

Website Copy Project: AES LNG

- **Client:** Prose Media on behalf of
- **Date:** 1/20/17
- **Scope:** Website update for AES, “a leading provider of clean, safe liquid natural gas (LNG) products and services for Central America, the Caribbean and northern South America.” SEO wording, three sections.
- **Count:** 1,454

About Us

Founded in 2003, AES is a leading provider of clean, safe liquid natural gas (LNG) products and services for Central America, the Caribbean and northern South America. Our goal is to provide clients with the highest level of expertise when it comes to LNG supply and distribution as well as versatile, turnkey solutions in Bunkering, Transshipment, Terminal Logistics and Infrastructure.

AES operates a sizeable LNG receiving terminal in Andres, Dominican Republic and plans are underway to develop a new terminal in Colón, Panama -- scheduled for completion in 2019.

AES Andres Terminal can accommodate carriers from 125,000 cubic meters (m3) capacity up to 175,000 m3. Our team of trained professionals will then re-distribute and reload LNG into smaller carriers and ISO containers. Once completed, AES Colón will offer the same capacity and service coupled with a strategic location near the Panama Canal. The choice is clear when it comes to competitive pricing of small-load pricing – AES LNG for comprehensive and sustainable energy solutions.

Why AES?

Across the fossil-fuel spectrum, natural gas is the cleanest, most sustainable option. A report by the Union of Concerned Scientists notes that “global warming emissions from [LNG] combustion are much lower than those from coal or oil.” (ADD LINK <http://www.ucsusa.org/clean-energy/coal-and-other-fossil-fuels/environmental-impacts-of-natural-gas#.WHz-nIMrKUK>)

As a top regional provider of LNG, AES is not only building a quality product base, but also creating a more sustainable planet within the energy sector. Our services include: Transshipment, Ship Bunkering, Logistics and LNG Infrastructure.

The AES Difference

- **Affordability:** With current market trends, LNG supply continues to grow on a global scale and, with increased extraction of shale gas in the U.S., prices are expected to decrease going forward. That means significant savings for our clients now and in the future.
- **Versatility:** Because we work with small-scale shipping vessels, AES can deploy a variety of options for smaller transportation companies and infrastructure operators. Our current location in Andres, Dominican Republic affords AES optimal, strategic shipping and bunkering choices for a diversity of clients across the Caribbean (Barbados, the Cayman Islands, Jamaica, Bahamas,

Bermuda, Puerto Rico, Grenada and the Virgin Islands) as well as in Central and South America (Panama, Belize, Nicaragua, Honduras, Guatemala and Brazil).

- **Future Expansion:** At AES, we're dedicated to smart growth and that's why we are pleased to announce the opening of AES Colón, Panama. Schedule for completion in 2019, this state-of-the-art facility will position AES in a prime location to serve the more than 14,000 vessels passing through the Panama Canal annually. That means AES can offer superior LNG services for ship-to-ship bunkering in a prime location at the canal's mouth.
- **Safety:** AES is not only a LNG supplier; we're also a consumer. So, our customers understand that we apply the same strict safety standards to their business as we do at our own facilities. Safety is always first. Across the energy sector, shipping LNG is much safer than crude oil shipping. In addition, our LNG tanks are "double-walled," resulting in a thicker, stronger container when compared to other chemical and fuel industries.

World-class Facilities

When it comes to timely, efficient shipping of LNG, location is everything. AES is positioned to service a variety of clients across the Caribbean-Central/South American region with a centrally located facility and a new, larger facility scheduled to open in two years.

AES Andres

Located in the heart of the Caribbean, AES Andres operates on the coast of the Dominican Republic and has served as a vital hub for LNG customers since 2003. Dedicated to the highest standards of safety and customer-service, the Andres facility serves as both an LNG terminal and an LNG transshipment and bunkering hub. AES Andres currently fulfills the LNG needs of 50 industrial clients, 15,000 gas vehicles, two AES Dominicana power plants, as well as two third-party plants. After a recent re-configuration, the AES Andres facility can handle LNG reloads to vessels between 10,000km and 60,000km.

Thanks to its prime location and the diverse menu of options offered, the AES Andres facility enhances our ability to obtain LNG at competitive prices and affords AES Dominicana the capability to deliver small LNG loads. That means more cost-effective gas-conversion solutions for smaller-load fuel consumers.

AES Colón (opening 2019)

AES is investing in the future of sustainable energy with the construction of a larger, state-of-art LNG storage/receiving terminal in Colón, Panama. With a targeted completion date of 2019 the facility includes an 180,000 cbm storage tank, 350 megawatt combined-cycle, natural gas-fired plant and a regasification facility. In addition to serving various markets across our region, AES Colón will provide LNG for a 381-megawatt power plant in Panama. AES Colón will be centrally located near the entrance of the Panama Canal. Panamanian President Juan Carlos Varela has hailed AES Colón as a national triumph that will enhance the nation's sustainable energy capabilities as well as creating a vibrant LNG redistribution hub for the entire Caribbean-Central/South American region.

Services

Transshipment

Thanks to strategic relationships with both infrastructure providers and shippers, AES LNG offers a diversity of options based on client specific supply-and-demand needs. For clients working in markets that dictate small demand for LNG, we can deploy smaller-scale vessels and infrastructure solutions. Because we offer a turnkey solution to include the chartering and operation of small-scale vessels, our clients can be confident LNG deliveries will arrive on time under the strictest of safety guidelines.

Containers

When it comes to shipping LNG, the strength and stability of containers is of vital importance. At AES LNG, we use only ISO containers --- cryogenic-pressurized containers that provide the highest standard of safety and are also cost effective for clients in smaller markets. ISO containers can be transported via truck, rail or conventional container vessels with no adjustments needed. AES LNG operates facilities near major shipping hubs and top-quality container terminals throughout the Caribbean-Central/South American region. In addition, AES LNG has created solid relationships with highly regarded container lines. By leveraging these key advantages, AES LNG supplies superior, agile solutions that deliver the highest quality LNG to our clients.

Ship Bunkering

AES LNG offers top-notch bunkering services at AES Andres in the Dominican Republic, providing ship-to-ship LNG fueling for container vessels and cruise ships traveling across the Caribbean.

Upon completion in 2019, the AES Colón terminal will offer unprecedented, ship-to-ship bunkering services for the tens of thousands of ships crossing the Panama Canal annually.

In light of more rigorous, regional marine-pollution standards, LNG fueling solutions are poised to emerge as the top alternative fuel option across the shipping industry. As the leader in LNG operations in the Caribbean-Central/South American region, AES LNG stands ready to meet this need and to help create a cleaner planet with sustainable, cost-effective fuel solutions.

Logistics & Infrastructure

With our combination of central terminal facilities, strategic industry partnerships and superior container solutions, AES LNG offers liquid natural gas parcels that are cost effective for any size client, thanks to well-situated access to huge volumes of LNG from across global markets. That means AES LNG can pass volume savings to our clients across the region. Our interconnected power-plant/terminal/shipping operations ensure efficient, effective delivery of sustainable, stable LNG backed by our reputation as the premier provider across our region.

In addition, AES LNG provides consultation services when it comes to LNG facility planning and construction. How effective are we? Consumers who use AES LNG supply and infrastructure in the Dominican Republic save a total of \$500 million per year. Since LNG is the cleanest of fossil fuels, that translates to 4 million tons of carbon dioxide avoided. [\(1\)](#)

Ethics and Compliance

As the regional leader in sustainable-fuel products and services, AES LNG recognizes our vital corporate responsibility to adhere to the highest standards of ethical and legal compliance. As such, we model these values through the AES Code of Conduct, a 24-page resource that guides all employees to act with the highest ethical standards in all AES activities.

In addition to the AES Code of Conduct, we go above and beyond the norm with the creation of the AES Ethics and Compliance Program. The program includes regular, effective ethics training for all employees and the operation of the global AES Helpline to help employees make the best compliance decisions and receive answers to even the most complicated questions.

In the words of AES President and Chief Executive Officer Andrés Gluski: “We believe in putting safety above all else, acting with integrity, honoring commitments, striving for excellence in all we do and having fun through work.”