

CASE STUDY:

SAAM TOWAGE PLANS FOR GLOBAL GROWTH, SUPPORTED BY CAT® GVA

CUSTOMER

SAAM Towage

LOCATION

North, Central
& South America

INDUSTRY

Towage

SOLUTION

Global Value Agreement
(GVA)

BACKED BY A CAT® MARINE GLOBAL VALUE AGREEMENT (GVA), SAAM TOWAGE PLANS FOR GLOBAL GROWTH

SAAM Towage is one of the world's leading operators of towing services, providing traditional docking and undocking, towage, salvage and logistic services throughout North, Central and South America.

As the Americas' largest tug operator, SAAM Towage delivers safe and efficient services to its customers – even in unpredictable waters. A commitment to consistent performance is why SAAM chooses Cat® marine engines and support to power its growing fleet.

"Caterpillar engines are top-of-the-line," says Alexi Herrera, Procurement and Insurance Director for SAAM. "We have a large quantity of them in our fleet."

With hundreds of Cat engines in operation and a long-term vision for growth and sustainability, SAAM decided in 2019 it was time to take the company's partnership with Caterpillar to the next level.


GLOBE-SPANNING CAT POWER AND SUPPORT

"Our relationship with Cat is very important, and will help us meet future challenges as a global operation," says Alentue Pompei, Fleet and Supply Chain Director for SAAM Towage. "We knew that the relationship with Caterpillar would be a key to our success in the coming years, which led to the global agreement."



SAAM and Caterpillar teamed up, signing a Global Value Agreement (GVA) one year ago. This GVA expands services and coverage for more than 200 Cat engines. A Caterpillar specialist, along with the global dealer network, provides planned and preventative maintenance for SAAM Towage's fleet – supported by Cat digital solutions.

"Caterpillar is more than an engine maker providing services and repairs. With the GVA, they move far beyond that," Herrera says. "They understand our needs and expectations and work to meet them."



"CATERPILLAR IS MORE THAN AN ENGINE MAKER PROVIDING SERVICES AND REPAIRS. WITH THE GVA, THEY MOVE BEYOND THAT — THEY UNDERSTAND OUR NEEDS AND EXPECTATIONS AND WORK TO MEET THEM."

-ALEXI HERRERA,
PROCUREMENT AND
INSURANCE DIRECTOR
AT SAAM

GREATER EFFICIENCY FOR LESS DOWNTIME

Since entering the GVA, SAAM has come to count on their fleet manager to monitor and maintain the fleet's engines. The SAAM Towage fleet manager has identified opportunities to perform more effective overhauls based on condition monitoring rather than complete overhauls.

According to Pompei "The GVA has improved efficiency in solving any issues. When we are more efficient, we have less downtime — and with less downtime, we can provide better service to our clients."

A LONG-TERM TEAM

The tug operator is currently working to expand and to project its leadership beyond the Americas. With a growing global fleet, the GVA will enable SAAM Towage to provide the same safe, reliable services with tugs in new waters.

"Caterpillar heard our approach to growth, and came back with a way to support us," says Herrera. "The agreement is critical, and even more so when we have very ambitious plans for the future."

SAAM Towage aims not only to geographically expand its services, but to do so sustainably. In coordination with Caterpillar, SAAM Towage is working to promote sustainable operations.

"Lowering emissions through technologies and engine monitoring is really important for us," says Herrera. "As we move forward in our sustainability journey, having Caterpillar as a partner is crucial."

As SAAM undertakes geographic growth, the company aspires to make advancements, supported by the Cat GVA, that will propel its operations and the tug industry to a more sustainable future.