

heavy NEWS

Universal Transport's magazine



Eventful times require eventful solutions

Markets, traffic flows, even entire industries are changing and demanding maximum flexibility for companies. The most crucial factor remains the digitization. However, the revolution along the chain of supply can only be achieved with qualified employees. Even in the future, haulage companies will still need people to be successful in its sector.

The topic of climate protection has seen a great leap forward in the past year. But although wind power is expected to play a key role in its implementation, lower funding, distance regulations and constant protests have reduced the gross increase in onshore wind energy to its lowest level since the EEG was introduced in 2000.

Fortunately for us, we are at home in many industries. Concrete and rail transports as well as international project logistics provided us with a steady growth in 2019. At the same time, we were able to increase multimodal transports in the spirit of sustainability.

A good summary for us, which we would like to give back to other people. In the past year, we have made social commitments again, for example in the "Lichtblicke" campaign in North Rhine-Westphalia or with our convoy to the Ukraine where we delivered Christmas presents to the less fortunate.

More topics from our company can be found in this issue of our annual newspaper. I hope you find this read pleasant and interesting at the same time.

Your
Holger Dechant



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Security partner of the BMVI

Universal Transport gets involved in the „Turn-off Assistant campaign“



The Paderborn-based heavy goods specialist Universal Transport is the official security partner of the Federal Ministry of Transport (BMVI). As part of the „Turn-off campaign“, the company committed to equip new vehicles in its fleet with the technical assistance system before the mandatory EU launch date. On the 17th of July, Federal Transport Minister Andreas Scheuer presented the certificate as a security partner to Holger Dechant in Berlin.

„Safety in road traffic and especially the topic ‚blind spot‘ is a big concern for us every day as a heavy goods logistics specialists. We are already very active here and equip our fleet with the most modern safety systems,“ says Holger Dechant. „In the event of an accident, there are always at least two victims, regardless of the actual question of guilt. The professional driver does not want to get into this situation either. We support the ‚campaign Turn-off Assistant‘ of the Ministry of Transport and therefore underline our commitment to avoid turning accidents due to the ‚blind spot‘.“

In the future, as a new safety partner, Universal Transport will only select new vehicles equipped with an additional turn assistant. The fleet is not only

used in Germany, but also in cross-border traffic and at the group's international locations, including the Czech Republic, Poland, Romania and Egypt. „Wherever we travel with our fleet, we will equip our new vehicles with turn-off assistants. Because the ‚blind spot‘ is everywhere,“ says Holger Dechant.

In addition, the Paderborn-based company repeatedly explains in schools and primary schools in the region around Paderborn, as well as throughout Germany and even abroad, the dangers of road traffic lurking due to the limited visibility of professional drivers – and not only in theory. For the practical part of the demonstrations, Universal Transport brings one of its heavy-duty trucks. The children can then find out for themselves in which area they cannot see people despite the large exterior mirrors.

„With this we can show the dangers but also the right behaviour in road traffic. Coupled with the assistance systems used in the future, many accidents can be avoided in the first place,“ says Holger Dechant.

With „Aktion Lichtblicke“ into the drivers cabin

It is a long day, but this is what she wanted: be part of a heavy load transport. A dream came true for the winner of the campaign Lichtblicke, for which Universal Transport exclusively offered such an opportunity for auction at Christmas time.

At the beginning of the year it is all official: The lucky winner will be able to experience the heavy transport of a reconditioned tram from Duisburg to Aachen from close distance. When everyone meets in Duisburg on a January morning, Frauke Wingerath explains her reasons why she had taken part in this auction. Her answer is quite simple, a friend works in a forwarding business, she says, and she has always been keen to find out more about this kind of work, and now she is here to be a part in it.

First, a safety briefing is on the program in Duisburg - including fitting the safety shoes and the safety vest. Then Ms. Wingerath can start asking the driver all her questions. He explains what will happen to the "Team Lichtblicke" in the next few hours step by step. In the afternoon, Ms. Wingerath then has the chance at Universal Transports headquarter in Paderborn to ask her questions after a detailed tour of the premises and will learn what is important for a good transport - from the logistics to the permit process to the choice of the right technology.

After dinner in the Roadhouse, they are making their way back to Duisburg around 18.30. When looking at the truck and escort vehicles the adrenaline level visible increases by now. Once the police arrive, there are a few final adjustments before the transport can start at 22:00 o'clock. Ms. Wingerath sits in the driver's cab - at first speechless. After some time, she's showing her excitement and enjoys the 3 and half hour's journey.

The heavy transport runs as planned and all hurdles are mastered. At 01:30 clock everything is done finally. An indescribable feeling, says Ms. Wingerath beaming with joy, the experience has been worthwhile. Before she makes her way back to Duisburg, she thanks everyone involved and says a big dream came true tonight.



More space in Paderborn



Universal Transport has expanded the area at its headquarters in Paderborn. In order to meet the changing conditions for customers and orders better, a total of 8 hectares will be available in the future. This is about the size of eleven football fields. „By expanding our headquarters based on needs, we can optimize operations and services in the in-

terests of our customers even further,” says Holger Dechant, Managing Director of Universal Transport. The company was founded in 1953 in Paderborn and has 15 branches in Germany, the Czech Republic, Poland, Romania, Russia, Turkey, Egypt and Malaysia by now.



Working together - celebrating together

Good communication with each other - even across departmental boundaries - is very important at Universal Transport. After all, many employees and different departments are involved in the implementation of projects.

And it is essential for the motivation and working atmosphere to promote the team spirit in the company. That's why Universal Transport has been offering „Die letzte Bratwurst vor der Autobahn“ for the past year. On a regular basis, always Fridays from 4 pm, colleagues get together in Paderborn and meet for some grilled sausages. Whether drivers or the logistics department, the accountants, the billing or IT Department, whether works council or management: The main focus here is to laugh, talk and have a good time together.

As the name says there is always some sausages ready to eat and non-alcoholic refreshments are provided as well of course.

This great get together was founded by our chairman of the works council last year. „With these regular barbecues, we wanted to build on cross-departmental communication and promote a good working atmosphere and I think we succeeded in both. The common Friday afternoons are very popular with our team. Sometimes the participants even bring homemade burgers for everyone. „says Frank Rakowski, works council chairman at Universal Transport.



Big results with the right training

Good junior employees are most sought after in the labour market. To win over the best in the long term, the heavy-duty expert Universal Transport is constantly developing attractive offers in the field of education and training. Since autumn 2019, young academics can benefit from a very special study concept. After four years, the dual students will have gained two degrees in addition to a lot of practical experience.

Universal Transport and the University of Applied Sciences of Economics (FHDW) in Paderborn offer a dual bachelor's degree programme in the fields of International Business (B.A.) and Business Administration (B.A.) combined with an IHK apprenticeship as a businesswoman/businessman for forwarding and logistics services. The offer is aimed at young people who initially only wanted to study or start an apprenticeship.

This combination of academic degree and in-company training combines theory and practice in a meaningful way and prepares students broadly for professional life. The first year begins with a three-month practical phase in the haulage company, followed by a theoretical phase in the vocational school. After a second practical phase, the study part begins – with another office based, practical part after each semester. The final exams are scheduled for the sixth semester.



„A purely theoretical training usually does not deal with the specific requirements of a specialist company. We want to overcome this problem with the combined offer. Dual students receive their own projects and responsibilities at an early stage. They handle national and international transports from application to customs clearance. This way they learn to work as a team and to cope with complex tasks. Most people are initially unaware that the transport



of heavy goods is one of the most demanding and planning-intensive services in the logistics industry,” says Holger Dechant, Managing Director of Universal Transport, adding: „We have had positive experiences with dual courses of study throughout.” For several years now, FHDW students have been given an insight into the entire range of services offered by the heavy-duty specialist in the dual bachelor's degree programmes „Business Administration” and „International Business”. Currently, five trainees are employed by Universal Transport in higher semesters.

Another part of the dual study programmes is a practical phase in one of the company's international branches or an optional semester abroad. Holger Dechant is sure that this will also benefit Universal Transport. „Our goal is to keep our junior staff after successful completion. Therefore, we support them and enable them to gain international competence at an early stage and to expand their personal network,” he says. Both during the trainee period and later, Universal Transport employees can expand these career-enhancing foreign experience.

In addition, a part-time study programme is possible, currently two other employees are taking Universal Transport up on this offer. Universal Transport creates the necessary freedom for this and, as with the dual courses of study, pays tuition, training and examination fees.

Universal Transport, as a recognised training organisation, also has some interesting training opportunities to offer, for example as a professional driver, a job that is extremely demanding and varied, especially in the heavy-duty sector.

„Every company gets the employees it deserves. As an employer, we have a responsibility to enable our employees to develop individually. Satisfied and committed employees are the best advertisement for a company,” says Dechant.



Following a long-lasting tradition

Universal Transport brings Berlin's most famous Christmas tree

We are finally ready for Christmas. Since the end of November, Berlin's most famous Christmas tree has been where it belongs: in the middle of the "Pariser Platz" by the Brandenburg Gate. Again, Universal Transport made sure it was delivered on time this year.

On Monday the 25th of November, the truck reached its destination in the heart of the capital with the 17.5-metre-high and 4.5-ton grand fir or „Abies Grandis“ from the Thuringian Forest. The heavy-duty specialists had taken about four hours to complete the 300-kilometre-long route from the Thuringian Birkenhügel, a district of the municipality of Rosenthal on the Rennsteig. The 50-year-old privately owned tree was cut and professionally secured on the low-loader two days earlier.

„In order for the giant tree to shine in its whole glory, its branches are carefully wrapped by the specialists of our partner ‚Tannen-Wulf‘, this also protects the tree from any weather-related damages. As this is very time consuming, the tree was loaded on Saturday,“ explains Lars Radzik, technical consultant at Universal Transport.

For several years he has been responsible for transporting imposing Christmas trees for various Christmas markets in Thuringia as well as for transporting the capital's most famous Christmas tree. Radzik

says: „Like every year I am proud to be responsible for starting the Christmas season by transporting the landmark of Christmas to this historic and well-known place at the Brandenburg Gate.“



It's not worth copying



From school days, we know that copying someone's work isn't worth it. Even if we weren't caught, we didn't learn anything that way. And in the worst case, the person next to you didn't know any better either, so we both ended up giving the wrong answers.

At Universal Transport, you can now avoid the copying process – at least when entering the orders, with us you can do this digital as well. Our in-house IT department has developed a solution that enables our customers to digitally transfer orders from their system to our „heavyNet“. This not only reduces the time required for the manual transmission of data, but also reduces possible sources of errors.

Did you know the process of entering orders? During the currently common order entry, the data is transferred twice: First, you drag the parameters for the order from your system. You copy the relevant information, create a PDF from it and send it to us. Our employees, on the other hand, must „digitalize“ this document and transfer the data to our „heavyNet“. Do you want to do this faster and easier whilst avoiding the unintended human risk factor? Nothing is easier than that from now! Our specially developed software can digitally import data from our customer systems even without a direct interface. To do this, download the relevant information about the transport into a so-called „csv“ file or an Excel list

– most common systems have this export function – and send it to us via e-mail. Our „heavyNet“ reads the data, captures all parameters and processes the job digitally.

To make it easy for you to use from the start, our IT experts will be happy to help and assist you with your first electronic transmissions. For example, you can perform a simple export from your system first, which we will check on our side to make sure it's feasible. Alternatively, we will be happy to provide you with an Excel list as a template .

Our software not only facilitates order entry but is also an effective real-time tracking tool. This is particularly interesting and important for international transports and long-distance orders. With the „heavyNet“ app, you always know where your shipment is currently located and when it will arrive at its destination. To do this, you only need to enter your own reference number in the app. Whether one or more transports at the same time: USING GPS, the information is up to date all day and night.

With our digital solutions, we contribute to simplifying processes, increasing transparency, more predictability and risk reduction along the supply chain.

Would you like to give it a go? Then get in touch with us on sales@universal-transport.com and we will get back to you.

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Driving backwards?

Universal Transport makes it possible!

Nothing is impossible with Universal Transport. The handling of heavy goods is one of the most demanding services which also requires intensive planning in the logistics sector. Yet again, our Bamberg branch proved this in August.



In two consecutive nights, a total of 12 transports, each with a length of 52 metres and a total weight of approx. 130 tonnes per transport, were carried out for a customer in Eichenzell in the Fulda district. The cargo was concrete beams, more precisely prefabricated beams, which are usually made of reinforced concrete and are needed for the construction of a hall in the surrounding area.

For the implementation of the mission, six long load combinations with Dolly were used every night. Six BF4s and three BF3 escort vehicles were used to accompany the transport. The tricky bit was the exit: the trucks could only leave the factory premises backwards and had to drive like this to the junction of the A66 in order to be able to turn on the driveway to the motorway. From here the transport could continue as normal.

„Good preparation, the right equipment and, of course, teamwork are a must for every transport. Our team in Bamberg did a great job here,“ says Karsten Hillebrand, branch manager Universal Transport Bamberg.



Major project from a single source

In Johor Bahru, Malaysia, 350 kilometres south of the capital Kuala Lumpur, a modern glass wool plant is being built, which „Knauf Insulation“ will use to supply the Asia-Pacific region with insulation materials in the future. Our partner Züst & Bachmeier is also involved in the timely completion of the factory. The project and plant logistics specialist take over the complete transport for more than 400 containers and conventional cargo such as large-volume furnace zones with dimensions of up to 4.10 meters in height and 5 meters in width. Züst & Bachmeier is responsible for collecting the cargo from manufacturers in eight different countries, including India, China and the USA, for sea transportation and for the last bit of the transport to the construction site. In addition to the organization and coordination of the actual transport, the project logistics company is also responsible for keeping to deadlines, which is carried out in close coordination with the project management as well as the construction management on site. In addition, the company is responsible for all export documentation, port handling and customs clearance in Malaysia. Both Germany based branches in Nuremberg and Düsseldorf as well as ZBP's colleagues in Malaysia are involved in this. At the end of November, Shankar Govindan from ZBP Malaysia, Joachim Bisch from Züst & Bachmeier and Universal Transport Managing Director Holger Dechant were on site to get an idea of the current

state of the project and the process chains. „The employees in Malaysia are of particular importance for project management on the ground,“ emphasizes Holger Dechant. „The preparation and discussions for import customs clearance were particularly complex and had to be precise.“ The project, which started in summer 2019, will run until April next year. Production at the glass wool plant is scheduled to start in May 2020



On the roads with heavy loads ...



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Tanks for the rock of Gibraltar

The British overseas territory Gibraltar has its own government. With only a few exceptions, it takes care of all the tasks which are also the responsibility of other European leaders. This includes securing the energy supply in the area at the southern end of the Iberian Peninsula. As part of the construction of a new energy center, a tank farm will be built, which will no longer be supplied with heating oil but with liquefied petroleum gas (LPG).

After two years of preparation, Universal Transport took on a project transport from the Czech Republic to the Rock of Gibraltar - also called the Monkey Rock, because only in Gibraltar on the European continent do monkeys appear to be living freely. In two tranches at the end of the year, the five LPG tanks were shipped from the factory in Děčín towards the straits at the southwestern end of Europe. In Hamburg the containers weighing almost 250

tons, were transhipped by Universal Transport from the barge to the seagoing vessel. The heavy cargo expert, who already supported the production logistics with transports, also organized the final meters of the tanks, measuring 50.25 x 5.82 x 6.02 meters, at the destination with the help of self-propelled modular transporters (SPMT).



Universal Transport delivers pipes to Abukir

Cairo Airport: The Antonov AN-124-100 lands in the Egyptian capital on a warm summer night in August. As one of the largest cargo aircraft in the world, it is particularly suitable for heavy loads. This time, the giant plane delivered pipes for an oil company in Abukir with a total weight of 57 tons.

Universal Transport's experts are already waiting on the runway with two special vehicles to load the cargo. Directly from the aircraft cargo space, the 15-metre-long, 2.16-metre-wide and 0.66-metre-high pipes are placed on the extendable semi-trailers and semi-low loaders. From here, they take the cargo on the road to the port city of Abukir, which

is located on a promontory on the Mediterranean Sea northeast of Alexandria, around 270 kilometres from Cairo airport.

It only took Universal Transport two days in advance to plan and manage this transport. „We can only deal with transports at short notice like this, because we have local branches. Thanks to the local knowledge and language skills, our colleagues can carry out all important planning in a timely manner. This is how we handle it not only in Egypt, but also in other countries such as Turkey, Germany, Russia, Poland or the Czech Republic,“ says Holger Dechant, Managing Director of Universal Transport.



500-ton transport with free-floating turbine



The planning and preparations for this unique transport lasted more than a year: In November 2018, Universal Transport Czech Republic could finally take a turbine from the manufacturer in Pilsen to the port of Lovosice, from where it was transported by barge to Hamburg and finally from there to its recipient, a power plant in West African Nigeria.

The transport on the roads required the full expertise of our experts. The first part of the journey presented the UT team Ostrava already with several challenges. First, in Pilsen, a solution had to be found to take the large cargo to the trolleybus system. Not an easy task, but the colleagues decided on a special technique: The turbine was mounted free-floating in a kind of cage between two Goldhofer modular vehicles. So, the transported turbine came to a maximum height of 5.75 meters and was therefore low enough to pass through the contact wires. In terms of length and weight, however, it reached 72 meters and 500 tons, including the trucks.

These figures show that heavy goods logistics require expertise as much as creativity. Only with a free-floating suspension it was even possible to implement the transport of the turbine. Due to the enormous length, the turbine had to be reloaded out of the cage onto a 20-axle trailer on the outskirts of

Pilsen. The journey then continued with dimensions of 40 meters in length, 6.30 meters in width, 6.60 meters in height and a total weight of just 341 tons by then.

This process reminded of a well-rehearsed orchestra. Many interested people were able to get an idea of this, who followed the transport live on site or listened/watched in the radio and television.



Not just on the side-lines – exhibition dates 2019 / 2020

Trade fairs and exhibitions gives the Universal Transport Group a possibility to talk to customers, partners and interested parties about their specialized services. With its own stand, the team regularly presents itself at industry events.

Of course, Universal Transport was yet again represented at the "transport logistic" in 2019. Every 2 years the world's leading trade fair for logistics, mobility, IT and supply chain management takes place in Munich.

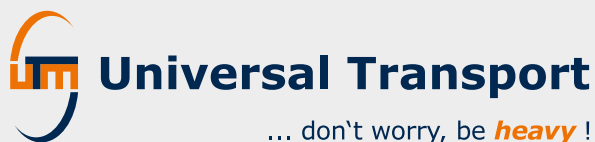
The "Breakbulk Europe" is also an obligatory date that the Group's companies meet annually, including 2019 and 2020. Probably the most important international trade fair for the project and heavy goods industry had moved from Antwerp, Belgium, to Bremen in 2018.

Not far away, in the Hanseatic city of Hamburg, the WindEnergy exhibition is held every two years; In 2020, once again Universal Transport will be a major service provider for the onshore and offshore wind industry.



This year is also a premiere for Universal Transport with the first participation in the International ADAC Truck Grand Prix at the Nürburgring. The combination of truck exhibition, parades and a unique atmosphere alongside the traditional route is ideal for presenting yourself to a large audience and maybe even inspiring new employees for our company.





Universal Transport conducts heavy transports and ready to use heavy cargo transport projects on land, at sea and in the air for customers in sectors such as construction, wind power, rail, industry and similar - and all this worldwide!



You are important to us!

„We reap what we sow“, we can apply this old saying to anything whether it is in work or general life. It also applies to building and maintaining good relationships with customers. Unfortunately, the contact with you in between transport planning and handling is often not enough for all of us.

Therefore, we want to change this and need your help. That's why we would like to hear from you: Are there any improvements or developments that you would like us to make? What can we do better to make your day-to-day process easier?

Let's grow your ideas together as a team. We are looking forward to your suggestions for improvement, constructive criticism and ideas. Contact us directly at our Paderborn Headquarter or your known contact person.



The latest exhibitions dates and more information you can find online in the Heavy News section



Imprint

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 Responsible for contents as defined by the press law: Teresa Nagel
 Layout and Design: G3 Werbung, Paderborn
 Print: Druckerei Lindhauer
 Photography: Universal Transport
 External images: Adobe Stock

All information contained in this publication has been researched and verified carefully. However, if errors should occur, the publisher cannot assume any liability. The publication / retransmission is only permitted if Universal Transport GmbH & Co KG has authorized the request.

Congratulations to the jubilees!

10 years

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