

# heavy NEWS

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## At home on Europe's trade fair stages! Universal Transport grants backstage insights to our clients and interested parties.

Early May saw the 2015 trade fair season get off to a good start in Munich. Here at transport logistic part of the Universal Transport ensemble were making their debut performance as exhibitors in front of clients and prospects. The specialists were present to provide some insight into the world of oversize and heavy-duty transport as well as the worldwide management of project logistics. This resulted in numerous conversations relating to the service portfolio offered by Universal Transport as well as in the establishment of many new contacts.



Less than two weeks later, the company took part at the Breakbulk trade fair in Antwerp. Universal Transport is already a regular exhibitor so that this year the company's exhibition booth again proved to be an important hotspot. If you are interested in experiencing the Universal Transport team live, you will have



an opportunity to see them "perform" at HUSUM Wind fair in September 2015. Universal Transport will be present at Booth 5C19 from September 15 to 18.

## **"The deployment of foreign drivers and the principal client's liability remain controversial" – statement**

**by Markus Frost, Managing Director of Universal Transport**

Even though the Minimum Wage Act (MiLoG) came into force on 1 January, a number of issues have still not been clarified. Does a minimum wage have to be paid if drivers carry out cross-border transports within Europe and pass through Germany when doing so? What does a forwarding agent have to consider when engaging a subcontractor? What hazards is the transport industry exposed to although it has placed its signature below the now customary "pledges of commitment"?

As a medium-sized transport company with branches in eastern Europe among other regions, it is these topics in particular that are so important for us.

After all, the danger does actually lie in the fact that transport orders generally involve several contractual relationships with subcontractors. According to Section 13 of MiLoG, Section 14 of the Posted Workers Act (AEntG) shall apply. According to this, the principal client is liable for the minimum wage for the contractors that it has commissioned as well as for any other subcontractors engaged. Liability for the minimum wage therefore affects any forwarder that uses transport companies for its own business activity.

As the principal client is liable for the minimum wage obligations of its service providers and their subcontractors, it will be well advised in the future when selecting the service provider not only to focus on who it AWARDS the contract to but also on who EXECUTES it.

Insolvency amongst transport companies is by no means rare, and in such a case, the forwarding agent may have to pay any outstanding wages of the truck drivers deployed. What value then is a declaration of exemption by the insolvent forwarding agent? In the case of Universal Transport, this scenario tends to be unlikely because our company has a solid foundation with a high equity ratio in the low eight-figure range, and – if one of the more than 300 of our own special vehicles cannot be deployed – its freight carriers will conduct a precise examination before an order is awarded.

After more than six months of the minimum wage in Germany, it can be seen that this law was correct and necessary for many industries. Our commercial drivers in Germany have been earning above the EUR 8.50 per hour laid down in the minimum wage for a number of years now. Great uncertainty in dealing with the German Minimum Wage Act continues to prevail for our foreign subsidiaries. It is to be hoped that the instigation of infringement proceedings by the European Union will bring legal certainty for international cargo traffic. Ultimately, companies that travel across Europe should examine the minimum wages in all European states and provide the appropriate documentation during inspections. The transport industry therefore has high expectations that the European Union will find a meaningful and uniform solution to deal with this matter.



## **Universal Transport goes Social Media**

For a number of years now, Universal Transport has had a very comprehensive homepage on the World Wide Web, which is open to the general public. Especially popular with our visitors are the News and Media sections, while visitors seeking information on our company and the services it offers can turn to the Heavy-duty logistics and Company sections. Another feature of our homepage is the Web shop offering a convenient source for the latest miniature truck models.

But have you had a chance to discover Universal Transport's presence on social media yet?

**Just click here to explore:**

[WWW.UNIVERSAL-TRANSPORT.COM](http://WWW.UNIVERSAL-TRANSPORT.COM)



*Did you know?*

*The most expensive piano is the Steinway Alma Tadema. It belonged to John Lennon and was sold for US\$ 2.1 million at an auction.*



## **Growth needs space New administration building in Paderborn**

Summer 2014 saw the start of building work to extend the headquarters at Autohof Mönkeloh in Paderborn, Germany. The aim was to erect a new administrative building on two storeys with a usable area of 850 square metres.

Thanks to the reinforced concrete method of construction employed, the building has been ready for occupancy since December. Furthermore, the construction model is extremely flexible and can be extended by adding further storeys at any time. Universal Transport is thus giving a clear signal of its intention to expand business activities. Yet the end is by no means in sight for the company, which is convinced that it has recognized the current trends and markets when setting its targets and expectations.





## "We're firm fans of Universal Transport!" - Universal Transport in a duet with the Friedrich-Spee-Gesamtschule

Promoting young talent and conveying important practical experience are the main focus for the partners in this forthcoming cooperation arrangement.

The reason for this is that the Friedrich-Spee comprehensive school in Paderborn and Universal Transport are convinced that school pupils need to be prepared for their professional careers while still at intermediate level in school.



Through workshops on commercial and technical topics, the cooperation partners are providing the school students with an opportunity to gain insight into the world of work and specific professions.

Practical examples are intended to show the school students that they will also need and have to apply what they have learnt during their school education in their later professional lives. They also become familiar with fascinating professions and industries which they had never heard of before. Another aim is to show the pupils that the route after school does not necessarily have to lead directly to higher education.

Universal Transport has been supporting its employees for a number of years now. After its trainees have completed their apprenticeships as specialists in forwarding and logistics services, for example, Universal Transport gives them the opportunity of a two-year scholarship to become state-certified experts in the field of international logistics management.

You will find out more on this training offer and the objective pursued by Universal Transport on page 11.



## Time for two major celebrations!



Our congratulations first go to our colleagues at the Mochov branch office near Prague, who are celebrating their 20th year of business there. Branch manager Burkhard Jung's description of how the office has developed is short and sweet: "Since I joined the company in 1998, we have managed to increase the sales, number of employees and size of fleet at our Mochov branch office more than five-fold. This, of course, is due to the market environment that

is constantly changing and growing and Universal Transport is growing with it. Today, we are proud to be market leaders in the heavy-duty segment in the Czech Republic."

Burkhard also appreciates the positive economic situation in the Czech Republic, after all "the years ahead will see some considerable changes in the Czech Republic. Let's take infrastructure as an example: the expansion of transport routes will be high on the agenda in the coming years in order to build a multimodal transport network throughout the country. The Czech Republic also profits from its geographical location. Quality has also risen over the past few years and is now on a par with that of the countries in western Europe."



Our congratulations also go to our Romanian branch office in Cristian, which is located near Sibiu and is celebrating its tenth anniversary this year. Here, too, we asked our branch office manager Andrei Mihai Gavrea to give us a short review of the past few years. "We started out with just 5 trucks in our fleet. However, in recent years, we have been able to treble the number of vehicles and increase the total number of employees to 30." Various projects are currently in the pipeline for the office near Sibiu including a project of up to 400 consignments of bridge girders for the construction of two sections of motorway in Romania."



### Did you know?

*A supermarket chain treats its cold cuts to classical music played by a quartet. The various meats are said to taste better as a result, whereas listening to techno or rock makes them too excited.*





## Universal Transport live on stage!

We invite you to join us on stage and get a glimpse behind the scenes. Our five most recent projects represent parts of our ensemble and provide some performance details.

The first project highlight is an exciting wind power project in North Frisia. Wind power constantly fluctuates in order to enhance the turbines' efficiency but also to protect the environment and roads.

In light of this situation, Universal Transport has been actively involved in helping to implement an exciting new prototype concept. The prototype consists not of six tower sections, as before, but of four that nevertheless do not exceed 60 tons of dead weight. It is the bottommost tower section's new diameter of 5.2 metres that poses a challenge for the transport stage. Together with the client, pre-planning included drawing up diverse scenarios and checking their feasibility for the delivery of five wind turbines to North Frisia, since only a few bridges



in Germany permit loads measuring more than 5.2 metres. After several months of preparation, it was finally time. A total of five vehicles, each just under 35 metres long, 5.2 metres wide and almost 5.4 metres high headed from Denmark to North Frisia, 200 kilometres away. En route, numerous measures had to be taken to ensure safe passage, such as turning traffic lights out of the way and lifting telephone lines.



In a second project, the Universal Transport team from Dortmund orchestrated the transport of two 370-ton loads. To be precise, two transformers and four radiators needed to be transferred from Upper Franconia to northern Germany. The transformers alone had a dead weight of roughly 270 tons, requiring detailed planning over the course of six months.

During that time, the team made all necessary route checks and completed important project planning steps. After about six months of preparation, everything was ready for the two packages to be loaded onto an inland waterway vessel in the Main-Danube Canal. The path led to the Weser port of Stolzenau.

After arrival, the cargo was transhipped in the morning hours on two vehicle combinations using a superlift-crawler crane with suspended ballast. The two vehicle combinations,



consisting of a push-pull truck unit with two four-axle tractor units and one trailer each with 20 modular axles, started on their way on time at 10:00 p.m. to head to the Ohlensehlen substation near Kuppendorf. The

vehicle convoy – its two vehicle combinations boasting a total of 2600 horsepower and a total weight equivalent to 160 fully grown elephants – was chaperoned by several escort and police vehicles to the construction site at the substation.

The next morning, the transformers were placed on the foundations with a jack-up structure. The four radiators were driven by truck to the substation a few days later. Each vehicle was loaded with a package measuring more than 7 metres long, just about 4 metres wide and about 4.3 metres high and weighing 30 tons.



In the next project, our virtuosi from Hamburg were commissioned with an overseas shipment to China, with a total of 7 overseas crates needing to be sent; the four

largest crates were each more than 6.5 metres long, 3 metres wide and almost 4.8 metres high. Since Universal Transport arranged shipping from the Münster region to the port of Hamburg as well, the company had to conduct a route study far ahead of time. Because of a transport height of more than 5 metres, the specialists decided on preliminary transportation by truck only to the nearest port of Lüdinghausen. On arrival, the crates were loaded onto an inland waterway vessel, which travelled via the Dortmund-Ems Canal



to what is known as Europe's gateway to the world – the port of Hamburg.

In the Hanseatic city, the packages were taken on board an ocean-going vessel bound for China.







Our fourth project concerns infrastructure in Romania. Work on the A1 motorway has been ongoing since 1967, and a second motorway is being built across the Carpathians to link up with the A1 in Bucharest. In order to expedite the extension of both motorways and further improve infrastructure in Eastern Europe, the initiative was included in the Pan-European transport corridors

programme and awarded special funding. Expansion is expected to be completed by 2023.

Universal Transport was entrusted with a major project for this construction initiative. Overall, the volume is for more than 400 oversize and heavy duty loads that are to be delivered to two construction sites over a period of 40 weeks. The transport goods are concrete girders for the construction of more than five motorway bridges on the two motorway sections. The client and shipper is one of the biggest contractors in the construction industry in Romania.

As part of the project, Universal Transport invested in further trailer units with the aim of enabling the company to deliver all bridge components to the construction sites on time. The smallest concrete girders were 35 metres in length and weighed more than 52 tons, while to the largest bridge components were more than 43 metres in length and weighed more than 82 tons.



The transhipments were executed not far from Sibiu. The first construction site is about 180 kilometres away and was supplied with more than 240 bridge components, while over 160 bridge components need to be transported to the second site, a good 250 kilometres away.

Our fifth project introduction highlights one of our long-term projects, which involves shipping just under 100 trams from Sweden to the Czech Republic and back. Specialist vehicles – semi flatbed trailers with rails – will be deployed for this purpose. The rails make all the difference for these trailers. Rail vehicles of any kind, such as trams, railway cars and locomotives, can be pulled onto the trailer using the vehicle's own hydraulic ramp systems with hydraulic cable winches.



These trailers enable Universal Transport to load and unload cargo completely independently and autonomously without crane or forklift truck assistance. Thanks to the investments into our fleet, moreover, it is possible to easily adjust to different track gauges such as the European narrow and standard gauges, the Russian wide

gauge and the Indian track gauge. The Universal Transport fleet is considered to be the biggest in Europe and is used by all well-known manufacturers the world over.

A case in point is this project, which began a few years ago and is executed by our office branches in Berlin and Prague. Trams are transported from Gothenburg to Ostrava for a general overhaul and then, after completion and acceptance

by the client, sent back to Gothenburg. By now, the transport process is essentially a shuttle service. In a first step, trams are shipped over land to Rostock, where the trucks drive the trams onto a ferry that travels to Sweden. Having arrived in Sweden, trams are taken directly to their depot. While planning such mega projects, it is vital to have our technical field staff check conditions along the route and at the destination in order to guarantee a smooth transport process.

Keep up to date with our latest news at [www.universal-transport.com](http://www.universal-transport.com)

Or get all the news about Universal Transport right in your inbox by registering for our monthly newsletter on our website.



### Did you know?

*Various studies have found that music can make people smarter. Researchers call it „the Mozart effect.“ It doesn't matter whether you listen to classical music or heavy metal; the important thing is that you enjoy it.*





## What do heavy-duty logistics and an orchestra have in common? Interview with the Universal Transport team

### **Dear Universal Transport team, what is behind the idea of an orchestra and the perfect composition?**

The team of Universal Transport supports its clients from the moment it accepts an order until the project has been successfully executed. One thing follows from another so that a rounded "composition" is created. Employees are vital, with all of them doing their utmost to provide clients with a service that is tailor-made to their individual needs. The fact that everything is interlinked and runs smoothly corresponds to the functioning of an orchestra. The end result is a perfect piece of music or – as in the case of Universal Transport – a shipment that is planned and executed down to the finest detail.

### **How can the image of an orchestra playing in unison be transposed into your own daily working routine?**

In most cases, a variety of transport carriers are required to perform heavy-duty transports. However, in this case Universal Transport also presents its clients an optimized, tailor-made solution for the shipment. To achieve this, partial processes are coordinated with each other and run smoothly during the actual transport. Ultimately, the means to manage the transport harmonize with each other in the same way as the individual instruments of an orchestra do.

### **Which services does every individual take on and can this be combined to make a unified whole?**

The team takes on every step involved in planning and executing the projects. Each team member is assigned the precise task that he or she is best able to manage. The team members go to great lengths in order to work out a successful "overall composition" for the client and to carry out the heavy-duty transport successfully. Ultimately, this resembles the concert performed by an orchestra.



## Geared towards practice! Universal Transport's continuing studies programme

As already reported on page 4, Universal Transport is very active in the training of skilled personnel. It introduces these measures at an early stage though collaboration with schools to prepare their pupils for their professional careers and make them familiar with the transport industry as Germany's third largest business sector.

We have taken our employee Teresa Gottbrath as an example to illustrate the training scheme at Universal Transport.

Teresa has been studying since April 2014. Bremen has now become her new home for two years and the German Foreign Trade & Logistics Academy, DAV for short, her daily port of call.



"The International Logistics Management degree course provides students with well-founded expertise, a good basis in business administration and a holistic way of thinking in process chains," says Deputy Director of Studies Dr Andre Kreie. The course puts special emphasis on the practical orientation of the course. In addition to a completed apprenticeship, at least one year's experience in the job is a prerequisite for enrolment. One of the characteristics of studies at DAV is that many lectures and seminars with a practical slant are given by experienced, skilled workers and managers from a variety of industries – some in English. "This helps students to gain direct insight and to learn from people with practical experience, which is a superb basis for the future," says Andre Kreie with conviction.

Thanks to its decades of tradition and the backing of its parent company BVL Campus, DAV succeeds in offering a broad range of seminars and studies, which always specialize in logistics. At the same time, Universal Transport can also look back on a certain tradition of working with DAV. This is because, almost since DAV came into being, Universal Transport has been sending its employees to Bremen so that on their return they will be able to use their sound expert knowledge, new developments and ideas to shape the company's future.

Consequently, March 2016 will not only witness Teresa Gottbrath's graduation but also the forthcoming plans: additional young, motivated employees are already in their starting blocks, ready to represent Universal Transport at DAV in the coming years.



*Did you know?*

*That nobody knows exactly where Wolfgang Amadeus Mozart is buried!*



## Are you happy with Universal Transport? We are keen to hear you our opinion!

Simply use the Universal Transport feedback questionnaire on our website and let us know anonymously what we can still improve? After all, we are constantly developing, and the results from the questionnaire will help us to improve our processes.

Just look for the link on the start screen of our homepage.

**Feedback**  
To The Feedback Form

We are always interested in further optimizing our performance. Your feedback helps us to become even better.

## Universal Transport trains clients and commercial drivers

In spring, our company trained a total of 110 commercial drivers within the framework of the Commercial Driver's Qualification Act (BKrFQG) with the help of an external consultant.

The aim of the BKrFQG is to improve traffic safety and environmental protection through additional qualifications. All commercial drivers are regularly obliged to provide proof that they have completed 35 hours of training compliant with BKrFQG.

In addition, this year Universal Transport again offered its clients a seminar in the proper securing of cargo. Topics such as shipper liability but also those relating to the discrepancies between theory and practice were among those discussed with our experienced seminar instructors and clients as part of a one-day event in June this year.



**Would you also be interested in a seminar on securing cargo, loading and unloading as well as managing oversize and heavy-duty transports?** If so, simply get in touch with us! We will be glad to assist you.

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