



Press Release

UTC EXPANDS IN GUYANA

(Houston, TX – August 11, 2017)...UTC Overseas, recognized leaders in global project cargo logistics, today announced the expansion of its presence in Guyana with the appointment of Bob Stevens, the firm's Caribbean Field Director, to support its recently opened Guyana office. Stevens, who holds dual Belize/British citizenship, has detailed experience in the region. He has lived in Belize for nearly three decades and worked with an array of major companies, including past service as a Country Operations Manager for ExxonMobil in Belize.

He has worked for UTC for the past 14 years on project logistics planning for oil and gas projects in Africa, Asia and South America. Most recently, he has helped guide UTC safety planning and analysis for Guyanese materials management. In his new capacity, a prime goal will be recruiting and training a 100% Guyanese staff to service the company's newest of 53 offices in 26 countries worldwide.

"As Oil, Gas and Energy sectors expand their operations in Guyana, the need for UTC's services and expertise is growing," notes Marco Poisler, UTC Executive Vice President. "The work ethic of UTC's global controller, Michael Deane, originally from Guyana, has always impressed me. We are excited to establish a physical presence in-country, combining our staff expertise and experience with that of carefully vetted third-party service providers with direct presence and experience in Guyanese operations. We are particularly committed to investing in the recruitment, education and training of Guyanese staff as part of our efforts."

UTC Project Director Diana Davila adds, "Our customers can feel confident, knowing that we are fully ready to provide the skills and experience in this emerging market that have helped us establish a global reputation for leadership and excellence in project cargo logistics and freight forwarding."

"In addition to the industry-leading services of UTC's Heavy Equipment Division and its extensive experience in managing the logistics of large-scale project moves in the mining, construction and energy sectors in this region, we offer in-house expertise in transport management, including specialized vessel chartering," Stevens explains. "Couple that with a set of strategic partnerships that bring real value to our customers operating in the Guyanese market."

Bringing global project cargo expertise to Guyana, as ExxonMobil prepares to deliver first oil from the Liza project in 2020, means an accelerated program by UTC to hire Guyanese staff. UTC has partnered with TOTALTEC Oilfield Services Guyana, Inc., a 100% Guyanese firm focused on providing training, support and consultancy services to local communities, the government, and international operators and service companies operating in-country. UTC will be also be providing scholarships for a number of students of the International Petroleum and Maritime Academy, to be set up in Georgetown by TOTALTEC.

Lars Mangal, Chairman and CEO of TOTALTEC, said that in addition to partnering in a shore base in support of ExxonMobil's Liza field operations, his firm is establishing the Academy in Georgetown to educate and train Guyanese personnel. "The curriculum will be tailored to the needs of the oil and gas industry and firms like UTC, covering subjects such as health and safety, lifting and rigging, logistics and office operations."

Brian Chia, TOTALTEC Senior Vice President for Business Development, said the academy will use instructors from The University of Texas/Austin for petroleum-related training. "We are working with the Guyanese government to create oil and gas related job opportunities for Guyanese citizens and hope to have as many as 450 people complete Academy training over the next three years." Mangal and Chia said UTC's office opening and the appointment of Stevens, with his long experience in the region and in the industry, shows UTC's commitment to Guyana. "The hiring, training and scholarship support means a great deal to our country."

UTC is also working with other firms and individuals well versed in the country and industry:

Guyana Offshore Base, Inc. (GYSBI), a partnership between Muneshwers Ltd, Pacific Rim Constructors, TOTALTEC, and LED Offshore to construct and run an offshore logistics and warehousing base facility for first-phase development of Guyana's Liza field.

SIKA/APAN – Parika-based specialists in facilities development, logistics equipment and maintenance, tanks and storage, fabrication, and supply vessel equipment.

John Fernandes, Ltd. has nearly six decades of demonstrated excellence as the leading shipping services provider in Guyana including stevedoring, terminal, warehousing, and transport contracting.

Rafeel & Moore – Licensed Customs Brokers specializing in customs and clearance processes, brokerage, import licensing, tax, and VAT consulting.

John Chin, a director of the Guyana Oil and Gas Association, is a liaison in assuring transparency in local and regional jobs training associated with service to the industry.

Michael Deane, UTC Overseas' Global Financial Controller, is a Guyanese native, and will help facilitate operations of the Guyana office. He has been part of UTC for nearly two decades.

"We are confident our strong background in air and ocean freight, our in-country partnerships and our focused, cost effective approach to project logistics and supply chain management solutions, will help UTC Overseas' customers achieve their goals in the challenging Guyanese market," Poisler concludes.