

Point 2 Point



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>> UTC CUSTOMER HONORED BY U.S. EXPORT-IMPORT BANK



As noted in the last issue of *Point2Point*, UTC Overseas' Project Division was in Washington, DC in April for the Annual Conference of the Export-Import Bank of the U.S. During the two-day gathering, UTC client FirmGreen, Inc. of Newport Beach, CA, was honored by the Bank as its 2013 Renewable Exporter of the Year. The award was especially notable because UTC had just helped FirmGreen with its first-ever export project – the construction of a complex bio-methane processing plant in Rio de Janeiro, Brazil.



FirmGreen, Inc. is a privately held, integrated energy company participating in virtually all aspects of the global green energy business. CEO Steve Wilburn, in a testimonial video for UTC, <http://tinyurl.com/FirmGreenUTC> said his

company decided nearly two years ago that it needed to expand its horizons and look to international markets and exports to grow its business.

“Our challenge was that we had no previous experience in exporting and weren’t even sure where to start, so we called our local Small Business Administration office. They put us in touch with the Ex-Im Bank. We thought our company was too small to qualify for Bank services, but we were wrong. They developed a competitive loan package to help our customer finance the project. They also provided invaluable technical over-

sight that helped reassure the customer our technology was sound and cost-effective. We wound up beating out two much larger global firms to win the contract.”

Wilburn said a business colleague suggested FirmGreen contact UTC to handle the complex logistics of the project. “Our facility is custom-designed to extract methane from a retired landfill on the outskirts of Rio, strip out impurities, and process it into clean bio-methane fuel to help run a large refinery six kilometers away. Components of the plant were built in seven different states in the U.S. and UTC was with us every step of the way. They consolidated shipments from multiple locations, coordinated delivery to the Ports of Houston and Jacksonville, and arranged for U.S.-flag ships to carry the shipments to Brazil for delivery to the job site.

“As export novices, we obviously had a lot of questions and needed lots of help to make sure things got delivered on schedule, that proper vessels were chartered and ready to sail, and that all of the complex paperwork associated with these moves was properly handled. UTC told us they have been handling Ex-Im financed projects for over a half century, and their knowledge and experience really showed. They played a key role in helping us deliver for our South American customers and in being honored by the Bank on our very first export project.



> For a more detailed look at FirmGreen's Novo Gramacho project and UTC's role, check out the testimonial video at <http://tinyurl.com/FirmGreenUTC>



Closer Look

Turnkey Project Services Worldwide

>> UTC DELIVERS COMPONENTS FOR OHIO RIVER HYDRO POWER



The global push to develop new renewable sources of clean energy is reflected in the expanding number of such projects being serviced by the Project Logistics experts at UTC. As a recent example, Sales Manager Ted Poulos in New Jersey along with Pat Edger Branch Manager of UTC Philadelphia and Eric Xu, UTC Shanghai Manager, have worked together to coordinate ocean delivery of Chinese-built “bulb nose” housings for a U.S. hydroelectric generator producer.

The domes are protective housings for hydroelectric generators being installed for a municipal power utility at five locations on the Ohio River. The installations are highly cost effective because, instead of building expensive new impoundment dams to run the turbines, they are being sited near existing locks along the Ohio and driven by diverting river flow through specially constructed mill races. The bulb nose assemblies, installed over the upstream ends of each turbine, allow water to move cleanly through the system while protecting delicate turbine blades from being damaged by water-borne debris.

“We are handling the ocean transport segment for nine domes, spaced over a 10-month period ending in July,”

Poulos explains. “Each dome unit comes in four pieces ranging from 9-26 metric tons. Joined together, the two largest pieces of each unit stand nearly 33 feet (10 m) high and 17 feet (5.2 m) across at the base. Collectively, each four-piece unit takes over 530 cubic meters of space in the cargo hold.

“Eric negotiates pricing with the carriers and works with them to secure space on the vessels requested by the customer. In addition, he keeps us updated on any variation in the vessel’s port call dates, prior to the cargo loading. Our client is on a tight schedule and the Chinese manufacturer has to have the freight at the pier with enough lead time for loading. As the origin port call approaches, Eric coordinates pier delivery schedules with the Chinese manufacturer.”

Close communications are the key to a smooth running operation. The client’s project manager here in the U.S, and Eric sitting in Shanghai, have had numerous direct conversations discussing carrier deadlines, cargo availability and transport options. The two of them have built a very good working relationship and rapport. Without it, the 12-hour time difference would create problems and lost opportunities.

Pat Edger in Philadelphia handles pier logistics, off-vessel cargo release, and the transfer of documents to the client’s customs broker, leading to the final delivery. Collectively, our UTC team keeps the client advised on the status of each shipment in the pipeline, right up to the vessel’s arrival date in the Port of Philadelphia. They need this information to coordinate the final pickup and delivery by their truckers. “Each shipment takes about 7-8 weeks to complete via the Panama Canal, so at any given time, we can have multiple shipments en route and need to keep our customer informed on critical arrival dates,” Poulos concludes.

>> A WORK OF ART OR AN ART OF WORK?



German-born Sybille Ziegler, Project Logistics Coordinator in UTC’s Pittsburgh, PA, office, has traveled the world and serves customers worldwide, but she still finds time to pursue a personal interest in art, and in a way that combines her life and her work.

After graduating from business school in 1985, Ms. Ziegler worked in Germany before traveling to Taiwan to work for China Airlines, her first overseas assignment. Upon her return to Germany she began working for a freight forwarder and in 2002 was assigned to the U.S. In 2004, that South African-owned firm was bought by UTC and she began work in New York, followed by assignments in Shanghai, Germany, Chicago and then a year-and-a-half in Missouri where she worked as on-site coordinator for a UTC client.

Work of Art Continued....

"Their firm was producing gas-turbine generator systems for the Venezuelan energy industry to meet strong demand for peak-load power generation. I handled everything from packing of hazardous materials to warehouse inventory. It was an exciting time," she says.

After a brief stint in UTC's Cleveland office, she joined the new Pittsburgh regional office, opened in 2012. There, she works with fellow Project Logistics Coordinator Steve Ochs, Regional Manager Bryan Fathauer, and UTC's global office network to coordinate cargo logistics for a wide range of projects in the energy, mining, steel and manufacturing sectors including the rapidly expanding Marcellus Shale gas and petroleum industry.

In her leisure time, Ziegler likes to create unique artworks in both traditional and abstract formats. She incorporates a wide range of materials into her work including acrylics, plaster and "found objects" -- anything from the mesh fabric from a bag of oranges to pebbles, broken egg shells and the cellophane grass found in holiday baskets. She has even used sugar cookies in a

couple of the works which currently adorn the walls of her UTC office.

"We had ordered special cookies with the UTC logo as holiday gifts for clients. There were a few leftovers and in a couple of days they were really rock hard, so I took some of them, coated them with plaster and acrylic and worked them into the finished pieces. Now, their real nutritional value is for the mind."



>> RODRIGO CHITTONI – GLOBAL SENIOR PROJECT MANAGER



UTC Overseas, Inc. has named Rodrigo Chittoni as the firm's Global Senior Project Manager, based at the company's headquarters in Rochelle Park, NJ. In this capacity Mr. Chittoni will be responsible for developing and managing all aspects of the Company's global project activities, working with and closely supporting our worldwide office network. He reports to UTC Overseas, Inc. Executive Vice President Mirko Knezevic.

Mr. Chittoni brings to his new position extensive ex-

perience in global project management. Since joining UTC Overseas in 2002 he opened the firm's Brazilian branch UTC Sao Paulo, and served as a Branch Manager and Project Manager for the Brazilian operations. In 2008, he was transferred to head up UTC Overseas' projects in China, serving as Project Manager and overseeing company projects there and throughout Asia. (A more detailed article about his work in China is found in the June, 2012 issue of the Point2Point newsletter.)

In the five years prior to joining UTC, Mr. Chittoni held positions of increasing responsibility with Brazilian freight forwarding firms.

"Mr. Chittoni's skills and experience are ideally suited to the challenges of the position," said Mr. Knezevic. "He has helped us open and manage offices and establish sound customer and vendor relationships in important new markets like Latin America and Asia. He has demonstrated skills in project management, the selection of quality office staff and service providers, and demonstrated adherence to the highest standards of customer service, reliability, safety, and accountability. We know his skills will be of service both to UTC and to our customers worldwide."

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>> UTC HONORS CUSTOMERS AT SEPTEMBER DINNER IN HOUSTON

UTC Overseas Inc.'s Project Cargo Division played host to over 70 guests September 19th at the company's Fall Customer Appreciation Dinner held at the Wynden Galleria Restaurant in Houston.

The event is designed to express thanks to UTC customers for their reliance on and trust in the company and its global services. Many of the guests flew in or drove some distance to participate, some from as far away as Miami.

The guest speaker at this fall's dinner was Capt. Max Hardberger, an experienced mariner, aviator, Scuba diver and writer of both fiction and non-fiction books including SEIZED!, a chronicle of his often harrowing experiences as a vessel captain, repossessing a wide variety of pirated and/or bankrupt ships from foreign ports.

Hardberger's talk focused on vessel piracy off the coast of Somalia – a particularly timely topic given the recent premiere of the movie Captain Phillips, starring Tom Hanks. It is the story of the Somali capture of a Maersk containership, its captain and crew and their subsequent rescue by Navy SEALs in April of 2009.

Hardberger was asked by a group of Somali businessmen, now living in the U.S., to help combat pirates operating in and around their native homeland -- the coastal town of Hobyo -- and to start construction of a functioning port to stimulate foreign business investment. In his talk, he recounted the challenges of trying to operate in a country still controlled by competing ethnic, tribal and religious groups. "Everyone seems to have a cell phone," he noted, "and everyone seems to know what everyone is doing." Hardberger said he had

to deal with constant threats of attack from rebel groups and finally returned to the U.S. after telling the Somalis that progress was impossible until they resolved their internal differences.

He explained that Somalia is one of the few spots in the world where piracy of vessels for ransom continues to thrive because there is no central government to deny their holding ships pending payment of their demands. "Even on the west coast of Africa, pirates may ransom people captured on ships, but they then have to resort to stealing vessel cargo, often petroleum, and then abandoning the ship before authorities arrive."

The dinner also included remarks from Leo Piovano. Mr. Piovano joined the original UTC organization in 1948 and was one of the firm's early stockholders. He reminisced about the early years of the organization and its evolution to become a leading provider of transportation, logistics, warehousing, project and heavy-lift cargo services worldwide.

Video highlights of the Hardberger and Piovano talks can be found at:

<http://tinyurl.com/UTCHardberger>

<http://tinyurl.com/UTCPiovano>

>> EUROPEAN OFFICES OVERCOME BALTIC WINTER TRANSPORT CHALLENGES

UTC Overseas offices in Germany and Sweden recently coordinated the transport logistics for a 175-metric-ton electrical generator system moved from The Netherlands to Sweden for repairs and modernization. The move, undertaken this past winter, had to overcome challenges including the need for specialized heavy-lift capacity in both The Netherlands and Sweden, and icing and shallow draft conditions at the Swedish offload port of Västerås.

Ralf Boese, General Manager for UTC's European Heavy and Special Transport Division in Bremen, Germany, said the project was undertaken in coordination with Swedish Country Manager Mikael Svensson and UTC's office in Helsingborg, Sweden. "We moved the 175,000-kilo unit via the Dutch port of Eemshaven, using a pair of 500-ton mobile cranes we brought in to transfer it from the pier to the gearless vessel we engaged for transport to the workshop in Västerås.



“Winter icing and shallow draft conditions as well as limitations at the pier at Västerås, required that we discharge the unit in the Swedish ice-free port of Södertälje, using a Swedish floating crane with a 260-ton lifting capacity. Because the crane was then located at the Polish port of Gdynia on the other side of the Baltic, we had to arrange to have it moved to Södertälje, offloaded the generator unit directly on to the floating crane, which then proceeded to Västerås – a direct distance of under 50 miles (76 km). The tug-driven floating crane enabled us to get in to the pier despite the shallow draft and ice that was nearly a foot thick (30 cm).”

Mikael Svensson added that the floating crane normally does not operate when winds exceed five meters per second (about 11 mph) because of the increased difficulty of controlling the swinging of the heavy load during the lift. The wind did exceed that limit at both ports -- up to 15 m/second (33 mph) in Södertälje and up to 17 m/s (38 mph) in Västerås.

“However, to stay on schedule,” he explained, “we came up with an alternative control system. We used slings and strapping on every corner of the unit, lashed to the holes and welded deck-mooring rings normally used to tie the barge at the pier. We then added a wire shaft and winch connection to safely control the generator and eliminate any “bad movements” while placing it on the crane barge in Södertälje, and on the truck in Västerås.

“At Västerås, the unit was transferred from the crane to a low-loader road transporter and moved to the workshop for repairs and modifications. When work is completed later this year, the modernized unit will weigh 195,000 kilos -- an increase of over 11% in weight. UTC will then reverse the process and return the refurbished and modernized system to its Dutch owners.”

“Our UTC teams in Germany and Sweden were able to assess logistics requirements, develop a sound transport plan to meet heavy-lift and winter weather condition challenges and complete the move from The Netherlands to Sweden safely, efficiently and on schedule,” Boese concluded.

