

# Point 2 Point



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## >> TOM YOUNG UTC OVERSEAS PROJECT GROUP'S HEAVYWEIGHT EXPERT

Industrial Services Director, Tom Young, is a Road Warrior for UTC. He often spends over 200 days a year on the road helping UTC and its clients manage some of our most challenging projects – from Asia, to Africa, South America and throughout North America. He says modestly, “I’m just a working guy,” but that belies the fact that he carries a wealth of experience in handling highly complex heavy-lift cargoes in the face of big gnarly obstacles. A native Texan, with an engineering degree



from the University of Houston, Young cut his teeth supervising transport of electrical transformers for a multi-national corporation. Working for us, he has supervised moves for petro-chemical, power generation and

distribution clients, and even found a way to rescue a 280-ton generator after it rolled down a mountain in the Azores. He spent four months in the Republic of Georgia’s Tbilisi region arranging delivery of two U.S.-built power plants, and oversaw the successful delivery of three massive utility transformers from Brazil to rural New Jersey. That project had been turned down by numerous competitors who said that moving the units through the congested New York-New Jersey corridor was simply impossible. Tom’s expertise and a UTC-crafted plan of barges, a specially-created riverbank offload pier and night heavy-haul road transport through a dozen New Jersey cities and towns, got the job done. “We’re a team,” Young says. “We have fun at what we do...solving problems for our customers.”

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## >> BEETLE MANIA

Destructive, voracious, notoriously difficult to control and loves untidy surroundings. While it may sound like the typical teenager, the Khapra beetle, which literally means ‘destroyer,’ has become one of the world’s most destructive pests of grain products and seeds. This beetle has been showing up far more frequently in U.S. ports of entry than Customs and Border Protection and the U.S. Department of Agriculture ever dreamed.

According to the USDA, the beetle is native to South Asia (mainly India) and has become established in more than two dozen Mediterranean, Middle Eastern, Asian and African countries. As the world’s shipping and travel industries grew to keep pace with an increasing global economy and mobile population, Khapra beetles began hitching rides and became

globe-trotter themselves. During 2005 and 2006, Khapra beetles were intercepted three to six times per year at U.S. ports. The number began to increase in 2007, and for the next three years, CBP averaged 15 interceptions nationwide each year. And as of September 2011, there was 194 confirmed interceptions and it’s not just a statistic rising, this issue has become much more worrisome.

Known as a “dirty feeder”, Khapra beetles are avid eaters who can damage as much as they consume. The beetle can contaminate grain with body parts and excrement, thus causing a significant reduction in seed viability. Just two to three millimeters long, the beetle ravages crops, damaging up to 70% of grain. And if the Khapra beetle becomes established



in the U.S., other countries could restrict imports of U.S. grain, causing potential economic losses to imports from the United States. What's worse, the beetle is difficult to kill, resistant to chemicals, can go for long periods of time without food or water and can hide in small cracks. CBP agricultural specialists must quarantine the container or commodity as soon as Khapra beetle contamination is suspected, pending identification of the pest by the USDA. In early 2010, the CBP's Khapra beetle technology transfer training launched and has led to significant increases in Khapra beetle interceptions.

"We've provided training on how to find, identify, and safeguard against Khapra beetles. Before the training, we found approximately 37 in 2010 and around 15 each year. After the training our interceptions started to skyrocket. I am extremely proud of the work that our agriculture specialists and officers have done in keeping Khapra beetles out of the U.S." - Michael H. Wright, acting executive director of CBP Field Operations' Agriculture Program and Trade Liaison Office.

Reference: Franklin, Kathleen., (2012, January 5). "Khapra, Beetle, Tiniest Terrorist." *Frontline* volume 4, issue 4, pages 32-33.



Platform Modules loading onto Barge. Corpus Christ, TX. Managed by **Martin Stitz**



Project FPL Conservation Substation from Savannah, GA to Fort Lauderdale. Managed by **Sascha Tibo**



Project Guemes from Chile to Argentina. Managed by **Martin Stitz & Alan Holtappels**

## >> HOUSTON MARITIME MUSEUM

UTC Houston is proud to be a sponsor of the Houston Maritime Museum and their 2012 Lecture Series! The first 2012 Lectures will be January 26. For each edition we will have fresh news on Houston Maritime Museum.

Please see the attached and share with your friends and business associates!  
<http://www.houstonmaritimemuseum.org/>

## >> INSIDE / OUTSIDE UTC

Please visit us at the booth #61 during The 114th National Western Mining Conference & Exhibition! It will take place in Denver, Colorado on March 20th to 22nd.  
[http://www.coloradomining.org/nu\\_conferences.php](http://www.coloradomining.org/nu_conferences.php)



"UTC Projects is uniquely qualified to manage, on a turn-key basis, some of the largest mining projects on the globe. Our proven track record in the copper, gold, molybdenum and iron ore markets enable us to continually improve our process and services to encompass advanced logistical planning, shipments, laydown management, rough-set onto foundations and "just-in-time" deliveries enabling our clientele to execute their construction schedule without delay. UTC truly is the leading logistics provider on the globe for mining capital projects".

*Brent Patterson, UTC Project Director*

- > **Are you interested in learning more about INCOTERMS?** Please contact Jaynette Kettler (j.kettler@utcoverseas.com) if you would like a lunch and learn at your office – this is designed to help everyone have a better knowledge of the logistics who pays for what and where the RISK>
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