

# heavyNEWS

Universal Transport's magazine

Edition 2018

## IT-FACTS

heavyNet, data transfer,  
locating and control

## Cairo!

Universal transport  
worldwide - Interview



## THE TOP 5 TRANSPORTS

Universal transport  
supplies



**Universal Transport**

... don't worry, be **heavy** !



# Symphony by strength.



**Universal Transport**

... don't worry, be **heavy** !

## **Heavy load logistics has a name: Universal transport**

Heavy and large volume transports are like an orchestra, perfectly coordinated. Over 350 trucks combined with water and air transports are on the road in Europe, Asia and Africa.

Very important is the overview. In an orchestra, the conductor certainly leads through a composition. This is why we also invest in our IT communications. Fast data transfer makes our working day easier.

Our own software "heavyNet" is our tool. Just as the orchestral conductor's baton directs the orchestra, all participants receive information through "heavyNet". Online our customers can track exactly where their goods are located. For perfect coordination and planning, our drivers get all data for their order via the app including permits, resting and driving times on their smartphone or tablet. Our complex control system completes our IT communication.

Overall, our information technology is still an unfinished symphony. To take advantage of the new perspectives that the digital age offers us for more efficiency, we are still at the beginning and we will continue to expand our IT systematically.

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state aircraft

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Brigitte Boenisch  
Hartmut Franke  
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Anatoli Gering  
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Josef Stárek  
Jürgen Ullmann  
Gerhard Wagner  
Andreas Winkelhoch

## 25 years

Boguslaw Dawidowski  
Klaus Dollak  
Gerd Wesenberg

## 20 years

Martin Volný

## 30 years

Martin Schumacher

## 35 years

Manuela Kram

## 40 years

Klaus Hentschel

## 50 years

Klaus Dieter Kopske



IT FACTS

# IT-FACTS



## In demand – Interview with Adam Kolodziej



**M**r. Kolodziej, you are responsible for IT at Universal Transport? Please tell us something about your career.

I completed a degree in business informatics in Katowice, Poland and in Paderborn. I used to work as a computer manager for a large package service provider and afterwards for a software company in the departments of development and international project management. In 2004, I helped develop a "mobile office", which was awarded with an innovation prize at the Cebit event. Exactly 10 years ago (June 2007), I decided to use my know-how for the transport and logistics sector at Universal Transport. I didn't want to develop software for sale any longer, but actively contribute to the efficiency enhancement of a company and to shape processes. At first I was responsible as an IT coordinator for the networking of our branches; meanwhile I am the head of our IT department. My team and I are responsible for all IT matters and for the support for the entire company and for all colleagues of Universal Transport. We have also developed "heavyNet" which is our own internal software.

### What is "heavyNet"?

The software, developed by our team of programmers, is used at all our

branches, in all departments, to simplify and synchronize daily business. We started small with an address database and the disposition and afterwards we expanded the software for the use of more and more areas in different departments. The feedback of the people who work with this tool every day with regard to the practical application of the software is very important.

We take this feedback into account in the development and the almost monthly updates of "heavyNet".

The involvement of the employees is also conducive to the acceptance of the new system. If the employees worked with a different system for the past 20 years, the acceptance of a new system is not always immediately apparent. Therefore, we are increasingly focusing on presentations and training - in the form of webinars, that can be easily integrated into their daily work. This is especially important when integrating new branches and companies.

### How can we imagine the practical advantages of "heavyNet"?

The software not only facilitates our internal work, but also communicates with our customers. For example they can track online where their goods are

currently. This is particularly interesting for international transports and long distance transports. For this purpose, the customer only has to enter his reference number on our website and will receive the current location of his goods, as well as all relevant information about the transport.

For the drivers we developed an app for mobile phones and tablets. This enables communication with the dispatcher, provides a clear overview of all the job information and permits and even includes a tool for the navigation. In addition, it documents rest and driving times.

In summary, "heavyNet" is an innovative software, that is so far unique in this form.

Of course, there are costs associated with the development and implementation, but in the medium and long term, great efficiency increases and thus also cost reductions, which we can also pass on to the customer.

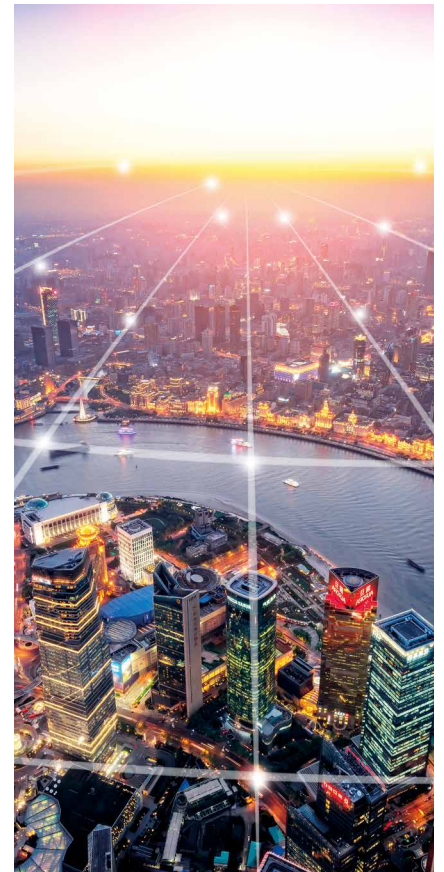
## Tracking – Track & Trace Deluxe

Everyone who received a tracking number from his online retailer, his KEP service provider or from the Deutsche Post knows the situation when you are informed about the status of the shipment. "Shipment has left the distribution centre", the annoying message "Possible delay in the delivery due to misallocation" and, of course, the relieving message "consignment was delivered" are exemplary for this service.

We go a little further at Universal Transport and offer our customers not only a description of the status, but also an exact indication of the

geographical position of the goods. The client does not even have to register or know the order number. By using a specially selected reference number, he can inform himself at any time about the location of his shipment.

Further expansion stages have already been added or will be available soon. If the customer is registered, he can not only see a single shipment, but at a glance all goods transported by Universal Transport for him. In this way, he can initiate his next steps based on this information.



## Data transmission – Automatisms save time



Why should data already existing electronically at the company or at the customer, be reentered again? It is time consuming! There is no need for such step, if the company's own IT can implement this information to all parties involved in a transport contract.

To ensure this, we need the appropriate data interfaces at "heavyNet". There are currently 14 export and 12 import interfaces, which are ba-

sed on the most common formats CSV and XLM. They allow fast data transfer between clients and service providers and the respective departments. Since "heavyNet" is a proprietary development, new data interfaces for data formats that have not yet been covered, can also be created flexibly and cost-effectively. At the moment, only a few customers are already transmitting their order data by file. In the transition to this form, however, there is a lot

of potential in the daily delivery of an average of 750 consignments, with regard to the saving of several identical work steps during data entry. At the same time, the accounting department can also be automated, if all the parameters of the order are digital. The time gained by the automation, can then be incorporated into an improved service, as well as a powerful disposition.





## Operation – Own app for truck drivers

The worldwide triumph of smartphones and tablets is due to the granting of mobile access to the Internet as well as the effortless handling of the software applications installed on it. We have also followed this trend at Universal Transport. With our driver app, which has almost all the functions of our central IT tool "heavyNet", platform and device independent, the next steps can be called up, planned and coordinated.

The drivers are supported in their communication with the disposition, and those data already entered into the system for the individual transport orders are always available. Through this, multiple input of information such as the delivery number or the weight of the shipment is unnecessary. The app can not only be used for truck drivers from Universal Transport but also by their colleagues from partner companies cooperating with us.

The field of possibilities offered by the app is far from exhausted. Universal Transport's IT is working on concepts that significantly expand the scope of the software application. One of the goals is the presentation of the quality requirements, the expense report and holiday planning.



## Control – corporate activity clearly presentable

There are areas in life where the gut instinct should keep the upper hand or be sufficient. In corporate management, based on business management data, up-to-date and reliable information are essential, to make the right decisions.

Universal Transport has set up a controlling system that can consider the most varied factors for the current assessment of business activity. From the exact consideration of the orders, from the status of towing vehicles and trailers to the presentation of the individual department up to the analysis of the entire company, differentiated reports can be generated at the push of a button. Once started with the sole issue of profit and loss accounts, more than 100 different types of reports are currently creatable.

Depending on the access authorization, the individual aspects of business activities can be displayed in a PDF document at any time. Based on this reliable information, which is used in dialogue with customers, suppliers and banks, it is hereby possible to make directional and case to case decisions based on facts. The business risks are hereby reduced as the advantages and disadvantages of a decision can be more systematically examined than in the past.







## Malaysia – Interview with Claudia Sahan



**Mrs. Sahan, you have been with Züst & Bachmeier Project GmbH in Malaysia since April 2017. Please tell us something about your previous career path.**

In 2005 I completed my commercial apprenticeship in the haulage business at a large general cargo logistics company in Schwerin, Germany. Before I joined Universal Transport in 2014, I have gained further experience and practical knowledge as a dispatcher and purchaser in the shipping industry. In 2013, I have also successfully completed my studies as a certified business economist with the focus on marketing.

At Universal Transport in Paderborn, my responsibilities were the central distribution as well as the support of new and existing customers and many other marketing tasks. Since beginning of April, I am working as the regional sales director for Züst & Bachmeier Project GmbH (Z & B) in Malaysia. My main focus here is sales and marketing.

**How can we imagine the daily working routine in Malaysia?**

Z & B has been represented in Malaysia and South East Asia for more than 10 years. We are an international team of five employees. My colleagues are responsible for the operational handling of projects. This mainly includes large industrial goods and equipment. We are responsible for the complete handling of

the transport including customs formalities, etc.

We also have an extensive network of partners throughout Asia. Since my arrival, I am learning about the market and the local circumstances. Based on this, I will support the marketing activities, establish contacts, but also make Z & B known as a brand.

Soon, you will be able to meet me at the Metaltech and Rail Solutions trade fairs. For the first time the Breakebulk fair will take place in Kuala Lumpur this September. This shows: the market is growing.

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*„I always say:  
You've got to be  
interested in the country  
and the people and that  
is what I do. I can only  
recommend a visit to  
all interested.“*

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Based in Malaysia, we have a strategic good location. Large markets like Thailand, Vietnam, Indonesia or Singapore are interesting for us and in the close vicinity. Malaysia itself is also a country with great potential. There is a GNI target for 2020, called "Wawasan 2020", which intends to make

the country into an industrial nation. Currently and in the future, there are many projects which we wish to assist.

We have already been involved in infrastructure projects, such as the transport of trains for local transport and the construction industry.

The way to receive an order is significantly longer than in Germany. The basis of trust is a very important factor - mainly because we sell services and no tangible product. In addition, we must show proof of corresponding references and there are many governmental projects.

**How is your personal impression of Malaysia? Have you settled in well?**

Yes, the first impression is positive. Kuala Lumpur is very impressive, especially the successful combination of nature and modern architecture.

You don't miss out on social life here either. There are many sport activities going on, and with huge shopping malls, all your wishes come true. Additionally, there are many small communities.

Many different cultures live together and overall it is very international.

I always say: You've got to be interested in the country and the people and that is what I do. I can only recommend a visit to all interested.



## Züst & Bachmeier Project: Down Under

The merge with Züst & Bachmeier Project GmbH enabled the Universal Transport Group to further expand its international know-how. This is reflected more and more in the many overseas projects which are successfully completed.

The most recent example is the transport of an entire plasterboard factory to Bundaberg in Australia. The machine and plant parts of the plant come from different parts of the world. Some are made in Europe, others in China and Thailand. The planning of the project took several months to ensure the on-time delivery to the destination on the east coast of Australia.

Since April 2016, the Züst & Bachmeier branch in Iphofen near Würzburg has been dealing with this major project. In a three-month preparation phase, the various partial shipments were organized. The logistical handling of a large project like in this case is far more extensive. In the run-up, it was necessary to organize appointments with the international sub-contractors, as well as coordinating the documentation for the import with the Australian customs authorities.

A duty-free import could be obtained for a large part of the goods. In addition, it had to be ensured for the seaworthy packaging and the coordination of the delivery on the construction site.

Not only by sea did the facilities reach the Australian continent, it was also necessary to involve the Airfields for urgently needed parts of the plasterboard plant. Brisbane was the central point of reference for project loading. From there the transport went on to the construction site located just about 300 kilometres to the north.

Inevitable factors also played a role. Due to the insolvency of the Korean shipping company "Hanjin" and the resultant fixing of "Hanjin" ships and cargo worldwide, we were forced to obtain a release for the consignments from the custody of the shipping company. These partial quantities had to be re-routed and then arrived via Singapore in Australia.

Until the end of June Züst & Bachmeier will continue with this exciting project in Down Under.



## Gas container to Norway

Due to the high level of pollution caused by seagoing vessels, more and more marine protection zones are currently being established worldwide. In these so-called SECA zones (Sulphur Emission Control Area), the emission of sulphur and sulphur oxides are supposed to be cut down by seagoing vessels. One way to reduce these emissions is the use of liquefied natural gas (LNG) as fuel. For this reason, more LNG filling stations are needed for seagoing vessels. Universal Transport has now transferred a gas container for such a filling-station to Mosjøen in Norway.

The transport started in the Czech Republic Decin. On a Friday evening, the 54 meters long, 6 meters-wide and 6, 35 meters high LNG-vessel set off from the German Czech border town on an approximately 2.000 kilometres' journey. The colossus of 230 tons had to be transported from the business premises to the port of a city directly by the river Elbe.

However, the preparations for this relatively short distance transport took several weeks. It was necessary to identify difficult areas in advance and to establish contact with all relevant authorities. These preparations ensure a complete secure transport.

Prior to transport, the LNG container was lifted onto a 4 axle-semi-truck with two trailers each with 11 axle. Around 22:00 o'clock, the loaded truck was on its way to the Elbe. This transport was supported by a further 4-axle tow truck. In addition to the usual police and support vehicles, the transport was also pursued by numerous curious onlookers. After a three-hour drive, which required a lot of skills from the driver, the vessel reached the port edge safely. Two crawler cranes were ready for loading. The next morning the container was loaded onto the inland water vessel, which has arrived in the meantime. The ship made its way to the north across the Elbe.

Click here for the transport video.  
[youtube.com/watch?v=A8mfcuONCqo](https://youtube.com/watch?v=A8mfcuONCqo)



## Universal Transport conveys elements of bridges for restructure of Hamburg HafenCity

Currently Hamburg is undergoing major rebuild and expansion. For instance in HafenCity the tube line U4 is being extended. Universal Transport delivered altogether four bridge elements. Each of these elements weight 56 tons was 40 meters long, around 5.50 meters wide and 3 meters high.

As the delivery had to be made to two different sections on the building site, two different routes had to be taken. At the end of October 2016 the first two bridge elements were delivered to the eastern construction section. In order to achieve this, the police had to block off Germanys second largest road bridge, the so called Köhlbrandbrücke. This enabled our transport crew to use all traffic lanes on the bridge. A week later the second transport had to use a different route. The remaining two bridge elements had to be delivered to the western construction section. This part of the transport also went without a hitch.

HafenCity is one of Europe's largest urban redevelopments. Around the bridges spanning the river Elbe vast areas of living quarters and office buildings are being built. This calls for a connection to the city's public transport network. Hence the extension of subway line U4 which has been work in progress since mid 2013. Universal Transport has delivered four bridge elements altogether and this played a key role in finishing this huge project.







## Nuremberg – Antwerp – Dubai

Mid January at the Bavarian Port of Nuremberg Züst & Bachmeier Project GmbH loaded two large Siemens transformers whilst facing the toughest conditions for man and machine. Despite a bone chilling minus 17 degrees the two almost 400 ton transformers were loaded by a strand jack system onto two inland water vessels. In three stages the transformers went to their preliminary destination: a production plant for offshore platforms in Dubai.

Züst & Bachmeier Project GmbH, part of Universal Transport, received both transformers at the Siemens production line in Nuremberg. From Nuremberg they were then transported to the close-by heavy duty logistics centre (SLZ) situated in the Bavarian port of Nuremberg. The SLZ is a tri-modal heavy cargo loading area at the port. The whole area is constantly being adapted and updated to the ever more demanding needs of our customers. This loading area is of vital interest to local companies specializing in system engineering and general machine

building industry. Nuremberg and its environs are famous for that kind technology. Züst & Bachmeier Project GmbH has a strand jack system in place that can lift up 600 tons. Also in place is a heavy cargo storage area with AEO certificate. This specific AEO certificate enables transport within EU member countries without extensive customs checks or documentation.

The two transformers were loaded by said strand jack system onto two inland water vessels. From there they went on their second leg of the journey to the overseas port of Antwerp. Antwerp is the second largest port in Europe. There the transformers were loaded onto a maritime vessel and started the voyage to their final destination Dubai. In Dubai the transformers are assembled to become the core element of a relay station for an offshore wind park in the North Sea. After finishing the assembly the transformers will be transported back to Germany. They are then installed on German off shore areas of the North Sea.

## Transporting a Polish Football Icon

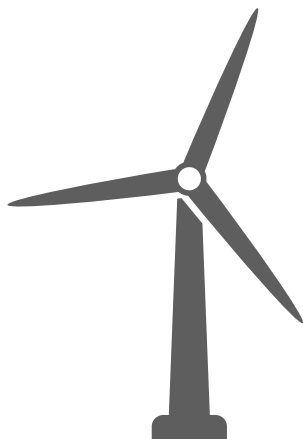


The scene is set in a maintenance workshop just outside of Poznan, Poland. Many football fans and members of the press witnessed the loading of a locomotive plus its tender. Both railed vehicles were lifted right out of the track bed onto our two vehicle combinations. Wooden ramps had to be laid out beforehand to safeguard the tires on our trucks. Between Saturday and Sunday at exactly midnight the 5 km long journey began. It took the load from the workshop into the football stadium INEA of Lech Poznan, Poznan's football club. Football fans escorted the transport of locomotive and tender all the way. The scene for the 103 tons of locomotive was set by extra lighting and artificial fog.

Even though the journey was very short a number of traffic control measures had to be taken i.e. lifting of electricity and telephone cables. The convey was so large that the oncoming traffic had to be stopped or redirected in order to secure a safe passage for the unique locomotive and its fans.

[youtu.be/TMrjO\\_PsXzg](https://youtu.be/TMrjO_PsXzg)





## SAFELY TO THE DESTINATION

### Transport of wind turbines Universal transport

With new wind parks being built all over Germany, wind power generators are available wherever favorable wind conditions prevail: even in the sea. But how do many of these windmills reach their place of action? With Universal Transport of course!

Renewable energies need new, individual transport solutions. We are a tried and tested partner of leading European manufacturers of wind turbines. Our transport solutions are based on the specific characteristics of the wind power sector. The dimensions and weights of the wind turbine are particularly important. We have perfected our vehicle technology. Often the individual components such as rotor blades, machine rooms and tower sections are waiting for the transport at various production sites. A permanent contact person coordinates the heavy load logistics to the wind park. In combination with elaborate and careful planning, we set off.

Especially with oversized rotor blades, imagination and creativity in transport and logistics are in demand. For example, in one recent transport the corners were too narrow for our vehicles. With the rotor blades on the trailers there was no chance of an undamaged passage.

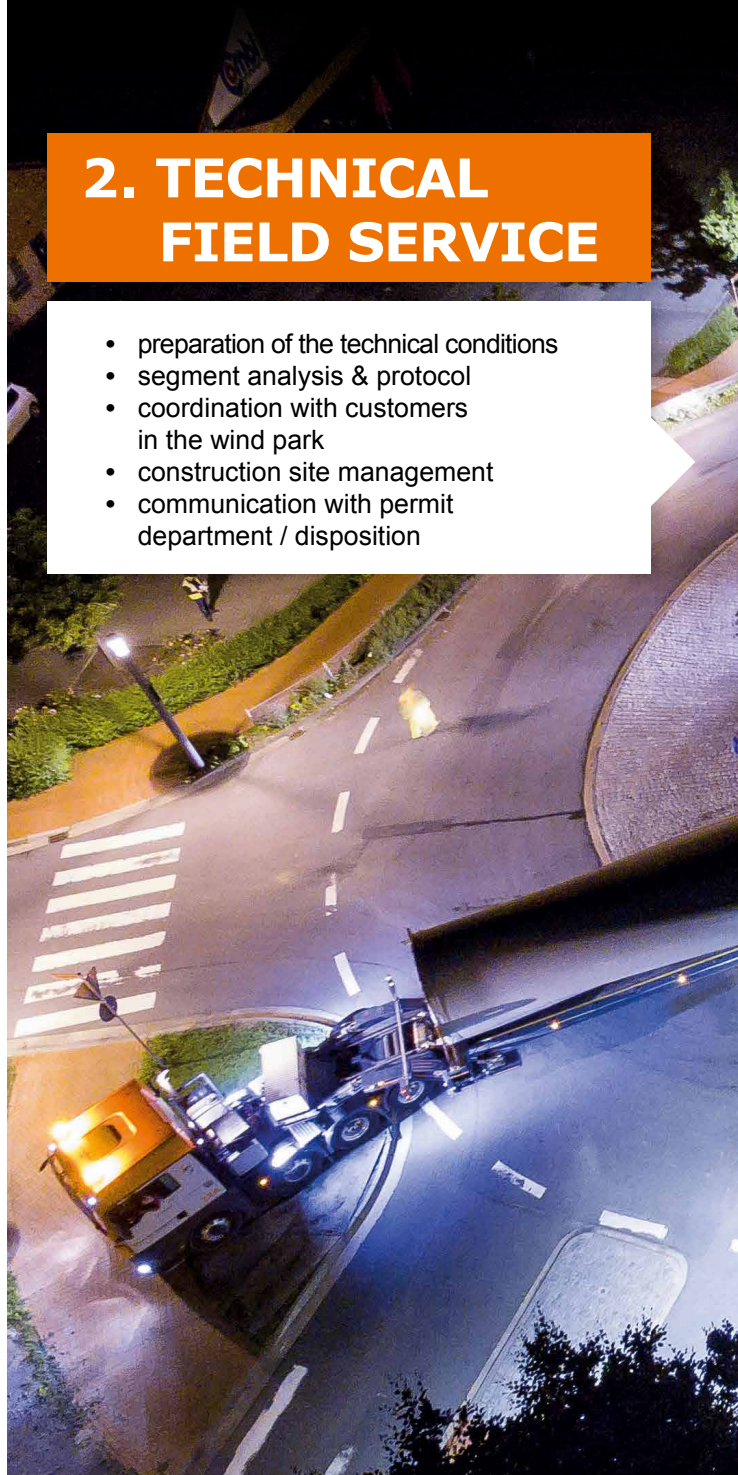
The solution: we used auto cranes to lift rotor blade after rotor blade above the village, then they were loaded on our heavy haulage transporters again. Heavy load logistics and wind power have one thing in common: both are based on innovative thinking.

## 1. PROJECT MANAGEMENT

- offer calculation
- scheduling of transports
- direct customer exchange
- monitoring of the project process

## 2. TECHNICAL FIELD SERVICE

- preparation of the technical conditions
- segment analysis & protocol
- coordination with customers in the wind park
- construction site management
- communication with permit department / disposition





# Many steps ensure a safe transport

## 3. DISPOSITION

- preparation for permit application
- determination of suitable vehicles
- disposition of the vehicles
- transmission of necessary documents to driver
- Interface between professional drivers / project manager
- communication / exchange with technical field service

## 5. PROFESSIONAL DRIVERS

- responsible for the safe transport
- familiarize with the permit and route
- compliance with the legal transport conditions and load securing
- transport of the individual components

## 4. PERMIT DEPARTMENT

- apply for all required permits
- check all permit requirements
- monitoring the permit period
- registration of the police escorts
- communication / exchange with technical field service

## 6. TRAFFIC SAFETY

- obtaining traffic-related consultation
- conversion measures of the route according to route protocol
- ensure trouble-free operation transport execution
- Transport assistance at night









## Interview with Henning Bentien and Ahmed El Dahshan



In this interview Henning Bentien and Ahmed El Dahshan talk about our branch in Cairo, Egypt which was founded in 2016.



**S**ince October 2016 the first vehicle fleet of Universal Transport Egypt (UTE) is operational. Tell us how the co-operation came about and what your expectations are.

**Bentien:** In spring 2015 Universal Transport met Mr El Dahshan at a conference of the Global Project Logistics Network (GPLN) in Thailand. It very soon aspired that cooperation would be a win-win-situation. Universal Transport has the necessary know-how in all things heavy /large / wide load whilst Mr El Dahshan and his brother have the connections as well as the knowledge of the Egyptian market. It took a year and a half to turn an idea into our own branch in Egypt and thus create UTE.

**El Dahshan:** Here in Egypt there are three maybe four companies that offer heavy /large / wide transport so far. Their equipment however is mostly outdated. UTE is the only company in the country to offer modern machinery and vehicles. Apart from that German companies have a very good reputation in Egypt. With our own equipment and well trained staff we want to set new standards.

**Talk us through your first project and tell us about the challenges you face.**

**El Dahshan:** At present we are transporting the first power plant components from the port of Adabiya to a nearby interim storage facility. These components are then transported to two of the largest power plants in Egypt, close to Beni Suef and New Capital, New Cairo. The heaviest components of the first shipment weight

around 190 tons. Due the dimensions of the cargo the transport is a kind of push-pull-unit (pull-shear-unit) – which is a very special challenge.

**Bentien:** As this is our very first project in Egypt it is very important to have our European specialist on location. Planning a project is easily done in theory. The practical process however often throws up unforeseen obstacles that need solving. This demands a certain kind of flexibility in spite of standardised process instructions. It would be fair to say that the first project of a new branch is always the most demanding. This job will keep us busy for about a year. Altogether we have 32 centres, 6 tractor trucks as well as 2 low loaders with 15 employees working on this project. In addition we have a number of very experienced German truck drivers on local to teach the Egyptian truck drivers technical details and load security.

**What is the main difference between the Egyptian and European Branches?**

**El Dahshan:** There is a huge difference in the operational execution of heavy /large / wide transport between Egypt and Germany. Compared to Germany the cost for road charge is exorbitant in Egypt. In some cases it is high than the total cost of the vehicles involved. In comparison to Germany we are only allowed to drive on the roads in daytime outside of cities and only at night-time within the cities.

**Bentien:** Working here is an exercise in patience. Granting of permissions takes much longer than in Ger-

many. You have to learn to live with the fact that due to unforeseen circumstances a transport simply stops for two days or so. Also a number of infrastructural projects are very slow to take off. All matters concerning bureaucracy i.e. customs clearance, permits and port handling our Egyptian partners are absolutely irreplaceable.

**What prognosis can you give for the Egyptian Market in the near future?**

**Bentien:** Predictions forecast around 7 Million freight tons to be transported around Egypt in coming years. Around 2000 wind power plants are planned for example.

Infrastructure projects as well as many more power plants will play a key role. We are very open and positive towards this exciting market place. We will use all our flexibility and vehicle capability for further operations and upcoming projects in Egypt.

[youtu.be/wRkyoG1D41w](https://youtu.be/wRkyoG1D41w)





**The last passage  
of a legendary  
national treasure**





## Photo competition Award for Universal transport

A photo taken by the Universal Transport's photographer Frank Horstmüller, was selected as the "transport image of the Year" by the Global Project Logistics Network (GPLN).

Six pictures were presented to the participants of the GPLN meeting. 180 guests from the world's largest project transportation network decided on the motif of Universal Transport, which shows the last transport of the former Czech state aircraft.

On the side lines of the event in Dubai, the award was accepted by Holger Dechant who received the prize from the hands of Luzius Haffter, Executive Director of GPLN. The Universal Transport Managing Director extended the praise to the Prague branch, especially to Martin Ludvik, for his commitment to participate in the competition, and paid tribute to Frank Horstmüller, who took the award-winning picture.

**A** Tu-154 Tupolev aircraft had to be conveyed from Prague-Kbely to Kunovice by Universal Transport. The former national airplane, used by legendary figures like Václav Havel, will shortly be on show in the well known aviation museum in Kunovice.

Preparations for the actual transport took a whole year and it was a huge challenge for all parties involved. At the military airport of Prague the plane was lifted onto a 40 metre long flat bed trailer and had then to be specially secured. Loading had to take the flight plans for the various military operations into account. The journey of 400km was done in three stages via Milovice to Kunovice. The transport of this legendary plane and the whole convoy set up led to enormous public attention on its three day expedition over one day and two nights.

The wings, turbines and empennage had to be detached and were transported separately to their destination by Universal Transport. The remaining aircraft body was still 40m long with a cross section diameter of 4m and a weight of 25 tons. With cargo of this exorbitant size a number of road signs had to be dismantled and overhead contact lines for trams had to be switched off.

The Tupolev had been in service since 1980. Its most famous passengers were amongst others the former presidents Václav Havel and Václav Klaus as well as many different national ministers. After winning the gold medal at the 1998 Olympic Games in Japan the national Czech ice hockey team was flown back home in this much loved icon of Czech aviation history.



## Universal Transport's PFO

Mr. Frank Horstmüller has been Universal Transport's cameraman for several years. He has accompanied and filmed many transports in the past. You can watch the material on YouTube, other social media sites and on our homepage. The films also give an interesting insight into what happens behind the scenes.

Mr Horstmüller now has a new toy – a pilotless flying object ... a PFO so to speak. The drone is able to hover and film above any transport regardless of the size. We are often surprised ourselves by the sheer size and dimensions of our trucks and transport when fully loaded compared to people or cars for instance. See for yourselves! Visit us! YouTube, Facebook, Homepage, LinkedIn, Twitter, Instagram

**A summary of our three last transport videos can be found here:**  
[youtu.be/dYDd91v0Z6U](https://youtu.be/dYDd91v0Z6U)





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in the Social Web:**



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