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Adapting to new commercial challenges – Gas Strategies launches pivotal industry survey

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# Adapting to new commercial challenges – Gas Strategies launches pivotal industry survey

The LNG business has undergone some profound changes over the last decade. The old certainties of inflexible, long-term point-to-point sales, with strong destination restrictions, have been eroded by the rapid growth of short-term LNG trades, which now account for some visual\_editor5% of all LNG delivered. The crash in US gas prices has led to the diversion of considerable quantities of LNG which were originally destined for the US market. And the Fukushima disaster in Japan last year has made Asian markets a magnet for flexible LNG.



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