

## CASE STUDY

# Oversized Cargo – Extra Care and on Time



Attention to detail makes all the difference for the safe delivery of cargo for oil & gas producer

### Challenge Summary

Frontera Energy sought after PSA BDP's experience and capabilities in order to move oversized equipment from California state all the way to Cartagena, Colombia.

### Customer Benefits

Industry expertise

Local expertise

Effective vendor management and one-source contact

On-time destination delivery

PSA BDP's Meridian operating system

On-time carrier slot bookings

Data Management Systems

Customized solutions

### The Challenge

Frontera Energy is the largest independent oil and gas exploration and production company in Colombia. The public company wanted to move a number of oversized pieces of equipment from a manufacturer in California to its facility in Cartagena, Colombia.

The equipment - long, vessel-shaped floatation cells - separates oil from the water, which comes from the oil production process. Each cell is expensive and requires extra care during shipping.

### The Solution

Frontera Energy asked PSA BDP Colombia to handle the move. The process included meetings with the customer, as well as the supplier, Whittier Filtration located in Santa Fe Springs, California.

As with any project move, the keys to success are in the planning stage. PSA BDP Managing Director - LATAM, Fredy Ramos and PSA BDP Project Manager in Houston, checked the operational conditions of the loading site, developed lifting details and a schematic of the lifting process, and reviewed documentation and information for the project.

"In Colombia we held a pre-operational meeting with Cartagena Port authorities, heavy-lift expert BBC Chartering shipping line and our land transportation resource to ensure all details were covered," Ramos said.

PSA BDP Colombia provided door-to-door services including lifting cranes on site.

The floatation cells cargo was picked up in California EXW terms and transported to Houston; then shipped to the Port of Cartagena.

After customs processing they were trucked to Frontera Energy's oil yard located in southeast Colombia.

Five cells were transported in this first of two moves - another five are scheduled to be shipped. The total project investment is over US\$10 million.

"The cells are very expensive, so we had to be sure we carefully planned all details for this logistics operation. Frontera Energy was very pleased," Ramos said.

When asked about the services provided by PSA BDP Colombia, Jose Enrique Salazar, Logistics Leader for Frontera Energy, said, "It has been a good operation - our expectations were fulfilled. [They] have been an excellent partner in this project. The operation was performed with close attention to safety conditions."

Would he place future projects in PSA BDP's hands? "Yes. Absolutely. [Their] performance gives us total confidence in working together on new projects," he added.

**"[They] have been an excellent partner and (their) performance gives us total confidence in working together on new projects."**

-Jose Enrique Salazar,  
Logistics Leader, Frontera Energy

