



POINT2POINT

Global Logistics Solutions

State of the art cement plant equipment was delivered from Turkey to Colombia on an extremely tight schedule. All customs and logistics management for this project were handled by UTC.



UTC OVERSEAS DELIVERS STATE OF THE ART EQUIPMENT TO MODERN GYPSUM FACTORY

What do you do when your project needs to be executed on a tight schedule, under special customs rules, where the final jobsite is in a densely populated area at a high volume manufacturing plant that could not suspend operations under any circumstances? Call UTC Overseas!

Knowing UTC's global reputation as well as UTC Colombia's extensive experience and knowledge of the region, our client knew UTC was the right company to handle all the customs and logistics for this cargo move. UTC Colombia's solid experi-

ence with customs clearance procedures and partnership with IMEX customs brokers, combined with our network and expertise in managing cement plant related projects were exactly the answer the client was looking for – a company that could ensure the successful execution of their OPEX project. "Costs are just as relevant a factor in executing a project as are services. Clients have tight budgets and compete in fierce markets; planning logistics is determinant to guarantee the success of a project," states Jorge Duarte, Project Manager, UTC Colombia. Howev-

er, regardless of how much budgeting and planning has been done, it means nothing unless you have proper customs clearance. UTC has unparalleled knowledge in managing customs clearance in Colombia, and was able to clearly understand and anticipate the needs of the consignee, who was very satisfied with our services. This assured the client that they were in good hands with UTC and we would be able to execute the project with ease and expertise.

(continued on page 2)

UTC DELIVERS TO MODERN GYPSUM FACTORY

(CONTINUED)

Recognizing our capabilities and reputation for completing jobs both on time and on budget, our client contacted UTC's cement division in USA to discuss fast-tracking a project in Colombia. The Cement Division immediately brought it to the attention of our experts in Colombia via web conference platforms, to discuss details of the project. "As already very common, our clients are engaged in global business: the manufacturing is located in country 'X,' the receiver is located in country 'Y,' and the client itself is in an

entirely different country. At UTC, we mirror the same situation, thanks to our vast global network. It is not new for our team to take part in web video conference calls, linking our people from all corners of the world to discuss the details of a project. It is like having a face-to-face meeting, where all involved parties can provide suggestions, identify risks, share documents and much more, like any other meeting. Thanks to our various IT platforms, we can gather our people in a timely fashion and come back to our clients with a proposed method and related costs. This is extremely important, especially when our clients are working with time constraints have little time to spare for the planning and execution of their projects," says Ignacio Benedetti, Managing Director, UTC Colombia.

Cargo consisted of multiple deliveries in different types of oversized container shipments, with several pieces requiring special authorization from the HQ of the shipping line due to their dimensions. "As with any other project, part of the equipment consisted of over dimensional equipment and containerized cargo. However, the only regular breakbulk line from where the cargo was manufactured – Turkey – to where the cargo needed to be delivered – Colombia – cancelled their

services just before the project was to begin. Suddenly, the oversized pieces could not be transported as planned. However, thanks to the risk assessment plans done before executing the project and our strong links with major FCL companies, UTC's team managed to plan and load the oversized cargoes in special containers, therefore avoiding the expensive costs for inducing a breakbulk vessel," explains Alain Holtappels, Regional Manager of West Coast South America.

Calling on the Port of Cartagena, the cement plant modules and accessories were transported to the final jobsite via extensive expanded flatbed trailers. Due to the fact that the cement plant in Colombia was located in a densely populated area and already operating, the deliveries could not interfere with the daily activities of the plant. All deliveries were scheduled carefully throughout the day in order to minimize interference with the plant's daily routine, and were accompanied by UTC personnel to enforce and assure all safety procedures were followed. Through careful coordination with the receiver and compliance to all 3rd part safety standards, all cargoes were delivered on time without causing any impact to the plant's normal daily activities.



Equipment was loaded onto flatbed trailers to be transported to the final jobsite, a currently operating cement plant located in a highly populated area.



Join UTC Overseas

October 4-6

LatamCan

São Paulo, Brazil

<http://www.latamcan.com>

October 17-19

BreakBulk Americas

Booth #1139

Houston, TX

<http://www.breakbulk.com/events/breakbulk-americas/americas-2016/>

October 30—November 1

Asia CanTech

Bangkok, Thailand

<http://www.asia-can.com>

www.utcoverseas.com

project@utcoverseas.com

Tel.+1-713-689-9939

