egyptian associates. Currently there are five employees working in the Cairo branch.*



# Privatising the Police Escort

## Action speaks louder than words.

Together with different police authorities Universal Transport has tried for many years to take some of the pressure off the accompanying task force. A number of different pilot schemes were tested. The next important step will be to implement the escort vehicle category 4, called 'BF4'. We introduce the new vehicles and the new terms to you!



### Since the summer of 2013 auxiliary policing in Brake

About 3.000 assignments as auxiliary police were handled without any accidents or damages to any of the vehicles involved so far. During each mission there are usually three vehicles in convoy escorted over a distance of 25 km out of the harbour into the urban hinterland.



### INTERVIEW WITH MR. FRANK SCHÜTT, COO AT UNIVERSAL TRANSPORT

Mr. Schütt, at Universal Transport Group you and your team are responsible for coordinating the auxiliary policing (pilot project in the county of Lower Saxony) and the operation of BF4s. Please give us a short run down of status of the current pilot projects!

First of all I am really pleased that we are able to support the auxiliary policing project. The relief of strain on the actual police force in the county of Lower Saxony has made all of us happy. Public authorities are more and more able to attend to perhaps more important issues while we can offer our clients a more stringent and precise time line for the transport of their goods. Since the middle of March we already had numerous transports with our auxiliary police force. From this experience we are happy to say that all the measure work really well and the acceptance of the public is good. All the members involved in the pilot project are determined to do a good job so that the only conclusion will be: privatising the police escort is feasible and should continue.

The BF4 vehicle is a very good and secure tool for certain tasks and routes. In using it we are also able to guarantee much more safety. I am sure that the future lies in using the BF4 vehicles for certain routes. Our vehicles have been thoroughly tried and tested by now and function well without any faults.

The versatile options are obvious and will secure better and safer escorts for the transports. However standardised training and qualifications have to be agreed on very soon. Otherwise each county will decide on different regulations which would make the transport across several counties complicated. In order to share our current know-how we as Universal Transport Group will participate in as many pilot projects as possible.



### Since March 2016 Auxiliary policing in Lower Saxony

In March 2016 the Home Office of Lower Saxony decided to train 60 already experienced escort staff to become auxiliary policemen. A third of these places were awarded to the staff of Universal Transport Group due to our experience and knowledge in large- and heavy goods transport and because of the good references from Brake.

After passing the final exams 13 employees of Universal Transport were appointed by the responsible police authorities to become auxiliary policemen. They are on active duty since April 2016. The county of Lower Saxony appointed the auxiliary policemen. While escorting large- and heavy goods transports they are authorised to direct traffic and give orders using a police signalling disc.

In addition to that the auxiliary policemen received bright yellow reflecting jackets with the label 'Hilfspolizei' ('auxiliary police'). The accompanying vehicles have received magnetic sign also saying 'Hilfspolizei'.



### Since April 2016 Escort Vehicle category four

The county of Hessen started planning the implementation of BF4-escort vehicles last year. Together with a major costumer Universal Transport Group was able to realise the plans within the last few month.

Three Premium-Escort-Vehicles were ordered by Universal Transport. One of which will be stationed in Hessen, the other two will go to Schleswig Holstein.



### Modern 360° degree variable traffic sign unit

A modern 360 degree variable traffic sign unit is mounted on all three ecort vehicles of the category four (named BF4).

Due to a specialised strengthened roof even speed up to 100 km is possible.

In addition to that the LEDs used come with a lifelong guarantee.



# I have been driving trailer axle vehicles for ten years!

Our truck driver Mr. Bogdańczyk gives us a glimpse into his working life.

## NAME:

BOGUSŁAW BOGDAŃCZYKOW

## TRUCKDRIVER SINCE:

Since 1999, for 17 years altogether now. In the beginning I drove standard tarpaulin covered trucks all over Europe. In the last few years however with growing experience the vehicle combination also grew.

## CURRENT VEHICLE COMBINATION:

consisting of a MAN TG 41.540 8x4 semi trailer truck with a 3-axle semi trailer and a 5-axle self propelled trailer by NBT.

## HOW LONG HAVE YOU BEEN DRIVING THE CURRENT VEHICLE COMBINATION:

Since the summer 2013 I have been driving the current vehicle combination

## WHAT DO YOU LIKE BEST ABOUT YOUR CURRENT VEHICLE COMBINATION:

With my current vehicle combination I drive mainly very large and heavy goods. Indirectly I played part in building football stadiums, wind turbine plants, logistic workshops or even bridges.

## 540 PS ARE UNDER THE BONNET OF YOUR TRUCK – BUT WHAT DO YOU FIND IN THE DRIVERS CAP OF YOUR SEMITRAILER:

You'll find a lot of special equipment, least of all because the drivers cap is almost like my second sitting room. A lot has been done in the last few years starting with the air condition and technical equipment all the way through to comfort. Like the spacious sleeping quarter with an XXL bed. I also put down a carpet and built some further storage shelves myself.





## Our Top 5!

### Rundown of our 'Top 5' most amazing transport adventures in the past 12 month.

coverstory

The rundown of this year's top 5 most amazing transport adventures is a colourful mix of national and worldwide stories. Decide for yourself which thrilling tale will be your personal favourite.

We start with the story of the transport of two XXL insulating containers from Steinhagen to Bielefeld.

The project planning for this almost herculean task took around four month. Given that the actual distance was only 18 km that seems to sounds outrages but there was no better way. The sheer number of insurmountable obstacles led to the two 40 m long trucks having to take a route that was actually 40 km long. That route to Bielefeld was therefore twice the actual distance. This convoy was escorted by two escort vehicles and two further service vehicles, the latter being responsible for traffic controlling traffic management.

#### ADDITIONAL POLICE ESCORT

In order to supply the necessary road security and direct traffic should the need arise a further three police patrol teams escorted the convoys. The sheer width of the load on the trucks took up to two and half traffic lanes on the road. Special attention is also paid to the total weight of a



*Above: The insulating containers which will be used to store liquid as well as gas are 26,70 m long, 4,90 m wide, 4,58 m high and weigh in at 60 tons each*

transport. Not every road has been made for such heavy loads. Finally after a four hour journey our freight reached its destination. Preparation time for this particular transport took three month. During the planning and executions phase Universal Transport took care of the complete organisation and handling. The

whole process covers a multitude of tasks like exploration of route, getting all necessary clearances and permits, organisation of correct trucks, application to the police and organisation of escort vehicles and crange. On average these type of heavy goods transports are only allowed on the road weekdays

between 10 pm and 6 am. In exceptional cases authorities can grant special permission to lift the weekend driving ban. This measure was necessary for this particular transport as Bielefeld has a tram system in place.

#### COLOSSAL PARTS FOR SURFACE MINING

On to our second transport project: the transport of several colossal parts to a surface mining area. In April that transport went from Saxony to Brandenburg.

A so called feeding hopper car that is used in surface mining had to be transported. Feeding hopper cars are part of bucket-wheel-excavators. Their task is to transport mined material i.e. coal from the point of mining and the bucket-wheel-excavator onto the

*Below: The assignment comprised the transport of a feeding hopper car, the bucket wheel and its transmission.*







*The heaviest vehicle combination has an overall transport weight of well over 100 tons.*

conveyer belt without the loss of any material. In order to be able to follow the movement of the bucket-wheel-excavator the feeding hopper car usually sits on rail tracks.

If you have ever visited or seen photos of a surface mining area you will know about the sheer dimensions of machinery in use. The feeding hopper cars from Saxony had to be taken apart for the transport simply because of the unbelievable dimensions. The largest part was then lifted onto a transport cradle. A mobile crane lifted the unit onto an 8x4 tractor with several module axels. The transport vehicle measured 30 m in length, 5,30 m in width and 4,90 m in height.

### OVER FIVE METERS TALL

Other parts of the feeding hopper cars like the undercarriage and other fixtures, fittings and material was transported with different trucks. The 100 ton transport took a whole night to travel the distance of only 50 km. The huge bucket-wheel plus its transmission had already been transported by Universal Transport in advance. The transmission alone weight 86,25 tons, had a height of 5,10 m, a width of 3,50 m and a length of 7,40 m.

The Züst & Bachmeier GmbH is part of Universal Transport since 2016 and made it to third place of our top 5 with an overseas order. 25 transformers plus additional material had to be

transported from Europe to Kuwait.

### AS HEAVY AS 35 ELEPHANTS

Starting at the port of Antwerp the cargo travelled by sea to the Persian Gulf. Before the journey by sea could even begin eight transformers with a weight of 210 tons each had to be taken from their place of production near Bonn to the port of Antwerp. Each transformer weighed as much as 35 grown elephants. This heavy weight pre-carriage had to be done by road.

As part of the overall order 17 further transformers with a weight of between 45 and 80 tons had already been shipped from Antwerp. 25.000 freight tons was the total weight of this assignment counting all the transformers and additional mounting accessories. All the transformers landed on the Arabian Peninsula after a sea passage of 45 days. The project took six month altogether.

### 7,60 METERS DIAMETER

Our forth report is about an assignment for a major customer from around Hamburg. Construction components for a hydraulic pile hammer had to be transported from Lower Saxony to Hamburg. In Hamburg the 580 ton hammer was assembled. The pile drive for this giant was built in Osnabruck and consisted of a top and a bottom part. The larger of the



*Züst & Bachmeier also received the carrier to the hinterland. The reception building site was located 100km away from the port of Kuwait. The firm also settled the transformers expertly onto the foundations.*



two parts had a diameter of 7,60 m and weighed just over 37 tons.

Within one night both pile drive parts were transported by Universal Transport to the port of Osnabruck. The following day both parts were loaded onto a river barge by a 200 ton telescopic crane and were then shipped to Hamburg within three days. On arrival in Hamburg the pile drive was put together with the remaining parts of the hydraulic pile hammer. Everything was then loaded onto a coaster and shipped to Rotterdam. In Rotterdam the



hydraulic pile hammer was reloaded onto an installation ship of the end customer. The hydraulic pile hammer will be put to work at the offshore wind farm 'Burbo Banks' by hammering in the foundations.

**ROTOR BLADES OVER 60 METERS LONG**

Our fifth and final report is about the transport of several components for a wind power plant. The rotor blades needed the most intensive project planning.

*Both pile drive parts were transported to the Osnabruck port within one night.*



specific orders for the sequence of component delivery. Hubs, engine house and tower segments had to be delivered a day ahead of the rotor blades. Thirty large capacity- and heavy goods trucks were needed for this project as well as numerous other standard trucks to deliver smaller components and mounting accessories. The wind power plants were assembled by crane. The specific delivery sequence was necessary as the building area was rather small so there was no room to store any components. They were assembled as they came off the trucks.



Extensive planning for traffic routing and – management started in spring. Three wind power plants had to be transported altogether to a place near Ingolstadt. A whole year before the actual planning began a feasibility study was compiled as the route to the location of the future wind park led through a number of villages and very small towns. It turned out that in this case the direct route was the best way to go. This finding is unusual

in transporting heavy goods. A special challenge for Universal Transport posed the routing through a village near Riedheim. The road there takes a sharp 90 degree S-bend, making the transport of nine rotor blades rather difficult. Delivery of the first of three wind power plants began in May this year. According to the customers time table components for more wind power plants followed two weeks later. The customer had given very



*There is no space left; even for a sheet of paper. Four colleges were occupied in safeguarding and escorting the convoys.*





# Universal Transport offers accredited vocational training

**In an age where companies are faced with skills shortage and digitisation Universal Transport offers a wide range of further education and vocational training.**

Universal Transport currently has a total workforce of just over 600 employees, which makes it a real heavy weight in the heavy transport branch. For years Universal Transport has offered accredited vocational training in a broad variety of jobs.

Every year numerous truckers and forwarding agents as well as computer scientists are trained. In an era of digitisation and paperless offices it is very important to

train one's own IT experts. The main focus in training computer scientists lies in programming and managing the company owned ERP Software 'heavyNet' as well as looking after our 350 vehicles which are equipped with the latest GPS- and telematic systems.

Apart from vocational training further education for other employees also plays very important role in the company, thus securing specialists and management staff for the future. Apart from fulltime scholarships in high ranking colleges the company also offers part time education schemes with accredited educational institutions. At the moment Universal Transport supports Mr. Liviu Nechita, from our Hamburg branch to achieve a degree as transport manager. Other colleges are also in different training programs i.e. Mr. Jiri Tuma

studying part time to become Master of Business Administration (MBA) and Mr. Martin Ludvik taking a course in commercial road haulage. Both work for the Universal Transport branch in Prague. Mr. Achim Kress, from our Gießen branch has recently passed his degree as transport manager.



## INTERVIEW WITH MR. LIVIU NECHITA

**Universal Transport sponsors your extramural studies to Verkehrsfachwirt (traffic specialist). Why did you decide to do that?**

*I want to improve my knowledge of logistics to a master degree level. Insight into economical and business management is important to me. I also hope that I'll be able to apply my new knowledge as best as I can to my daily work.*

**Tell us in a few words about your career with Universal Transport.**

*I have been working for Universal Transport for seven years now. It all started in my home country of Rumania. A few years ago I relocated to Germany. For over a year now I have been working in project handling the wind power plant transports. I work in the offices in Hamburg.*

**Apart from many in-house tutorials Universal Transport also offers further education for their customers. The emphasis here lies on cargo securing and courses on loading.**



## INTERVIEW WITH THOMAS GERKEN

**You started your vocational training as a trucker driver at Universal Transport in August 2014. Tell us what is so special about driving a truck for you!**

*I have had my truck licence now for about a year and I have so much fun driving a 40 toner in local traffic. Initially after passing my truck licence I was always being supervised by an experienced driver now that I'm allowed to drive on my own I also have the full responsibility. It is such a special feeling sitting so high above the traffic on the road and seeing everything. On top of that my truck has more horsepower than even most Porsche that stop next to me at traffic lights – that is a really special feeling.*

**Our apprentice Thomas Gerken will finish his vocational training to become a truck driver in spring 2017**



# The power of oversize logistic

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