



The National Gas Company of Trinidad and Tobago Limited

Media Release

Supporting Beyond Energy

Sustaining Entrepreneurship and Diversification- NGC meets with its LIC Sector

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The manufacturing sector represents a great opportunity for diversification of the national economy, increased employment for nationals and earning of much needed foreign exchange. On Thursday 22nd November, 2018, The National Gas Company of Trinidad and Tobago Limited (NGC) hosted its inaugural Light Industrial Commercial (LICs) Customer Forum. LICs are customers that utilize under 3000 Million British Thermal Units(MMBtu) of natural gas per day for commercial use, as opposed to other customers that fall within the other gas-using sectors.

These LICs comprise 120 local businesses, including Carib Glassworks Limited, Unilever Caribbean Limited, Bermudez Biscuit Company, Flavourite Foods Limited, National Flour Mills, Compressed Natural Gas (CNG) Service Stations and many others. In total, the manufacturing sector employs approximately 48,300 nationals, and as such has a significant socio-economic impact on our economy. In this vein of national interest, NGC made the decision to actively engage these customers at a time when there are several challenges to doing business. According to Mr. Mark Loquan, NGC President “In order for us to be sustainable, you must be sustainable.”

Sitting at the centre of the natural gas economy, NGC has the unique opportunity to optimally allocate resources between the upstream and downstream of the natural gas value chain. The Forum aimed to foster collaboration between NGC and this strategic group of customers to forge a solution for a sustainable future for all entities, especially in terms of more efficient uses of energy. LIC firms were given an overview of NGC’s business in order to deepen their understanding of the workings of the company, exposure to the possibilities of incorporating CNG for fleet management, as well as a number of industrial energy saving initiatives for their facilities that can save on costs, such as better power control and lighting systems. A new NGC LIC online portal was also launched in order to allow customers to have 24 hour online access for customer data and technical support.

According to one of the representatives, “NGC’s initiative to meet with LIC customers, visit their plants and understand how they use natural gas, is welcomed. The information provided on cost saving initiatives is also exceptional food for thought.”

The Forum also provided an opportunity for NGC to develop its understanding of the needs of these customers, their operations, and their facilities. The potential benefits are twofold: more efficient use of natural gas and more cost-effective operations for LICs, leading to improved margins and a thriving, diversified line of businesses which will be in the national interest.

By renewing its focus on this small but significant portion of customers, NGC is seeking to foster increased collaboration and engagement with this sector in recognition of their strategic role in the national economy as well as in navigating the challenges in the energy sector. This approach bodes well for not only the LIC customers but also the national economy.

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