

A base for expansion

The Energy Year talks to Emiliano Antille, regional manager for TLC Trinidad & Tobago, about how the company continues to build its name in Trinidad and its plans for expansion into Guyana and Suriname. TLC is a global provider of logistics services for the energy industry.



Emiliano ANTILLE
Regional Manager
TLC TRINIDAD & TOBAGO



What steps has TLC taken to strengthen its business portfolio and overall presence in the Trinidadian energy industry in 2022 and 2023?

TLC is still building a name in Trinidad by showing that the brand has strong experience in the oil and gas sector.

We have started showing our capabilities with door-to-door services provided through our TLC network and alliance with Pentagon Freight Services.

This year, TLC has successfully worked on projects out of Trinidad and shown that the country is still an important hub thanks to

“Trinidad is still an important hub thanks to its facilities and more than 50 years of experience in the oil industry.”

its facilities and more than 50 years of experience in the oil industry, with various service providers available in the region.

TLC is also proud to demonstrate all services are done in a compliant and ethical manner as per the brand's values.

What key objectives has the company set for the rest of 2023?

Our key objectives are to continue building a name and show our capabilities by adapting to the major changes in the market and region.

Another objective is continuity in expanding the type of services we are offering as a shipping agent in the region.

How important will diversification into the power generation and renewables markets be for TLC Trinidad & Tobago's agenda going forward?

It will be very significant and important for us to adapt and diversify our services to follow the market trends.

How do you assess the current nature of Trinidad's energy logistics and infrastructure?

Trinidad still has a strong involvement

of energy logistics, mostly thanks to its well-established infrastructure in the energy sector.

This is why TLC is based in Trinidad and it allows us to propose 3PL services in the region, not only limited to Trinidad.

How has the Caribbean region's appetite for turnkey logistics services and solutions changed in recent years?

There is high competition in the region when it comes to logistics.

Most of the agents that were in the past only offering a specific service are now moving on to turnkey solutions.

How have the company's plans for expansion into Guyana and other neighbouring markets such as Suriname developed?

TLC Trinidad was opened mainly as a hub in order to offer our services in the region for projects linked to Guyana and Suriname. We are targeting our clients by offering complete turnkey logistics services thanks to our network and through our own agency based in Guyana and partner agents in Suriname, with which we have in the past year, and are still presently, working for projects in both countries. ■