



Philippe MASSEREY
Chairman
TLC GUYANA

Integrated solutions

TOGY talks to TLC Guyana chairman Philippe Masserey and vice-chairman Philip Fernandes about opportunities available in Guyana's nascent oil and gas industry, how the company can benefit the local market and its approach to training. In 2018, logistics and marine services firm TLC entered Guyana, where it has partnered with local shorebase services and shipping line agency provider John Fernandes (JFL).



Philip FERNANDES
Vice-Chairman
TLC GUYANA

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What is the main challenge of working in Guyana?

Philippe MASSEREY: The main challenge is that Guyana is just beginning to be exposed to the oil and gas industry. The country in general is not completely geared to respond to the requirements of the industry.

We are going to bring in our expertise to meet the needs of the customers. We have brought in experienced staff and put in place experts from Africa, the US, the UK and Switzerland. We are dedicated to getting our new company on its feet as quickly as possible. In fact, we have just secured our first client and started operations at the end of August 2018.

The other challenge is the lack of deep-sea port facilities in Guyana. Therefore, it is a need to offer services in Port of Spain, which is why TLC also opened up in Trinidad and Tobago at the same time, to remotely cater to the needs of the industry until sufficient port facilities exist in Guyana. We are already able to offer services at both locations to cater to the logistics requirements of our customers.

How will TLC Guyana raise standards in the local market?

PM: First of all, I would like to say that I am proud that TLC has now become a brand within the oil industry and that customers know us, despite the fact that we just opened in Guyana. We have been planning

our entrance into the market for several months, and quite a lot of preparation work was done with JFL prior TLC Guyana being officially launched.

We have qualified towards a number of customers and replied to several RFIs [requests for information] and RFQs [requests for quotations]. There are several projects lined up ahead, if you only look at the Exxon developments scheduled for the years to come. We are, of course, also interested in the forthcoming campaigns of other oil operators. TLC has a successful track record with major upstream, midstream and downstream players in West Africa and is confident of its capacity to replicate the same success in Guyana.

Philip FERNANDES: Guyana is new to oil and gas, which is an industry that requires high safety and compliance standards. The unique industry operations, its idiosyncrasies and standards will require a big change in culture and practice in the workplace, especially for those businesses directly involved in the industry. To gain sufficient knowledge and for these changes to take place, local businesses need to form alliances and partnerships with international companies simply to meet basic requirements in a short span of time.

PM: We see our joint venture with JFL as providing a great opportunity for transfer of knowledge, and this is one of TLC Guyana's priorities. This collaboration therefore benefits Guyana through the additional local tax revenues it provides, as well as bringing First World systems, technologies and methods to what is soon to become well-trained Guyanese staff.

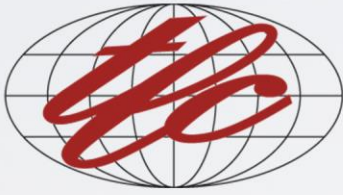
TLC Guyana has turnkey logistics solutions, very strong administrative solutions and a well-developed IT logistics programme that was developed in-house. It offers, amongst other features, customised KPIs [key performance indicators] for our customers. Our plan is to improve the industry in Guyana as we go along. One way of accomplishing this will be by implementing our IT programme and our strict business solutions and compliance standards locally.

What is the company's approach to training and local content creation?

PM: We have started to train a number of staff. They will be joining TLC Guyana as the business grows. It is not only on the operational side, but we have also been very strong on client matters for more than 10 years and we have very high expectations of our compliance training programmes, which have been worked out with a specialised law firm in Houston. We started the training in early March 2018.

PF: While the JV will be managed in the beginning by a few foreign staff members who will be instrumental in ensuring all policies, procedures and compliance requirements are implemented and adhered to, they will also be supported by a few new Guyanese hires and the experienced staff of JFL. It is the intention of both companies, as discussed prior to the establishment of the business, to maximise local human resources.

With the industry still being in its infancy, there will certainly be a period of training and familiarisation, but we are confident in finding good local talent who can learn quickly and become experts in the field in a short time. ■



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TLC (Guyana) Inc. couples 20 years of International Oil & Gas expertise with 60 years of in-country logistics activities.

Together with TLC Trinidad & Tobago, it offers unique and cost-effective turnkey solutions to the offshore Guyana projects.

Compliant operations, strong IT tools, customised KPIs and dedicated teams will serve the international customers and the national economies.

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