

# Point 2 Point



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## >> ANTONOV AIRLIFTS HUGE TRANSFORMER FROM CROATIA TO PHILIPPINES FOR UTC



The Budapest, Hungary office of UTC Overseas has just completed successful transport of a 136-ton transformer and related accessories from Zagreb, Croatia, to a power-generation facility near Cebu, Philippines, using the Antonov 225 heavy-lift aircraft.

The transformer (over 28 feet long, nearly 10 feet wide and 13.5 feet high – 860 x 296 x 410 cm), was constructed by UTC customer Koncar Power Transformers (KPT), a joint venture of Siemens AG and Koncar d.d. UTC's responsibilities included managing the creation of a special frame for the transformer, unit loading at ZAG airport and delivery at Cebu.

Edit Borsos, Sales and Operations Manager in UTC's Central and Southeast European Regional office in Budapest, was the manager for this project with assistance from Anett Imre, General Cargo Manager in Budapest, Rock Knezevic, Regional Sales Manager and Ugljesa Stojakovic, Freight Forwarding Project Manager/ South-East Europe.

"In early spring we were asked by our customer to prepare a proposal for transport of this equipment, part of a major new Philippine government investment in expanded power generation in the Batangas region of the country," she explained. "After initial study of possible ocean transport, we were asked to develop an alternate air transport option. Given the weight and dimensions of the transformer and related equipment, it was quickly apparent that the only aircraft capable of handling the load was the Antonov 225-model heavy-lift, from Ukraine. We contacted the company directly and began working with them on developing a detailed loading and transport plan - a process which continued through the summer and right up until the actual shipment in early November," Borsos said.

A key element of UTC's planning, in concert with our customer and Antonov engineers, we designed and constructed a special transport frame to securely stow the cargo during the long flight from Europe to Asia and safely spread its weight across the plane's floor structure. Completed, the 18.5 MT frame was over 52 feet long, 13.5 feet wide and 9.5 feet high (1623 x 414 x 289 cm). A Ukrainian contractor, recommended by Antonov, handled that project, and the frame was delivered to Zagreb aboard the Antonov.

"Project engineers were making final refinements to their designs right up to final deadlines," Borsos said. "This meant the number, size and weight of accessory pieces being boxed for shipment with the transformer was constantly changing. Given the plane's 180-ton payload, we had to decide which of the nearly 44 MT of accessories (in 22 packages) could be shipped with the transformer and which would be sent separately via commercial/liner air transport. We also had to complete all commercial bookings and paperwork to assure everything reached the Philippine customer in a timely and cost-efficient manner."



Turnkey Project Services Worldwide



## >> UTC OVERSEAS INDIA OFFICES CELEBRATE FOUR YEARS OF EXPANSION

With the opening of a new three-thousand-square-foot office in Mumbai, and the addition of a sixth in-country office (New Delhi, Mumbai, Chennai, Kolkata, Vizag) in Baroda, UTC Overseas begins its fifth year of operations in the rapidly expanding Indian market as a recognized leader in transport services including Project Logistics, Heavy Equipment, Customs Clearance, Freight Forwarding and Warehousing.

Luckesh Gupta, head of UTC Overseas (India) Pvt. Ltd., based in New Delhi, said the company has established itself as a credible, reliable and cost-efficient service provider to a growing range of national and multi-national customers. "We are especially indebted to Mr. Lawrence Fernandez, our head of Project Operations for the Indian subcontinent, whose vast experience has been invaluable in our ability to successfully manage a growing number of complex cargo moves for customers, particularly break bulk.

"We're dealing with sophisticated and demanding customers," he explains. "While the Indian market includes many project logistics 'newcomers', often pursuing business at cut rates, our customers recognize the value of engaging skilled and experienced professionals with the resources to analyze complex moves, develop detailed plans and prepare for inevitable contingencies. Our global UTC office network, experienced staff, and assurance that needed expertise is 'on the scene,' are critical factors in winning new and repeat business."

B. Ramesh, Head of India Project Sales cited one example of this trend. "We moved an 80 metric-ton, 21.75 meter (71.78 foot) long, 4.9 meter (16.17 foot) wide and 5.3 meter (17.30 foot) high Cryogenic Storage Tank from the

Indian manufacturer's facility to the port of Chennai, a distance of some 95 kilometers (60 miles). The day-time move required a detour to avoid a low-clearance bridge and heavy city traffic congestion, plus obtaining approvals to briefly shut down an overhead electrical transmission line while the cargo passed underneath. Our detailed pre-move route survey helped assure that the move was completed without incident and the vessel was safely loaded for ocean transport to Saudi Arabia."

"The opening of the Baroda office in Gujarat state is extremely timely," Mr. Gupta added. "The region is undergoing major expansion and rising investment in such areas as oil-and-gas production and transmission, and in power generation. The Baroda office is ideally located to serve the international airport at Ahmedabad and regional Indian ports at Mundra, Kandla, Pipavav, Dahej and Hazira. Baroda (also known as Vadodara) also enjoys excellent connections with Mumbai. It has attracted offices for such multi-nationals as Cairn & Energy, Linde Engineering, ABB, Alstom, Bombardier, Schneider, TBEA, Dupont and Sabic Asia, as well as large Indian companies like ONGC, Indian Oil, Larsen and Tubro, Gujarat Alkalies and Chemicals, Gujarat State Fertiliser and wind turbine manufacturer Suzlon." (Watch UTC's video on the transport of Suzlon turbine blades from the U.S. Gulf to Brazil at <http://tinyurl.com/UTCWind>)

"With the Baroda office added to our network across the subcontinent and to our UTC offices serving such important regions as the Middle East, Europe, Asia, North Africa, and North and South America, we're ideally positioned to serve the domestic and international needs of our Indian customers."

## >> UTC'S HEAVY EQUIPMENT – DELIVERING CUSTOM-TAILORED SERVICES

UTC Overseas' Project Division has a well-established reputation as a leading provider of specialized transport and logistics services for the large-scale projects. One key to that lies in part with a separate UTC division structured to provide customized services tailored to the unique needs of specific project sectors.

"Our Heavy Equipment Division was formed in 2004," explains Hans Meyer, UTC Executive Vice President and head of the Division team. "We deliver our clients truly customized and tailored services to serve the unique needs of key markets including: Construction and Infrastructure; Mining; Marine and Shipbuilding; Fire and Rescue; Agriculture and Forestry; and Used Equipment.

"A complex project in one of these sectors can't always be measured and served by the standards and resources used for another," Meyer continues. "We have organized our Heavy Equipment services by sector, and assembled teams of specialists to serve each of them. Members are assigned to a given team based on their detailed experience and demonstrated skills in planning and managing projects in that sector. That assures our clients comprehensive, customized and tailored services, delivered at a level of skill, reliability, safety and efficiency that is unmatched in the industry."



## >> MATTHIAS LOLL NAMED VP - PROJECT DEVELOPMENT NORTH AMERICA



Matthias Loll has been promoted to Vice President Project Development North America by UTC Overseas, Inc. In his new position, he oversees the growth and development of the company's UTC Canada and UTC Mexico offices and operations, working closely with Hans Meyer, Executive Vice President & Heavy Equipment team, in these markets. He continues his responsibilities as Director, Project Development/Brasil for UTC Brazil.

Since joining the company's Project Division team in Houston, TX, in 2006, Mr. Loll has lead the development of UTC's global Transformer and Rail Logistics teams in North America. Born in Germany and enjoying U.S. citizenship, Mr. Loll has over 25 years' experience in international freight forwarding and project cargo logistics management. Following his apprenticeship in Germany, he began his overseas

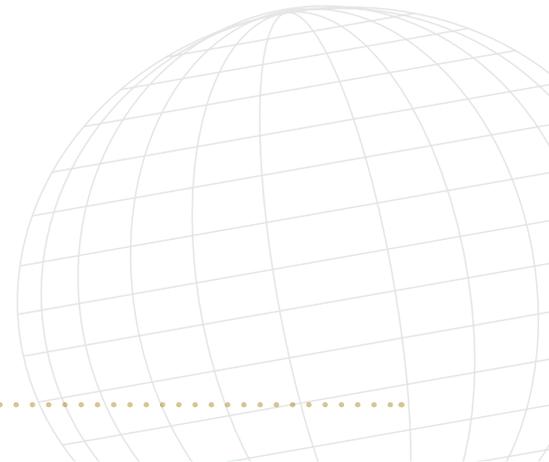
career with a two-and-a-half-year assignment in the Sudan, supervising challenging heavy-lift and project cargo moves throughout that country. From 1992 to 1999, he held New York-based positions of increased responsibility with a focus on project freight forwarding. Prior to joining UTC, he managed heavy-lift cargo discharge and transport operations in Umm Qasr, Iraq and in Kuwait for a post-war Iraq reconstruction program for major US EPC companies.

Mr. Loll has had extensive experience in the oil and gas project and supply business, and in handling of power generation equipment from such industry leaders as General Electric, Siemens/Westinghouse, ABB, Alstom, and Wartsila.

He has handled transport logistics for segments of projects managed by multi-national engineering firms including Bechtel, Fluor Daniel, KBR Halliburton, JGC and others. Working closely with his UTC colleagues around the globe, he recently completed a three-year project managing the transport logistics for major components of a \$5-billion steel plant in Alabama, sourced from both Europe and Asia.

"We welcome Matt in his new role," said Mr. Meyer. "We look forward to working with him on future joint activities, enabling us to capitalize on his experience, guidance and support in expanding UTC's project activities in Canada and throughout North America."

"UTC is pleased to award this well-deserved promotion to Mr. Loll," said UTC Project Division Executive Vice President Marco Poisler. "His extensive experience, technical and language skills and broad contacts enhances UTC Overseas' ability to provide its customers with outstanding service in the management and supervision of a full range of project and heavy-lift cargo movements, and to help manage the steady growth of our office network worldwide."



## >> IRISH SALES EXEC RAISES OVER \$5,700 FOR CHARITY IN NY MARATHON RUN

William Reynolds (known to his friends as Willie), Sales Executive in UTC's Dublin-based Ireland office, is an avid athlete, having played in soccer, rugby and Gaelic football. More recently, he took up long-distance running, and this year decided to use the sport to raise funds for a favorite charity, the Irish Heart Foundation.

"In 2008, I decided to enter the Dublin Marathon. I had never run a mile, but I was in pretty good shape. It was difficult - took me about six hours - but I made it. Last year, I ran in the Barcelona Marathon in about four hours and 50 minutes."

This year Reynolds decided to enter the New York City Marathon with his Barcelona performance sufficient to win him a spot. "My earlier athletic endeavors have been tough on my legs," Reynolds admits, "so I had to tailor my training accordingly. I tried to get in about 45 kilometers (28 miles) per week, either by myself or with a couple of mates. An 18-mile run in October felt good, so I knew I was ready."

Reynolds also devoted much of his free time to fund-raising raising for the Foundation, one of Ireland's oldest and best-known charities. "I told everyone I knew about my run. The UTC staff worldwide have been major contributors to my fund-raising efforts. I can't thank them enough."

John Flattery, UTC's Country Manager, said Reynolds is being modest. "He lives in a suburb of about 3,000 people and I'll bet he's approached about 2,500 of them using everything from kiddie discos to cake sales, and jersey days as occasions to seek donations. These are people for whom a five or ten-pound contribution is



a lot, but they have given because they know Willie and they know it is for a good cause."

Reynolds' New York trip was something of a homecoming since he lived and worked in the city when he was younger and part of a very large and active emigrant Irish community in the New York/New Jersey area. "I saw lots of old friends during the race weekend."

"The race itself was fantastic," he continued. "The whole route was lined with people and there was live music on every corner. The first 18 miles went great, but I have to admit that after that it got harder. But I pushed on and finished in five hours and 10 minutes."

### How To Contribute

To date, Reynolds' efforts have generated over 4,300 Euros (about \$5,700) in direct and on-line contributions for the Foundation. If you would also like to make a contribution in his name visit [http://www.mycharity.ie/event/willy\\_reynoldss\\_event/](http://www.mycharity.ie/event/willy_reynoldss_event/) and click on the green "Sponsor Me Now" tab on the left side of the page.

(The charitable work of UTC's Ireland office was also featured in the November, 2012 issue of Point2Point. Their support helped an Irish scouting organization complete shipment of a container full of donated supplies and playground equipment to a school in Botswana, Africa.)



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