

# Convoion

A GLOBAL PLAYER FACILITATING CHANGE

NEW ACTIVITIES, NEW MARKETS;  
SYNERGY AT ITS BEST

Relocations and Electrical & Automation: synergy both ways

NR.1

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## COLOPHON

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## COLUMN LEON SPRONKEN

Dear Reader,

With pleasure we herewith present our new magazine Convoi On. The world is changing fast and Convoi adapts continuously to the changing business environment. In order to keep you informed about our business portfolio this magazine shows a few of the many projects Convoi executed worldwide lately.

Main focus is on turnkey relocation projects in a wide spectrum of businesses e.g. laboratories, highly delicate equipment such as medical systems, cleanroom systems and complete presslines in the automotive sector. One of the key success factors is the project preparation, not only resource planning (manpower, equipment, materials, etc) but also Quality, Safety, Health, Environment (QSHE) aspects have become equally important.

In this respect Convoi successfully managed to get a European accreditation for ISO 9001/14000, SCC and VCA Petrochemie. With regards to environmental issues Convoi reduces the CO2 output considerably by applying new techniques, energy efficient cars, vans, trucks and cranes and also by gradually replacing the forklift park with electric forklift trucks.

I hope you enjoy reading our magazine.

*Leon Spronken*



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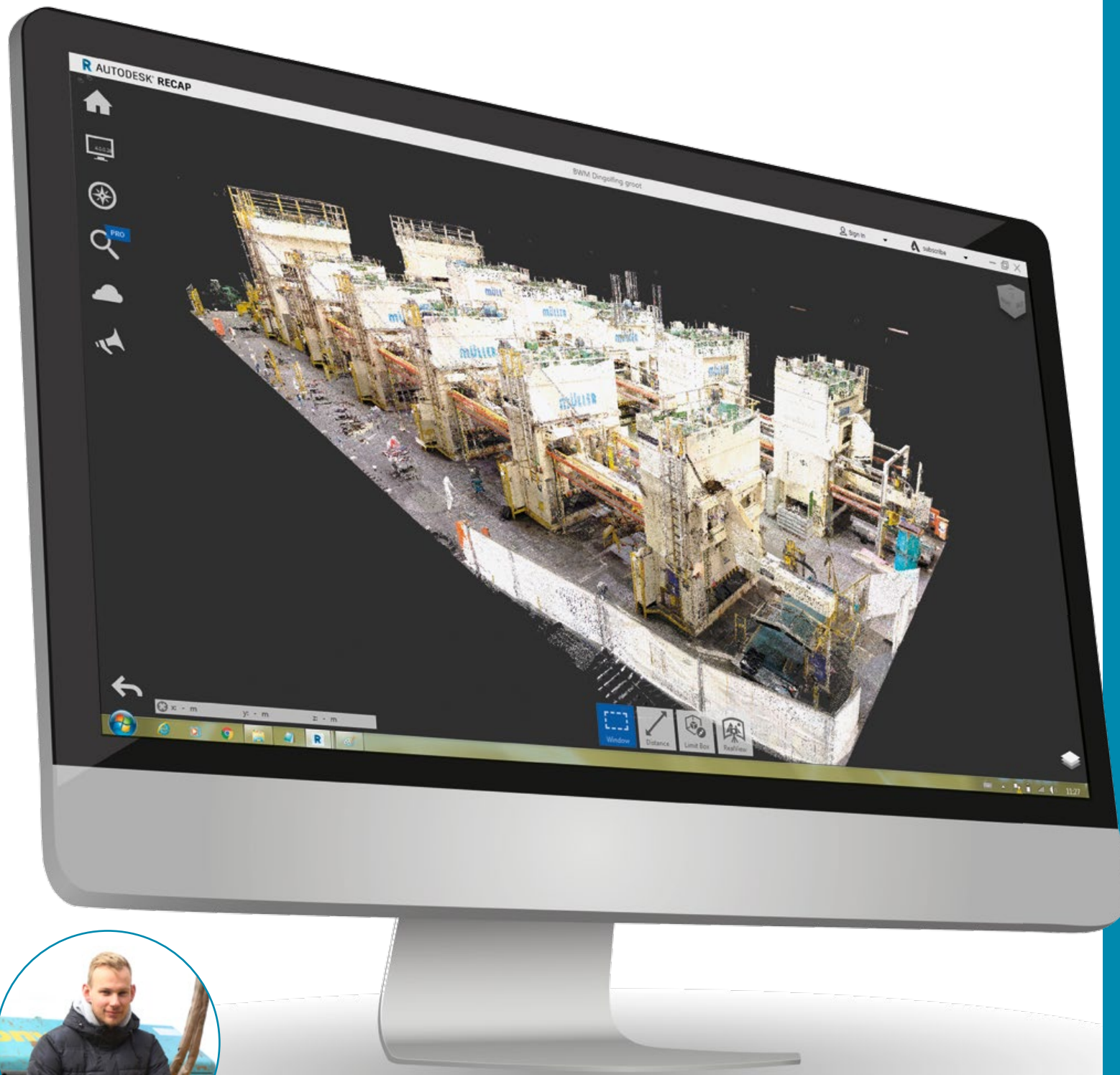
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- a Schneider Electric company



# 3D SCANNING

*a new dimension in measuring*



By Maykel Boessen

Convoi has embraced a new technique: 3D scanning.

This innovative way of measuring is going to play a continuously bigger role in this profession.

What exactly is 3D laser scanning? Using this technique, you make a digitised model of an object, for example a building or machine. The 3D scanner consists of two main components: the laser and a camera. The laser registers millions of points in a 360 degree arc along its horizontal and vertical axis, thus creating a point cloud. Subsequently, using the pictures that the camera makes, each point is given a colour. This ensures the creation of a colourfast image. These data can then be processed in different CAD programs.

After extensive preliminary investigation, Convoi opted for a 3D scanner of the Faro brand. Faro is active all over the globe in the market of 3D measuring technology and by that also in 3D laser scanning.

The reason for us favouring Faro over other brands like Leica, has to do with the user friendliness and relatively fast data processing of this scanner.

Our scanner, the Focus 3D X130, is a small, compact scanner with a weight of just 5 kilogrammes. At the moment, this is the smallest and lightest scanner on the market. Therefore, it is ideal to bring along to the work field. On top of that, this handy model allows for scanning in hard to reach places as well.

The scanner has a range from 0,6 to 130 metres with an accuracy up to approximately 2 millimetres. The built-in laser corresponds to class 1. This means that the laser is eye-safe under all circumstances. The scanner is able to register 976,000 points per second and has a 70 megapixel camera that creates crystal clear images.

Currently, we are still in the process of determining where the 3D scanner can be of a highest possible added value for us. We have already employed the scanner on multiple occasions in order to gain a better understanding of the possibilities of the device. An example of this is during the work activities related to the high voltage switch station of grid operator Enexis (see figure). Besides for accurate measuring, one can think of other uses,

such as the extensive documentation for a client, a tool for checking during one-on-one transfer, or the simulation of future work situations for optimal preparation and training.

The possibilities are very diverse and extensive. In the future, we will increasingly often encounter this technique. For Convoi, it is not just an extra service for our clients, but also a way of improving the quality of our services.



Figure 1: Faro focus 3D laser scanner



Figure 2: Example of a scan of a high voltage switch station



# Convoi Electrical & Automation THE FIRST YEAR IN THE CONVOI FAMILY

THE YOUNGEST CONVOI OFFSPRING, ELECTRICAL & AUTOMATION, MANAGED TO STAND ON ITS OWN TWO FEET SURPRISINGLY QUICKLY AFTER THIS BUSINESS UNIT WAS TAKEN OVER FROM IMTECH. CONVOI E&A ALSO ALREADY FRATERNALLY WORKS TOGETHER WITH CONVOI RELOCATIONS.

Imtech Industrial Services Zuidoost was taken over by Convoi after Imtech's bankruptcy on September 8th, 2015, and this gave birth to a new business division: Convoi Electrical & Automation.

In its first year E&A's focus was primarily on starting up all activities again. The period of bankruptcy and the starting up of the new organisation brought a fair amount of challenges along, such as:

- Job security for personnel after a long period of uncertainty
- Retention of clients
- Profitability
- Setting up operational systems, such as project checks, purchase, calculation etc.
- Taking a decision with regards to panel construction
- Setting up a new sales system, acquiring new clients

A second point of focus was the synergy with Convoi Relocations.

## RELAUNCH OF CONVOI E&A

With the takeover by Convoi the employment of eighty staff members has been retained. More than that, now, after a year's time, once again more than one hundred employees work at Convoi E&A. Convoi E&A managed to keep all its clients, although a part of the potential contracts was given to competitors in the first period after the bankruptcy because of a too long period of uncertainty for our clients. Apart from the assurance that Convoi gave our clients with regards to the continuity of the company, it turned out that the trust in our staff members was paramount in keeping our client base. Important is also that, in spite of the fact that the financial processing of various projects led to some losses, Convoi E&A was profitable directly from the start and that way positively contributes to Convoi's results. Setting up the operational systems, such as Metacom and Acto, was an arduous job. It took a lot of effort, but in the end we managed to stay up and running without too much problems. In the coming period, these systems will be further improved.



*“THE CO-OPERATION WITH CONVOI RELOCATIONS HAS OPENED NEW MARKETS AS WELL.”*

*Nic Bos*



Swiftly, the decision was made that building panel assembly ourselves, as used to be done at Imtech, was an absolute necessity to be able to deliver an integral services package to our clients. On May 1st, 2016, Convoi E&A started its own panel assembly at Maastricht Airport. Convoi E&A has succeeded in not only retaining its existing client base, but also in acquiring new clients, such as Sappi Lanaken and Saint Gobain in Herzogenrath. The co-operation with Convoi Relocations has opened new markets as well. It did not only bring us new clients, but also opened up extra possibilities for existing clients, like Sekisui (transfer of a production line from Wales to Roermond) and Enexis (Maastricht-Wittevrouwenveld). The year 2017 will mainly revolve around the further strengthening of our organisation in the fields of knowledge and skills, especially

there, where we wish to set ourselves apart from our competitors. We want to expand Convoi E&A's services to other Convoi Relocation regions (like Eindhoven & Utrecht and Slovakia) to

## SYNERGY WITH CONVOI RELOCATIONS

In the first year it turned out not only that Convoi E&A can be of added value for Convoi Relocations, but also that the opposite is the case as well. The expertise of Relocations has proven to be of great importance in the aforementioned – and other – projects of Convoi E&A. However, the possibilities to execute joint projects are significantly bigger. The distinctive capability lies not in the primary moving activities like the laying and connecting of cables and cable trays. It is the activities in which the main focus is on

performing the activities as efficiently and cheaply possible. In this, Convoi Relocations excels, meaning Convoi E&A is only of limited additional value here. The expertise of Convoi E&A can be much better deployed during the preparatory phase. That means the exact defining and determining of the technical execution of the installation that is to be transferred (electro technical infrastructure, automation and driver installation etc.)

and the putting into service and – whenever necessary - adjusting of this installation on its new location. Before offering this service to the client a good mutual understanding is

required. On one hand understanding of the client's demands, on the other hand the understanding of the abilities of Convoi Electrical & Automation. In the upcoming year,

initiatives will be taken so that we can employ the synergy between Convoi Relocations and Convoi E&A even better.

By Nic Bos



**THE ELECTRICAL & AUTOMATION ENGINEERS**



# THE ELECTRICAL & AUTOMATION ENGINEERS

## *in action...*

### CONVOI E&A IS WORKING VERY HARD TO CONTINUE AND INCREASE ITS SUCCESS. A CONCISE OVERVIEW OF THE ACTIVITIES.

#### Placing a new production line / oven in glass factory Saint Gobain, Herzogenrath.

In co-operation with Rodeland GmbH a whole new production line/oven has been placed for the manufacturing of windows for the automotive industry at the final client Saint Gobain in Herzogenrath. The project concerned an integral co-operation between Convoi E&A and Industrial Relocations. The complete production line was installed and commissioned within a time frame of about 8 weeks.

#### Enexis transport, replacing a 50 kV installation at station Limmel, Maastricht.

Our men from "energy technology" are working on a project in co-operation with Enexis at the switch station

Limmel in Maastricht. A complex project, because the new installation is being built directly underneath live high-voltage lines (50.000 Volts). Here, Convoi performs the total construction of the new station, including supplying specifically required equipment and switch panels.

At the moment, Convoi Industrial Relocations has scanned the entire installation using its own 3D scan / modelling equipment, which ensures optimal preparation.

#### Panel Assembly Convoi Electrical & Automation.

Since May 2016, Convoi E&A has a central panel assembly, specialised in power distributors (up to 4000 Ampere), control panels and panels for managing of a wide range of installations. The department can perform all necessary tests, in accordance with current international criteria.

#### New storage and transhipment for Vitelia in Wanssum.

Vitelia is a manufacturer of different types of animal feed. The company is building a new storage and transhipment for resources for its factories. This makes it possible for large quantities of resources to be delivered over water. As a result of this, Vitelia ensures a greater flexibility and a lower cost price. Apart from that, it is better for the environment, since transport by road is reduced.

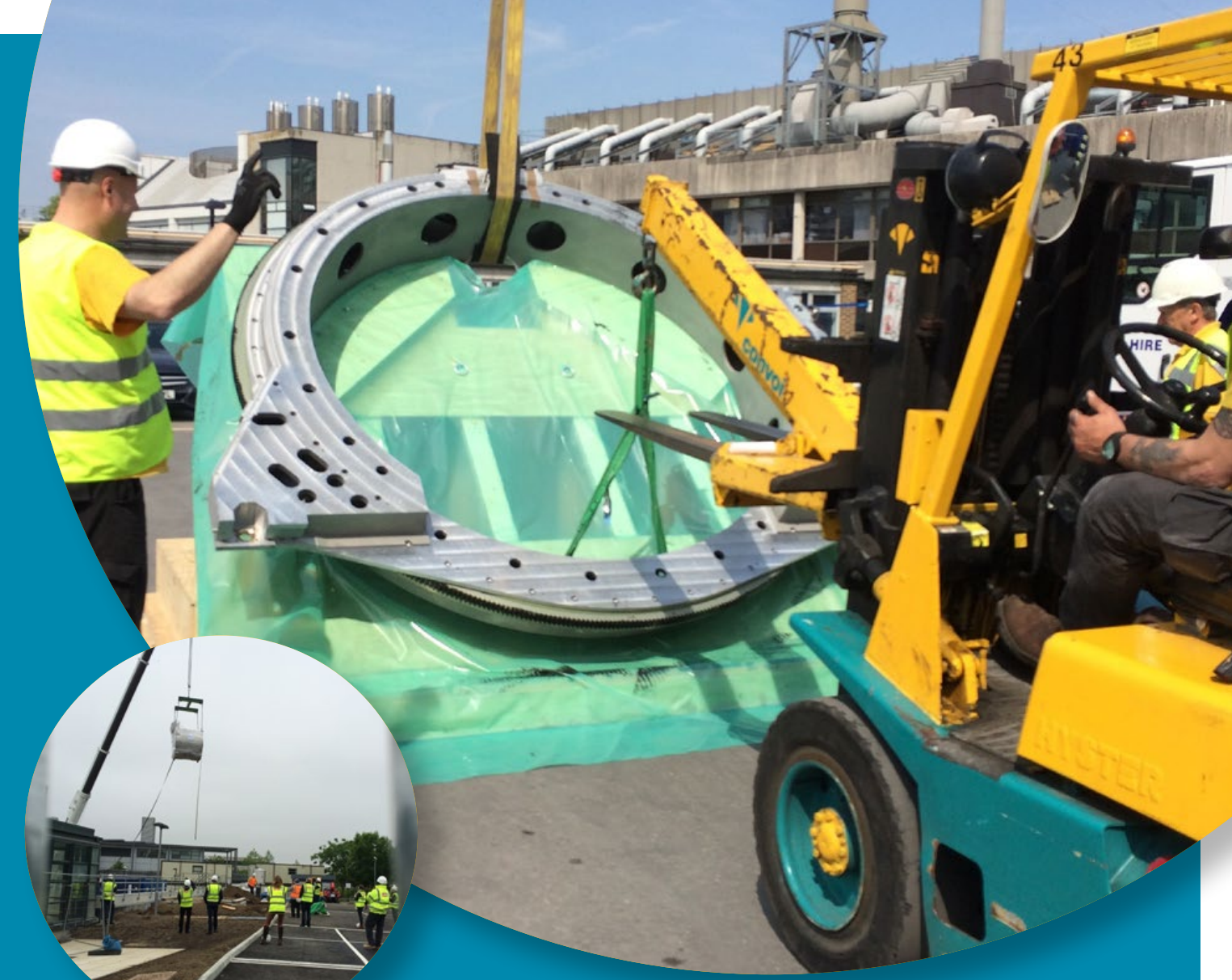
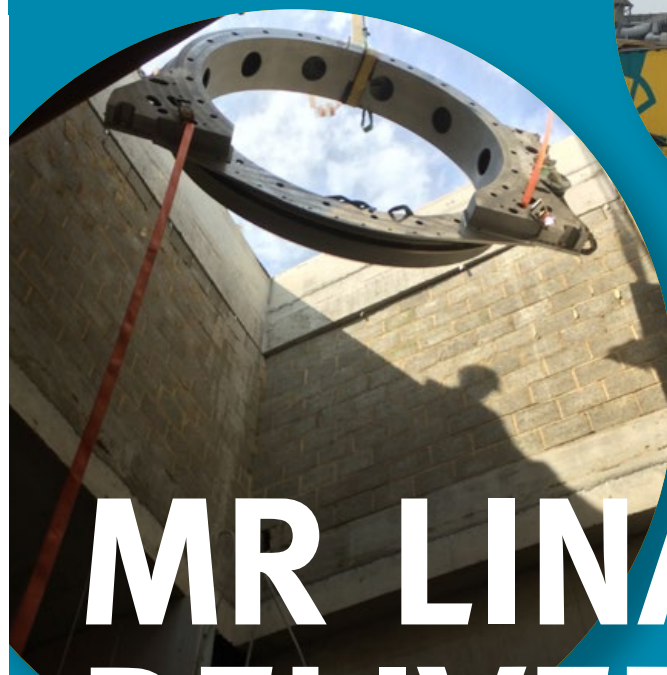
Convoi E&A builds the complete electrical installation, from doorbell to the full automation of the process. From basic design for hardware and software up to the functional commissioning.



By Roy Bovens







# MR LINAC DELIVERY TO ROYAL MARSDEN

**In 2015 Convoi were contracted by Elekta for the delivery and rigging of a new state-of-the-art radiotherapy machine, the MR Linac to The Netherlands Cancer Institute, Amsterdam and The Royal Marsden Hospital in Sutton. Delivery of both systems was planned for 2016.**

The installation in the UK was the first of its kind. Delivery preparation began in December 2015. A giant hole, large enough to fit 24 double decker buses, had been excavated at The Royal Marsden in Sutton to accommodate the state of the art system.

In order to meet the requirements of both our customer and the Hospital, whilst establishing a safe and efficient method of delivery, there were a number of site visits and pre-delivery meetings with great attention paid to the finer details of each delivery. The project was planned to be executed over a minimum of 7 phases, each phase bringing another section of the system to site and making sure it was safely transported and delivered to the final destination.

The large items were delivered into the bunker by crane via a purpose built skylight; all other items that could be delivered on wheels were delivered via an alternative entrance over 200 meters from the final destination (the entire route had to be protected during each phase of the delivery).

There were a number of challenges that required careful consideration and attention to detail. The crane was to be situated directly over the theaters therefore exact outrigger loading and crane positioning was

crucial; the skylight which was designed to allow delivery of the larger equipment did not provide the necessary space for the lifting frame of the static ring; the internal delivery route had height restrictions which prevented some of the items being transported along that particular route. In addition to these issues, we were only able to deliver each phase on Saturdays due to restrictions on working times imposed by local residents and the Hospital.

The lifting drawings were revised numerous times to add extra layers of detail in order to show the exact lifts of each and every item that had to be hoisted. Once all parties were satisfied that we had covered as much as possible in our RAMS and lifting plans we were eventually set to work. Through the dedication

and enthusiasm of a great team of men from both the Netherlands and the UK, each phase was carried out in a highly professional manner, not only meeting the customers expectations but exceeding them due to the ability to adapt quickly to changing circumstances.

The project began with the first phase in May 2016 and the final phase (9) was delivered in October 2016.



By Steven Dennison



# Convoi invests in *the future*

NEW TIMES DEMAND NEW INVESTMENTS.  
AT ALL LEVELS - EQUIPMENT, CLOTHING AND STORAGE - CONVOI IS FUTURE PROOF AGAIN.



By Roy Urlings



## EQUIPMENT

Industrial relocations increasingly often call for specific equipment in order to execute projects. In order to be able to be of service to our customers in the future, Convoi has invested in various equipment units, such as:

- A Yale 7t space saver forklift (2 units)
- A Greiner lift system 62ot XL
- A Grove crane 100 tonnes (2 units)
- A Manitou telescopic handler MRT 2150 (2 units)
- A Manitou telescopic handler MT 1840 (1 unit)

Spacesaver forklifts are forklifts with a short rear side, which makes them much more manoeuvrable. It often happens that on project locations only minimal room is free for manoeuvring, while still a heavy weighing unit needs to be moved or installed.

An additional reason is that 7 tonnes Spacesaver forklifts are hard to find if you need to rent it, which is why Convoi decided to add these machines to its own fleet.

Another, more special, investment is the new lift system of the Greiner brand. Increasingly the need to call upon the maximum capacities of the current lift systems is seen. In order to have more hoisting capacity from now on, Convoi invested in a unique 620 tonnes XL lift system.

The new system is comparable to the 620 tonnes system that Convoi already owns, but the XL has a bigger cylinder in the props, as a result of which a higher hoisting height and capacity can be achieved. To draw a comparison: the old system has a capacity of 75 tonnes per prop at a height of 10,877 mm. The new system has a capacity of 75 tonnes per prop at a height of 12,345 mm. A significant difference that makes it possible for Convoi to accept even more

complex lifting contracts in the future. There is one drawback to the new system. Because of the bigger cylinder, the lift system is taller than the old system. As a result of this, it cannot be transported on a normal trailer or semitrailer (h = 900 mm), but it needs to be transported on a flatbed (h = 300 mm). This results, of course, in higher transportation costs. In order to solve this, a special frame and tilting traversing mechanism has been developed to be able to tilt the props, so that they can be transported in a horizontal position. When the props are placed horizontally, they can be transported on a normal trailer, resulting in a significantly transport costs saving.

Mid September Convoi received the contract for a large project in Switzerland. The project is of such a big scope and large timescale that, in order to avoid cash-out, it was decided to buy a large part of the necessary equipment rather than renting it. This resulted in the purchase of two Grove GMK 5110-1 cranes and two Manitou MRT2150 & Manitou MT1840 telescopic handlers. This equipment will be used frequently during the next two years on the project site in Luterbach, Switzerland.

## WORK CLOTHING

It has been some time since Convoi's work clothing was last renewed. Because of the takeover of Imtech, the demand for new work clothing kept on growing. After an intensive tender it was decided to make two types of clothing sets available – the regular clothing in Convoi colours, and flame-retardant clothing. The regular clothing is meant for staff members of Convoi Nederland, Convoi International, Convoi SRO and Convoi CH. For staff members of these business units the flame-retardant clothing is available upon request for project-specific use.



Staff members of Convoi E&A have flame-retardant clothing by default, since they work on sites where this clothing is a prerequisite.

Within short time, it will be possible to order clothing, using an online program, developed by the clothing supplier. This way, every branch by itself can provide employees with new clothing.

## STORAGE

All equipment within the Convoi organisation is currently placed under one company name, namely Convoi Assets BV. This business unit rents out or leases the equipment to other business units.

This merger and the frequent ad-hoc preparing of projects increases the demand for equipment in the Warehouse at Maastricht-Airport. The Warehouse supplies the bulk of the projects both in the Netherlands as well as abroad with equipment. Besides that, Convoi took over a branch of the

bankrupt Imtech in September 2015. A branch which is active on a regional level and periodically requires extra equipment for projects.

In order to fill in the increased demand for equipment, the Warehouse has been enlarged by the construction of an extra floor. Besides that, on the first and second floor shelf racks in different depths have been installed for the storage of various equipment. During this installation, all the equipment was assigned a standard storage location. At this moment an update is taking place. With this update it will become possible to assign the equipment to a location that is connected to a code, so that with the help of hand-held communicators the supply can be maintained and every week an order can be received of all equipment that needs to be ordered. Apart from that, an automatic charging of the equipment and consumables to the projects takes place. Naturally, we look forward to the changes that the future will bring.





Convoi 2017

# SAFER, BETTER, CLEANER!

**Convoi is going to give Quality, Safety, Health and Environment an even more prominent role in the company's policy. Safe and damage-free work as well as the health of our employees continue to be top priority! This way, we can keep on satisfying the complex and ever-changing demands from authorities and clients.**

I myself will deal with Quality, Safety, Health and Environment, also known as QSHE full-time. Besides maintaining the current certificates, securing of the company processes in particular will receive special attention. Monitoring that securing will, more than is now the case, take place in the workplace itself. Checks will be performed, both announced and unannounced, together with the line manager. The line manager stays, just as is the case now, responsible for everything that has to do with Quality, Safety, Health and Environment, but he can receive more technical support for this from the QSHE manager.

The upcoming months I, being QSHE manager, will perform a new survey on an internal client level of the expectations in this field. The results will be compiled and taken into account in our new policy that has yet to be made. I will also work more intensively

with external specialists, like auditors of certifying institutions and the 'Sicherheitsfachkraft' in Germany.

As for the certifications (see table): Over the course of 2017 the companies that are mentioned in the table will be certified. In 2018, ISO9001 and ISO14001 will be audited in a totally new way. In 2017, we start with the preparations so that we can adapt to these new standards. What is also new, is that over the course of 2017 a changeover to a so-called 'Multi Site Certificering' (Multi Site Certification) will take place. This means that just one certifying institution will perform all audits for all Convoi branches.

	ISO9001	ISO14001	SCC
Convoi Assets BV	🚩	🚩	🚩
Convoi E&A BV	🚩	🚩	🚩
Convoi Nederland BV	🚩	🚩	🚩
Convoi International BV	🚩	🚩	🚩
Convoi SRO SK	🚩	🚩	🚩
Convoi SRO CZ	🚩	🚩	🚩
Convoi Schweiz AG	🚩	🚩	🚩
Convoi GmbH	🚩	🚩	🚩
Convoi Pvt Ltd	🚩	🚩	n/a



By Peter Driessen





# COMPLETE PRODUCTION LINE TO CHINA

**For ThyssenKrupp Convoi transferred a production line weighing 500 tonnes from Homburg in Germany to Nanjing in China. A job that was completed in eight weeks.**

For ThyssenKrupp Gerlach Convoi started the disassembly of a hot Forming Press line code name PL11 in Homburg (Saarland), Germany in September 2015. The PL11 produces camshafts for use in the automotive industry. This line had to make way for a new press line from manufacturer Sumitomo which Convoi was allowed to assemble.

**The project entailed:**  
Disassembly of the complete line, transfer to a temporary storage facility 60 kilometres from Homburg, packing, transfer to Nanjing (China), one-on-one assembly in Nanjing, replacement of the old wiring by new wiring and support during the commissioning.

The total weight of the line is +/- 500 tonnes. Of this, the so-called Press body has a weight of 180 tonnes. Furthermore there are 14 40ft. sea shipping

containers and 15 breakbulk parts. The new wiring had a length of 6500 metres. The required equipment consisted of:

- 16 forklifts;
- a 620T lift system;
- a special towing vehicle (to tow the press out of the hall);
- heavy transport (33.5 metres in length);
- a 350T and a 500T mobile crane;
- a floating crane in the harbour of Shanghai;
- a 500T lift system in Nanjing.

The assembly took place in Nanjing at TKECC (ThyssenKrupp Engine Components), about 300 kilometres from Shanghai. Nanjing is a city with 9 million inhabitants. This project was a huge challenge in which all facets of our business came together. It was a huge challenge to execute a project in China, but that was also what made it very interesting.

The assembly activities were completed mid-November, 2016. The commissioning took place in January 2017.

I want to thank all operational staff members of this project. The China team has done an excellent job! Together with a local partner they finished the assembly job in eight weeks, in spite of the big cultural differences.



By Wilbert Franken



# TIMELINE



2016

2017

Start of the disassembly  
09-07-2015

Disassembly finished  
10-30-2015

First parts moved to temporary storage  
10-21-2015

End of transport to temporary storage  
11-06-2015



Loading of the 180 tonnes part on special transport  
05-06-2016

Start of container and breakbulk transport to the harbour of Antwerp  
05-09-2016

The whole PL11 line starts its long sea voyage with final destination: Shanghai harbour  
05-20-2016

Start of heavy transport of the Press body 180 tonnes to inland port, after which the heavy part is transferred to Antwerp by barge  
05-07-2016

Start of the loading of the seagoing ship in the harbour  
05-16-2016

Arrival in the harbour of Nanjing, where the PL11 is submitted to customs clearance  
08-18-2016

Arrival in Shanghai where the PL11 is loaded on a barge that sails inland over the Yangtze river to its final destination Nanjing  
07-21-2016

Start of the unloading of the PL11 in co-operation with a local partner  
09-23-2016

The PL11 is approved and continues its journey to client TKECC  
09-21-2016

The 180 tonnes Press body stands on its baseline in the caisson  
09-26-2016

End of assembly  
11-18-2016

Interruption of the commissioning in relation to the visa of the key players in this project  
11-25-2016

Start of commissioning  
11-19-2016

End of commissioning  
2017





# Construction site BMW Munich

(May - August 2016)



By Mirko Geissler

## Dismantling of two press lines to be scrapped (GP 103 & 104), of 5 single presses each

Because of the excellent services supplied by Convoi mechanics to our client BMW in Munich in 2009 we were commissioned once again with the dismantling of two press lines including their peripheral equipment. This required a most exact planning since units weighing up to 75 tonnes each were involved in the dismantling activity.

The first step was the dismantling of the peripheral equipment and the basement. Then the press tension rods followed in order to make the separation and hoisting of the heavy

parts possible by means of a lifting frame.

Since the press lines were stationed on the first upper floor, part of them had to be conveyed to the ground floor by means of a lifting frame and a mobile crane and had to be loaded onto special transport.

For this dismantling job ca. 3,000 tonnes of steel were moved. Up to 30 mechanics worked on this site for more than three months.

## Dismantling of the Coilpre coil press line (GP 1331) for reuse

Besides the scrapping of the press lines Fa. Goedicke Maschinenhandels

- GmbH also commissioned Convoi to dismantle the Coilpre.

Here, according to the basic requirements of our commissioner, the complete plant lines 2 and 3D had to be thoroughly measured before the start of the dismantling.

After this, Convoi started with the labelling and marking of this plant. For this purpose a very comprehensive dismantling file and photo portfolio were maintained. Up to 12 mechanics worked on this site for more than eight weeks.







Relocation at Delft Technical University:

# A LARGE PROJECT, CARRIED OUT WITH GREAT ACCURACY



MID 2016, CONVOI RELOCATED THREE R&D FACULTIES OF DELFT TECHNICAL UNIVERSITY TO A SINGLE NEW STATE OF THE ART BUILDING COMPLEX. A LARGE PROJECT IN WHICH CONVOI HAS PROVEN, AMONG OTHER THINGS, THAT IT IS ABLE TO CARRY OUT ALL ASPECTS OF LABORATORY RELOCATION FLAWLESSLY.

The BioNanoscience (BN), Chemical Engineering (ChemE), and Biotechnology (BT) Faculties were relocated from their former accommodation in Delft and consolidated in the new university building. It was a precarious job, consisting of the relocation of 6,800 m3 of laboratory inventory. At the peak, 35 staff members from all divisions of Convoi were working in Delft.

In addition, Convoi relocated dozens of -80 degree freezers under voltage.

**E&A:**

Two to three E&A mechanics did the detaching of several trial and other installations and their reconnecting in the new building for the Delft Technical University over a number of months.

For the customer it was a huge advantage that Convoi has a wide range of employability in such a specialised relocation project.

Convoi got the order from the Delft Technical University by a.o. the comprehensive action plan and the exploratory discussions with the project manager and foreman concerned.

**Project relocation:**

Seven self-managing teams under the direction of a project manager carried out the relocation of about 72 laboratories and 81 departments.

During the execution of the project confidence only further increased. Soon we received compliments from our commissioner, as was made clear in an e-mail with congratulatory remarks for E&A. Also, the evaluations show that the project group of the Technical University and, what is even more important, the users are highly satisfied.

**Project management:**

For the full unburdening of the commissioner, about 40 international OEM's (Original Equipment Manufacturers) were involved, planned and monitored by the project manager as well.

**Dangerous goods:**

Convoi classified, unpacked and moved about 23,000 dangerous goods parts and chemical substances according to ADR directives.



By Reinold Hofsink



## Fagor Project

# INSTALLATION OF EIGHT PRESSES



By Peter Holani

**Convoi secured a contract for the installation of eight presses in Poland, Hungary and Slovakia.**

One monoblock and one transfer press in Poland were for the Gestamp Company. We then installed one monoblock and one transfer press at the Matador plant in Slovakia and a further four transfer presses at Audi in Hungary. Events were planned throughout the entire year and included the participation of members of the Slovak, German and Dutch staff. The entire project was demanding in terms of logistics, the lead dates were constantly changing and other projects

involving the continued operation of the lifting system were also in progress. In addition, the monoblock project in Poland was also technically demanding, since the block's dimensions were 5,550 x 3,600 x 8,450 mm (L x W x H) and the size of the factory entrance was only 4,500 mm. As a result, the press had to be turned into a vertical position in front of the entrance in the hall.

The press's weight without the ram amounted to 105 tonnes and with such parameters the entire transport had to be carried out with the use of a lifting system, which was quite a time-consuming task;

it was also technically complicated because of the absence of a portal crane. Despite initial delays due to construction work on the foundation, the entire move was a success.

The project at Audi was also technically difficult and the settling of individual parts of the press was mostly carried out with millimetre precision. This project was a great challenge because the manipulation took place in narrow spaces and due to the working conditions and limitations in using the portal.

The project at Matador was simpler in terms of technical implementation, since it was carried out in a new building, which had sufficient space for manipulation and because the presses were the first machines to be installed. We used the new Grainer 620 XL lifting system for this installation.







# DSM MOVE TO LAB 6

Reinold Hofsink, Mark Koppenberg, John van Hees and Karel Kamp

**THE DSM MOVE TO LAB 6 CALLED FOR METICULOUS PREPARATION. WHEN THE CLIENT DECIDED TO DEFER THE MOVE FOR A YEAR, WE SIMPLY GOT ON WITH THE PREPARATORY WORK. THE METICULOUS, PROLONGED PREPARATIONS WERE THE FOUNDATION OF A SAFE AND, FOR THE CLIENT, HICCUP-FREE MOVE.**

Preparations for the move to the new DSM laboratory in Delft started as far back as 2014, when the building - Lab 6 - was still under construction, because the entire removal project was meant to be done and dusted in September 2015. At the client's request, John van Hees took on

the on-site project management. Work began by inventorying all the equipment, bulk, chemicals and offices to ensure that we could submit a detailed, customised offer. In parallel with the substantive preparations, we devised the safety plan, the logistics plans, the moving instructions, the substantive kick-off and the detailed removal schedule. To do so, we used the Convoi Project Preparation Program (PPP) and MS project. The PPP program is a software package Convoi developed in-house which allows us to define installation-specific properties, to guarantee the various steps and transfer moments within the

relocation process and to schedule the relevant resources. This relocation booklet, together with the transfer protocols and the preprinted stickers, ensures that everything proceeds in the correct order.

Developments and delays in the commissioning of the new Lab 6 building meant that the actual relocation had to be postponed for a year. Needless to say, that also had an impact on the items and the equipment to be moved. Maintenance and the logging of changes proceeded as normal during that year. In October 2015, all the OEMs (Original Equipment Manufacturers), some 30

of them in total, were contacted again. As a result of an internal review of the activities by DSM's OEs (Operational Experts), the scope had changed with the result that the work the OEMs were to carry out had also changed. After having contacted all the OEMs, Convoi assessed all the quotations before discussing the technical and methodical specifications with the DSM parties concerned (Maintenance, OE and administrators) and tailoring them to the client's requirements. With all the i's dotted and t's crossed round about the summer of 2016, the relocation could begin.

To make it easier for the laboratory furniture suppliers to hoist some of the more enormous pieces through the various facade openings, Convoi had constructed a platform up against the facade.

As soon as all the groundwork had been done, a number of foremen were dispatched to assist the project team and ensure that everything went according to schedule and the layout of the various rooms was adhered to. In the new premises, one room was set up as our operational base where the daily work and periodical toolbox meetings were held. In addition, also a desk was set up to deal with specific customer queries. During kick-off, all new members of staff and OEM suppliers working on the project were taken through the safety instructions. We also kept attendance records and saw to it that the various OEM suppliers were issued with visitors' passes. Our designated relocation desk - which could be contacted by phone and e-mail - not only oversaw the supply and collection of removal materials but even provided packing advice and organised the transport of smaller consignments. Since the move took place during the autumn of 2016, Convoi advised DSM to build a 'move

lock' between the logistic exit of the old building and the entrance to the new building to ensure that anything earmarked for moving, especially highly sensitive laboratory equipment, would be protected against rain and other adverse weather events. This bespoke solution, which is often used during hospital moves, ensured that the entire route remained dry. Given the rainfall in November, the tent-lock construction definitely wasn't an unnecessary luxury.

During the height of the move, Lab 6 was milling with people, for, aside from the four permanent members of the project team and some twenty relocation staff Convoi had assigned to the project, also the various OEM suppliers had about twenty people on site. Thanks to daily, structured dialogue between the DSM Project Team, Maintenance, the department's OE, Facilities and the floor-walkers (move coordinators) everyone always knew exactly what was going on and able to take the right decisions.

It is safe to say that the relocation went to our principal's entire satisfaction. Once again Convoi proved that proper implementation and preparation, combined with flexibility and a focus on the customer, are key to an excellent result. The sheer size of the project, the manner in which the project was managed, the technical complexity of the move, the organisation of the various OEM suppliers and the phased execution have provided us with a glowing reference for future projects.

On behalf of the DSM Project Team  
**John van Hees, Karel Kamp, Marc Smeets, Mark Koppenberg, Mike Vos**



# LARGE-SCALE PROJECT AT THORSMAN & CO. AB

*a Schneider Electric company*



By Stephan Scholz

**RELOCATION OF 33 INJECTION MOULDING MACHINES OF ENGEL, ARBURG AND HUSKY AS WELL AS PRODUCTION LINES, ROBOTICS, SILOS AND SYSTEM ACCESSORIES FROM THE THORSMAN & CO. AB LOCATION IN SWEDEN TO LOCATIONS IN MORA/SWEDEN, SONDRSHAUSEN/GERMANY, FLINT/UK, WIEHL/GERMANY AND SZCZECINEK/POLAND.**

For several years now Convoi is a solid business partner of Schneider Electric for contracts in which plants of widely differing sorts are to be relocated in-house or from one location to another.

This time a Thorsman & Co. AB location in Sweden was to be closed down. In this plant products for electrical installations such as junction boxes, cavity wall boxes and other small parts for the Scandinavian countries were produced.

In December last year, Convoi received an inquiry from Schneider Electric for the relocation of a plant to 5 different locations in Europe. Convoi's Project Manager Wiel van Wissen and Stephan Scholz set off to the ice cold Sweden to visit and inspect these plants. Time was running out since the first relocation

was already scheduled to take place in February. After an 8 hour inspection of the plants it became clear to them that Convoi should do everything to get the contract! The Project Managers came together that same evening and started working on the calculations and transport inquiries. Just a week later the Client

had the offer at his disposal. After tough bargaining by Convoi's Sales Manager Marco Krakowczyk the order was secured.





Following completion of the planning an 8 feet tool container and a 7 tonnes forklift were transported from Convoi's head office to Sweden, and Convoi was able to start the first disassembly step required for the transport to Sondershausen/Germany. Due to the schedule of Schneider Electric being very tight, the entire team had to work under very high pressure, but the goal was reached with confidence thanks to the calm and accurate way of working of each single employee involved. Not only was

the chemistry between Convoi's construction site manager Holger Storz and his Swedish counterparts much better than expected it was excellent from the very first day on, so we should be able to secure even more subsequent orders. The disassembly of the first injection moulding machines and production plants was a big success, which enabled us to hand over the machines for production in time, even with the reassembly and start-up, to the utmost satisfaction of Convoi's client. All further steps

were completed before the deadline and ultimately Convoi had realized 72 truck transports, 6 of which with extra-wide silos, at 5 different Schneider Group locations in Europe. During peak times, up to 28 Convoi mechanics from the Convoi branches in Nuremberg, Bratislava and Maastricht worked on the projects in the different disassembly and reassembly locations! In October 2016 Convoi received, (thanks to the excellent performance by all Convoi mechanics at Convoi's client

Schneider Electric) an additional order for the relocation of production plants from Stockholm/Sweden to Riga/Latvia, and this order too was carried out to the utmost satisfaction.

Convoi has completed this relocation project in December 2016!





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