



# Point 2 Point

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## >> UTC NOW HAS THE LONGEST LOAD-BED 16-AXLE RAIL CAR IN NORTH AMERICA

The Project Cargo Logistics experts at UTC Overseas today unveiled their own newly constructed railcar, featuring a 40-foot load deck, the longest of any 16-axle depressed center car currently available in North America. The extra-length deck and 400+ short ton load capacity make the new car ideally suited for the transport of heavy and oversized components such as turbines, generators, stators, engines, gensets and transformers.



The delivery of the new car, after four months of construction, is particularly timely given the limited national inventory of such specialized rolling stock and increasing competition for such resources, driven in part by the global effort to modernize, diversify and expand power generation and distribution systems.

UTC Executive Vice President Marco Poisler said under a dozen larger-length cars are currently available on the nationwide leasing market. "Our new design, created by UTC's own rail engineering team, greatly enhances our ability to serve our customers in a timely and efficient manner, and reduces our reliance on the scarce leasing market."

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### Complete Specifications – UTC 40-Foot Deck/16-Axle Rail Car:

Load Deck Length: 40 feet  
Overall Car Length: 149' 8"  
Gross Rail Load: 1,144,000 lbs.  
Est. Lightweight: 340,000 lbs.  
Est. Capacity: 804,000 lbs.  
Steel Type: T1 – A514A

Empty Deck Height: 52"  
200,000 lb. Deck Height: 47.5"  
400,000 lb. Deck Height: 43"  
600,000 lb. Deck Height: 38.5"  
Full-load Deck Height: 34"

For more information, contact [rail@utcoverseas.com](mailto:rail@utcoverseas.com) or call (713) 869-9939

## >> UTC COORDINATES DELIVERY OF ROLLS-ROYCE GLOBAL COMPONENTS FOR MAJOR POWER SYSTEMS PROJECT

UTC Overseas Brazil's head office in Rio de Janeiro is currently supporting Rolls-Royce's assembly and manufacture of 32 gas-turbine power generators. The units are being constructed with components manufactured in Brazil, U.S.A., China, Holland, France and the U.K., as key elements in the development of Brazil's growing offshore Oil & Gas Industry.

"Several years ago, Brazil pinpointed a massive new source of petroleum and natural gas, located under thick salt deposits off the coast. Estimates put the size of the fields at up to 14 billion barrels, but some are as much as three miles below the ocean floor. Today, a multi-national consortium of oil companies is developing a fleet of eight specialized Floating Production Storage and Offloading (FPSO) vessels to extract these valuable resources", explains UTC's Rio-based Project Manager Renata Barbosa.



"These vessels need their own power systems to operate and that is where our customer is involved. They are now constructing 32 gas-turbine power generation systems here in Brazil, using components sourced from a global network of suppliers. The completed systems weigh nearly 200 metric tons each, which includes a 59 metric-ton generator manufactured in Brazil, and a 68 metric-ton turbine made in the U.S.A., plus additional components. Four of the completed power systems will be installed on each one of the FPSO vessels", she adds.

Barbosa explains that UTC Overseas has engaged with Rolls Royce to coordinate and manage the

complex delivery logistics needed to get all of the parts and pieces for these systems from multiple manufacturers to their Brazilian facility. Adding to this challenge, UTC is adhering to the customer's demanding critical-path production schedule, designed to manage project costs by ordering and delivering components as they are needed.

Barbosa, along with Rio colleagues Project Coordinator Anja Schollmaier and Road Transport Coordinator Olisiel Martins and a Houston team including Project Director Martin Stitz and Project Coordinators Mario Poklar and Jan Goldgar, are now managing these shipments for Rolls-Royce. "Anja and Olisiel have played key roles in this effort," Barbosa adds. "Olisiel spends much of his time at the site, overseeing every aspect of product delivery and discharge. We are also in constant contact with the Houston office concerning liaison with our vendors and ongoing service quotations for the customer. So far, eight of the 32 generation systems are completed. Three more units are assembled and the twelfth unit is just getting started."

"We are working with UTC offices in Shanghai (China), in Marseille (France), and in Aberdeen/Manchester (U.K.). We have already coordinated over 100 global shipments and deliveries to the Brazilian construction center. Given the scope of this project, we expect our efforts will continue for several years."

"This really has been a team success story", Martin Stitz added "When we were first asked by the customer to bid on this project, they were just beginning to finalize the components they would use for these systems and the manufacturers to produce them. As a result, we spent nearly two years quoting and re-quoting various combinations of sourcing and delivery schedules before we were awarded the contract. Our first truckload arrived in the middle of last year. It's a tribute to the skills and professionalism of our global team. UTC's selection as the project logistics coordinator is also a testament to our experience, resources and global office network."

## >> UTC MEETS DEMANDING “CRITICAL PATH” CHALLENGES



Many of us have heard of “just in time” manufacturing: Reducing or eliminating the need for expensive warehousing by shipping products on carefully planned schedules to assure they arrive for final assembly or delivery as needed. That same “just in time” concept, also called “critical path” scheduling, is increasingly being used in the construction industry to shorten construction timetables and reduce overall costs. To succeed however, it demands that key components move from manufacturer to job site according to detailed timetables spelled out by the project planners.

Recently UTC Overseas was tasked with the critical-path delivery of three German-built transformers, shipped to Houston for delivery to a job site in north central Mississippi. Transport and delivery of the units, each weighing almost 235 short tons, was coordinated by UTC’s offices in Bremen, Germany, in cooperation with Project Manager Jim Lange of the Rail and Transformer Division in Houston.

“This project originated in our office,” explains UTC’s Bremen-based Managing Director Jens Murken. “Christian Jeschkowsky was Operations Manager. Our responsibilities began at the manufacturer’s facility in Bad Honnef, southeast of Cologne. Because of their dimensions and weight, our plan called for trucking the three transformers, via 12-axle Goldhofer trailer, to the nearby Rhine River and loading them onto a deck barge.”

“The barge had to be positioned nose-in to the shore for loading,” Jeschkowsky said. “Holding it in position against the heavy flow of the river was a challenge. Our solution was to fix the barge with heavy steel cables linked to three dead-man moorings on shore, and continually push it against the shore using a 1216-HP tug.

“Dimensioned steel ramps, fixed to the barge, were used to span the gap between the end of an on-shore “NATO” loading ramp and the barge. Each unit was then driven

aboard and placed on stools, using the hydraulic system of the Goldhofer trailer. Once the lashing of all three units was completed, the tug and barge headed to the Port of Rotterdam – a 220 km journey that took about a day and a half. At Rotterdam, we used a floating crane to transfer the transformers to an ocean-going vessel for delivery to Houston.”

“Given their weight and size (nearly 28 feet long, over 11.5 feet wide and over 15 feet high), we leased three heavy-duty, depressed-bed rail cars to transport the units to their final Mississippi destination,” Lange explained. “However, we routinely inspect all critical equipment prior to moves like this, and our UTC engineering team, and a subsequent expanded examination, found that one of the leased cars had a cracked center sill and could not be used.”

“The number of these specialized cars available nationwide is quite limited and they are in heavy demand. Fortunately, using our own contacts and resources, we managed to locate a suitable replacement in northern Ohio. With the cooperation of the CSX and BNSF railroads, and our own constant monitoring of the move, we were able to get it to Houston in just six days and maintain the critical-path delivery schedule set by the customer.

“The three transformers arrived in Houston on the 19th of November and our crews worked steadily to transfer each unit from the ship by barge crane, load it to an individual rail car and weld it in place for security during transit. We also removed the lifting flaps on each unit to assure critical side clearances en route, and then had all of the work inspected by a third-party surveyor -- an extra level of review to assure project security and safety. All of that work was completed in just three days. The loaded cars were then delivered to the BNSF on the 22nd and arrived at the Mississippi job site by the December 2nd date specified in our contract.”

## UTC MEETS DEMANDING “CRITICAL PATH” CHALLENGES... continued

“Meeting very tight critical-path schedules such as this one demands detailed planning of the entire move and coordination between our offices worldwide,” Murken concluded. “Our global resource network and the skills and experience of UTC staff, here in Germany and in Houston, resulted in safe, cost-effective and timely

delivery of these units in keeping with the needs of our customer. Our ability to identify the flawed rail car, and locate and deliver a critical replacement in time to maintain crucial delivery schedules, also demonstrates our ability to adapt quickly and efficiently to changing conditions.”



## >> UTC EXPERTISE HELPS GLOBAL ALUMINUM CAN PRODUCTION INDUSTRY

The next time you tip back an aluminum can of your favorite beverage, think UTC, a global leader in the complex logistics of setting up can manufacturing facilities. UTC’s experts in this specialized market are Martha Rojas, VP and Director of Project Development, and company Vice President Dean Temple.

Temple began his career in the early 80s, working for a New York-based freight forwarder. One of his early assignments was to handle can-making equipment for a German-based freight forwarder who subsequently asked him to form a U.S. subsidiary to handle their growing American business. “The first person I hired in 1988 to work with me was Martha Rojas,” he said. The two joined UTC in 1999, and in the decade since have established the company as the global leader in this specialized logistics sector.

Rojas, born in Colombia, emigrated to the U.S. with her parents at age 12, and eventually found herself living in Paris for a year. “I thought I was going to be a writer or a psychologist,” she laughs, “but here I am -- an expert in shipping aluminum can manufacturing equipment – and I love this work and the people I work with.”

Two decades ago, the aluminum beverage can industry was in trouble due to rising materials costs and competition from plastic containers. But aluminum recycling helped revitalize the market, Rojas said. “Today, aluminum is one

of the most completely recycled materials in the world, and can manufacturers are thriving and opening new global markets. Although Asian and European companies have gained market share, the bulk of manufacturing is still based in the United States.”

“A single can production line, capable of producing as many as 3,000 cans per minute, involves capital investments of \$30-70 million,” adds Temple. “For UTC, a single new factory involves the transport of multiple break bulk components -- very large machines for forming, coating, printing, baking, washing, quality control and palletizing. Add 150 containers or so of related equipment, all sourced from manufacturing centers around the globe, and you get a sense of our challenges. It’s not enough just to transport it all to the new factory site. The difficult part is tracking every component and making sure they arrive in the right order for the engineers to install.

“Each part of the production line is a specialty process -- from the massive presses that use tons of pressure to form the aluminum ‘cup,’ to the quality control systems that can spot and eject flawed cans as they fly down the line at speeds of up 3,000 cpm. Different companies make each of those machines and the conveyor systems that connect them. Each has a technical team responsible for setting up their machinery. As the factory is being built, each company has to know when their team will be needed on site.”

## UTC EXPERTISE HELPS GLOBAL ALUMINUM CAN PRODUCTION INDUSTRY... continued

"Many of our competitors don't have the expertise in the complexities of handling these projects. It demands flawless communication between UTC, our carriers and third-party vendors, the manufacturers, their engineering teams, and the lead project team and their customers," Rojas explains. "When it is done right, each partner in the project can confidently and efficiently allocate staff and resources."

"The world's three largest can manufacturers, Rexam, Crown and Ball, with a combined revenue of over \$22 billion, all use UTC to meet their requirements. UTC is the only project cargo/freight forwarder invited to take part in major canning-industry trade shows around the globe – places like Atlanta, Rio and Dubai," Temple notes. "And

with UTC's freight forwarding expertise and global office network, we also coordinate transport of over 5,000 forty-foot containers of finished cans annually. Such shipments are an essential tool to help manufacturers balance the output of their facilities with shifting global and seasonal demand.

"UTC has developed a very detailed understanding of this business and the planning and information technology systems that make it all work," he concludes. "It's a testament to the quality of our work that our customers, highly competitive with each other in seeking new business, routinely recommend UTC to each other and to others in the field."



## >> DO YOU KNOW HOW TO PROTECT THE CONFIDENTIALITY OF YOUR IMPORT BUSINESS DATA?

Many importers may not realize it, but data about their inbound U.S. cargoes, by law, can be collected by third parties and sold. In fact, data-mining firms regularly collect and publish the names of importers and their cargoes from vessel manifests.

Do you also know that you have the power to protect your company's import data confidentiality by simply sending a letter to the U.S. Customs Bureau? Here's how it works:

Send a letter on your company letterhead, including your U.S. mailing address and U.S. EIN number, to the Agency's Privacy Branch, requesting that your company's name NOT be disclosed on inbound vessel manifests. (If you operate under multiple business names, CPB will accept up to 10 name variations per request.)

This free service can take 60-90 days for processing, but once in place, you are protected for a two-year period from the date of enactment. That starting date will be provided to you by the Bureau when processing is completed. Renewals can also be requested, but it is up to you to re-apply in a timely manner, again allowing sufficient time for processing. You will not receive a Bureau reminder.

You can send your letter by FAX (202) 325-0154, or by e-mail to: [vesselmanifestconfidentiality@cbp.dhs.gov](mailto:vesselmanifestconfidentiality@cbp.dhs.gov) or by mail to:

CPB Privacy Officer  
U.S. Customs and Border Protection  
90 K Street N.E. 10th Floor  
Washington, D.C. 20229-1177