Convoi ON
YOUR BEST MOVE

ON THE MOVE!

NR.2
JULY 2018
Dear Reader,

In the second edition of the ConvoiON you will find numerous projects that will give you a clear view of what Convoi has done recently, both in- and outside of Europe. With the cooperation of 350 of our employees and over 200 temporary workers these projects have been executed with utmost precision.

In the context of Economy 4.0 and our desired strategic position, we are fully committed to the use of the latest ICT technologies, such as; the new ERP system, the online availability of project progresses, the issuing of equipment using RFI technology, a smart website which is under development, centralization of the supply chain, etc. The development of full HD 3D scanning (as described in the First edition) is in full swing and can now be linked with augmented reality glasses so you can holographically see how a project can be executed in the best way possible.

Have fun reading this issue of ConvoiON!

Leon Spronken
The Binderholz family enterprise, more than 60 years ago still a small sawmill company, now has locations in Austria, Germany and Finland. The mission of the relocation of the sawmill will require all our know-how. For our customers, this means an extension of our location in Lieksa, Finland.

The basis for this mission are the very good references in the industry and the successful, target-oriented discussions between both parties. The project is a cooperation between Convoi GmbH and Convoi International.

“The special thing about this relocation is that all the steel constructions and facility areas of the sawmill were entirely fused with each other. Therefore, the dismantling had to be doubly thought through” according to Wiel van Wissen, project manager Convoi. To solve this and reduce the welding in the reassembly in Finland, we got together with our client and the performing architect.

The apertures will be enlarged, and extra steel supports will be built in as well as longer wooden profiles utilised. In this way, the steel girders can be reutilised. Good preparation leads to a good start with good cooperation! “After concluding the dismantling, the hall has to be delivered broom clean. Subsequent to this, mushrooms are to be cultivated on this compound.”

To optimally carry out this project of many months in the individual steps, five project groups with check mark plans were formed. The assembly manager Rene Wachholz says: “We have the saw retrieval team, the profiling machines team, the line 100 and line 200 sawn wood sorting team and the truck loading team.” Together with the site supervisor Wilfried Pahl, he will coordinate the project groups. Our project management adds to this: “Our client speaks German. In Finland itself, there are a lot of Austrians working. This facilitates communication and cooperation.”

The entire project is subject to a very tight schedule with individual deadline milestones which cannot be overstepped.

Project:  
Relocation of a sawmill from the Netherlands to Finland  
Project no: 18200302  
Description: Relocation of a sawmill  
Place/Federal state: Dismantling in Katwijk/NL and reassembly in Lieksa/FI  
Time frame: February to November 2018  
Staff: up to 25 experts
The relocation of the Erasmus Medical Center in Rotterdam is quite an operation, as the new campus will accommodate both the departments of the previous main location as well as a number of departments scattered throughout the city. All departments will now be housed in one sustainable and future-proof building.

‘During spring we embarked on the second phase of the project. The first phase of the project was executed successfully five years ago. The second phase of the project required a lengthy lead-time of intensive preparation as ‘moving a hospital lock stock and barrel is no easy matter’, Koppenberg continues. ‘You are talking a mind-boggling amount of facility-specific equipment such as furniture and stocks, medical equipment, ICT equipment, research and laboratory equipment, medical archives, medicines and last but not least... the patients.’

A hospital cannot simply close its doors for a day or two. Removal or not, doctors and nurses must be able to go about their daily business. Therefore, in any hospital relocation project there comes a time when also the patients have to be moved from one building to the next.

An eventful experience, you could say, especially for the patients themselves as they get wheeled into the acclimatized removal trucks, some even whilst being hooked up to medical devices.

In planning these situations, a trial run with patients is conducted, which in Rotterdam went off without a hitch. However, the stopping and starting of the removal truck in the busy Rotterdam traffic did cause some travel-sickness among trial-run patients, but this issue was resolved during the actual move as the police gave clear passage through the city and all traffic lights were set to green to.
Not only patient transport requires special care but also the transport of medical and laboratory equipment calls for specific knowledge and expertise. As Mark Koppenberg explains; 'the greatest possible precautions must be taken as this type of equipment is highly delicate and even the slightest disruption can impact the functionality and safety.'

**TEMPORARY LOGISTICS CENTRE**

Convoi also assists hospitals in the preparation phase by fitting and putting any new equipment in place, from furniture to new medical equipment. From a temporary logistics centre we manage anything that arrives at the hospital and needs to be put in place. In doing so, we ensure that everything is coordinated properly and that the processes are streamlined.

This allows Convoi to dramatically reduce the timespan between the completion of the building and the move.

**SPURS EARNED**

Previous contracts like the relocation of the Maasstad Hospital - also in Rotterdam -, the Martini Hospital in Groningen and the Isala Hospital in Zwolle, all in the Netherlands, have allowed Convoi to gain extensive expertise in the particular field of hospital relocations. "Over the years Convoi has built an excellent reputation in this particular sector, as highlighted through various successful previous projects. These positive outcomes have created a trust within the sector of Convoi’s unique capabilities, and has resulted in Convoi being the executor of the 2018 removal projects at the Princess Maxima centre in Utrecht and the Ommelander hospital in Groningen.” Koppenberg says.

In Utrecht, Convoi will be ensuring the move and set-up of the Princess Maxima Center for Paediatric Oncology at a new location on the Utrecht campus, and in Groningen, we will be integrating two hospitals into one new location outside of the city.

**EXPANSION INTO EUROPEAN MARKETS**

Towards the end of 2018 Convoi will take its extensive expertise gained in the Dutch market into Belgium through the removal of the General Hospital Sint-Maarten in Mechelen, which will be moving from three separate locations to one large new building.

'Over the years, we have acquired considerable expertise in this sector and that expertise is something we can export. The Belgium contract is a first step into other European markets, and I am sure that - with our know-how - we stand an excellent chance on the European market', Mark Koppenberg adds.
Precision work down to a millimetre

Convoi recently moved a complete maintenance line on behalf of Tata Steel in Ijmuiden, the Netherlands. The distance? A mere few hundred metres. But as certain parts had to be put back with an accuracy of one tenth of a millimetre, the preparations were a rather more sizeable undertaking.

Lifting and assembly work

‘Precision work’ is not the first thing that would come to mind when you hear about a contract at Tata Steel, a company that produces an overwhelming 7 million tonne of steel a year. Yet, that was precisely one of the challenges Convoi had to rise to on this particular occasion. ‘We were asked to move part of a maintenance line for large machine parts that turn liquid steel into steel plates with a thickness of 20 cm’, Marc Smeets, one of the Convoi Project Managers, explains.

‘The maintenance line takes up an area of 60 x 40 metres and consists of stands with steel work galleries that run across two floors’. ‘Where possible, we moved the maintenance line parts as a whole using the plant crane so that assembly could be kept to a minimum. To give you an idea: the stands (i.e. the basic components) had to be aligned with an accuracy of 0.1 millimetres.’

Intensive preparations

The maintenance line had to make way for a new continuous casting machine. To accommodate this latest addition, the existing production area had been extended and the maintenance line needed to be moved from the north to the south of the hall.

‘Child’s play in terms of distance, but another story in terms of preparations’, Smeets continues. ‘First we conducted a feasibility study on behalf of the client. Once the contract was awarded, we had six weeks to finalise the preparations. To add to the challenge, we received an urgent request from Tata Steel before the start of the preparatory work to reduce the operational phase (the actual relocation of the machine) by 40 per cent, from five to three weeks – a tight turnaround time for a complex project. For each aspect of this particular assignment, we produced comprehensive working instructions and an extremely detailed planning.

Goal zero!

The main challenge in this project was ensuring a flawless collaboration with a small army of contractors. ‘We had subcontractors on site to take the measurements and to deal with the hydraulic dismantling and assembly. Relocating the maintenance line also meant that a number of structural modifications to the steel construction had to be made, which was also subcontracted. On peak days, we had a team of thirty people on the day and the night shifts, and our job as main contractor was properly and safety coordinating the work of the various parties. To make sure that all the processes dovetailed, we ran a ‘Convoi coordination centre’ at Tata Steel for the duration of the work, from where we organised both our own specialists and all subcontractors.’ As the maintenance line was fully operational again by the given deadline, and as usual, it was once again goal zero!

The project was completed without incidents and there has not been a single safety issue’, Smeets concludes. ‘The latter is essential, not only to the client but also to Convoi.’
CONVOI INSTALLS PROTON THERAPY SYSTEM FOR MEVION

HOW TO GET A 160 TONNE MEDICAL SYSTEM INTO A SMALL BUNKER?

At the health campus in Maastricht, a proton therapy centre is under construction. Proton therapy, aka proton beam therapy, is a type of radiation treatment that uses positively charged particles (i.e. protons) to treat cancer. Convoi had been contracted to place and install the heavy and state-of-the-art proton therapy system.

The South-east Netherlands Proton therapy centre - part of the Maastro Clinic - which works in consortium with the Maastricht University Medical Centre (MUMC) - is one of three centres in the Netherlands approved to offer proton beam therapy, a revolutionary technology that targets tumours with extreme precision and thereby considerably reducing residual damage to healthy tissue.

The American company Mevion Medical Systems supplied the equipment for the brand-new radiation therapy centre in Maastricht, and it was Mevion that contacted Convoi very early on in the project, asking us to figure out a way to place and install the system. ‘The radiation equipment had to end up in a small bunker’, Frans Scheffers, Convoi’s specialist in the installation of medical equipment, explains. ‘Mevion manufactures relatively compact radiation equipment but, when all is said and done, the largest part, the cyclotron, which measures 6 metres in length and 2 metres in diameter, still weighs in at a staggering 48 tonne. A cyclotron is a device that can accelerate charged particles to very high speeds. These positively charged electric particles, known as protons, are then transported from the particle accelerator to the radiation apparatus via tubes. The whole system weighs 160 tonne.'

Mevion asked us to work out whether it was even possible to get the system into the bunker in question.

CALCULATING AND RECALCULATING

Based on the drawings the hospital supplied, we started calculating. ‘Quite an undertaking - but in the end we found a way to hoist the cyclotron inside, at times with only an inch to spare. In the end, we finalised the plan and Mevion awarded us the contract to place the system.’

Next, the device was shipped in 15 x 40 ft. containers from the States to the Port of Rotterdam. ‘We stored part of the consignment in our warehouse in Utrecht. The heavy part, the cyclotron, was stored closer to the site from where it was easier to organise heavy transport to Maastricht.’
The greatest challenge - getting the cyclotron into the bunker - has meanwhile been completed. The cyclotron had to be lifted across several buildings over a distance of 52 metres before it could be placed into the bunker, and by the time the lift hook had been attached the whole thing ended up weighing 48.8 tonne, resulting in the need to deploy a 1200 tonne crane with an overall mast length of 93 metres.

'Getting permission to use the crane proved to be more challenging than expected. Aside from having to obtain a special permit from the local authorities, the crane's height and reach meant that Maastricht-Airport, EuroControl and the Environmental and Transport Inspectorate had to be liaised with as the airport’s runway was less than eight kilometres away and any potential risk of collision with air traffic needed to be eliminated. The last thing we wanted to cause was an air traffic incident. Also the operator of the helideck had to be notified because the flight path of the trauma helicopter was only a mere 228 metres away from where the crane was operating', Scheffers says.

In the end, the actual placing of the cyclotron could not have gone smoother. All in all, the phased installation of the system until acceptance by the hospital, will take eight to nine months to complete.

Scheffers: 'In an operation like this it is essential to think along with the client. Coming up with an alternative lifting plan for instance meant that the hospital only had to be partially cleared on one occasion.' Convoi Electrical & Automation is looking after the electrical side of the project, which is implemented on a phased basis also.

In the meantime, there has been a sequel to the Mevion project. Mevion not only exports proton equipment to Europe but also to the Far East. Convoi has been asked to take part in the preliminary analysis of supplying a hospital in Singapore with one of these systems, with the option of being involved in the actual installation.

Over the years, Convoi has acquired extensive expertise in the placement and installation of large-scale medico-technical equipment. On behalf of Elekta Cancer treatment, Convoi places and installs radiotherapy equipment all over Europe. 'We have completed a number of projects in London and in Tübingen in the South of Germany' Scheffers explains; 'We are halfway through a project in Odense (Denmark) and recently embarked on a new assignment in Uppsala (Sweden). Assembling radiation and scanning equipment takes between eight and nine months and is executed in ten phases.'

On behalf of Philips Healthcare, Convoi installs CT scanners and so-called nuclear medicine equipment. 'For Philips, we also dismantle old scanning devices that need refurbishing before they are put on the market again. The past number of years we have been working in the Benelux, France and Scandinavia, and we are expecting quite a few enquiries from those areas over the coming years. In conclusion, we believe that we will see a strong increase in our medical sector business in the not too distant future', Frans Scheffers concludes.
Convoi has installed a new electricity generator for Mondi, an international packaging and paper group, at their plant in the north of the Czech Republic. Added complexities to this project were due to the factory layout being on several levels, and a significant difference in the size of the generator - which was twice the size and weight of the old one.

The Mondi plant in Štetí produces paper and packaging materials and boasts four Siemens generators producing electricity through heat generated during the production process. This energy is not only used for the companies own production process, but also sold on to a Czech energy supplier. The newly installed generator - which is significantly bigger and more efficient - replaces two old generators.

Siemens’ regular transporter in the Czech Republic, Fracht FWO, called on Convoi to unload and install the generator. The assignment was carried out by Peter Holani, Project Manager Convoi Slovakia, in collaboration with Miloš Draňák (Convoi Slovakia) and Martin Kokeš (Convoi Czech Republic).

Undesirable situation
Peter Holani described the project as one of the most challenging jobs yet, as a new platform had to be built to accommodate the size and weight of the new generator; “we went from level -1 to +7, and the fact that the production hall was packed with tanks, pump installations and pipes added greatly to the complexity’.

Considering these factors, Mondi had initially anticipated the possibility of installing the generator through a hole in the roof – not an ideal solution considering the Štetí plant is decades’ old. Convoi has taken these challenges, and proposed a less time-consuming and more suitable, cost efficient solution.

Distributing the pressure
In finding a solution for moving the 103 tonne generator across the floor, the main challenge was that the floors were unable to support the weight of the generator and the 24 tonne weight of the lifting system which Convoi intended to use to move the generator internally.

Ultimately, Convoi designed a solution that allowed a more even distribution of the generators weight across the floor. “Jack plates were used to ensure the pressure of the generator was borne by the four corners instead of the centre of the platforms. In addition, the lifting beams of the lifting system had been extended from 18 to 20 meters to reach the necessary height. In the dodgiest parts we didn’t leave the generator on the lifting system but used the lifting beams to move it”, Holani explains.

This solution meant that there was no need to move the generator through a hole in the roof – avoiding all ensuing consequences.

Final result
With the designed solution, two out of four old generators kept running while Convoi was installing the new generator, resulting in little to no downtime. Overall, Mondi was extremely appreciative of the service, as it saved them time, money and put less strain on their operations as they initially anticipated.
A MAJOR SIEMENS ORDER IN THE CAPITAL CITY OF BERLIN

After long, successful negotiations, Convoi obtained the award of contract for the relocation of turbine blade production from Berlin to Budapest/Hungary. A special project that called for a rigorous schedule. The basis for this order are the good business relationships between Convoi GmbH and the Siemens concern as well as the successful projects that we have carried out jointly in recent years.

Over 50 processing machines (Mägerle, Heller, Hermle, Mitsubishi etc.) from various manufacturers will be relocated in individual, time-phased steps.

The entire relocation of the operation with highly complex processing machines in the µ-range requires the most accurate logging. Also, adherence to high security requirements and in-house briefings requires daily updates. It will be exciting in Budapest. The newly built hall is ready exactly two days before the deadline on which our assembly team will begin bringing in the first machines.

Along with the coordination of the mechanics, electricians, supervisors, software and surveying engineers in Germany as well as in Hungary, there is another additional unique aspect. Transport of the equipment requires extensive coordination with the authorities. “We have to take into consideration police escort, routing measures, overhead wires, traffic lights, static bridge calculations, route surveys and even consultations with the railway companies. This is just a selection of the non-everyday challenges.” says our project management.

In all, this project, which should come to an end at the beginning of 2019, is a comprehensive, exciting and challenging assignment for Convoi.
Convoi has installed and replaced printing presses for the German company Koenig & Bauer AG all across Europe. But sometimes Europe’s boundaries extend well beyond, as Convoi recently experienced through the installation of a printing press on La Réunion – a tropical piece of France in the Indian Ocean.

Koenig & Bauer AG - KBA for short - is the second largest printing press manufacturer in the world. The company, with head office in Würzburg, Germany, is a regular client of Convoi International. “We have been working with KBA for years”, Reinold Hofsink, Commercial Manager of Convoi International explains. “We dismantle, move and reassemble existing presses and install and assemble brand-new presses for KBA customers across Europe. Within Convoi, we have a number of specialists who are an old hand at this type of work and who, in the course of their duties, have been to the four corners of the continent over the years. As (their) luck would have it, one of KBA’s French clients enquired about a job in a truly special spot: La Réunion. This little island between Madagascar and Mauritius is an overseas department of France. KBA wanted our specialists to take care of this particular job - the chance of a lifetime for our crew but, from a logistics point of view, a complex business.”

Transport from India
Rob Diederen, Project Manager of Convoi International, was, amongst others, responsible for the technical plan and had been given the job of taking care of the logistics. “It turned out to be quite a puzzle to figure out how we could best transport the equipment we needed to La Réunion. In the end, we decided to ship our own 360 tonne lifting system from Convoi India in Pune to La Réunion. The rest of the equipment was shipped from the Netherlands in a 40 ft. container and hydraulic lifts, mobile cranes and forklifts were hired locally.”

The technical plan was discussed with KBA in detail beforehand; ‘the lifting system was needed to put the 36 tonne printing presses in position. To install the 38 tonne dryer, which had to be positioned above the printing press, mobile cranes were required. Especially the positioning of the dryer was a real brain teaser and took endless drawings and calculations.”

No Picnic
The implementation of this project was divided into two stages: a six-week and a two-week phase. A four-strong Convoi team was sent to La Réunion to install, assemble and align the machine. One of the “lucky ones” was foreman Louis Klok who doesn’t seem to miss an opportunity to add some nuance to the term “lucky”. “It was a unique experience but time to enjoy the scenery or sun ourselves on the palm beaches was in short supply.”

Aside from putting the machine in position, the Convoi specialists also assembled the steel constructions and associated platforms around the machine. “The difficulty in this particular assignment was that the printing press had been placed in a low and tight space. The more progress we made and the higher the construction, the less room we had and the harder it became to manoeuvre the constructions in place. The dryer had to be placed above the machine, and to organise that, we added an extra floor to the steel construction. A mobile crane was used to place the dryer (13.0 x 3.5 x 30 meters in size) on top of the beams of the lifting system before we could bring it inside via the rails and roll it onto the platform. It took a fair bit of resourcefulness but we succeeded!”
RECENTLY, CONVOI ELECTRICAL & AUTOMATION (E&A) INSTALLED 1800 NEW NETWORK POINTS AT ROCKWOOL – A MAMMOTH TASK! NOT ONLY THE 7.5 KILOMETRE LONG FIBRE-OPTIC NETWORK AT ROCKWOOL’S EXPANSIVE SITE IN ROERMOND IS BEING UPGRADED BUT ALSO A COPPER NETWORK OF CLOSE TO 100 KILOMETRES IS BEING REPLACED. DUE TO CONVOI’S EXPERTISE IN THIS SECTOR, ROCKWOOL TASKED US TO SUPPORT IN THIS CHALLENGING PROJECT.

Rockwool is the world leader in rock wool insulation. Convoi E&A continuously has a designated team of workers on site in Roermond who take care of all the technical work. The E&A team has an established relationship with Rockwool, dating back to the ‘Imtech’ days – the company taken over by Convoi in 2016.

‘The tremendous expertise these specialists acquired over the years has resulted in Convoi being contracted for the installation of 1800 new network points – aside from our regular work’, Anthony Linckens, manager E&A explains. ‘Typically you would source an IT contract like this with an IT company, but our E&A specialists have the added advantage of knowing the ‘ins and outs’ of the site, which is a major bonus when you are dealing with a site that is several square kilometres in size. Another important factor is that our staff are familiar with the production process, not to mention the client’s organisational structure and corporate culture. The tendering procedure showed that Convoi would be able to perform the job more effectively and efficiently than an IT company who is not familiar with the lie of the land.’

Added value

The execution time runs from January to November 2018. On average, Convoi has 10 people working on the network project. ‘We are delighted that Rockwool entrusted us with this job’, Anthony Linckens concludes. ‘It was a real opportunity to show what Convoi is made of: on the one hand we are familiar with the client’s industrial character, while on the other hand we have the relevant electro-technical and IT expertise – A combination we’ll definitely make the most of in the future!’

About 80 per cent of the network connections are being installed in the Rockwool offices and 20 per cent on the adjoining factory site.

‘Insofar as possible, we schedule our work around the Rockwool production process’, Marco Franssen, Convoi E&A Project Manager adds. ‘The Convoi E&A team know all the particulars; we know where we have to be and in which department we can work away to ensure minimal disruption. We try to make it as easy as possible for Rockwool, and other than having to appoint a single point of contact informing people where we will be working; they have nothing to worry about. In this particular project the principle ‘minimum disruption and maximum service’ applies.’

Few delays

To cater for these 1800 new network points, some 37 new Patch cabinets are being installed, 192 kilometres of fibre-optic wire upgraded and more than 100 kilometres of network cabling replaced.

MINIMUM DISRUPTION, MAXIMUM SERVICE!
COMBINATION OF RELOCATIONS AND ELECTRICAL & AUTONATION – A DECIDING FACTOR FOR OCÉ

Printer manufacturer OCÉ, located in Venlo in the Netherlands, contracted Convoi to relocate one of its production lines. It seems that Convoi was the only bidder with the ability to dismantle, reassemble, install and program the line. ‘This once again tells us that integrating the relocations and electrical and automation (E&A) divisions was an inspired decision.’

‘OCÉ produces (custom-built) printers, copiers and supplies like toners and cartridges for the business sector’ Anthony Linckens, manager E&A, explains. ‘Since OCÉ was taken over by the Japanese company Canon, it has been expanding its ink business while downsizing its toner production. As two toner production lines, divided across two production halls, had to be integrated into one production hall, one complete production line had to be moved on site.’

And since Convoi Industrial Relocations (IR) had done some lifting work for OCÉ in the past, the printer company asked Convoi to submit an offer for this particular job, just when its Electrical and Automation Division was up and running.

‘OCÉ was looking for a contractor who could do the lot’, Linckens continues. ‘The assignment consisted of dismantling, reassembling, installing and programming the production line.’ In sum, a task the Convoi IR and E&A Divisions could handle with ease.

Operating system enhanced
It took a 20-man strong Convoi team to complete this assignment, consisting of dismantling and reassembling the production lines. Next, there was the cabling, connecting and programming of the machine’s operating system to take care of. ‘While we were at it, we also updated the operating system and made a number of improvements so that we could present the client with a production line that was fully up and running.’

Manufacturing industry
‘With this particular assignment, we contributed to enhancing efficiency at OCÉ’, Linckens concludes. ‘OCÉ is one of the pillars under the Limburg manufacturing industry. Historically Convoi has had a close connection with the manufacturing industry in the Southern part of the Netherlands. It is gratifying to see that, by adjusting its strategy, OCÉ is able to keep its production in-house and that the manufacturing industry in this region does have a rosy future. At OCÉ, we proved that Convoi has no problems bringing assignments that require a variety of technical disciplines to a successful conclusion. This particular contract will serve us well in terms of getting future contracts from similar companies in the Netherlands and beyond.’
Safety First: moving a university chemistry department

THE RELOCATION CONVOI WAS CONTRACTED TO CARRY OUT ON BEHALF OF THE UNIVERSITY IN ERLANGEN WAS NOT GOING TO BE A WALK IN THE PARK. QUITE THE OPPOSITE IN FACT FOR, AS PART OF THE ASSIGNMENT, WE WERE ASKED TO MOVE AN UNKNOWN QUANTITY - 10,000 BOTTLES AND JARS - OF CHEMICALS FOR THE SCIENCE DEPARTMENT. A JOB FOR SPECIALISTS, NOT TO MENTION PEOPLE WITH A STEADY HAND!

As 2017 was coming to a close, Convoi was busy moving the Organic Chemistry and Pharmacy & Food Chemistry Departments on behalf of the Frieidrich Alexander University Erlangen-Neurenberg (FAU). The departments were relocating from two old buildings in the inner city to a new-build on the university campus at the outskirts of the city. ‘A job right up Convoi’s alley’, Reinold Hofstink, Convoi International Commercial Manager explains. ‘Aside from getting all the office and laboratory equipment to the new premises, there was a sizeable quantity of hazardous substances to be moved, three aspects Convoi excels at. It did not take us long to convince the FAU that Convoi was the ideal partner for this particular job as our track-record in laboratory moves, hazardous substances included, for TU Delft, Shell and DSM, among others, definitely played in our favour.’

Stringent safety requirements
In this type of relocation project, Convoi has, aside from its specific logistical expertise, gained quite a reputation in matters of safety. ‘Laboratory relocations call for a specialist approach’, Hofstink continues, ‘for instance, the use of shock-absorbing mats for the glassware and sensitive equipment and movable containers on pneumatic tyres rather than nylon rollers. In addition, all the chemicals have to be moved under ADR conditions, which is quite an operation in itself. Our certified staff are required to move all the hazardous substances on the basis of special packing and transport lists.’

Dusty basement
Project Manager Armand Sollet - who was given the responsibility to ensure that the entire project would be done and dusted within the space of two weeks - volunteered two experienced foremen and Site Supervisor Ton van Ommen to help the university organise the move. ‘Men used to working in an academic environment’, Sollet elaborates ‘and who are familiar with the organisational structure and work culture there. They, amongst others helped to pack up the glassware and laboratory equipment.’ The greatest challenge in this particular job was moving the stockpile of chemical substances: 10,000 bottles and jars containing various chemicals that had been gathering dust in an equally dusty basement.

‘Our team dusted, qualified and categorised every single bottle and jar to prevent that any chemicals that could react with one another would not be transported within each other’s vicinity. An intensive and risky business. It goes without saying that this is always done by the highest safety standards, never without PPE and always with the appropriate fire extinguishers within reach.’

Rivalry
The work was completed by the given deadline. Sollet: ‘The thorough preparations by our foremen definitely contributed to that. And we had Lady Luck on our side: the student-like rivalry between the Organic Chemistry and Pharmacy Departments, hell-bent on outdoing one another in terms of speed and organisation. A godsend for any project manager! We were even asked to pick a winner, with a little “positive persuasion” in the form of a crate of beer! It just depicts the excellent collaboration between the Convoi crew and university staff. It pained us for the Organic Chemistry Department that - in spite of their generous gift - we were honour-bound to call Pharmacy the true winner.’

At the end of this project, FAU expressed its appreciation about the work and recommended Convoi to a number of other universities.
Early 2018, Prysmian, the world’s largest producer of cables and conduits, opened a new factory in Prešov, eastern Slovakia. Convoi was contracted to dismantle, assemble and install the existing production lines, an assignment that called for improvisation and flexibility.

Prysmian, which produces cables for the telecom market at its site in Prešov, moved from two leased premises to one new custom-built plant. Convoi was asked to move two 80-metre production lines from the old to the new location, a project which took 6 months and a team of, on average, 15 people to complete.

‘First we dismantled the production lines in relatively small sections; Peter Holáni, Project Manager Convoi Slovakia, explains. ‘The largest sections didn’t weigh more than 8 or 9 tonne – in terms of weight a piece of cake. The problem, however, was reassembling the production line at the new plant as the parts had to be aligned with the utmost precision; for some parts, it was a matter of a hundredth of a millimetre.’

**PRYSMIAN PRODUCTION LINE**
**DISMANTLED, REBUILT AND IMPROVED!**

**SUBCONTRACTORS**

Convoi did not only assemble but also installed the production lines at their new location; connecting all the water pipes, electric cabling and the air pressure supply. For that particular job, Convoi contracted a number of external specialists. ‘This set-up, where specialists did their work under our supervision, was one of the reasons why Prysmian had awarded the contract to Convoi. Other bidders wanted to divide the job between several companies, and we were the only contender who were able to execute the entire assignment as main contractor, meaning that we recruited the specialists, coordinated the work and were in charge of ensuring that the necessary equipment was at hand.’
‘The collaboration with the contractors was excellent’, Peter Holáni adds, ‘everyone got on really well. We knew how to make the most of each other’s expertise. And thanks to the daily meetings our foreman organised, the work by the various specialists was streamlined to perfection.’

**IMPROVISATION TO ENSURE A SUCCESSFUL COMPLETION**

That excellent collaboration became even more essential when the job became more complex as time went on. As Holáni explains, ‘while we were reassembling the production line, Prysmian decided to make a number of technical improvements to the production line. Those improvements did not form part of the original scope and it entailed a considerable amount of improvisation and changing of the respective schedules. Luckily, our subcontractors were extremely accommodating, with the result that we were able to perform the entire contract to the client’s satisfaction.’