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About EnergyNow

LAUNCHED MAY 2015

EnergyNow is the new 24-page trade newspaper of the Energy Chamber, published 10 times a year excluding August and December, with news and commentary about Trinidad and Tobago's energy sector.

The Chamber circulates 10,000 free copies of each issue to more than 400 member-companies and stakeholders.

Launched in May 2015, EnergyNow replaced the award-winning Energy Blueprint magazine as the leading publication for discussions about local energy. Our goal with this new format is simple: deliver news and views about the energy sector in a publication that's both authoritative and easy-to-read, and put it in the hands of the people who matter.

Each issue of EnergyNow offers valuable insights into the local oil and gas industry with an eye on the regional and global trends that affect it. Content also reflects our members' interest in regulatory and legislative developments related to production and markets.

And it all comes down to this: Through a mix of news, features, and opinion, EnergyNow will deliver relationships with hundreds of senior people in the industry.

• DOMESTIC GAS PRICES DOWN 10% IN Q4 OF 2015 | Page 04 • ONE GETS PERFECT SCORE ON STOW | Page 07 • ENERGY CHAMBER POLITICALLY NEUTRAL | Page 11 • TOWARD CARIBBEAN ENERGY SECURITY | Page 13 • MISSING PLAYERS | Page 15 •

Opinion Page 12
Moody's downgrade sounds alarm for imperative economic restructuring

Opinion Page 17
Accountability imperative for CSR spending

Issue 01
May 2015
Free Copy

energynow

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Twitter: @tenergychamber

energy.tt

News
Late payments take toll on small firms
Staff Writer
A new survey of contractors and service companies in the energy sector has revealed that more than 90 percent of companies report that late payments from customers had a significant (88%) or very significant (54%) impact on their overall financial performance.
Continued on page 05

Interview
Interview with Leader of the Opposition Dr. Keith Rowley
Randy Banish | Energy Journalist
Continued on page 22

News
Investors confident despite gas shortage concerns
Jitsumatsu: T&T met all our conditions for investment
D ecreases concerns about the availability of natural gas, Mitsubishi Corp. is confident it made the right decision settling on Trinidad as the best location for its new US\$1 billion methanol and dimethyl ether (DME) plant, which will be built at the Union Industrial Estate, La Brea.
"Through our global experiences, we believe the following factors are important when we look at new projects: reliable people and government with a clear, consistent policy in supporting the project; strategic location; industrial experience of the country; strength in the supply of raw materials, infrastructure and utilities. Trinidad was a rare country which met with all these conditions," said Chikara Ito, Director of Caribbean Gas Chemical Ltd., the joint-venture company of the Japanese-led consortium.
Continued on page 08

News
Former Finance and Energy Minister Critical on energy policy
Continued on page 08

News
Reported hydrocarbon find being explored offshore Guyana

Energy Future
Minister of Energy and Energy Affairs Kevin Ramnarine has called Union Industrial Estate the home of the 140-million-lb DME plant "the new Rio de Janeiro."
Mark Gillman

DRIVE LIKE THERE'S NOWHERE YOU CAN'T GO.
Introducing the ALL-NEW NP300 Frontier.
Bigger. Stronger. Smarter. Tougher.
More Power. More Torque. More Fuel-Efficient!

4x4 STARTING AT \$182,000
We include Massey Points 11,157

4x4 STARTING AT \$235,000
We include Massey Points 19,754

NISSAN
Innovation that excites
NISSAN NP300 Frontier

MASSY MOTORS

P.O.S. 621-4200/4252
Movant 674-4200/4300-1
San Fernando 627-9021-9
Tobago 639-2496, 639-2407
marketing@massymotors.com www.nissan.tt NissanTT

Here's Why You Should Advertise

Because EnergyNow is a must-read niche publication with an editorial to ad ratio that ensures your ad stands out.

Because EnergyNow contributors include respected opinion leaders whose insights get attention. We are talking about who's who in local energy.

Our readers are industry insiders who value the authority of bespoke publications devoted to coverage of oil, gas and renewables.

They follow discussions about energy and politics to stay abreast of developments which, one way or another, affect their investments.

They are leaders whose companies generate billions of dollars in revenue every year. It just makes sense to do business with them.

Consider how the following words have come to define the local energy sector and its key players:

- **Affluent**
- **Dynamic**
- **Influential**
- **Wealthy**
- **Important**

I'm sure you will agree those words describe the kind of people any business would want to reach.

With a circulation of 10,000 copies, EnergyNow gets your ad in front of people who are:

- **Mid- to high-income earners**
- **Managers and senior industry executives**
- **Business development management**
- **Sales and marketing management**
- **Policymakers and energy sector stakeholders**
- **Junior management**
- **Business executives in non-energy industries**

Oil & Gas Earnings Profile: Average Total Annual Compensation (TT dollars)

(Source: 2013-2014 Compensation Report by HRC Associates)

Executive

Chief Executive Officer	\$2,552,857
Head of Exploration	\$1,518,747
Chief of Staff	\$1,491,803
Head of Legal	\$1,449,252
Chief Financial Officer / Financial Controller	\$1,321,647
Head of Human Resources	\$1,233,055

Corporate Services & Communications

VP - Corporate Services	\$885,998
Head - Community Relations	\$570,086
Corporate Communications Officer	\$389,954

Exploration & Drilling

Drilling Superintendent	\$808,218
Senior Geophysicist	\$732,244

Finance & Accounting

Manager – Management Accounting	\$710,873
Manager – General Accounting	\$749,235

Health, Safety & Environment

Manager – Management Accounting	\$710,873
Manager – General Accounting	\$749,235

Human Resources

Human Resource Manager	\$678,445
Manager, Employee/Labour Relations	\$660,556

Legal

Attorney	\$519,254
Legal Assistant	\$294,958

Maintenance

Manager – Plant Engineering & Maintenance	\$777,286
Electrical Supervisor	\$478,264

Operations

Production Manager	\$875,229
Plant Manager	\$817,832

Quality Assurance

Quality Assurance Manager	\$641,748
Quality Assurance Technician	\$338,523

Your very next step should be to call the Energy Chamber to discuss your print advertising needs.

Or book your ad right away by getting in touch with any of these people directly. The following pages contain everything you need to know.

Advertising Bookings

- Jodine Abhiram (Energy Chamber) 6-ENERGY ext 21 | member-relations@energy.tt
- Michelle Rahman (Energy Chamber) 6-ENERGY ext 33 | michelle@energy.tt

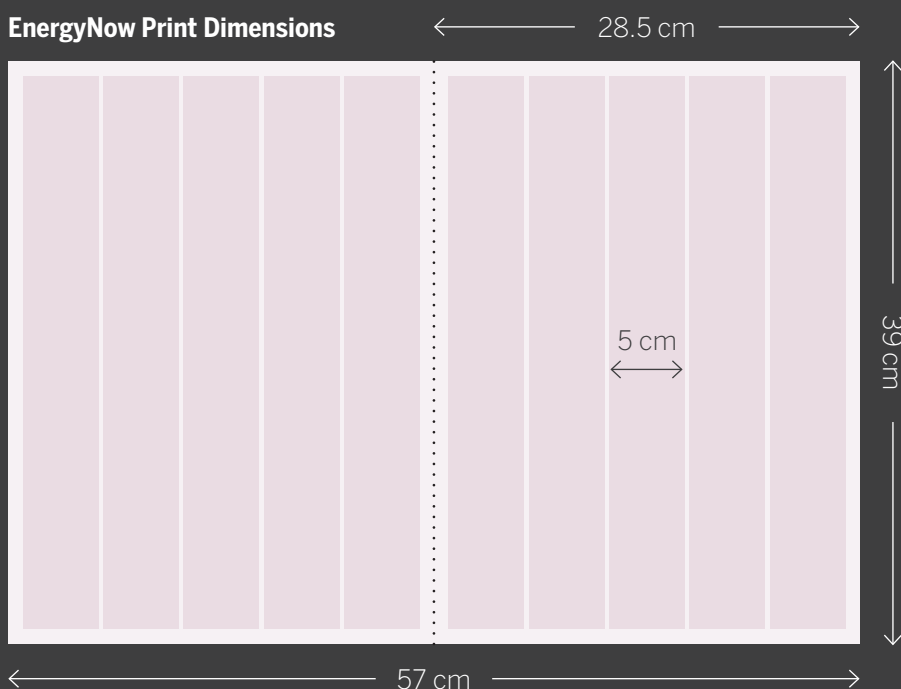
Ad Booking Deadline

Spaces fill quickly.
All ads must be booked by the 7th day of the preceding month

Publication Specs

TRIM SIZE	39cm H × 28.5 cm W
IMAGE AREA	37cm H × 26.5cm W
STOCK	45 gsm newsprint (salmon coloured) 800mm Web
BINDING	Saddle-stitched
PAGE COUNT	24

**Newspapers are designed on a grid.
EnergyNow is 5 columns wide or 26.5 cm*



Circulation

TOTAL FREE COPIES: 10,000

Delivered directly to member-companies and other business leaders.

Let me ask: How much do you pay for an ad in the dailies? \$10,000?
\$12,000?

The best part about advertising in EnergyNow is that you can reach an affluent, influential and highly-educated group of professionals for less than \$10,000 for a full-page ad.

Display Advertising Rates

REGULAR RATE PER COLUMN-CENTIMETRE:

Members pay \$50.00

Non-members pay \$52.50

Further discounts if you book spots in five or more issues and secure a long-term contract.

For example, a full-page ad measures 37cm H x 5 col, which is 185 column-centimetres. Multiply 185 col. cm by \$50 to get the price of the ad: \$9,250 + VAT.

And if you're serious about being strategic, you need to get your message in the premium spots. The table below shows popular ad sizes at VAT exclusive rates. For premium ad spaces refer to page 9.

Height x Width (cm)	Member Price	Non-Member Price
37 x 26.5	\$9,250.00	\$9,712.50
7 x 26.5	\$1,750.00	\$1,837.50
18 x 26.5	\$4,500.00	\$4,725.00
7 x 15.75	\$1,050.00	\$1,102.50
10 x 15.75	\$1,500.00	\$1,575.00
37 x 55	\$15,000.00	\$17,575.00
15 x 21.13	\$3,000.00	\$3,150.00

Premium Ad Space

1. HIGHLY VISIBLE FRONT-PAGE SPOT

7cm H × 26.5cm W (\$1,750 + \$3,000 + VAT)

2. PREMIUM INSIDE FRONT-PAGE

37cm H × 26.5cm W (\$9,250 + \$1,000 + VAT)

3. PREMIUM INSIDE BACK PAGE

37cm H × 26.5cm W (\$9,250 + \$1,000 + VAT)

4. PROMINENT OUTSIDE BACK PAGE

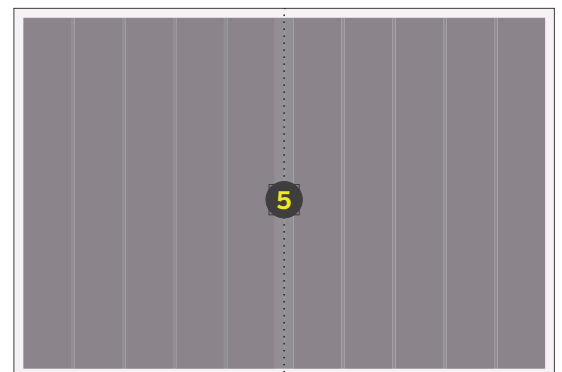
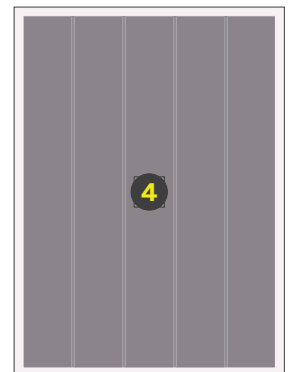
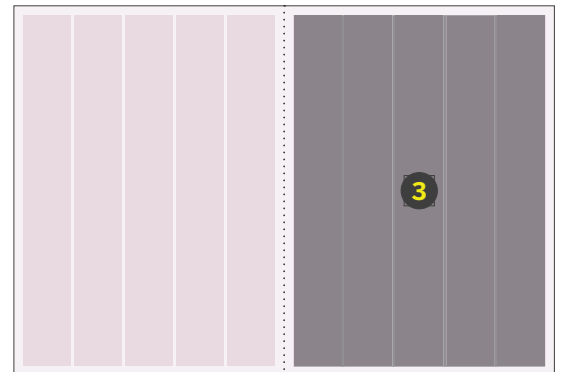
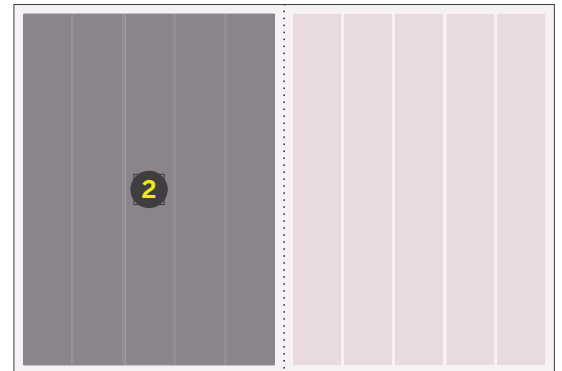
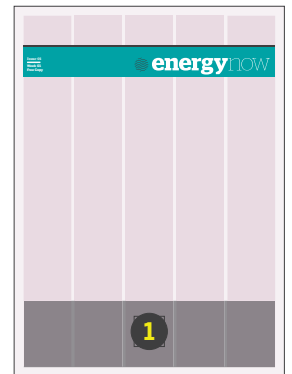
37cm H × 26.cm W (\$9,250 + \$1,000 + VAT)

5. HIGH-IMPACT DOUBLE-PAGE SPREAD

37cm H × 55 cm W (\$15,000 + VAT)

All rates are in TT dollars and are exclusive of VAT and agency commissions. With the exception of option 1, premium ad spaces relate to full-page ads only.

Rates for the Energy Conference edition of EnergyNow will differ. A separate rate sheet will be circulated



Artwork Specifications

All advertisements must be CMYK and 300 dpi

Advertisements should be produced in print-ready PDF format

All advertisements should be emailed to *member-relations@energy.tt*

If you're worried about getting your ad professionally designed, we offer full ad production services through our agency Yellow House Media at affordable rates.

Cancellation Policy

An advertiser may cancel an advertisement provided that notice in writing is received by the Energy Chamber or its publishing agency Yellow House Media at least 30 days prior to publication.

See Terms & Conditions for further details.

Terms & Conditions

A. The following terms and conditions (the “Standard Terms”) shall be incorporated by reference into all Insertion Orders (“IO”) submitted to the Energy Chamber and/or its content agency Yellow House Media by Advertiser or its advertising agency:

B. Advertising is subject to acceptance by the Publisher the Energy Chamber of Trinidad and Tobago as to character, layout, text and content.

C. The Publisher reserves the right to reject or cancel advertising that is not in keeping with the publication’s standards or for any other reason, even if the advertising has been published previously by Publisher.

D. Advertiser hereby grants Publisher the right and license to use, reproduce, transmit and distribute all creative materials supplied by or on behalf of advertiser, including without limitation, all text, graphics, illustrations and photographs (the “Creative”). Advertiser represents and warrants that (i) it has all the necessary rights in the Creative; (ii) the Creative does not violate any applicable law or regulation; and (iii) the Creative does not violate or infringe upon any third party right in any manner or contain any material or information that is defamatory, libellous, slanderous, that violates any person’s right of publicity, privacy or personality or may otherwise result in any tort, injury, damage or harm to any person. Advertiser acknowledges that Publisher is relying on the foregoing representations and warranties. Advertiser agrees to indemnify, defend and hold Publisher and its affiliates and their respective officers, directors, employees harmless from and against any and all expenses and losses of any kind (including reasonable attorneys’ fees and costs) incurred based upon a breach of any of the foregoing representations and warranties or in connection with any claim arising from or related to any advertisement supplied by advertiser or its agents and run by Publisher.

E. Any attempt to simulate the publication’s format in an advertisement is not permitted unless it is sold at premium rates as “Sponsored Content.” The Publisher reserves the right to place the word “advertisement” or “sponsor content” with any copy that in the Publisher’s opinion resembles editorial material and invoice the Advertiser accordingly.

F. Conditions, other than rates, are subject to change by Publisher without notice.

G. Positioning of advertisements is at the discretion of the Publisher except when negotiated in advance.

H. Publisher shall have no liability for errors in advertisements or for any omitted, misplaced or mispositioned advertisements.

I. Advertisements not received by space closing date,

will not be entitled to revisions or approval by the advertiser or its agency.

J. An order may be cancelled without liability up to thirty (30) days prior to the issue’s ad closing date. Publisher reserves the right to demand payment for orders cancelled less than thirty (30) days prior to ad close, regardless of the date of ad placement. Cancellation of space reservations after receipt of formal booking for any reason will result in Advertiser being invoiced for the space. Notification of space cancellations must be received in writing by the space closing deadline. If cancelled after deadline, the advertiser will be charged for the insertion.

K. Advertiser is liable for any costs (design fees, set ups, additions or alterations to advertisements, logos, colour, film, reprints, etc.) incurred in the preparation of its advertisement regardless of whether or not the ad runs.

L. All insertion orders are accepted subject to the provisions of the current rate card. Proposal or request for advertisement based on reciprocal dealings will not be accepted.

M. Publisher shall not be liable for any costs or damages if it fails to publish an advertisement.

N. Publisher shall have the right to hold advertiser and/or its advertising agency jointly and severally liable for such monies as are due and payable to Publisher.

O. No conditions other than those set forth in this media kit shall be binding on the Publisher.

P. Publisher is not liable for delays in delivery or non-delivery in the event of Act of God, action by government or quasi-governmental entity, fire, flood, insurrection, riot, explosion, embargo, strikes (whether legal or illegal), labor or material shortage, transportation interruption of any kind, work slowdown, or any condition beyond the control of Publisher affecting production or delivery in any manner. Under no circumstances shall Publisher be liable for any indirect, incidental, special or consequential damages (including, without limitation, loss of profit or impairment of goodwill) of any advertiser. Under no circumstances shall Publisher’s direct or indirect liability to any advertising agency or advertiser exceed the invoiced cost of the advertisement.

Q. Publisher will not be held responsible for consequential costs or other damages due to loss or damage of digital ad materials, art proofs or transparencies.

R. Advertisers agree that Publisher has no obligation to maintain the confidentiality of submitted material until publication date. Publisher will hold advertiser’s materials for a maximum of one year from last issue date.

S. This Agreement shall be governed by the laws of Trinidad and Tobago. Any controversy or claim arising out of or relating to this Agreement or the breach thereof will be settled by binding arbitration. Should either party commence arbitration to enforce or interpret this Agreement, the arbitrator shall have the discretion to award the prevailing party reasonable attorney's fees.

T. Commissions and credit terms are 15% commission to recognised agencies. Payment of invoices is net 30 days from invoice date. Energy Chamber members, non-members will be sent a sales order and ads will be confirmed upon receipt of a purchase order or advance payment. All companies must first pass the Chamber's credit review. Any delinquent account is subject to cancellation. In the event advertiser's account is placed for collection, advertiser and agency agree to pay Publisher for all reasonable collection costs and/or attorney's fees incurred. Production charges are not subject to agency commission.

U. Advertising rates are subject to change. Advertisers will be notified of any rate changes and all future ads billed at new rates.

V. Digital files should be provided on DVD or CD-ROM (Macintosh-formatted), uploaded to cloud services like Dropbox, or sent by email. Please label media with the publication name, issue date and advertiser name. If submitted on DVD or CD-ROM, include a laser of the media directory with all contents. Ads requiring work to be done by the Publisher will incur an additional charge. Media and advertising materials are kept by the Publisher for one year then destroyed.

Media, files and proofs should be securely packed and shipped. Contents of the package should be identified on the outside as to publication date and type of material contained within. Please include the magazine name and issue date on all packages.

IMPORTANT NOTE: If proofs are not supplied, the Publisher reserves the right to have them made at

the Advertiser's expense, and make-goods due to reproduction quality will not be honoured.

SEND PAYMENTS TO:

The Energy Chamber of Trinidad and Tobago
Member Relations Officer
Suite B2.03 Atlantic Plaza
Atlantic Avenue, Point Lisas
Trinidad and Tobago, W.I.

Contact The Energy Chamber for payment options.

Write for EnergyNow

We invite you to be a regular contributor of opinion pieces to EnergyNow, the new trade newspaper published ten times a year by the Energy Chamber of Trinidad and Tobago.

Columns should be between 600 and 1,000 words and should deal in an incisive way with the most compelling issues facing the local energy sector. More importantly, we do not want scholarly articles. Your writing should be jargon-free and have a clear point-of-view about a specific topic.

Submissions must be emailed by the 7th of every month to the Chamber's communication coordinator Michelle Rahman at michelle@energy.tt AND copied to the editor Kerry Peters at kerry@yhmcontent.com.

Although submissions will be edited for accuracy, clarity, length and conformity to EnergyNow's style, we will not compromise the author's message.

Any submission to EnergyNow may be published in the Energy Chamber's print and/or digital properties.



Meet the President and CEO

Dr. Thackwray “Dax” Driver has been the Chief Executive Officer of the Energy Chamber for the past 11 years. He has pioneered numerous new initiatives and activities for the Energy Chamber, including the Safe To Work Initiative, the Energy Industry Development Competency Development Initiative, the Energy Chamber Learning Centre and the CSR Awards programme.

He was previously the Chairman of the Economic Development Board, a joint private- and public-sector advisory body with responsibility for overall economic development strategy for Trinidad and Tobago. He is currently a Board member of the Trinidad and Tobago Coalition of Service Industries.

Prior to joining the Energy Chamber, he was the coordinator of Inter-American Development Bank-funded Agriculture Sector Reform Programme and worked as a consultant on land and natural resource projects in the Caribbean and Africa.

He has a Ph.D. from the University of London for a thesis examining land, environment and development policies in colonial Lesotho.

