

# A Bright Future with Shell

Shell Gas Sri Lanka Ltd which acquired the Colombo Gas Company in December 1995 has in the past year and a half of its operations made several changes to the existing infrastructure. The Company has invested heavily in the improving of technology and safety standards of the plants and the construction of a new terminal in Muthurajawela is already under way. The new terminal will eventually become their major bulk storage facility in years to come.

Since Shell's entry into the Sri Lankan market, both commercial and industrial demand have grown by around 50%, company sources said. They attribute this growth in demand partly to the de-commissioning of the underground town gas system that had been subject to abuse for many years and created a potential safety hazard. The newly modernized Shell plant at Mabima operates 24 hours, six days a week to meet the growing demand for LPG.

Shell has some good news for their consumers. The Company has brought in 160,000 new cylinders and an additional 120,000 will be imported during the course of this year.

In an effort to streamline access and delivery of LPG to the consumer market, the Company has also restructured its distributor network and appointed 20 distributors out of its existing dealer network who help meet the needs of the 800+ dealers throughout Sri Lanka. An additional 16 are to be appointed before the year end.

Shell Gas Lanka Ltd which is an extended arm of global giant, Royal/Dutch Shell Group whose proven standards are known the world over, are well on the way to taking its Sri Lankan operation to high places.