

Point 2 Point



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>> UTC OVERSEAS BREMEN, GERMANY MOVES GIANT CRUISE SHIP ENGINES



UTC Overseas Project Division's Bremen-based Europe Heavy Team, headed by General Manager Ralf Boese and colleagues Rolf Bruenings and Birgit Nochowicz, recently coordinated the transport of two massive electrical ship engines and associated coolers, generators and other equipment from Dresden, Germany, to an Italian shipyard at Monfalcone on the northern Adriatic.

The engines, each over 21 feet high, 18.4 feet wide and nearly 13 feet long, weighed 170 metric tons a piece, the heaviest ever manufactured at the Dresden factory. Four generators, each 64 metric tons, were also part of the package being installed in a new American cruise ship being built at the Italian shipyard. The generators and their parts were sent by direct road transport.

Ralf Boese said the project involved seven months of detailed

planning and implementation. Dresden, the capital of the German Free State of Saxony, is situated in a valley on the River Elbe, near the Czech border. The first stage of the move required detailed route surveys including bridge and engineering studies before permits were issued for overland transport from the factory, through the historic heart of Dresden and on to the city's Elbe River port. The very heavy engines were carried on lowloader transports. A special car with an aerial platform went ahead to lift overhead electric tram cables. Where necessary, traffic signs and lights along the route were also removed and later re-installed to avoid obstructions.

At the Port of Dresden, the engines were loaded onto a barge, using two mobile cranes, for river transport to the Port of Bremen. There, two floating cranes, lifting in tandem, loaded the engines aboard a chartered cargo ship for below-deck sea transport, via the Strait of Gibraltar, to Monfalcone.

>> TOM BASS – UTC OVERSEAS PROJECT DIV. FIELD SERVICES SUPERVISOR



Tom Bass has been part of the UTC Overseas Project Division team for about three years; he brings to his job a rich background of global experience with field management of complex logistics and heavy-lift projects.

"A field supervisor is the eyes and ears of the company in the field," he explains.

"I'm based in Houston, but I am out in the field managing specific projects most of the time. It's a job that requires a lot of experience with logistics and heavy lifts, and you have the responsibility to oversee the transportation handling is done with safety."

Bass was working as a stevedore at the Port of Houston in 2009 when he met UTC's Industrial Services Director Tom Young (Point 2 Point 2/12). "Tom introduced me to UTC and said he thought I had the skills and experience needed as a field supervisor.

"My father ran a construction company so I spent a lot of time

around heavy equipment when I was growing up," Bass said. "I served in Iraq, both as a military combat engineer and then as a logistics coordinator, equipment operator and supervisor of crane operations for a civilian contractor. Much of the work involved construction of new bases in-country, often under challenging and primitive field conditions."

Since joining UTC Overseas, Bass has handled assignments in the Northeast, the Pacific Northwest, California, Colorado and Montana as well as projects in the Dominican Republic and Spain. "What I love about working for UTC is the tremendous team support we get when we are out in the field. I'll give you an example.

"Recently we were preparing to move a large electrical generation component over-road from Seattle to north-central Oregon. When the unit arrived in port and we loaded it on a line-haul trailer for transport, we discovered that a last-minute change in placement of a flange, coupled with the load orientation on the trailer, made the overall height slightly greater than the figures we had originally received.



Turnkey Project Services Worldwide

"Even though it was late in the evening, I immediately called my Project Supervisor Matt Loll back in Houston. Matt was our liaison with project customers and suppliers. He advised them that we were going to delay transport by one day to double-check all clearances along the route because of the change. It's that kind of backup and support that makes my job productive and satisfying."

"Safety gets top priority throughout UTC – both for personnel involved in the project and for the products we transport for our customers. With those double-checks, we were able to safely move the cargo 250 miles to its final destination, over two nights and with no problems."

>> HOUSTON MARITIME MUSEUM

The Civil War Battle for Galveston is the topic for May's Houston Maritime Museum lecture, and it's free to the public, thanks to ongoing underwriting support from UTC Overseas Inc. Author/historian Edward T. Cotham, Jr. will bring to life the numerous battles for control of Galveston, which eventually became the Confederacy's only port lifeline to the outside world.

The talk takes place Thursday, May 17th from 7-8 p.m. 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, call 713-666-1910 or e-mail maryhmm@sbcglobal.net for more information.

>> IN PROJECT LOGISTICS, THE EASY ANSWER ISN'T ALWAYS THE RIGHT ONE

"Our value to you is our knowledge and experience in moving your shipments." That might seem pretty obvious, but it is worth noting that a key part of what UTC Overseas does involves a questioning of the seemingly obvious. Our mission is to create solutions that ultimately save you time and money and complete the delivery of your specialized products safely and efficiently. And in many cases, the solutions involve exploring alternatives:

- One case study for a customer showed that moving a heavy-lift shipment via a port closest to its ultimate destination would actually be more expensive than using an alternate further away. The reason? – The original port lacked the required heavy-lift capacity and bringing in the needed resources would be needlessly expensive.
- When moving components of a hydro-electric generation system from Latin America to the Middle East, we avoided more expensive multiple charters of specialized break-bulk carriers by booking shipments on scheduled ro-ro and conventional containership services.
- When low overhead clearances under a pair of major interstate highways seemingly blocked our ability to deliver three massive transformers to an inland location, we barged the units closer to the final destination and offloaded them by constructing our own riverbank berth on private property.

"Sometimes, the seemingly obvious solutions to a logistics challenge can turn out to involve costly delays, and the use of more expensive equipment and manpower," explains Martin Stitz, a Project Manager for UTC Overseas. "Our in-house staff expertise includes aircraft, rail and truck load experts as well as vessel and port analysts with past experience as ship captains and port engineers. They help us determine the best transport modes, equipment and other resources needed for the job. And as our record demonstrates, we don't hesitate to send needed specialists to the job site, if needed, to make sure everything runs smoothly as the plan is implemented. That expertise, that commitment, and our ability to spot hidden challenges and costs, helps us provide our customers with the best and most cost-efficient solutions – not just the seemingly easy answers."

> UTC Overseas extends a special thanks

to the many friends and colleagues who joined us for our Spring 2012 Customer Appreciation Day, April 19th. The day began with a Charity Golf Tournament and over 40 participants helped us generate support for the Houston Food Bank. The tournament was followed by dinner at The Woodlands Country Club and a fascinating talk on The Maritime Legal Consequences of the Titanic Disaster by Richard A. Branca.;Esq.

> **Comments, concern, ideas?** please send an email to: point2point@utcoverseas.com

Did You Know ?



Managed by **Ralf Boese.**



Mobile Pac control trailer delivered at Ghardaia Airport, Algeria. Managed by **Lennart Stridh.**



Mike Glaw, Brent Patterson and Eric Xu at UTC Project Golf Charity Outing on April 19th.