

# Point 2 Point



Volume 1 Issue 5 · June 2012



## >> RODRIGO CHITTONI, PROJECT MANAGER SHANGHAI, CHINA



Rodrigo Chittoni is just starting his second decade with UTC Overseas. He joined the company's Sao Paulo, Brazil office as its first branch manager in 2002, and in January of 2008, joined our Shanghai, China offices.

"I started in Brazil with just one assistant, and when I came to China we had just three team members," he said. "Today, I am a Brazilian native, working in China for an American company. It reflects the global scope and expertise of the company in serving the needs of customers worldwide. We're sort of a mini-UN in complex cargo logistics."

"Besides generating our own business, we commonly function as a service bureau to the other offices in our worldwide UTC network, helping them assure that shipments sourced here are delivered to their customers around the world, safely and efficiently."

"Doing business in China is fascinating and challenging. Besides the obvious cultural differences, there is the incredibly rapid growth in Chinese international business. In just a few years they have become world leaders in the production of complex industrial components and systems -- everything from cement plants, to ore processors, and steel mills."

"However, because of that rapid growth, some producers may lack vital skills and experience in such areas as product packaging, transportation, logistics and safety. As a result, we often wind up working with Chinese producers to help educate them in these areas, and at times, take on some of these tasks ourselves."

"In one case, a hot-metal mixer, destined for Brazil, had been designed in segments for shipment, but the manufacturer neglected to determine centers of gravity for the pieces or to include fixed lifting points in the design. We stepped in, undertook those steps, tested them before shipment, and completed the move safely and on schedule."

"In another case, we discovered that the cradles a manufacturer had supplied for shipment of a ball-mill from China to South America were not strong enough to handle the stresses of ocean transport. Although it was a major Chinese holiday, we worked with the vessel captain to weld a new steel-beam cradle in the ship's hold and transport the system safely and successfully."

"We constantly visit manufacturers' plant sites to check on cargo dimensions, weights, packaging, loading and operational safety issues. And our experienced staff are on the scene during transportation and loading. UTC Overseas' staff experience, attention to detail, and to cargo and worker safety has helped us establish global leadership in safe and efficient handling and delivery of complex cargoes."

## >> ISTVÁN CSÉPÁN, COUNTRY MANAGER, HUNGARY



István Csépan is the Hungarian Country Manager for the Project Division of UTC Overseas, Inc. and has additional sales and development responsibilities for Eastern Regional countries including the Czech Republic, Slovak Republic, Slovenia, Croatia, Romania, Bulgaria, Bosnia, Serbia and Poland.

"Our Budapest office has just completed a multi-unit shipment of gas turbine generation systems and related materials," Csépan explains. "It was an effort which required careful coordination of our work with that of UTC Overseas' Houston and China offices. Power generation systems manufacturers in the Czech Republic,

Croatia and the Ukraine have also been expanding business and in turn, new opportunities for UTC Overseas services. We are also seeing expanding markets in construction and oil and gas sectors," he adds, "and with our global reach and expertise, we're serving customer needs in the regular cargo market including FTL, FCL and air cargo shipments. The field is intensely competitive but we have an established name, extensive experience, and global market presence. Those are important assets when customers make final decisions on service providers."

Mr. Csépan joined UTC Overseas in 2009. His early experience includes extensive work in maritime engineering and freight forwarding, international shipping, customs and cargo clearance.



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Over the past decade, prior to joining UTC Overseas Inc., he has held positions of increasing responsibility with one of the world's leading multi-national engineering-based firms, managing regional teams in the U.S., Canada, Mexico, South America, Europe, Africa and the Middle East. As a company compliance officer, he was tasked with assuring labor, tax and human service compliance with

regulatory and statutory requirements. He also monitored security, crisis management, risk management and internal audit compliance.

Csépán holds a Bachelor of Science in Marine Engineering from the István Széchenyi Technical College and a Masters in Business Administration from Budapest's University of Technology and Economics.

## >> HOUSTON MARITIME MUSEUM

The Vietnamese Fishing Communities of the Texas Gulf Coast will be the topic for June's Houston Maritime Museum lecture. The talk is set for Saturday, June 23rd at 2 p.m. and is free to the public thanks to ongoing underwriting support from UTC Overseas Inc.

The lecture will be delivered by Dr. Sara Massey, recently retired from San Antonio's Institute of Texan Cultures. It is based on her book, *The Asian Texans*, and her extensive oral history interviews with dozens of Vietnamese immigrants

whose families fled their native country and settled in Texas Gulf Coast communities.

The lecture will take place at the Houston Maritime Museum, 2204 Dorrington, Houston, 77030. UTC's underwriting includes free admission to the lecture and all Museum exhibits.

Visit [www.houstonmaritimemuseum.org](http://www.houstonmaritimemuseum.org), call 713-666-1910 or e-mail [maryhmm@sbcglobal.net](mailto:maryhmm@sbcglobal.net) for more information.



200 tons piece being loaded from China to USA. Managed by **Rodrigo Chittoni, Jens Murken and Matt Loll.**



Loading in Constanta, Romania. Managed by **István Csépán.**



Loading of Angola Project at Industrial Terminal. Managed by **Victoria Caffesse and Martin Stitz.**

## >> YOUR COMPANY MIGHT QUALIFY FOR CUSTOMS DUTY REFUNDS. LET UTC OVERSEAS, INC. HELP YOU FIND OUT

Ever hear of "customs duty drawbacks"? Don't be surprised. Many importers aren't aware of the program or think it is too complicated. As a result, they could be passing up significant savings on import duties. UTC Overseas, Inc. can help you determine whether your company qualifies, and even manage the program paperwork.

Duty drawbacks date back to 1789 when Congress, to encourage manufacturing and exports, passed a law that refunded duties on salt imported for curing meat and fish if that salt was later exported. Today importers and exporters alike can earn full or partial refund of customs duties, some taxes, and certain fees collected at import, when the resulting product is then exported again for sales overseas. Drawbacks may also be given for merchandise which was imported and then either unused, rejected or destroyed.

Duty drawback is admittedly a complex program, but properly managed, drawbacks can generate significant savings on otherwise lost transactional expenditures. UTC Overseas, Inc. offers full drawback services to help your company obtain accelerated duty drawback, plus the expertise to navigate drawback requirements. Contact your UTC account representative today to learn more.

### > Saving Time on International Travel

Chances are your business probably calls for a fair amount of international travel which can be time-consuming and tiring. But there is a bit of good news now in play for the savvy traveler and it is called *Global Entry*.

Under this new program, qualified U.S. travelers can expedite their homeward-bound passage through U.S. Customs. You will first need to undergo a thorough background check and interview in order to qualify. Once cleared, you can then proceed to special *Global Entry* kiosks at participating airports, present a machine-readable passport or permanent resident card, place fingertips on a scanner for fingerprint verification, and make a customs declaration. The kiosk then issues a receipt and directs you to baggage claim and exit.

Officials said the program, currently available at limited airports and airlines, is designed to enable border protection staff to concentrate their efforts on higher-risk and unknown passengers.

To learn more about current participating airports and airlines and how to apply, visit [www.globalentry.gov](http://www.globalentry.gov).

> **Comments, concern, ideas?** please send an email to: [point2point@utcseas.com](mailto:point2point@utcseas.com)

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