

# Point 2 Point



Volume I Issue 10 · December 2012



## >> UTC EXPERTS COORDINATE CHINA/US WIND TURBINE



UTC Overseas Project offices in Houston and Qingdao, China, recently coordinated the successful transport of over 4,150 metric tons of Chinese-built wind turbines via the ports of Qingdao and Xingang/Tianjin, using a trio of heavy-lift cargo vessels. Project Manager Lucas Huang said the shipment included seventeen 3.6 MW wind turbines -- power-generation nacelles, hubs, blades and towers. Built by China Creative Wind Energy Co., Ltd., the units are the largest wind power equipment currently being exported from China.

“Because of the complexities of this move – particularly the transport of the blades and nacelles between inland factories and the ports, we began working with the ship owner and port offices early this year to develop an overall plan,” he explained. “That was vital because up until this time, the vessel owners had never carried wind turbine components of this weight and length.



“The nacelles each weighed over 163 tons and stood 6 meters (almost 20 feet) high. We had to transport them 80 km (almost 50 miles) to the port. Our chosen route was limited by overhead wire and bridge clearances. We removed the nacelle covers for road transport, saving about four-tenths of a meter or a bit over a foot-and-a-half on the height. We then worked with the port to identify an area where we could reinstall the covers before vessel loading.

“The blades were each over 57 meters (almost 188 feet) long, and weighed 14.5 metric tons apiece. We used 18 transporters

to move the 51 blade units the 130 km (80 miles) between the factory and Tianjin Harbor. Like many Chinese ports, Tianjin is congested, so we had to make arrangements with our stevedoring partners to find a storage area for the units prior to vessel loading. To minimize the resulting congestion, we delivered them all within a two-day time window.”



“Last minute production delays for some elements meant we had to push back the load/ship date with the vessel owners. We had a good working relationship with them and the manufacturer, and a plan that recognized the need for the kind of flexibility so often required in project logistics. We were able to craft a revised cargo allocation and port-call plan that enabled the ship owners to maintain their vessel rotation and utilization efficiency, and still handle our loads in a timely manner, based on the revised dates. That helped avoid extra cargo detention costs.

Shipment of the 17 systems to Houston was completed late this summer, Huang concluded. “The safe, cost-efficient and timely delivery reflects the smooth coordination and communication between our UTC offices in the U.S. and China,” he said with pride. “It’s also a tribute to the experience and professionalism of our project team.”



## >> UTC PROJECT MANAGER CHAIRS BREAKBULK PANEL ON TURKISH CONTRACT NEGOTIATIONS



Houston-based UTC Overseas Project Manager Oktay Bayramcavus chaired a panel discussion on Contract Negotiation Strategies in Turkey at the recent Breakbulk Turkey conference, sponsored by Breakbulk magazine. The event, held in Istanbul (Nov. 13-15) drew representatives of breakbulk, project cargo logistics, and major industrial and manufacturing trade sectors from the U.S., Europe, Russia and the CIS countries, Asia, Africa and the Middle East.

Bayramcavus is a Turkish native with extensive experience in maritime business administration and project cargo logistics, gained in his home country and then with UTC in the U.S. In that capacity he has negotiated numerous project cargo service contracts in the power generation and oil and gas sectors. His fluency in Turkish and English, and his detailed understanding of the trade and transport laws, customs and regulations of Turkey and the region, made him a natural choice to head up the Breakbulk panel. Other panel members included representatives of an ocean carrier, freight forwarder, shipper, and Turkish lawyer, each with expertise and their own perspectives on the

country's evolving trade laws and regulations.

"Turkey's stable government, skilled labor pool and friendly business climate have sparked a boom in the country's economy over the past decade," Bayramcavus explains. "The country's strategic location between Europe, Russia and the CIS, the Middle East and Africa is another important factor.

"In recent years, Turkey's commercial trade laws have been brought into greater conformity with international standards and practices," he adds. "That is critical today when multiple parties, often in many different countries, are coordinating large-scale and often complex projects spanning oceans and borders.

"Our panel reviewed the challenges each party faces when negotiating their roles in these projects. The owner of the overall project has one set of interests. A supplier of services for the project, such as UTC Overseas Project Cargo, has another. We often sub-contract with third-party service providers to package solutions for our customers, requiring yet another set of agreements and risk protection.

"While our panel discussion centered on the specifics of doing business in Turkey, the key to successful contract negotiations anywhere is crafting agreements which use mutually accepted terms and conditions, and comprehensive insurance coverage of the risks involved. From that base, you build client satisfaction by providing services in a timely, safe, and cost-efficient manner which helps both the supplier and the customer achieve their goals."

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## >> UTC OVERSEAS, INC. OPENS IN RUSSIA

UTC Overseas, Inc. continues the steady growth of its global network with the opening of offices in the Russian capital of Moscow.

Project Managers are Stanko Andacic and Sergey Zabedilin. Zabedilin, a native of Russia, holds a degree in English and Amharic (Ethiopian) from the Moscow Military Institute of Foreign Languages. His career includes two decades of work for Russian, European and multi-national freight forwarding and project cargo management firms coordinating shipments to and from Russia and surrounding republics.

Andacic, a native of Croatia, is a 2003 graduate of Goethe University in Frankfurt, Germany, and holds additional professional training in Transport Management and Operations through the city's World Trade Academy. He has held positions of increasing responsibility within Russia for multi-national transport logistics and project cargo service firms before joining UTC. He is fluent in Croatian, English, German, and Russian.

"By drawing upon the network of contacts and partner-

ships we have established throughout Russia and the Commonwealth of Independent States (CIS), the Moscow office coordinates with UTC Overseas' existing global office network to provide logistics solutions for customers across a wide range of industries," said Zabedilin.

"Serving the Russian and CIS region involves special challenges," Andacic adds. "In such sectors as mining, oil and gas or alternative energy, projects are often situated in areas without reliable roads and bridges, rail services or ports. Extreme weather conditions can also be a critical factor. We have the experience in working with such conditions and access to reliable and well equipped suppliers of the specialized manpower and cargo handling equipment needed for complex transport challenges like these. UTC Overseas' wide-ranging global experience is particularly vital in this region because few local firms have the skills, experience and resources these specialized shipments demand. It is a natural process for UTC Overseas to open this new facility."

In 2009, UTC named István Csépan, as its Hungarian Country

### Russian Office Continued

Manager with additional sales and development responsibilities for Eastern Regional countries including the Czech Republic, Slovak Republic, Slovenia, Croatia, Romania, Bulgaria, Bosnia, Serbia, and Poland. It also recently opened an office in Baku, Azerbaijan (Point2Point 9/12).

"The addition of the Baku and Moscow offices enhances our eastern Europe and Balkan coverage," Zabedilin said. "It also provides our existing offices additional on-site resources and local expertise to assure timely and cost-efficient services for our customers worldwide."

## >> UTC- SPONSORED MARITIME MUSEUM LECTURE ON TEXAS STEAMBOATS

Talk about the history of steamboats in America and most of us think of the mighty Mississippi. But steamboats also provided a vital trade and transport link on the important waterway between inland Houston and the U.S. Gulf at Galveston during the 19th century. The Houston Maritime's Museum's free monthly lecture for December features author Andrew Hall who details the rich and exciting growth of this trade, featur-

ing everything from steamboat races to makeshift Civil War gunboats, gamblers and horrific accidents. Public admission to the Thursday, Dec. 13th 7 p.m. lecture is free - underwritten by UTC Overseas Inc., and includes admission to all Museum exhibits. The Museum is located at 2204 Dorrington. For additional information, call 713-666-1910 or e-mail [heather@houstonmaritimemuseum.org](mailto:heather@houstonmaritimemuseum.org)

## >> UTC VIDEO – MOVING TRANSFORMERS UP A MOUNTAIN



est distance, and that is often the final leg to the end destination. This was true for a UTC Overseas assignment in the Pacific Northwest: Rail three 260-ton electrical transformers from the Port of Seattle to an Oregon siding and then overland less than four miles to a power substation on top of a steep hill.

The final moves, including transfer of each unit from a heavy transport rail car to a special girder frame over-road trailer, took place in the dead of winter and had to be undertaken in weather conditions that included deep cold and icy and snowy local roads.

For a detailed look at the challenges involved and how they were dealt with, check out this special UTC web video: <http://tinyurl.com/UTCMountain>

It is often the case that when a long-distance project cargo move takes place, the most challenging part involves the short-



The UTC team had a private dinner with former Prime Minister of Ireland, Brian Cowen who hails from Clara Co Offaly -- the same town as UTC Ireland Country manager, John Flattery.

From Left to Right:  
Stefano Comotto, Edward Vaz, Brian Cowen,  
and Marco Poisler

## >> HAPPY HOLIDAYS AND MERRY CHRISTMAS TO ALL OUR CUSTOMERS AND FRIENDS!

Houston Employees are sponsoring the "Houston International Seafarers Center" with Christmas Gifts for the Vessel Crews.

In 2011 the Houston International Seafares Center placed 9,835 gifts on board 434 ships which had seafarers for 69 different countries! What a great way to show the Hospitality of the Houston Area! If you are interested in participating please let us know at [point2point@utccoverseas.com](mailto:point2point@utccoverseas.com)

