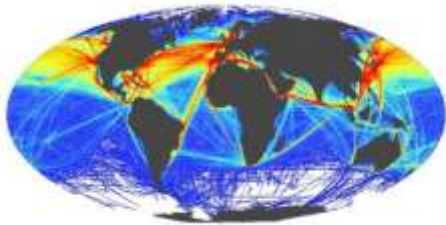




2020



## UTC Capability Statement – ENERGY





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## Who we are

- ▶ **Global Logistics Solutions Service Provider - Conception to Completion**
- ▶ **Began operations in 1925 and officially became UTC Overseas in 1989**
- ▶ **Worldwide Network**
  - 600 employees • 52 offices • 23 countries
  - ☑ Linking key logistical support across all major shipping lanes
  - ☑ Hand-picked Agent Partners, fully vetted, strategically located around the globe
- ▶ **Commitment to Total Compliance**
  - ☑ HSE, Ethics, Security, Quality and Trade Compliance
  - ☑ Formal, Documented Programs with Training and Audits
- ▶ **"Customer Focused" Environment**
  - ☑ Long term client partnerships based on success
- ▶ **Experienced, Knowledgeable, Innovative Staff**
  - ☑ Including dedicated team of Project/Energy Specialists
  - ☑ Average experience 15 years, many exceeding 30+ years



<u>NORTH AMERICA</u>		<u>SOUTH AMERICA</u>		<u>ASIA</u>		<u>EUROPE</u>	
Anchorage	Alaska	Bolivia	Santa Cruz	Azerbaijan	Baku	Croatia	Rijeka
Atlanta	Georgia	Brazil	Fortaleza	China	Nanjing	Finland	Helsinki
Baltimore	Maryland		Recife		Qingdao	France	Lyon
Chicago	Illinois		Rio de Janeiro		Shanghai		Marseille
Cleveland	Ohio		Sao Paulo		Shenzhen	Germany	Bremen
Denver	Colorado	Chile	Santiago	Hong Kong	Hong Kong		Ratingen
Houston (HQ)	Texas	Colombia	Bogota	India	Chennai		Stuttgart
Los Angeles	California		Cartagena		Mumbai	Hungary	Budapest
Miami	Florida	Peru	Lima		New Delhi	Ireland	Tullamore
New York	New York			Taiwan	Taipei	Italy	Genoa
Orlando	Florida			Turkey	Istanbul	Romania	Bucharest
Philadelphia	Pennsylvania						Constanta
Pittsburgh	Pennsylvania					Sweden	Helsingborg
Rochelle Park	New Jersey					UK	Manchester
Savannah	Georgia						
Wilmington	N.Carolina						
Mexico	Mexico City						

*Note:* Map does not depict Agent Partner locations

## What we do

UTC Overseas, Inc. is a knowledge-based business, focusing on developing innovative transport and logistics solution for complex projects. We provide optimal logistics solutions to major industries by bringing together planning and coordination knowledge, innovative concepts and unrivalled experience. UTC concentrates on developing concepts for clients that provide a solution where the job is complex, difficult and dangerous or requires large amounts of capital.

### Serving Heavy Industries

Transportation and Logistics from Source to Foundation for:

- ▶ **Energy, LNG**
- ▶ **Pipeline**
- ▶ **Chemicals**
- ▶ **Steel Products**
- ▶ **Manufacturing Plants**
- ▶ **Infrastructure Construction**
- ▶ **Power Generation**
- ▶ **Mining Industry**

### Core Competency

- ▶ **Ocean, Air, Barge, Road & Rail Transport**
- ▶ **Heavy Lift & Over-dimensional Cargo**
- ▶ **Global Project Logistics**
- ▶ **Freight Forwarding & Customs Brokerage**
- ▶ **Risk Mitigation**
- ▶ **Cargo Tracking & Reporting**

### Value Added Services

- ▶ **In-House Consultancy & Heavy Engineering Services**
  - *Certified technical Engineering Team – civil and mechanical*
  - ☐ *Detailed route studies worldwide*
  - ☐ *Engineered lifting, securing, tie-down calculations*
  - ☐ *Formal handling & transport Method Statements*
- ▶ **In-House Chartering Group**
  - ☐ *Maritime & technical Experts*
  - ☐ *Adept at Booking Note & Charter Party Types*
  - ☐ *Voyage & Time Charters, Full & Part Cargoes*
  - *Negotiate Rates & Charter Terms to benefit of Cargo Owner (...not the Carrier)*
  - ☐ *Transparent pricing model*
- ▶ **Export Packing & Warehousing**
- ▶ **Emergency, Time Critical Cargo**

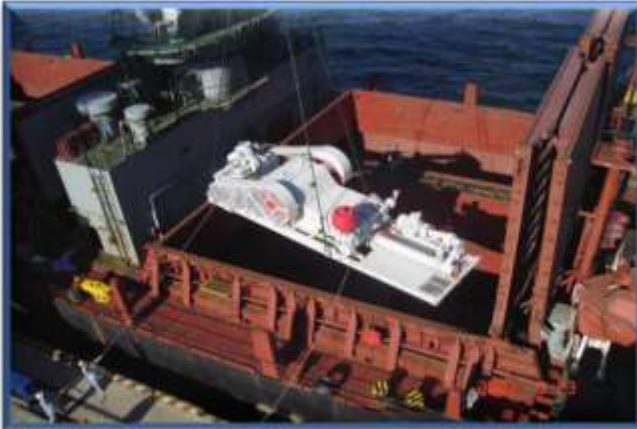
## Our Energy Services

- ✓ Purchase Order Management
- ✓ Data Collection
- ✓ Vendor Compliance
- ✓ Expediting
- ✓ Feasibility & Route Studies
- ✓ Export Packing – Air, Sea, Hazmat
- ✓ Warehousing & Distribution
- ✓ Transport – Air, Sea, Rail, Barge, Truck
- ✓ Customs Brokerage
- ✓ HL/OD Cargo Transport Specialists
- ✓ Laydown/Staging Design & Management
- ✓ On-site Delivery and Setup
- ✓ UTC Staff On-site - client office or job site
- ✓ UTC Project Managers on call 24/7
- ✓ IN-HOUSE Heavy Engineering Services
- ✓ IN-HOUSE Chartering Group
- ✓ U.S. EXIM Banking Consulting
- ✓ Emergency / Time Critical Cargo
- ✓ Asset Recovery / Salvage Cargo
- ✓ Quality Controls & Repair

## Important Elements of our Services

- ▶ **Planning, Implementation & Execution**
  - *Implementation Manager & Formal Plan*
  - *Development of written Standard Operating Procedures*
  - *Defined Expectations, Accountability and Quarterly KPI Reviews*
- ▶ **Centralized Account Management**
  - *KAM with assigned Executive Sponsor*
  - *Regional Control Towers overseeing local activities*
  - *Global Information Platform – web visibility*
- ▶ **Flexibility & Responsiveness**
  - *Mid-sized organization with Houston Headquarters*
  - *Management involved directly in operations*
  - *Empowered skilled staff*
  - *Strong client relationships allow UTC to anticipate, meet & exceed needs*
  - *Account Team and Top Management available 24/7*
- ▶ **Creativity & Cost Efficiency**
  - *Highly experienced team think pro-actively*
  - *Utilize Best Practices gained from years of Lessons Learned*
  - *Follow maxim “Always be prepared for the unexpected – always think of alternatives”*
- ▶ **Demonstrated Commitment to Total Compliance**
  - *Proven, Formal Corporate Programs: HSE, Quality (ISO), Security (CTPAT & AEO), Trade Compliance and Ethics (FCPA, UKBA, others)*
  - *Corporate Risk Management Program and Philosophy*
  - *Stringent 3<sup>rd</sup> Party Vetting Process*

## Drilling Rigs



Whether you need to transport a new drilling rig to West Africa or demobilize an existing one in Pakistan, UTC Overseas has the experience and contacts to make it happen. **We have moved drilling rigs all over the world** and to some of the most difficult to reach places including Iquitos, Peru and Kyzyl-Orda, Kazakhstan.



Unlike a common transportation company, we already understand that the Top Drive is the most sensitive part of the rig and we are fully aware of which components you will need first at the site, so you do not have to tell us! Furthermore, **UTC Overseas understands your drilling contract** and the loss of revenue and penalties that apply if you are not up and running by your deadline.

Be it carrier mounted, offshore, land or arctic weather drilling rigs, **UTC can deliver safely, complete and on time!**

## Pipelines

Every year UTC Overseas is called upon to transport tubulars around the world for new pipeline projects. We have the **experience to handle your tubulars, be they concrete or specialty coated (FBE, foam, etc.)**. We are mindful of tier limitations, bevels, anodes and special handling requirements. UTC can load your pipe in the same sequence in which it needs to be installed offshore which minimizes handling and maximizes productivity.

UTC Overseas commonly supplies the actual pipe laying barge / vessel with pipe throughout the duration of the actual pipe lay. We are also **specialized in procuring rigging and other supplies needed to keep the project on track**.

Most important you do not have to tell us to be on time because of the six figure operating costs you have in the field. Find out what some of the world's leading offshore construction companies already know; how pipe transportation should be done by hiring UTCOverseas!



## Oilwell Supplies



Many logistics service providers refer to oilwell supplies as “rope, soap and dope”. **At UTC Overseas we do not take anything lightly**, we know that the parts you have purchased to keep your operation going in the field need to be transported in a time effective and professional manner.

We can consolidate your PO’s, properly pack them for the desired mode of transportation (and to company with international regulations) and work with your suppliers for **accurate, timely delivery**. Our Internet based cargo tracking system is user friendly, available in foreign languages and can be customized to your needs

**Large or small, upstream or downstream, UTC can handle your oil and gas cargo transport needs!**



## Projects

## EnergyReference List



**UTC provides turnkey project services worldwide, however large and complex, on-time, on-budget and safely.**

We have the resources and expertise to help you move anything, anywhere in the world, regardless of its size, its weight and its complexity.

Our dedicated Project/Energy professionals with the specific skillset needed will be assigned to your project. Encircling the globe, your UTC team will **provide around the clock support no matter where the location of the goods may be**. Under the management of Houston Headquarters, the team will be **coordinated for seamless service** to your global transport needs.

**Our UTC' Global Projects/Energy Team comprises decades of combined experience and "lessons learned" thus providing the project with invaluable expertise able to be pro-active in all aspects of planning and executing transportation for important project materials and deadlines.**

UTC Overseas' documented history of successful management of major and complex transportation and logistics projects is firm evidence of our skills, experience and reliability.

A few examples of Energy Transport, Projects and Marine Engineering follow for your consideration:

Customer	Contract Value (est) USD	Type of Work Performed	Location of Job	Year Completed
ExxonMobil	Confidential	Global Preplanning and Feed Study with numerous follow-up action items. Including Risk Review and Mitigation for complex Project circumstances as related to U.S. import requirements, Customs, duties/taxes and responsibilities of the Importer of Record	Point Thompson, AK USA	2015
China Soft Packaging Group	Confidential	2 Ea Towers Petrochemical Plant, China - 1600 MT each, maximum dimensions 115.5 x 10.4 x 12.4m, truck and sea barge transport from ZIG to Jiangyin, Fujian Port and on to Jiangyin Port then to final job site delivery	China	2015
Zhangjiagang Chemical Machinery Co. (Yili)	Confidential	Tower - 2000 MT with maximum height 12.5m. Road transport China	China	2014
Toyo Engineering	\$5 Million	Petro Chemical Plant Project, management of 30,000 RT	Japan to USA	2013 to Present
Williams Energy	\$3.2 Million	Management and coordination of all transportation activities of all equipment for new FPS Gulstar 1 being built in the Gulf of Mexico.	Houma, LA, Ingleside, TX & Gulf of Mexico	2012 to Present
Keystone Pipeline-TransCanada/Bechtel	\$1 Million	Warehousing for oil and gas equipment	Wichita, KS USA	2012 to Present
Prysmian Cables and Systems Oy - SOCAR	\$650,000	21 Miles Subsea Cable, 500 MT from Finland to Azerbaijan	Finland to Azerbaijan	2012
Petrobras- Repar	Confidential	Condensate Equipment, 603 cbm, from Busan, Yokohama and Southampton to Santos, Brazil	Korea, Japan and UK to Brazil	2011-2012
FirmGreen	Confidential	Gas Purification Plant - 5,000 cbm from Houston, TX to Rio de Janeiro, Brazil	USA to Brazil	2011
Confidential	Confidential	4 Ea Drilling Rigs from Houston, TX to Laem Chabang, Thailand	USA to Thailand	2010
Confidential	Confidential	Dismantle, clean and inventory 2 ea Carrier Mounted Rigs in Odessa, TX and transport to Houston, TX	Texas USA	2010
Confidential	Confidential	NOV Rapid Rig ex Houston, TX to Barranquilla, Colombia	USA to Colombia	2010
State Oil Co. of Azerbaijan Republic	\$1 Million	Drill Pipe and Casing, 2,231 joints, 2,200 MT from Japan and Mexico, stored in Dubai and later shipment to Caspian Sea via Volga Don Canal	Japan and Mexico to Caspian Sea	2009
Confidential	Confidential	Trailer Mounted Rig from Calcutta, India to Houston, TX	India to USA	2009
Swanberg International	Confidential	Oilfield Trucks and Trailers from Houston, TX to Dammam, Saudi Arabia	USA to Saudi Arabia	2009
BCH/DLS	Confidential	2 Ea Trailer Mounted Rigs from Buenos Aires, Argentina to Vitoria, Brazil	Argentina to Brazil	2009
Swanberg International	Confidential	Trailer Mounted Coiled Tubing Rig from Houston, TX to Dammam, Saudi Arabia	USA to Saudi Arabia	2009
Confidential	Confidential	2 Ea Mobile Pacs, 1,000 MT ea moved on 4 ea Antonov AN-124 flights from Bradley Airport, CT in USA to Abakan, Siberia	USA to Siberia	2009
State Oil Co. of Azerbaijan Republic	\$1.2 million	4 Ea Complete Gas Turbine Engine Driven Compressor Units and Spare Parts (Solar Turbines/Caterpillar), 1,098 cbm, 247 MT, from San Diego, CA to Houston, TX and to Ilichevsk via sea and on to Baku, Azerbaijan via rail	USA to Azerbaijan	2008
State Oil Co. of Azerbaijan Republic	\$860,000	Gas Compressor Station 2 - Process Equipment, 4,482 cbm, 1,102 MT from Italy to Baku via Volga Don Canal	Italy to Azerbaijan	2008

Customer	Contract Value (est) USD	Type of Work Performed	Location of Job	Year Completed
Confidential	Confidential	2,000 HP Land Rig from Houston, TX to Guanta, Venezuela	USA to Venezuela	2008
Confidential	Confidential	NOV Rapid Rig ex Houston, TX to Maracaibo, Venezuela	USA to Venezuela	2008
Confidential	Confidential	3,000 HP Land Rig from Houston, TX to Guanta, Venezuela	USA to Venezuela	2008
BCH	Confidential	Trailer Mounted Rig from C Rivadavia, Argentina to Natal, Brazil	Argentina to Brazil	2008
Confidential	Confidential	3,000 HP Land Rig from La Brea, CA to Guanta, Venezuela	USA to Venezuela	2008
China Petroleum Co – SOCAR	\$1.2 million	2 Ea Land Rigs from Dalian, China to Baku, Azergaijan via sea, including delivery to site via 107 railcars	China to Azerbaijan	2007
Promon	\$20 Million	Delivery of Refinery from Houston to Brazil for Petrobras	USA to Brazil	2007
Petrex/Saipem	Confidential	Carrier Mounted Rig from Paita, Peru to Guanta, Venezuela	Peru to Venezuela	2007
Confidential	Confidential	2,000 HP Land Rig and Camp from Houston, TX to Biera, Mozambique	USA to Mozambique	2007
Confidential	Confidential	Helicopter Drilling Rig ex Jingzhou, China to Houston, TX	China to USA	2007
Petrex/Saipem	Confidential	3,000 HP Land Rig from La Brea, CA to La Brea, CA (export/import to reset temporary import formalities)	California USA	2007
Technip - Brazil	Confidential	Gas Dehydration Unit, 426.6 MT from Asia to East Coast South America	Asia to East Coast S. America	2009
TOTAL	\$3 Million	1,000 MT of pipe and 80 MT cable reels from Antwerp and Felixstowe to Luanda, Angola	Europe to Angola	2006
GE	\$2.5 Million	6 month time-charter of heavy lift vessel fully operated by UTC Overseas, running vessel between Houston, TX and Veracruz, Mexico	USA to Mexico	2006
Chevron Texaco	\$2 Million	2,000 MT Pipe from Antwerp, Belgium to New Iberia, Louisiana	Belgium to USA	2006
Vaalco	Confidential	1,500 MT Foam Insulated Pipe from New Iberia, LA to Gabon	USA to Gabon	2006
Al-Mansoura Petroleum - Egypt	Confidential	1,500 MT 20 inch Casing from Houston, TX to Alexandria, Egypt	USA to Egypt	2006
Saipem	Confidential	Emergency drawworks package from Bergen, Norway to Guanta, Venezuela	Norway to Venezuela	2006
Confidential	Confidential	Offshore Drilling Platform Module 14 x 8 x 21m, 402 MT and 2 ea cranes, 298 MT from Sunderland, UK and Singapore to Brasfels Shipyard, Angrados Reis, Brazil	UK and Singapore to Brazil	2009
Wood Group	\$2 Million	Full review of route, civil engineering, equipment selection, port of discharge selection, rail road in Georgia (former Sov. Russia), Equipment FT8 with heavy lift units up to 85 MT, including rigger at site	Georgia	2005 / 2006
Galvani - Brazil	\$900,000	Transporting of knocked down, used acid chemical plant ex job site Copperhill, TN up to Vitoria, Brazil - about total 7,000 RT	USA to Brazil	2005/2006
Confidential	Confidential	4 Ea RB211 Dual Generator Sets, 204 MT ea for P56 Offshore Platform Brazil	Brazil	2006
Petrex	\$300,000	10,000 MT Concrete Coated Pipe from Thisvi, Greece to Thema, Ghana for Trafigura	Greece to Ghana	2005
Petrex	\$2 Million	2,000 CBM Carrier Mounted Drilling Rig Paita, Peru to Gentil, Gabon for Caroil, Paris	Peru to Gabon	2004
Saipem	\$6 Million	5,540 CBM Land Drilling Rig from Port Hartourt, Nigeria to Guanta, Venezuela	Nigeria to Venezuela	2004

## Photo Gallery

**Client : China Soft Packaging Group**

Duration: 2015. 1. 29 – 2. 14

Equipment: 84 axle lines, 2 PPU

Cargo Specification: 2 pieces, maximum length 115.5m, width 10.4m, height 12.4m; weight about 1600T.

Project Feature: The largest single piece in petrochemical equipments transport records in China; total logistic service coverage: cargo receipt on the ground at ZIG plant – short haulage and loading out – sea transport by 12000T barge from ZIG to Jiangyin, Fujian – Loading in at Jiangyin Port – delivery to jobsite; set a new record in transportation for petrochemical equipments in China.



**Client : Technip Brazil**

Dim: (L x W x H ):15 x 8 x 21 meters,426.6t

UTC Overseas devised a detailed fore-deck stowage and lashing plan to carry this 426.6tonnes gas dehydration unit from Asia to east coast South America via South Africa.



**Client : Zhangjiagang Chemical Machinery Co. (Yili)**

Duration: 2014. 10 – 11

Equipment: 72 axle lines, 4 PPU

Cargo Specification: maximum weight 2000T, laden height: 12.5m



**TBEARGE STATION 255 Project**

Transformer Dim: 12.7m x 4.1m x 4.25m, 214.6t, 2 pcs  
 Origin: TBEA Shenyang Factory, China  
 Destination: RG&E Station 255, Rochester, NY  
 Route:  
 Transport to Dalian by hydraulic trailer, ocean transport from Dalian to Newark, NJ  
 Barge to Albany, Ro off from barge, transport to jobsite by 12 axles SPMT.



**2 Offshore Oil Rigs, 225 pieces, 8000cbm 2140 tons** Year: 2007



Delivery of 2 oil rigs from Dalian, China to Baku, Azerbaijan.  
 Two sea voyages on tween deck vessels with transshipment point Poti Port.  
 Used port cranes (16 - 40 ton capacity) and floating crane (100 ton capacity) at Poti.  
 Total 107 railcars.

**Gas Compressor Station 2 – State Oil Company of Azerbaijan Republic**  
**120 pieces, 1098 cbm 247 tons** Year: 2008



4 Gas turbine engine driven compressor units and spare parts. Manufacturer Solar Turbines (Caterpillar).

Picked up from San Diego, CA and Houston, TX. Packed in UTC facility and arranged sea freight but due to force majeure (August 2008 events in Georgia) initial port of discharge Poti, Georgia changed to Ilichevsk, Ukraine. UTC Technical Team personally participated in arrangements at Ilichevsk Port during unpredicted situation. Rail freight from Ilichevsk to Baku, Azerbaijan successfully executed.

**Gas Compressor Station 2 – State Oil Company of Azerbaijan Republic**  
**202 pieces, 4482 cbm 1102 tons** Year: 2008



Process Equipment. Manufacturer RENCO Spa, Italy.  
 Associated process equipment and materials for the expansion gas compressor station 2.

Loaded equipment in two ports Vibo Valentia and Ravenna, Italy  
 Sea freight via Volga Don Canal directly to Baku Sea Port

**Drill Pipe & Casing – State Oil Company of Azerbaijan Republic**  
2231 joints, 2200 tons

Year: 2009



Pipes collected from Japan and Mexico  
Stored in Dubai as transshipment point  
Sea freight from UAE with delivery via Volga Don Canal to Caspian Sea

**Subsea Cable Finland to Azerbaijan**  
Total length: 21 miles Weight: 500 tons

Year: 2012



**P56 Offshore Platform - Brazil**  
4 Each RB211 Dual Generating Sets  
204 tons each



**2 Mobile Pacs - 1000 tons each - Moved on 4 x Antonov AN-124 flights  
Bradley Airport, CT to Abakan, Siberia**

Year: 2009



**Gas Purification Plant - 5000 cbm  
Houston, TX to RiodeJaneiro, Brazil**

Year: 2011



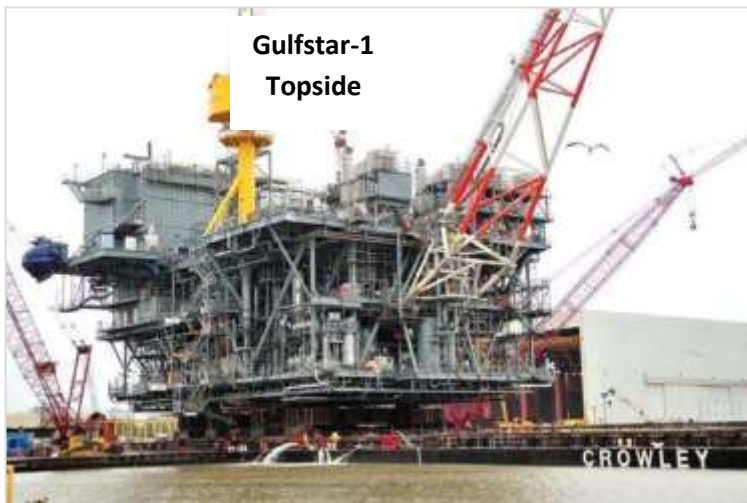
**Williams Gulfstar 1 – FPS Offshore Platform Project – US Gulf of Mexico**

Management and coordination of all transportation activities of all equipment for new FPS being built in the Gulf of Mexico. Global Origins to Deliveries at Houma, LA., Ingleside, TX and US Gulf of Mexico. Year: 2013 – Ongoing





## Williams Gulfstar 1 – FPS Offshore Platform Project – US Gulf of Mexico *continued*



### Offshore Drilling Platform

Module 14 x 8 x 21m 402 tons plus 2 cranes 298 tons

Sunderland, UK and Singapore to Brasfels Shipyard, Angra dos Reis, Brazil



### Oil & Gas Condensate Equipment 603 cbm

Busan, Korea, Yokohama, Japan and Southampton, UK to Santos, Brazil



## Marine Engineering

**Client: Keppel**

**Duration:** 2013.12

**Equipment :** 80 axle lines, 4 PPU

**Cargo Specification:**

75.5 x 9.33 x 8.7 (m), 1975T

75.5 x 9.33 x 8.7 (m), 2018T



**Project Feature:**

Tight schedule, work in shifts;  
narrow deck space; coupling of large number of  
axle lines which demonstrated excellent  
performance of SPMTs



## Marine Engineering

**Client : McDermott  
Wuchuan Training &  
Development (YAMAL LNG)**

**Duration:** 2015.8 -- now

**Equipment :** 96 axle lines, 2 PPU

**Cargo Specification:** Maximum weight  
above 2000T

**Project Feature:**

Deck pieces and other assistant steel  
structures required to move on  
manufacturer's site



## Energy References



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Rua José Cândido Mendes, 130  
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27.919-400  
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+55 22 98843 3351 Dd | 22 98943 4433 Vov

Rio de Janeiro-RJ  
Rua da Afondegia, 85 A sala 302  
Centro | Rio de Janeiro RJ  
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+ 55 22 2765 4115  
[www.orionenergy.com.br](http://www.orionenergy.com.br)

Mr. Gerald Ruediger  
UTC Overseas, Inc.  
2 Northpoint Drive, Suite 200,  
Houston TX  
77060, USA  
D: +1.713.422.2824

**Subject: Reference Letter**

To whom it may concern,

UTC Overseas Inc. has been a regular logistics service provider for the land drilling rig segment of several of the O&G companies I have managed in Brazil for several years.

The consistency of the work and support performed by Mr. Gerry Ruediger and the UTC team has resulted in timely shipping and logistics services of over a dozen drilling rigs from Central America, US, Canada, Africa inbound to Brazil, Argentina and back.

UTC has a long history of providing specialized services to South America and worldwide, and was the exclusive International logistics company for BCH Energy, Allis-Chalmers and ARCHER Well groups.

Please feel free to contact me directly if you require additional references on this company.



Luiz Azevedo  
Managing Director  
ORION ENERGY

Date Received 18 Jan 2016



## Petrex

Petrex S.A.  
Calle Las Cometas 584  
Lima 27 - Perú  
Tel: (+51-1) 711-9210  
Fax: (+51-1) 441-4140



January 27, 2009

To whom it may concern:

### Letter of Recommendation

UTC Overseas Inc. / Mr. Michael Ruediger

Petrex SA is an international drilling contractor and oilfield service company with operations in Peru, Ecuador, Colombia, Venezuela and Brazil. The company is a wholly owned subsidiary of Saipem. Petrex SA has an high demand for quality logistics services to support its operations Worldwide.

We are pleased to strongly recommend the services of UTC Overseas Inc. and Mr. Michael Ruediger to other companies that need transportation and logistics services. Mr. Ruediger has been working with us for over ten years on a variety of projects. His service, in-depth knowledge of oilfield equipment and attention to detail are excellent. Mr. Ruediger has always been value conscious yet at the same time has made sure that we receive quality services in return.

We look forward to continuing our excellent relationship with Mr. Ruediger for many years.

Best regards,




FRANCESCO TAVI  
Logistics Director  
Peru - Lima - Petrex SA



A company of Saipem

## Our Team

UTC is extremely proud of our highly skilled and experienced Energy logistics professionals – we believe **they are the best around!** Encircling the globe, our team includes:

- ▶ [Mirko Knezevic](#) Global - Exec. Management – Chief Operating Officer
- ▶ [Marco Poisler](#) Global - Exec. Management - Executive VP Global Projects
- ▶ [Matthias Loll](#) Americas – VP Project Development
- ▶ [Ingo Schmidt](#) North America – Project Director
- ▶ [Alain Holtappels](#) Latin America – Regional Projects – *W. Coast South America*
- ▶ [Hugo Morales](#) Latin America – Regional Projects - *Andean*
- ▶ [Carina Kazareski](#) Latin America – Regional Projects - *Brazil*
- ▶ [Istvan Csepan](#) Europe – Regional Projects - *Central & Eastern Europe*
- ▶ [Elnur Mammadov](#) Middle East & Africa – Regional Projects - *Caspian*
- ▶ [Ernst Kunfermann](#) Middle East & Africa - Logistics Compliance Mgr. – *Africa*
- ▶ [Eric Xu](#) Asia Pacific – Regional Projects – *China, and*
- ▶  [Vastwin Venture](#) – super-heavy engineered logistics
- ▶ [Gerald Ruediger](#) Global Support – Vessel Chartering, Vessel Operations
- ▶ [Ron Porter](#) Global Support – Senior Project Advisor

The strength of UTC’s Global Energy Team is further enhanced by our Global Project Support Group which includes:

- ✓ Compliance – Quality, HSE, Export, Trade - Import/Export, Agent Vetting
- ✓ Finance & Accounting
- ✓ Pricing & Carrier Management
- ✓ Information Technology – Reporting, Web Tracking/Visibility
- ✓ Technical Support – Port Captain/Supercargo, Transport & Site Supervisors, Engineers, Project Carrier Operations

### CV's

Details of our team’s years of hands-on-experience, education, licenses, training and certifications are included in their CVs. These details, along with our Asia Pacific strategic alliance information, demonstrate the UTC team’s vast and precise qualifications enabling them to provide exceptional service in all areas related to Projects/Energy Logistics.

## Mirko Knezevic

### Global Chief Operating Officer

#### EDUCATION | LICENSE | TRAINING

Logistics Degree – Holstenwall Trade School, Hamburg, Germany

#### QUALIFICATIONS

NATIONALITY: American, German, Croatian

YEARS OF EXPERIENCE: 33+

LANGUAGES: Portuguese, English, Spanish, German, Serbo-Croatian and Russian (fluent); Italian (working knowledge)

#### MAJOR PROJECTS MANAGEMENT & EXECUTIVE ON A PERSONAL LEVEL:

As UTC's Chief Operating Officer, Mirko Knezevic brings to bear a richly diverse career and wide ranging experience in freight forwarding and project cargo logistics. He is currently responsible for development of global capital projects in industries including mining, power, and oil and gas for both EPCs and owners and developers as well as management of the company's expanding global office network (currently 55 offices.)

Over three decades he has worked in Europe, Latin America and the U.S. and overseen project assignments literally worldwide. Among them:

- ☐ An Indonesian pulp and paper mill in Kalimantan. The three-year effort included delivery of 350,000 freight tons, globally sourced, to a project-site river jetty. Door-to-door logistics planning and implementation involved the charter of 42 vessels, barging, and construction of the offload jetty.
- ☐ Turnkey delivery of 9 x 135 ton Wartsila generators, plus full BOP from Finland to Ecuador via Manaus. Challenges included charter of ice class vessel for Finland winter loading, Amazon barging from Manaus during high flood season, construction of a custom riverbank offload ramp and barge jacking legs, survey and strengthening of bridges and culverts along nearly 100 miles of back-country access roads, and final delivery and heavy-lift offloads at four interior jungle drilling sites plus coordinated delivery of additional 150 TEUs of related equipment by truck over the Andes.
- ☐ Delivery of cement and steel plant (150,000+freight tons) components to project sites throughout Brazil.
- ☐ Multiple Antonov heavy lift air deliveries of cement plant kiln tyres from China to Guayaquil, Ecuador including all door-to-door transport logistics.

## Marco Poisler

### Executive Vice President – Global Projects

#### EDUCATION | LICENSE | TRAINING

MBA in Transportation from the SUNY Maritime College

Georgetown Univ. School of Foreign Service including year abroad at Federal University of Sao Paulo Law School, Brazil

Master of Science State Univ. of New York Maritime College at Fort Schuyler

Graduate Course – Advanced Chartering Problems Certificate Awarded by the State University of New York, Maritime College at Fort Schuyler and Association of Ship Brokers and Agents (U.S.A.)

#### QUALIFICATIONS

NATIONALITY: American, Brazilian and Ukrainian

YEARS OF EXPERIENCE: 20 years

LANGUAGES: English, Portuguese, Ukrainian and Spanish (fluent)

#### MAJOR PROJECTS MANAGEMENT & EXECUTIVE ON A PERSONAL LEVEL

20 years global project cargo logistics service includes 15 at UTC in positions of increasing responsibility.

Services to the oil and gas industry have included:

- Member of UTC's Williams FPS service team.
- ☐ Delivery of Ex-Im Bank clean-energy system for client FirmGreen. System components were sourced throughout the U.S, consolidated, and charter shipped to Rio de Janeiro over Houston and Jacksonville. The FirmGreen system cleans methane gas from a retired Rio landfill to help power a nearby Petrobras refinery
- ☐ Rate negotiations with multiple carriers, resulting in significant cost savings for client Pertamina in the transport of oilfield equipment, ex. U.S., to Indonesia
- ☐ Securing permits and pilot cars for transport of oversized transformers and equipment, ex. U.S., to expedite completion of INA oilfield in Croatia
- ☐ Coordinated delivery of steam turbine system from Japan to Amazon state of Rondonia, Brazil for El Paso Production natural gas facility
- ☐ Offloading of 2 x 242 MT 7FA power plant generators for ProEnergy, Venezuela
- ☐ Managing deliveries of 30 power plants and various oilfield equipment to PDVSA/ Venezuela.



## Matthias Loll

### Vice President Project Development North America

#### EDUCATION | LICENSE | TRAINING

Commercial High School, Freight Forwarding School

#### QUALIFICATIONS

NATIONALITY: American, German

YEARS OF EXPERIENCE: 26 years

LANGUAGES: English, German (fluent); Arabic, French (working knowledge)

#### MAJOR PROJECTS MANAGEMENT & EXECUTION ON A PERSONAL LEVEL

26 years of providing project logistics planning, management and execution to the power and oil and gas industry. Subject matter expert in transformer and rail transport.

Projects include:

<u>Year</u>	<u>Country</u>	<u>Project/Client</u>	<u>RevTons</u>	<u>Heavy Lifts</u>
2006- Present	USA	Transformer moves all over N. America with UTC Overseas, Inc.	52 500	up to 300t
2005	Iraq/Kuwait	Bechtel Iraq Reconstruction Program Project – Iraq	80, 000	up to 120t
2000-04	USA	Numerous Power Plant Projects Nation-wide for ABB, Siemens T&D, Wartsila, numerous H/Lifts	>100,000	up to 350t
2004-05	China	Conoco Philips Bohai Bay II (planning)	200,000	8 up to 200t
2004	Singapore	Modec – FPSO project	50,000	2x120t
2002-03	Colombia	Bechtel – Cerro Matoso Mining Project	100,000	4x75t
2002	USA	KBR LSM Project, Chalmette, LA	30,000	4x80t
2001-02	Croatia	Bechtel / Motorway Project, Croatia	80,000	6x65t
1999-00	Saudi Arabia	JGC Hawiyah Natural Gas Trtmt. Plant	65, 000	2x70t
1999-03	UAE	Bechtel Ghazlan & Shoaiba Plants	90,000	1x80t
1999	Saudi Arabia	Bechtel Taweelah B Power & Desalination Plant	110,000	1x90t
1998-99	Saudi Arabia	JGC Berri Gas (LNG) Saudi Aramco	80,000	1x320t
1996-98	Qatar	JGC Ras Laffan LNG Project	120,000	2x320t

And numerous other projects beginning as early as 1990 (full list available upon request)

## Ingo Schmidt

### Project Director Americas

#### EDUCATION | LICENSE | TRAINING

BA with a degree in forwarding, Bremen, Germany

#### QUALIFICATIONS

NATIONALITY: German and American

YEARS OF EXPERIENCE: 30 years

LANGUAGES: English, German (fluent)

#### MAJOR PROJECTS MANAGEMENT & EXECUTIVE ON A PERSONAL LEVEL

30+ years experience in International Freight Forwarding, Project Co-ordination & Site deliveries, Heavy Lift & ODC transport experience, Establishment of transportation concepts, Transportation worldwide, Heavy Lift Rail transportation within the United States and Project handling for Wind Power Industry. A few examples include:

- ☐ Rig moves for NOV / Dreco
- ☐ Drawworks moves for NOV / Dreco
- ☐ Resupply for Petrobras and Ensign
- Fluor / LDK, 2007 – 2009

#### ***Gamesa, several wind power projects, 2003 – 2006***

- Breda / Metro Los Angeles Red Line, 1992 – 1998
- ☐ ELIN / Siemens, transformer deliveries throughout North America.

## Gerald Ruediger

### Global Vessel Chartering and Vessel Operations

#### EDUCATION | LICENSE | TRAINING

International Freight Forwarding and Maritime Shipping Trade School, Hamburg

#### QUALIFICATIONS

NATIONALITY: American

YEARS OF EXPERIENCE: 43 years

LANGUAGES: English, German (fluent)

#### SPECIFIC SKILLS AND EXPERIENCE

Over four decades of in-depth experience in project vessel chartering and logistics with an emphasis on service to the global oil and gas industry. During that period experience includes:

- ☐ Provided complete contract carrier services for Amoco (now BP) moving materials and supplies from Houston to Amoco projects in Madagascar and Egypt from the U.S. and Europe, including bi-monthly vessel deliveries of equipment ex Houston.
- ☐ Assisted major drilling companies in the remobilization of drilling rigs and equipment to global locations in Argentina, Chile and Turkmenistan.
- ☐ For TOTAL, coordinated ship and barge deliveries of pipeline sections ex Houston to Argentina.
- ☐ In a two-year project for ENAP Chile, arranged the transport of over 150,000 cubic meters of equipment for two methanol refineries. The logistics solution involved full time-charter of one vessel and all vessel management responsibilities for a series of voyages to move the bulk of the equipment.
- ☐ Overall has supervised staff of up to 50 employees, handled all requirements for vessel charters and rate and charter negotiations, and supervised the work of over 35 subcontract service providers.

## Elnur Mammadov

Deputy Director – UTC Caspian LLC

### EDUCATION | LICENSE | TRAINING

Executive MBA – Azerbaijan Diplomatic Academy and Maastricht School of Management (Dual Program)

BA Philology – University of Foreign Languages, Baku

Certifications: Broker Training/Azerbaijan Republic Customs Committee, Effective Sales/Business Training Group Baku, Azerbaijan, Modern Logistics/Moscow Business School

### QUALIFICATIONS

NATIONALITY: Azerbaijani

YEARS OF EXPERIENCE: 14 years

LANGUAGES: Azeri, English and Russian (fluent); Turkish (conversant)

### MAJOR PROJECTS MANAGEMENT & EXECUTIVE ON A PERSONAL LEVEL

Over a dozen years of experience in the management and planning of project cargo logistics and transportation, five of them with UTC – most recently as Deputy Director in charge of the company's Azerbaijan office.

- ☒ Managed the start-up and transition of the UTC office from a representative to a fully operational facility
- Works closely with UTC's regional offices in Turkey, the Balkans, Russia and throughout the company's global network to coordinate shipments in such key sectors as power generation and distribution, oil and gas, manufacturing and infrastructure
- ☒ Extensive experience in regional cargo logistics, including services in airfreight, multi-modal freight coordination, and project cargo logistics
- ☒ Coordinated import of critical components for rehabilitation of the Azerbaijan electrical system including customs clearances, warehousing and substation deliveries
- Served as senior logistics coordinator for a wide range of shipments for the country's oil industry, including supervision of project cargo and shipping document controls
- ☒ Served as operations manager overseeing operation of weekly 200-TEU average block-train movements into the country via Kazakhstan and Uzbekistan

## Ernst Kunfermann

### Logistics Compliance Manager - Africa

#### EDUCATION | LICENSE | TRAINING

MBA Business Administration – Raeber’s Hoehere Handelsschule, Zurich

BS Pipe Engineering – Technical University, Chur, Switzerland

Certified Management Course – Sundridge Park, London

Honorary Swiss Consul – Freetown, Sierra Leone

#### QUALIFICATIONS

NATIONALITY: Swiss

YEARS OF EXPERIENCE: 30 years

LANGUAGES: English, German (fluent); French (moderate)

#### MAJOR PROJECTS MANAGEMENT & EXECUTIVE ON A PERSONAL LEVEL

Over three decades of unique specialized and detailed experience in the direction of strategic logistics operations and supply chain management with a focus on field operations, often in remote and challenging African locations. Work has involved:

- ☐ Focus on correct relationships with government, national and local organizations to assure adherence to ethical business conduct in multi-cultural settings
- ☐ Development of a wide range of contacts for business development in the oil and gas industry and has conducted numerous contract negotiations, often as Chief negotiator, for Fortune 500 companies including ExxonMobil, Shell, Chevron and other multi-national companies
- ☐ On-Site Energy operations and projects throughout Africa including, Nigeria, Chad, Cameroon, Equatorial Guinea, Guinea, Mozambique, Congo, Gabon, Ghana, Angola, South Africa, Egypt, Libya, Ivory Coast, Sierra Leone, Liberia, and many others
- ☐ Spearheaded international logistics projects including administration of sea and air-freight forwarding agencies for numerous major IOCs and oil service companies
- ☐ Liaison with African government officials involved in customs clearances in compliance with ethical business practices under the U.S. Federal Corruption Practice Act and the UK Bribery Act
- ☐ Managed the recruitment, education and compliance training of staff to maximize production and profitability

## Alain Holtappels

### Regional Manager WCSA (West Coast South America)

#### EDUCATION | LICENSE | TRAINING

Université Libre de Bruxelles (Belgium)

#### QUALIFICATIONS

NATIONALITY: Belgian

YEARS OF EXPERIENCE: 40 years

LANGUAGES: French, English and Spanish (fluent)

#### MAJOR PROJECTS MANAGEMENT & EXECUTIVE ON A PERSONAL LEVEL

Responsible for the development, the implementation and the overall management of UTC Overseas in Chile, Peru, Bolivia, Ecuador, Colombia and Venezuela.

- Central Termoelectrica General Guemes – Salta, North of Argentina  
Transport over the Andes of a complete GE LM100 plant from the port of Mejillones in Chile to Guemes close to Salta in Argentina crossing the Atacama desert and climbing up to 15,000 feet above sea level with pieces of 173 MT
- Tierra Amarilla Central Cardones Power Plant – Copiapo, Chile  
Thermoelectric plant with heavy lifts upto 240 MT. Full scope of door to door delivery from Europe and delivery onto foundations at site
- Sinchi Wayra – Bolivia  
Used mining equipment/plant (ball mill and steel structure). Door to door delivery from the US and Canada to Iquique/Chile
- Collahuasi Mine – Caterpillar Power Plant, Chile  
Diesel power plant meant for the Collahuasi mine at 13.000 Feet above sea level with heavy lifts up to 220MT with delivery and unloading onto foundations at site
- Minera Centenario – Nowadays Quadra Mining, Chile  
Mining equipment from the US to Antofagasta port
- 📦 Petroamazonas - Ecuador  
Diesel power plant from Finland to the amazon jungle of Ecuador with heavy lifts of 130MT. River barge transportation from Brazil on the Amazon River and delivery onto foundations at oil fields sites
- 📦 Enersur Ilo - Peru  
Thermoelectric plant to Ilo, Southern Peru via Northern Chilean port to unloaded onto foundations at site with heavy lifts up to 236MT

## Carina Kazareski

### Country Manager - Brazil

#### **EDUCATION | LICENSE | TRAINING**

FASP University, Sao Paulo, Brazil – Foreign Trade

#### **QUALIFICATIONS**

NATIONALITY: Uruguayan

YEARS OF EXPERIENCE: 15 years

LANGUAGES: Spanish, English and Portuguese (fluent)

#### **MAJOR PROJECTS MANAGEMENT & EXECUTIVE ON A PERSONAL LEVEL:**

Bringing UTC Overseas customers a decade and a half of varied experience in vessel chartering, operations, forwarding, heavy lift and project management.

- ☐ Early assignments with UTC included a four-month posting in Shanghai, overseeing a challenging heavy-lift project move
- ☐ In Brazil has played key roles in a wide range of complex turn-key projects sourced from multinational manufacturers in Europe, India and Asia (with a particular focus on China) and often delivered to remote regions of Brazil including the Amazon basin
- ☐ Has handled specific projects in such market sectors as automotive, power generation, mining, oil and gas, pulp and paper, and cement plant logistics
- ☐ Extensive and specific experience in the hydro, wind and thermal power sector

## Ronald Porter

### Senior Project Advisor

#### **EDUCATION | LICENSE | TRAINING**

University New South Wales – Transport Administration Diploma

IMD Lausanne, Switzerland – Transport Administration Supplemental (Booster Course)

Internal Training: Risk Management, HSE, Project Management, Commercial Awareness

#### **QUALIFICATIONS**

NATIONALITY: Australian

YEARS OF EXPERIENCE: 43 years

LANGUAGES: English (fluent)

#### **MAJOR PROJECTS MANAGEMENT & EXECUTIVE ON A PERSONAL LEVEL**

More than four decades of senior global experience in supply chain management, strategic sourcing, materials management, transportation and expediting, risk analysis, vendor appraisal and evaluation, safety and environmental issues, material management, packaging, export documentation and client and subcontractor liaison and negotiation. Work for the oil and gas industry has included:

- Logistics and personnel responsibilities in support of Exxon Mobil's Point Thomson Alaska project via Worley Parsons Resources and Energy prior to taking on the Global Logistics Manager for the same company. Responsibilities in this role included companywide logistics policies, procedures, compliance, staffing, proposals, vendor surveillance, budgets and execution planning
- 📦 As VP Global Transportation Logistics & Compliance with Aker Solutions ASA, responsible for company logistics policies and procedures and the negotiation and monitoring of four major corporate logistics agreements covering activities in 20 different countries in the Americas, Europe, Asia, India and central Asia. Responsibilities included global transport planning all modes, and the negotiation of frame agreements to reduce logistics costs. Also managed an Aker Project Expediting and Logistics staff of 35 and the implementation and management of man-hour budgets and project freight budgets.
- Established a Houston procurement office for Santos Oil – the firm's first permanent office ex Australia, and oversaw all aspects of company procurement, shipping and documentation in the US. In Australia, he coordinated movement of all materials used by Santos and its subcontractors, negotiated services and set up an operating base in Darwin for Timor Sea exploration and seismic/logistics operations in Papua, New Guinea. Also handled movement of all materials for the firm's \$1.4B Cooper Basin Liquids Project including charter of heavy load ships and aircraft and negotiated substantial savings in import duty and tariff payments.



## Hugo M. Morales Flores

### Project Manager/Andean Region – General Manager Peru

#### EDUCATION | LICENSE | TRAINING

Universidad Metropolitana/Caracas – International Business Specialist

Universidad de Ciencias Aplicada (UPC) Lima – Finance for Non Financial

Universidad Metropolitana/Georgetown University/Caracas and Washington D.C. – Advanced Intl. Exec. Prog./Intl. Bus. Development

Universidad Central de Venezuela – Major in International Studies

Numerous Seminars/Trainings: Risk Management, Customs Processes, China Business Practices, Project Management, Dangerous Goods, Air Freight, Customer Service, etc.

#### QUALIFICATIONS

NATIONALITY: Venezuelan

YEARS OF EXPERIENCE: 24 years

LANGUAGES: Spanish, English (fluent)

#### MAJOR PROJECTS MANAGEMENT & EXECUTIVE ON A PERSONAL LEVEL

Over 20 years of experience in International Trade and Transportation Logistics. Presently responsible for Projects throughout the Andean Region and management and operations of the Peruvian office in Lima

Training and experience is varied and extensive:

- ☐ In addition to above, also responsible for Peruvian projects including various Power Generation sector assignments, among them the Ilo Cold Reserve and the Tintaya sub-station transformers
- During 18 years of service at Expotran S.A.in Venezuela at various levels, including Customer Service, International Operations and Project Manager, was responsible, among others, for the group's working partnerships with Bax Global, SDV International Logistics, and FedEx, including establishment of policies and procedures, bidding, service standards, tariffs, and product definitions
- ☐ Has managed a wide array of project cargo moves, heavy lifts, and vessel charters into Venezuela for clients involved in power generation and distribution, oil and gas and infrastructure enhancement sectors. Clients served included Rockwell, Telcel (Movistar Venezuela), Motorola Venezuela, Unisys, Steelcase, Ypergas, Enelven, Infonet, and Siemens.

## Istvan Csepan

Regional Manager, Central and Eastern Europe - UTC Hungary

### EDUCATION | LICENSE | TRAINING

BS – Marine Engineering; MBA

### QUALIFICATIONS

NATIONALITY: Hungarian

YEARS OF EXPERIENCE: 20 Years

LANGUAGES: Hungarian and English (fluent)

### MAJOR PROJECTS MANAGEMENT & EXECUTIVE ON A PERSONAL LEVEL

20 years of experience engaged in multiple functions and areas of international transportation including:

- ☒ 2.5 years sailing in merchant navy (general, HL and bulk cargo)
- ☒ 7 years in manufacturing and service logistics up with global logistics management responsibility
- ☒ 2 years corporate compliance management (statutory, legal, tax, etc.)
- ☒ 10 years in project freight forwarding involving oil and gas, power generation, heavy equipment and capital projects
- ☒ Responsible for regional development of Eastern European Region - Poland, Czech Republic, Slovakia, Hungary, former Yugoslavian countries, Bulgaria, Romania, Ukraine. Project and Business development support for Russia & CIS countries and Azerbaijan.

OD/HD/Project Cargoes handled include shipments such as:

- 2 x LM6000 GTG sets & BoP EXW Brescia to Egypt (2015) € 1,2M
- 2 x LM6000 GTG sets ex Manufacturing site to Egypt (2015) € 0,5M
- ☒ AF elements for LM6000 GTG from Mexico to Romania (2015) \$ 1M
- ☒ On-carriage of 5 x trailer mounted GTG sets to 3 jobsites in KSA (2015) \$ 0,5M
- 2 x trailer mounted GTG sets Houston – PNG (2014)
- ☒ 2 x 75 tons industrial equipment from Bucharest, Romania to Houston, Tx (2013) \$ 0,5M
- ☒ 3 trailer mounted GTG units in 1 lot from Hungary to Angola (2012). \$ 0,7M spend.
- 3 x 135 tons transformer + accessories Croatia – Philippines. (2012). \$ 0,2M
- ☒ 12 GTG units from Hungary to Israel (2011-12). \$ 1,5M spend.
- 1 x 135 ton transformer Zagreb – Cebu, AN-225 (2013) \$ 2,5M
- ☒ CCPP on site erection works in Plovdiv, Bulgaria (2011)
- ☒ 1 GTG set on-carriage in Italy (2010, 170+ tons max u/w).

## Eric Xu

### General Manager Project Division – UTC China

#### EDUCATION | LICENSE | TRAINING

Shanghai University for Science and Technology

#### QUALIFICATIONS

NATIONALITY: Chinese

YEARS OF EXPERIENCE: 18 years

LANGUAGES: Mandarin, English (fluent)

#### MAJOR PROJECTS MANAGEMENT & EXECUTIVE ON A PERSONAL LEVEL:

UTC's Shanghai offices are a key part of the company's global office network given the massive volumes of global shipments, especially project cargoes, originating from and flowing to China and Asia

18 years of experience in domestic and international transportation and capital project shipping and related logistic services. As General Manager for UTC, responsible for management of UTC project shipments from and to China and much of Asia including operational matters and turnkey project management.

Among the major projects handled:

- ☒ 1.5 million freight tons imported for BASF-YPC Integrated Petrochemical Complex Project at Nanjing involving 7 EPCs. Requirements included vessel and aircraft charters, near continuous heavy lifts including two reactors (750 MT) from India, numerous 100 meter length columns and 10 meter-high economizers
- ☒ 800,000 freight tons for PT Inco mining project at Malili Island Indonesia. Global sourcing of heavy equipment and spare parts over Singapore and Surabaya with final moves to Malili via feeder barge and ship. Also involved airfreight shipments over Denpasar. Large volume of shipments and intense use of EDI for project management
- ☒ Continual movement of multiple transformers from China to U.S. via both ocean and air

## Strategic Joint Venture Alliance – Asia Pacific - China

UTC-VASTWIN JV is created out of awareness by UTC and VASTWIN of the enormous potential and demand in the global project logistics market especially in the Chinese engineering and oil and gas logistics arena. The goal of this JV is to provide global customers with the most efficient and optimal logistics services and solutions.



UTC Overseas Inc., headquarters the world's leading logistics services companies with a global network including more than 54 branches and 100 close partner companies in 25 countries.



Vastwin Logistics Holding Company, the first registered Project Logistics company in China, also has a joint venture with China Shipping (Group) Logistics Company (CSL), is focusing on both super-heavy engineering logistics and domestic project logistics. The company owns 388 axle SPMTs, operates 788 axle SPMTs in total, with loading capacity up to 20,000 tons.

### Core Competency

Professional project team for horizontal movement (transport) and vertical movement (lifting) for offshore projects, energy, engineering, petrochemical, electricity and civil constructions capable of dealing with project design, management and transport through applied technology.

Success in Onshore/Offshore Marine Engineering – 200+ modules handled 2013-2015, largest 6000T, loading capacity 20000T. First project logistics provider qualified by DNV-GL standards in China.

### Well Positioned Network - Energy

#### UTC's global logistics network

HQ Houston, TX USA; Offices in USA: 13, Offices in China: 5, with 600 employees and 52 owned offices in 23 countries



#### Vastwin's network:

- Strong operation capacity and resources in China.
- Supported by CSL-VASTWIN, taking advantage from CSL group and recognized by all main EPC / Energy customers.

## Our Commitment to Excellence

At UTC we provide unparalleled expertise in global logistics and supply chain management offering one-stop shopping for all your transportation needs. From small packages to oversized project cargo, our comprehensive logistics services can handle the most complex and demanding jobs.

It is our highly skilled people that make the difference. Our offices across the globe are staffed with expert teams that are dedicated to working closely with our clients to provide innovative solutions, thereby creating value which will contribute to your bottom line. We listen and continuously enhance and improve our work processes in order to remain in real time alignment with our customers' needs and wishes.

*UTC is your partner every step of the way!*

## Contact Us



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UTC Overseas, Inc. has an extensive network of offices worldwide.  
Contact us for the office nearest you.