

Point 2 Point



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>> CHILE AND PERU OFFICES HANDLE MULTI-ELEMENT PROJECT MOVE



UTC Overseas teams in Peru and Chile recently combined forces with strategic partner CLI Proyectos of Peru, to coordinate the complex delivery of power generation equipment to a project site in southern Peru. The main elements of the shipment included three 179 metric-ton turbines, three 240 metric-ton generators, three 130 metric-ton transformers, and related equipment. The installation strengthens the capacity and reliability of the Peruvian electrical grid with a new source of quick-response peak-power generation. Reliable power is essential to help Peru sustain its decade-long annual growth rate of nearly 6.5% per year.

Illustrating the multi-national nature of many modern projects, the generation equipment was ordered from a single manufacturer, but sourced from production facilities in the US, China, Europe and India for delivery to the northern Chilean port of Arica. Additional

resources were produced in Peru. UTC Overseas experts, led by Hugo Morales in Peru and Alain Holtappels in Chile spent over a year mapping out the complex delivery schedule from Arica to the installation site.

“It is about 180 kilometers (110 miles) from Arica to the Peruvian jobsite,” said Morales, UTC’s Peru General Manager, and Andean Region Project Manager. “We had to complete detailed surveys of the highways and roads we’d be traveling – a task vital to project success. We had to make sure bridges and roadways along the route could handle the massive weight of the largest units and their heavy-haul trailers. We also had to assure there were sufficient clearances en route because of the oversize dimensions of the units being transported.

“Five out of the six bridges between the port and job site had to be strengthened,” said Holtappels, UTC’s South America West Coast Regional Manager. “The oversize dimensions of the units also presented challenges – The transport trailer for the generators was nearly 20 feet wide – nearly the full width of the single lane roadway in Peru and the connector road between the old and new Chilean border stations. As a result, we often had to halt traffic along the way, especially when crossing any bridges. In addition, Peruvian regulations require that topographers be on hand for each bridge crossing to measure bridge flexion, which sometimes meant delays waiting for their arrival.”

“The turbine units were over 14 feet high and with the transport trailer, the load height was over 17.5 feet,” said Morales. “As a result, when we got to the Peruvian border, we had to literally raise the “front door” – a “Welcome to Peru” sign spanning the roadway



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– by almost two feet, to physically get the units into the country. We made that change in advance of the first unit transport and left it in place for the rest of the moves – an enhancement we hope will benefit any future cross-border movement of oversize cargoes at that location.

“The oversize dimensions also required that we temporarily remove roadway fences on a road in Arica, and create special bypass routes around both the old and new border control gates at the Chilean border. Once we got under the Peruvian welcome sign and completed all customs paperwork and clearances, we had to bypass a Peruvian toll booth on the way to the final destination. That final bypass also served as an overnight rest area for the drivers, and a staging area for each of the units prior to their final delivery to the job site.”

Morales said the major components and related equipment

reached Arica between April and June, and were moved to the jobsite in a series of over-road shipments. “Once at the job site, the units were offloaded from transporters and set in place on final foundations,” he explained.

“The detailed advance planning of our two offices, with technical assistance from the Project Division head office in Houston, helped us deliver all components safely, on schedule and within budget,” Morales and Holtappels concluded.

>> CAPTAIN SAHSHI BAHL, DIRECTOR - INDIAN SUB-CONTINENT



One of the core strengths UTC Overseas' Project Division is a worldwide staff of skilled professionals with an unmatched record of experience stretching across the wide spectrum of services we provide customers. A prime example of that experience is Capt. Shashi Bahl, the firm's Director of Indian sub-continental operations.

A native of India, Shashi went to sea in 1968, at age 18 – working for the Shipping Corporation of India. “I earned my Captain's position nine years later at the age of 27. I had a long and very rewarding career with the company over the next several decades, covering everything from vessel crewing, technical repairs and dry docking, the delivery of vessels from shipyards, port operations, and inspection of tonnage for purchase, to technical and commercial operations of large COAs. Later appointed as their commercial / technical representative in the U.S., I also worked in their London office overseeing their Break Bulk and port operations in Europe. From 2000 until 2008, I worked in their agency office in the US, and helped launch their container services in the US.”

Shashi's work in port operations has also given him extensive heavy lift and project cargo logistics experience, and his resume contains an impressive list of professional certificates and memberships including the Institute of Master Mariners in London, lead auditor ISO/ISM and a member of the Institute of Marine Technologists.

Capt. Bahl joined the UTC staff in 2010 and today, working from UTC offices in New Jersey, is very enthusiastic about UTC's focus on India and the subcontinent. “These are very exciting and promising times for UTC in this region. More and more multinational firms have been setting up factories and operations in India. Serving customers worldwide, they demand the service skills, experience, and professionalism we provide. Our challenge is finding the right people to partner with us...qualified, motivated, able to think on their feet, and with an absolute passion for excellence. Fortunately, we have been able to assemble a very strong and professional Indian staff in project work and a network of quality service providers.

“I spend about five months of the year in India with additional on-site project assignments in areas such as East Africa. The growth potential in India, Africa and the CIS countries is tremendous,” he explains. “The UTC brand is based on a commitment to excellence that helps protect the customer and their interests by providing, timely, safe and efficient service.

“I am as enthusiastic about what I do today as when I first went to sea several decades ago,” Capt. Bahl says. “My skills are based on the broad experience I have gained over the years and the colleagues I have worked with. Wherever I go, regardless of nationality, when you work in this field there is a sense of brotherhood with your colleagues...an immediate link and understanding. I am excited about what lies ahead for UTC in these rapidly developing regions.”

>> VIDEO: EVEN AS RIVER SINKS, UTC DELIVERS HUGE STEEL MILL UNITS



The largest recent steel plant in North America was managed by UTC Project, it included delivery of major components of the \$5 billion steel mill from Europe and Asia to the mill's U.S. construction site in Calvert, Alabama. Supervision of the three-year effort was coordinated by Jens Murken, Managing Director of UTC's Bremen, Germany office and Project Director Matt Loll (Profile - April 2012 Point2Point) in UTC's Houston Office, backed by Stephan Prüser in Bremen. Rodrigo Chittoni in China and UTC's global office

network.

The scope of the project was massive: 200,000 freight tons, twenty full or partial vessel charters, 1,500 bills of lading, over 1,400 containers, 3,400 truck loads, the use of 18 different ports worldwide, more than 500 customs entries, over 100 heavy lifts and deliveries by ship, truck and barge.

A video about the delivery of 140-ton mill stands for the plant (part of a total collection of 90 to 220-ton stands shipped) can be found on the UTC website (utcoverseas.com). The German-built units were offloaded at the Port of Mobile and then barged over 40 miles up the Mobile and Tombigbee rivers to a custom-built river bank offload ramp less than a mile from the job site. Getting the massive frames off the barge and up the increasingly steep bank required Murken and crew to rapidly improvise solutions as the water level of the river dropped an inch-and-a-half an hour. To see how they did it, go here: <http://tinyurl.com/UTCBamaSteelBarge>

>> UTC PITTSBURGH OFFICE HOLDS CUSTOMER APPRECIATION DINNER



Although it has been open less than a year, UTC's Pittsburgh office is already busy serving project cargo and logistics customers in the steel, mining and energy industries in western Pennsylvania, West Virginia, Ohio and the Central Midwest (Point2Point/August-2012).

On March 20th, the office held its inaugural Grand Opening Dinner with over two-dozen customers attending. The event was held at Pittsburgh's famous Le Mont Hotel on Mount Washington, affording diners a dramatic panoramic "Three Rivers" view of the city and the Allegheny, Monongahela and Ohio Rivers.

Among those on hand to help celebrate were Pittsburgh Project Logistics Coordinators Sybille Ziegler and Steven Ochs, Midwest Project Manager Bryan Fathauer, company Project Director Matt Loll and Project Division Vice President Marco Poisler from the

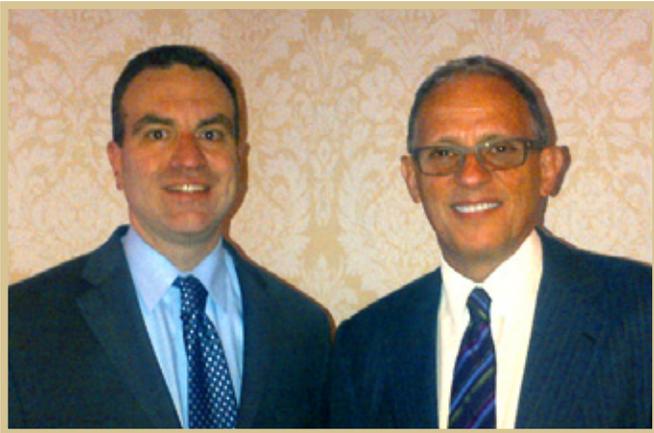
Houston office. Special UTC guests included UTC CEO and President Brian Posthumus as well as UTC Germany Managing Director Jens Murken from Bremen and VP's Martha Rojas and Dean Temple from NJ and Alison Peters and J.J. Kettler from the Houston CHB division.

"A significant portion of our Pittsburgh office business is tied to the steel industry," Fathauer noted, "which is not surprising, given its long historical ties with the city and the region. Today, the industry is truly global in scope, which means that many of the projects we work on involve coordination with UTC's global office network and in the case of steel-related projects, with Germany. Mr. Murken's visit enabled him to socialize with many of our good industry customers here, and to review current and future projects with our staff in greater detail."

"Interestingly enough, there's also a strong presence of transformer manufacturers present in the PIT-area and we had the opportunity to mingle with 3 major such clients at our (very successful) event," Matt Loll adds. "We are truly blessed to have a small but very dedicated team lead by Bryan Fathauer in Pittsburgh and we are looking forward to very exciting times ahead."

"We launched an annual customer appreciation day and dinner for customers in the Houston area two years ago," added Mr. Poisler. "These events give us a chance to meet with customers in a more informal atmosphere and to thank them for their trust in UTC as a valued partner and service provider."

>> UTC ON HAND FOR U.S. EXPORT-IMPORT BANK'S 2013 CONFERENCE



Hundreds of business leaders from around the world were on hand April 4th and 5th in Washington D.C. for the Annual Conference of the Export-Import Bank of the United States, and UTC Overseas was among them. Project Division Vice President Marco Poisler and Project Manager Oktay Bayramcavus attended a series of talks, lectures and panel discussions. UTC also had its own booth in the Conference Exhibit Hall to more easily inter-act with customers and prospects.

The event kicked off with a welcoming address from Ex-Im CEO Fred Hochberg. It included a Friday luncheon address from Vice President Joseph Biden as well as a morning Q&A session with U.S. Transportation Secretary Ray LaHood.

Mr. Poisler was in the audience for the LaHood session and took part in the dialogue. He praised the commitment of the Department to helping revitalize the U.S. maritime industry, and asked the Secretary how he hopes to maintain and build on that commitment in the future.

Mr. LaHood said the key is continued investment in strong national ports, continued efforts to build upon the opportunities created by the widening of the Panama Canal, continuing the "Marine Highway" program, and working with the Ex-Im Bank and CEO Hochberg to create long-term agreements which sustain and strengthen the U.S. maritime industry. (The entire discussion can be found at <http://www.c-spanvideo.org/program/311928-3>. Mr. Poisler's question and Mr. LaHood's response can be found at 19:55 into the segment.)

"The Ex-Im Annual Conference is always a great networking opportunity for us," said Mr. Poisler. "UTC has been handling Ex-Im-financed project cargoes for over a half century. That experience is invaluable in helping our customers navigate the regulations, clearances and paperwork involved in the handling and logistics of these specialized projects. Ex-Im programs pay fiscal and job-creating dividends to the American economy, and we're proud to play a role.

"We have been handling numerous U.S. Ex-Im-financed projects

for Brazil, Turkey, Russia, the Middle East and Eastern Europe in recent years," adds Bayramcavus. "We recently completed the successful delivery of a turnkey power plant, moving equipment from over 30 U.S. based-suppliers to Turkey on U.S.-flag vessels over an eight-month period."

"We took special pride in seeing UTC client FirmGreen, Inc. honored as Ex-Im's 2013 Renewable Energy Exporter of the Year," Poisler concluded. "It was FirmGreen's very first export project ever and with no previous experience in exporting or in Export-Import Bank rules and regulations, they relied heavily on us to help coordinate and manage project shipments from seven different states over two U.S. ports to Rio de Janeiro. (A more detailed article about the FirmGreen project and their Award will be part of the next issue of Point2Point.)

