

# World LP Gas Association

For a cleaner, healthier and more prosperous world



ANNUAL REPORT 2008



WORLD LP GAS ASSOCIATION

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ACCESSIBLE

# LP GAS

CLEAN ENERGY FOR A LOW CARBON WORLD

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# President's Report

## **Allow me to present the World LP Gas Association's 2008 Annual Report.**

The year 2008 started with the WLPGA embarking on a new three-year strategic plan for the period 2008-10, after ascertaining new trends and drivers of the global LP Gas industry.

As you will observe from the details of the activities undertaken during the year, there has been a greater focus on LP Gas positioning and lobbying activities, along with efforts to implement Good Industry Practices and stimulate innovation in the LP Gas industry.

The issue of Climate Change has posed numerous challenges and opportunities to the LP Gas industry and the WLPGA has been very proactive during the year to portray LP Gas as a viable alternative to combat the same.



“ I am confident that the WLPGA, with the active support of its vast membership base, will continue to steer the LP Gas industry in meeting present and future challenges. ”

**SARTHAK BEHURIA**  
President

## Managing Director's Report

**After the completion of a very successful three year cycle, 2008 marked the beginning of a new three-year period that will see the WLPGA building on its strengths and responding to changes in our business environment.**

Following in-depth consultation with our members, we approved our revised mission for 2008 – 2010 (see overleaf). These new mission statements reflect the need for greater effort in positioning LP Gas in the energy mix across the world and they demonstrate our intention to pro-actively champion the case for LP Gas.

In addition, ensuring that LP Gas markets develop in a safe and fair manner remains a strong objective of our members and in the coming three years we shall place an emphasis on promoting good safety and business practices in the LP Gas industry.

Our activities in 2008 have focused on exploiting synergies with our members and raising awareness of the benefits of LP Gas. This includes the preparation of global studies that highlight the benefits of LP Gas compared to competing fuels in the area of climate change, energy efficiency and health. In order to further improve the effectiveness of our activities, the WLPGA has also made cooperation agreements with major regional LP Gas associations such as the European LP Gas Association (AEGPL) and the National Propane Gas Association (NPGA) in the USA.

If you operate in the LP Gas Business anywhere in the world you should be a member of the WLPGA. Contact us for details.



**“ As I look forward to 2009 I expect to see a rising appreciation of the value that LP Gas can bring. In an environment of increasing awareness of the need for low-carbon fuels and greater energy efficiency, LP Gas has a very important and unique role to play in all markets around the world.”**

**JAMES ROCKALL**  
Managing Director



EFFICIENT

CONVENIENT

## About the WLPGA

Formerly known as the World LP Gas Forum and founded on 19<sup>th</sup> June 1987 in Dublin to organise an annual Conference and Exhibition, the World LP Gas Association (WLPGA) has evolved to become the authoritative global voice for LP Gas.

With 175 members operating in more than 90 countries, the activities of the WLPGA have expanded considerably over the last 20 years to include all activities expected of an effective global trade association.

### Vision of the WLPGA

*As the authoritative, global voice for LP Gas, the WLPGA promotes the use of LP Gas worldwide to foster a cleaner, healthier and more prosperous world.*

## WLPGA Mission

*Demonstrate the benefits of LP Gas and position it as clean energy for a low carbon world*

*Create the environment to develop and sustain LP Gas markets*

*Identify and stimulate innovation*

*Promote compliance with health, safety and environment standards and good business practices*

*Facilitate and drive communication among all stakeholders*



“ Climate change is a key issue today, encouraging innovation and new opportunities for LP Gas because of its low carbon qualities. Creativity is key to success, enabling businesses to adapt in ever changing times. WLPGA’s networks and knowledge sharing platforms inspire us to apply new concepts at an international and national level. ”

MAKOTO ARAHATA  
Counsel to  
Operating Officer,  
Mitsui Marubeni Liquefied  
Gas Co. Ltd, Japan

# Benefits to Members

## Worldwide Action

The World LP Gas Association unites the broad interests of the worldwide LP Gas industry into one strong, independent organisation. Our Paris-based operation is complemented by a powerful global membership.

## Diversity of WLPGA Members

The WLPGA represents every sector of the LP Gas industry from producers to equipment manufacturers. With companies based in some 50 countries around the world, such full industry representation enables members to benefit from a powerful leadership position. Simultaneously, the diversity of the WLPGA's membership provides plentiful opportunities for business development between members in both mature and developing LP Gas markets.

## Annual World LP Gas Forum

The World LP Gas Forum is the premier global conference & exhibition on LP Gas, attended every year by top executives of LP Gas companies from all around the world. The Forum is the major annual event where the industry communicates about global LP Gas business developments and issues relevant to both the industry and outside partners.

Members are given significantly discounted rates on conference registration fees and exhibition booth rental, receive preferential treatment at the Forum, and take full advantage of the excellent opportunity to network with other members at the yearly Members' Dinner.

## Member Queries & Business Contacts for Members

This permanent service is provided by the WLPGA as an international trade association. WLPGA staff aim to answer questions from individual members within five working days. Queries cover such topics as: fuel specification standards; equipment standards; consulting firms; engineering firms; regulations; safety rules; model taxation policies; new business contacts; new technologies; etc.

## Access to International Institutions

Membership brings members direct access to intergovernmental organizations, only possible through an independent organization such as the WLPGA. Granted Special Consultative Status with the United Nations Economic and Social Council in 1989, the WLPGA has since developed partnerships with several major international institutions including, the World Bank, the United Nations and the International Energy Agency.



“ My congratulations to the WLPGA for its solid leadership and vision in increasing communications and information exchanges amongst LP Gas industry players around the world. The recent publication “LP Gas: An Energy Solution for a Low Carbon World” is particularly timely for us here in Canada as we engage more pro-actively in the climate change debate and promote the contribution LPG can play in addressing some of these challenges. The content and quality of the document is excellent and will be very useful to me in my upcoming work. Congratulations too on the upgrading of the WLPGA web site. I am especially pleased to see the two new site additions, namely the Leadership Exchange and Association Executives pages. What a great way for us all to network and exchange information.”

**ANN MARIE HANN**  
President, Propane Gas  
Association of Canada

## Member Networks

The Global Autogas Industry Network (GAIN) co-ordinates efforts of the Autogas community, while the Global Technology Network (GLOTEC) supports innovation, advances understanding of developments in research and explores ways to use technology to expand LP Gas markets and prosperity.

The Climate Change Working Group (CCWG) was established in February 2007 to help the industry speak as one voice on this very important issue. Through its work as representing the industry in international negotiations, the CCWG ensures that the LP Gas industry has a coherent and consistent presence in one of the most important issues of our time.

WLPGA membership brings access to these networks and thus to a large resource of experts in all markets across the globe. It also facilitates exchange of good practices and experiences amongst members with common goals.

## Members-only Reports

The WLPGA publishes reports for exclusive distribution to its members.

## Members-only Web Site Database & Resource Centre

The WLPGA provides a members-only, password-protected, customer-oriented web service for member organisations and their staff - an on-line information system, with data, reports and links added regularly.

## Email Reports / Newsletters

WLPGA issues regular activity and news reports via email, updating all members on WLPGA actions, achievements, board and Industry Council meetings, projects, new international developments and external representation.

## Global LP Gas Statistics

Members receive one free copy (and discounted additional copies) of the LP Gas Statistical Review, the highly referenced annual publication used throughout the industry, providing LP Gas production and consumption data for more than 80 countries.

## Discount on Publications and Training Courses

Members get one free copy of all new publications and benefit from discounted prices on additional copies. Certain training courses also benefit from discounts for WLPGA members.

## Special Projects for Members

Coordination of specific custom-made projects for a consortium of at least three members.

## Member Contact Information

A member directory with full contact details is issued annually.

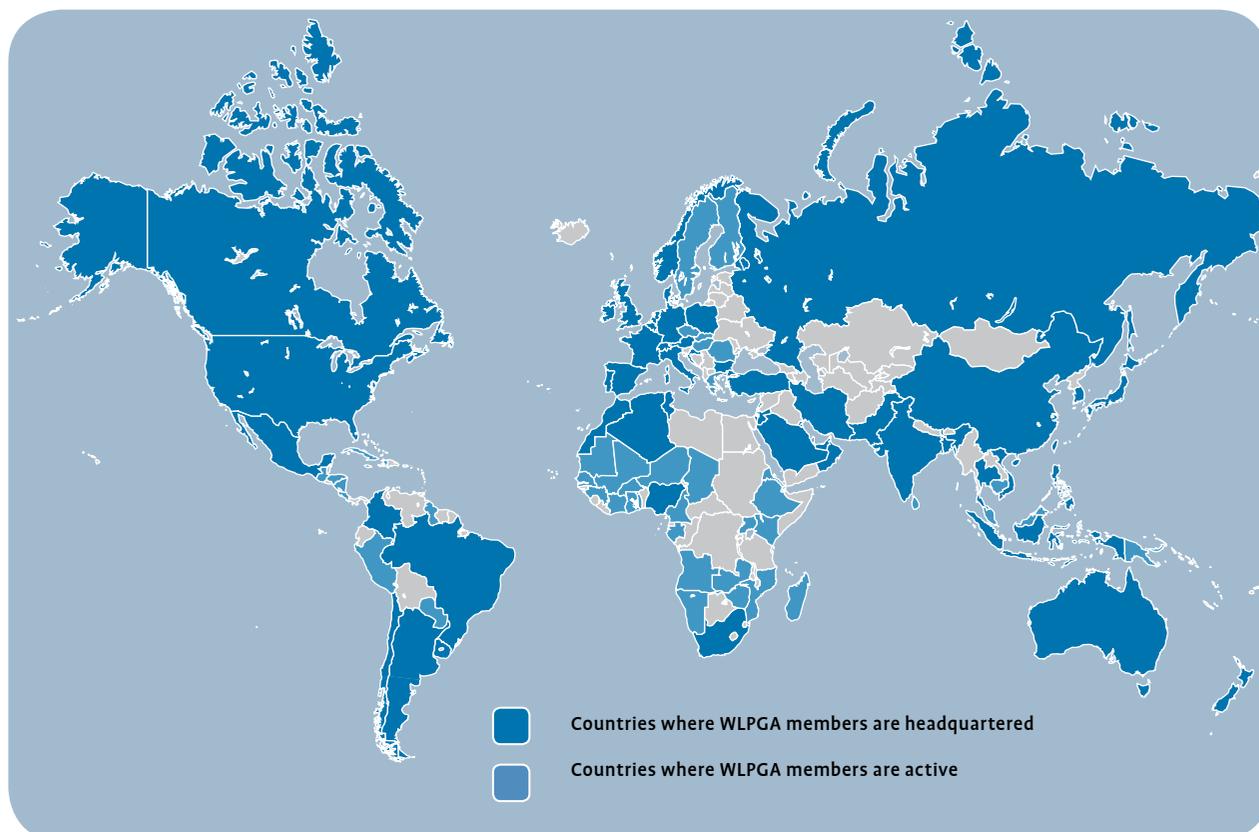


“ Saudi Aramco celebrates its 75<sup>th</sup> anniversary in 2009 with a key message of “Energy for Generations.” We have long been active in the upstream of the LP Gas industry as the world’s biggest exporter: while WLPGA has been highly instrumental in developing the downstream sector, such as exploring new demand, enhancing safety, advocating the commodity’s excellence as a clean and low-carbon energy. Let us hope that the closer relationship between Saudi Aramco and WLPGA fosters the “LPG Energy for Generations.”

**HIDEKI KOIKE**  
Deputy General Manager  
Saudi Aramco, Tokyo, Japan

# Membership 2008

175 members in more than 90 countries around the world



In 2008, the WPLGA welcomed the following new members:

- Pemex, Mexico
- Proplin, Croatia
- Orlen Gaz, Poland
- Petredec, Singapore
- LPG Industry Association Inc., Philippines
- Prins Autossystems b.v., Netherlands
- Tasweeq Qatar International Petroleum Marketing Company, Qatar
- Baba Energy Limited, Nigeria

## Finance 2008

Income	2007 (K€)	2008* (K€)
Membership	961	980
Other Revenue	41	41
<b>Total WPLGA Income</b>	<b>1 002</b>	<b>1 021</b>
<b>Total Expenses</b>	<b>968</b>	<b>1 130</b>
<b>Total Net Income</b>	<b>34</b>	<b>-109</b>

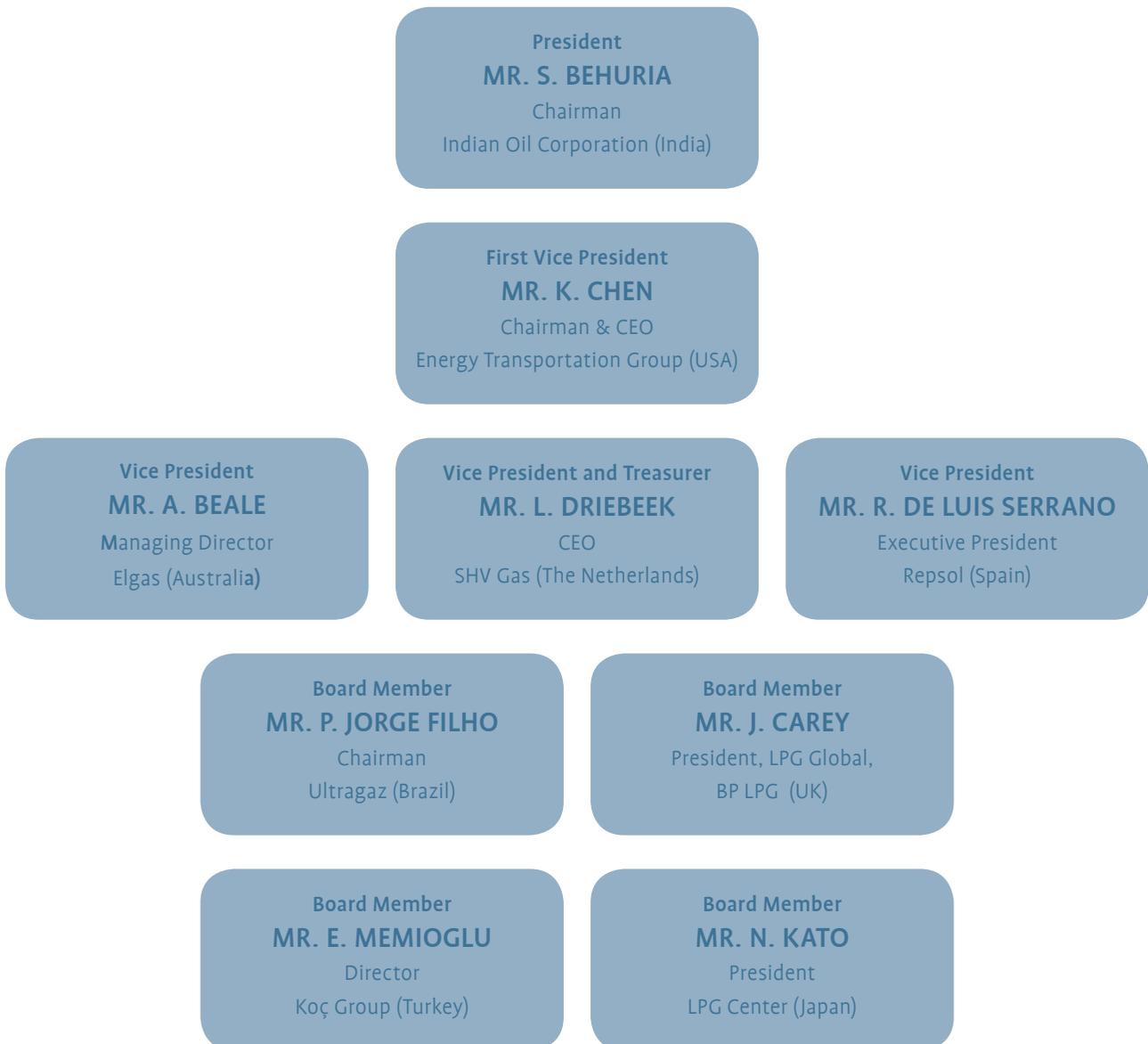
• prior to final audit

# Board of Directors

The World LP Gas Association team is supported and assisted by the Board of Directors and the Industry Council. This ensures that members are fully represented in the activities and strategies of the Association whilst also ensuring that the WLPGA can truly speak as the voice of the Industry.

The WLPGA is comprised of a President, a first Vice-President, three Vice-Presidents and four other board members. The current board was elected at the Annual General Assembly of 23<sup>rd</sup> September 2008. The board composition is representative of the business activities and geographic diversity of members.

This board meets at least twice a year to agree the budget and approve the accounts for ratification by the General Assembly.



# Industry Council

The Industry Council was inaugurated in 1996 and is comprised of leading companies in the LP Gas business. The Industry Council directs the Association's actions by identifying issues, developing strategies and formulating projects.

Actions launched by the Industry Council aim at enhancing the positive image of LP Gas worldwide and promoting LP Gas use to satisfy the growing need for an all-purpose, efficient and environmentally friendly fuel. Whether focused on specific market segments or the LP Gas industry in general, the Industry Council's actions are designed to increase the worldwide use of LP Gas.



# Team

Based in Paris, France, the WLPGA team is led by James Rockall, Managing Director.



**MICHAEL KELLY**  
Director, Market Development



**JAMES ROCKALL**  
Managing Director



**YVON SELLIER**  
Director, Technology  
& Business Practices



**LAURENCE PORET**  
Office Manager



**NEASA NI LIATHAIN**  
Communications &  
Marketing Manager



**ESTHER ASSOUS**  
Assistant Project Manager



**MASON HAMILTON**  
Communications &  
Marketing Intern



INNOVATIVE

SAFE

# Events Calendar

Here is a selection of the international conferences in which the WLPGA participated during 2008.

## Manila, Philippines

Financing Village- Level Energy for Development in Asia City  
*Asian Development Bank*

## Bonn, Germany

29<sup>th</sup> sessions of the UNFCCC Convention Subsidiary Bodies

## Istanbul, Turkey

Workshop on Clean Cooking Fuels  
*International Association of Energy Economics (IAEE)*

## Paris, France

UNEP Business & Industry Dialogue

## Poznan, Poland

UNFCCC Conference of the Parties to the Kyoto Protocol 14  
(COP14)

## New-York, USA

16<sup>th</sup> meeting of the UN Commission on Sustainable Development

## Singapore

Asian LPG, *Purvin & Gertz Seminar*

## Madrid, Spain

19<sup>th</sup> World Petroleum Congress

## Montevideo, Uruguay

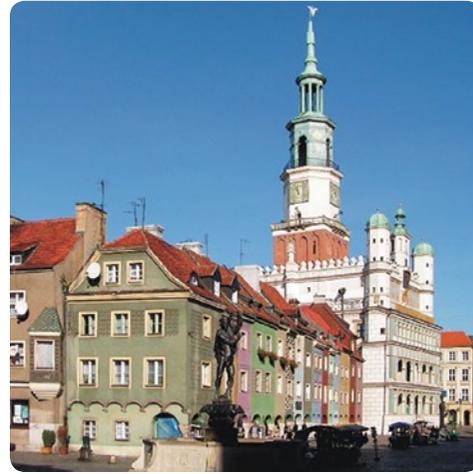
23<sup>rd</sup> AIGLP Congress

## Hohhot, China

2008 China LPG Forum

## London, UK

FT-WEC Energy Leaders Summit 2008



# Goals 2008

## Goal A: Demonstrate the benefits of LP Gas and position it as clean energy for a low carbon world

Description	Status as of December 31
Carry out three reference studies covering, for example: LP Gas and climate change; LP Gas and health and LP Gas and energy efficiency.	<b>PARTIAL</b> (Two studies completed)
Position LP Gas as a low-carbon fuel	<b>DONE</b>
Project LP Gas as an accessible, acceptable and available part of the energy mix	<b>ONGOING</b>
Actively represent the industry at 5 high-level intergovernmental forums	<b>EXCEEDED</b>

## Goal B: Create the environment to develop and sustain LP Gas markets

Description	Status as of December 31
Increase the use of LP Gas in 2 developing countries through partnering with international organizations	<b>DONE</b>
Replicate the Moroccan microfinance project and adapt it to one other country	<b>DONE</b>
Create a comprehensive lobby plan to promote Autogas	<b>ONGOING</b>
Publish four issues of Autogas Updates and secure revenue through sponsorship of each of the quarterly issues	<b>DONE</b>
Improve and develop relations with regional and national associations	<b>DONE</b>
Increase membership of WLPGA with a focus on improved representation from Asia	<b>DONE</b>

## Goal C: Identify and stimulate innovation

Description	Status as of December 31
Create a vertical working group of members and non-members to stimulate innovation in end-user appliances	<b>POSTPONED</b>
Establish an innovation award to recognize innovative people / organizations within the LP Gas industry	<b>DONE</b>
Forge a partnership with the European Photovoltaic Association (EPIA) to promote hybrid applications	<b>POSTPONED</b>

**Goal D: Promote compliance with health, safety and environment standards and good business practices**

Description	Status as of December 31
Support 2 countries to improve their industry practices in collaboration with WLPGA members	<b>DONE</b>
Expand the WLPGA Code of Conduct to encompass good industry practices and ensure members' endorsement	<b>DONE</b>
Nominate a focal point to compile data on safety incidents and near-misses in order to improve and enrich standards and practices	<b>DONE</b>
Lobby the government of a selected country, either directly or in support of national associations to enforce minimum regulations, avoiding unnecessary and costly over-regulation	<b>DONE</b>

**Goal E: Facilitate and drive communication among all stakeholders**

Description	Status as of December 31
Improve the quality and dynamism of the WLPGA web site	<b>DONE</b>
Develop relationships with 5 key international media outlets with a view to clearly positioning LP Gas and the WLPGA	<b>ONGOING</b>
Organise a successful 21 <sup>st</sup> World LP Gas Forum	<b>DONE</b>

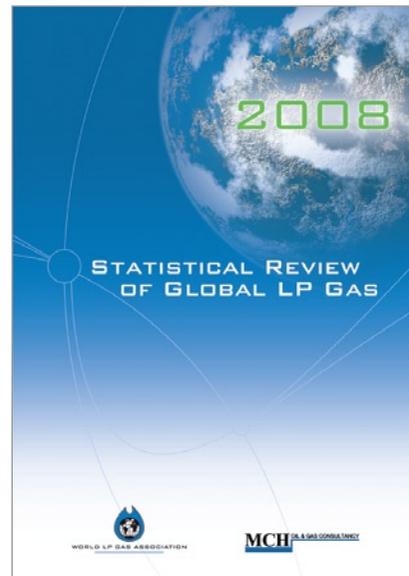


“ At the level of market development in Colombia, access to WLPGA publications, studies and meetings are important tools in providing essential information to move the Colombian LP Gas industry to the next level of development and ensuring that this transition is smooth. Because the Colombian LP Gas industry is at such a critical time in its development, being actively involved in the WLPGA and taking advantage of all the benefits that membership affords, is crucial to understanding the realities of the international LP Gas market and how we can learn from the experiences of others while sharing the lessons we have learned here at home.”

**NICHOLAY URBINA**  
Vice President,  
Confedegas, Colombia

# Statistical Review 2008

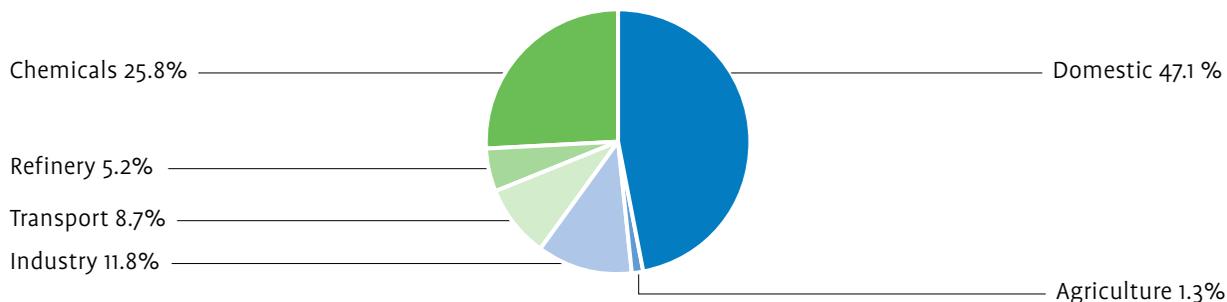
The fourteenth edition of the Statistical Review of Global LP Gas provides essential production and consumption data from 1997 to 2007. There is a detailed breakdown of supply and sector demand for the year 2007 as well as historical data on international trade, shipping and pricing.



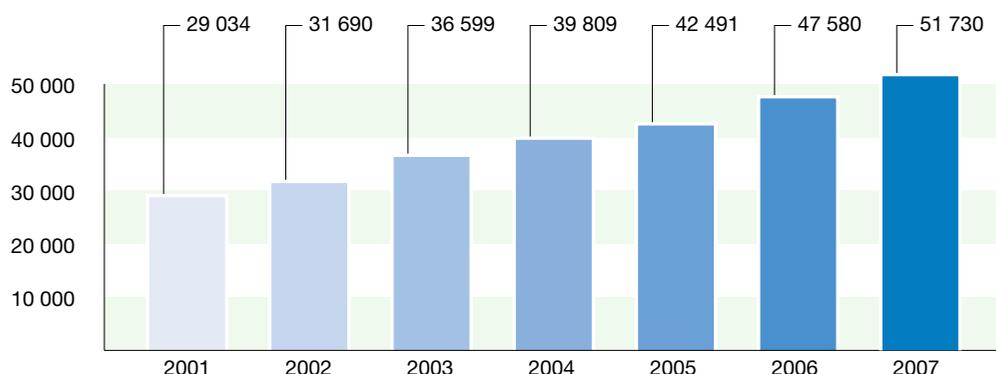
## 2007 Highlights

- LP Gas production grew by 1.4% to a little over 230 million tonnes
- The consumption rose by 2.8% to 233 million tonnes
- International seaborne trade at around 55 million tonnes showed little change
- Shipping spot and time charter rates weakened during the year
- LP Gas contract and spot prices continued upward trend

## Global LP Gas Consumption by Sector 2007



## Autogas Dispensing Sites Worldwide 2001 - 2007



# Good Industry Practices

The new three-year Strategic Plan for the period 2008-10 includes the WLPGA's commitment to promote compliance with health, safety and environment standards and good business practices.

During the year 2008, WLPGA's two major publications, namely the **Guidelines for Good Safety Practice in the LP Gas Industry** and the **Guidelines for Good Business Practices in the LP Gas Industry** were reviewed and updated, incorporating the changing business environments and technological advancements relating to safety standards and operating practices. The updated versions of both the documents have been endorsed by the United Nations Environment Program (UNEP) and the International Chamber of Commerce (ICC) respectively and the documents have been circulated to the members and other LP Gas stakeholders for adoption of minimum standards globally.

The existing Code of Conduct has also been amended suitably and circulated to the WLPGA members to ensure their compliance.

As one of many markets identified for possible intervention by the WLPGA under the **Good Industry Practices (GIP)** programme and following a preliminary report submitted by the member company from Oman, a WLPGA team visited Oman in 2008 to study, analyse and discuss the prevailing LP Gas market there. The WLPGA team held extensive discussions with senior Omani Government officials and local LP Gas stakeholders regarding promotion and compliance with safety and environmental standards and implementation of sound business practices. Based on the WLPGA teams visit and interactions with the government and local LP Gas stakeholders, a report has been submitted to the member company and the Government of Oman for implementation of certain recommendations.



“ LP Gas is a clean and versatile fuel and BP is committed to working together with all LP Gas stakeholders to ensure that it continues to play a valuable role in the world energy mix. The WLPGA provides opportunities to forge discussion and exchange on current energy trends and the role that LP Gas can play today and in the future.”

**JOHN CAREY**  
President, LPG Global, BP LPG, UK

# Communication, Outreach and Lobbying

WLPGA continues to drive the positioning of LP Gas as a low carbon fuel, addressing climate change mitigation and ensuring that LP Gas is perceived as an environmental solution and a part of any sustainable development strategy.

LP Gas has played a valuable role for many years in meeting the world's energy needs and will continue to play that role in the future global energy mix.

The WLPGA is officially recognized by the UN and is active in all dialogue with relevant UN agencies. It also maintains strong ties with the NGO community, development agencies, and prominent intra-governmental and international organizations.

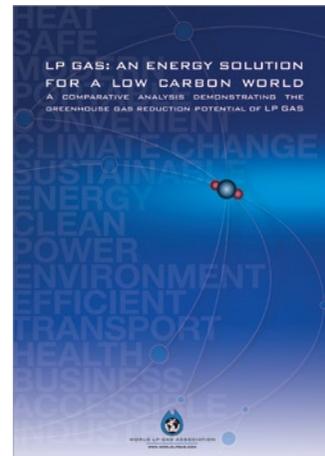
## Positioning LP Gas

A key component of the accurate positioning of LP Gas was the need to scientifically inform stakeholders of its characteristics – LP Gas is a clean and modern, efficient, accessible, convenient and portable fuel.

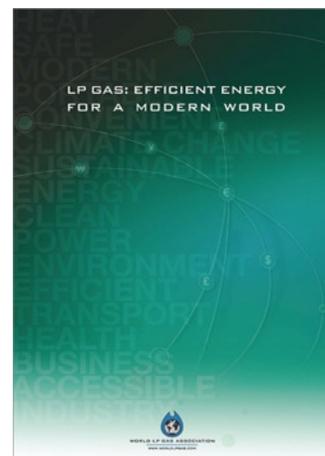
The WLPGA, therefore, commissioned three studies in 2008 to demonstrate these qualities. This trilogy of studies reveals why we can look to LP Gas as a modern energy solution.

## External Relations

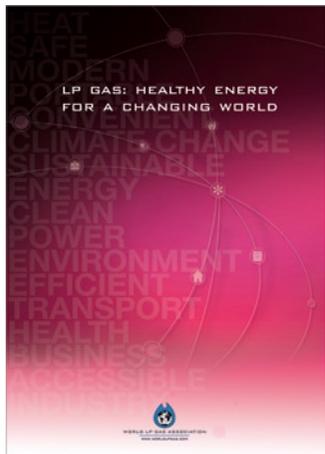
Credible media institutions were identified to inform them on the role that LP Gas can play in the global energy mix. One major result was that the Financial Times agreed to partner with WLPGA on its 21<sup>st</sup> World LP Gas Forum and the participation of WLPGA at the joint FT / World Energy Council conference in London.



*This flagship study, the first in the series presents a comparative overview analysis that clearly demonstrates LP Gas is among the most attractive options for reducing emissions in nearly every application.*



*Energy efficiency is the easiest way to reduce energy costs, carbon emissions and waste. This second study demonstrates both how efficient LP Gas can be and its potentially invaluable role in fighting climate change.*



The third study examines LP Gas' clean burning nature, making it an ideal domestic fuel. It also helps reduce pollution when used in outdoor urban environments.

## Dialogue with all LP Gas Stakeholders

Another key role of the WLPGA is participating in high level intergovernmental meetings and negotiations to promote LP Gas and facilitate policy evolution for market development. WLPGA team travelled the world in 2008 representing the industry at 6 major international events and negotiations.



## Dynamic Web site and Infrastructure



The WLPGA web site was energized to enable information access relevant to industry positioning. Hosting and infrastructure was modernized to facilitate speed and decentralization of content. A clear definition was made between internal and external content and the content itself was intensified and increased.

Keeping the web site up-to-date is critical to its survival and a current editorial calendar was implemented. Members were solicited to contribute more on their own initiatives on a "Leadership Blog" and for the public site. By September 2008, more than 100% more visitors came to the site and 30% more members; visitors spent more than 50% more time on the site because of the new and relevant information. User access was facilitated and functionality for members improved.

# Market Development and Support

In a tumultuous world where access to clean, modern energy sources is increasingly recognized as a prerequisite for sustainable development, LP Gas has a special role to play.

WLPGA pursues its role as the global voice of the LP Gas industry and primary industry interface with big development agencies, national governments and NGOs to promote the unique characteristics that make LP Gas such an innovative product for stimulating development. Portable, storable, available and accessible without the huge investments in infrastructure that grid energy requires, LP Gas is an ideal solution for much of the developing world from the southern tip of Africa, to the Amazon basin, to the teeming cities of the Indian subcontinent.

## Breaking ground with the Asian Development Bank

In 2008 WLPGA kicked off an initiative entitled “The Asia-Pacific Regional Initiative - Access to Energy for the Poor” with the Asian Development Bank (ADB) designed to bring clean modern energy to millions of villagers in the Asia-Pacific region. This programme was launched at the ADB headquarters in Manila in April and finalized in October 2008. The project seeks to address the growing awareness for cleaner and more modern energy to provide an environmentally sustainable and relatively cheap means of supplying off-grid access to energy for the poor, particularly in developing countries. An estimated 1.6 billion people in developing countries, 1 billion of whom are in the Asia-Pacific region, do not have access to modern energy services for basic cooking, heating and lighting.

WLPGA is a founding partner of this initiative and expects to be involved in its work over the next two years.

## LP Gas and Microfinance in Colombia

In 2005, WLPGA launched a microfinance pilot project in Morocco that was very successful and is still going strong. The project and its success had the potential to be replicated in other regions of the world and building on the Moroccan experience, WLPGA participated in an event in Bogota Colombia in 2008 designed to highlight a similar project currently being managed by the Colombian LP Gas Association, Confedegas.

The “Gas para el Campo, un Programa Sostenible” (Gas for the countryside, a sustainable programme), took place on November 12<sup>th</sup> and was designed to showcase the very successful “Salva Vidas y Protégé Bosques” (Saving Lives and Protecting Forests) project that also combines micro-lending for small entrepreneurial activities that use LP Gas. The event was attended by senior representatives from Colombian industry and government institutions as well as the World Bank and United Nations Development Programme (UNDP).

Microfinance continues to be a potentially promising avenue for communities in developing countries that have no access to grid energy but are desperate for a modern energy source such as LP Gas and the financial mechanisms to create long term economic development and growth.

## Development with LP Gas in Turkey

WLPGA also continued initiatives in Turkey spun off from a workshop held outside Ankara that brought together senior Turkish government officials, UNDP representatives and domestic Turkish industry participants. The results of that workshop continue to be followed including a programme designed to increase LP Gas distribution channels in eastern Turkey, thus tapping a growing market and providing social benefits to communities that still rely largely on solid fuels.



# Climate Change Working Group

**The WLPGA Climate Change Working Group (CCWG) helps the LP Gas Industry face the challenge of climate change.**

Climate change continues to be an important issue for WLPGA members and the LP Gas Industry as a whole. To address this issue the WLPGA Climate Change Working Group (CCWG) focused on informing the LP Gas industry on climate change developments and ensured that the industry was well represented at the international negotiations currently underway.

## From Bali to Poznan to Copenhagen

WLPGA continued to represent the LP Gas industry at the series of high level negotiations taking place under the umbrella of the United Nations Framework Convention on Climate Change (UNFCCC). In December 2008, WLPGA was present at the 14<sup>th</sup> Conference of the Parties (COP 14) negotiations where the first steps towards replacing the Kyoto Protocol were finally taken. This two week long series of negotiations was a continuation of the work started in Bali in December 2007 and will culminate in the COP 15 meetings scheduled to take place in December 2009 in Copenhagen.

In Poznan, WLPGA took part in numerous activities designed to carry the message to national representatives and negotiators that LP Gas is an ideal low carbon fuel that is available around the world immediately and should be considered as part of any national or regional fuel mix. As part of these activities, WLPGA was an official partner in the Poznan Business Day which was held on 9<sup>th</sup> December and included the participation of numerous key public and private sector representatives. Mr Kimball Chen, representing the industry, had a speaking role in the day long event in which he reminded his audience that ultimately the key to fighting climate change in difficult times will involve looking at all available fuel types and picking the right fuel for the right application.



## Cool Earth WLPGA Mitigates Carbon

*In 2008 WLPGA signed an agreement with Cool Earth, an organization that specializes in carbon mitigation for companies, organizations or events by protecting endangered rainforest to combat climate change, protect ecosystems and provide sustainable jobs for local people. WLPGA signed a contract to mitigate the CO<sub>2</sub> emitted by all participants in the Seoul Forum as well as all staff travel for 2008.*



# Identification and Stimulation of Innovation

The Global Technology Network (GLOTEC) continues to be an effective platform for dissemination of information relating to technological advances, innovations, optimization in operating practices among the LP Gas industry stakeholders.

During the year, three meetings of GLOTEC were held – Tokyo in Japan, Milan in Italy and Seoul in Republic of Korea during which eleven papers on various topics relating to LP Gas were presented.

The Global Technology Conference, a biennial event organized by the WLPGA, has been identified as another important platform to identify and promote innovation in the global LP Gas industry. The second Global Technology Conference (GTC) was organized in Seoul along with the 21<sup>st</sup> Annual Forum. The event attracted 48 papers from the global LP Gas industry and these papers were presented in three parallel sessions with specific focus on Autogas Developments, Operations Technology and Applications Innovations.

As further efforts to identify and stimulate innovation, the WLPGA has decided to establish an “Innovation Award” to recognize new technologies, researches or innovative operating practices which result in overall increase in the global LP Gas market. The first such award shall be presented to M/s GHP Consortium of Japan for their work on “New Evolving Gas Heat Pump and Micro-Cogeneration Technology”



Etasia lawnmower, in partnership with Totalgaz



source: J-LP Gas

## Growing the use of Autogas

The Global Autogas Industry Network (GAIN) exists to exchange information and ideas between our active members in the global Autogas business. This network aims to grow the use of Autogas by co-ordinating efforts, leveraging experience, encouraging and promoting technological advancements and improving safety measures.



2008 was characterised by the rising price of oil, with crude reaching record highs. Although this resulted in LP Gas price increases, the Autogas price increase in many countries, where government incentives favour Autogas, was not as significant as that of traditional fuels. This has led to more demand for Autogas by the consumer in some countries. We have also seen growing awareness of environmental issues amongst consumers and governments and the clear benefits of LP Gas as a clean, low-carbon fuel continue to make Autogas the pragmatic fuel of choice for the environment-conscious consumer.

GAIN continued to support its members through the provision of studies, tools and collateral which reinforce the network's overall objectives. Four issues of Autogas Updates, a quarterly newsletter, were distributed to a broad base of Autogas stakeholders around the globe.

The latest WLPGA "Statistical Review of Global LP Gas" shows a growth of 6% globally in Autogas sales through 2007 and we expect this to continue in 2008. During the year we held three GAIN meetings in three of the top seven Autogas markets, with gatherings in Tokyo, Japan, Milan, Italy and Seoul, Republic of Korea.



At the end of 2008, the GAIN chairman, Alan Beale of Elgas stepped down after more than 5 years of dedication to the global Autogas industry. Alan will be missed by all his colleagues and friends in the Autogas industry. The role of GAIN Chairman has now been passed to Iñigo Palacio of Repsol and we wish him every success in this position.



**IÑIGO PALACIO**  
 Repsol  
 New GAIN Chairman

World LP Gas Forum 2008 in Seoul 24-26 September  
**Forum 2008 Highlights, Seoul**



The 21<sup>st</sup> World LP Gas Forum brought together hundreds of delegates including senior executives, government officials and inter-governmental representatives from more than 50 countries around the world. The event kicked off in Seoul, Korea on 24<sup>th</sup> September at the prestigious COEX Convention and Exhibition Centre.

For many years, LP Gas has played a valuable role in the world's energy needs. In the future, LP Gas has the opportunity to enhance this role by also helping combat global climate change. Therefore, the chosen theme for the Forum was "LP Gas – Clean Energy for a Low Carbon World".

At a special session dedicated to Combating Climate Change, industry representatives and experts pointed out that the fuel's emissions are only 85% of gasoline's, on average. The combined carbon dioxide emissions for LP Gas from its production to its consumption are equal to 83% of diesel's emissions, 85% of gasoline's and 46% of electricity's.





## Outstanding Keynotes and Presentations

The quality of all speakers and sessions in Seoul was notable. Ian Noble, Senior Climate Change Specialist at the World Bank, first keynote speaker described climate change and said that LP Gas could help reverse the effects of climate change. Opening speeches were given by James Rockall, Managing Director, WLPGA, Jin-Sung Jung, Chairman of the National Organising Committee, Korea, Lon Greenberg, WLPGA Outgoing President, Maanee Lee, Minister of Environment. The second Keynote speech was given by Mr. Jae Hoon Lee, Vice Minister of Knowledge and Economy - he described the Korean mid-term to long-term energy policy. By next year, he claimed, Korea will become the first country to complete the commercialization of the hybrid LP Gas vehicle, which will contribute to the diversification of green technology.

## At the Exhibition Opening Ceremony

VIPs were asked to cut a ribbon in the traditional Korean style.

The ribbon was cut by the following VIPs: from left to right: Lon Greenberg, Chairman + CEO of UGI, James Rockall, Managing Director, WLPGA, Alan Beale, Managing Director, Elgas, Jae Hoon Lee, Vice Minister of Knowledge Economy, Chi Hyung Kim, President and CEO, SK Gas, WLPGA NEW President, Sarthak Behuria, Indian Oil Corporation, J.Y. Koo, President and CEO, Ei, Jin-Sung Jung, Chairman of Korea NOC, Soo-Roun You, Chairman of Korea LPG Industry Association.

All VIPs then took a tour of the exhibition.

## Exhibition Opening 24<sup>th</sup> September 2008

The Forum Exhibition was very rich and featured some surprises including a Tata-Daewoo truck - Korea's first LP Gas truck. The truck is scheduled to be sold in Korea from 2010.

An LP Gas-fuelled Toyota "Prius" hybrid was also on display as well as a Hyundai LP Gas hybrid car within the exhibition itself.



“ One of Cavagna Group’s key priorities is customer satisfaction through its tailor made, high quality service. Our Area Managers attend the Forum and it is the meeting place of the year with our international customer base. It is also an opportunity to showcase new products and to connect with the industry.”

**DAVIDE CAVAGNA**  
CEO, Cavagna Group

## Social Events



The Gala Dinner took place in the impressive and elegant Grand Intercontinental Ballroom.

**LON GREENBERG,**  
former President,  
at the Members Dinner



The Members' Dinner was held at the Korea House where participants could savour true Korean Cuisine as traditionally offered to the Royal Family.

### Distinguished Service Award



Alan Beale (right) received the Distinguished Service Award at the 21<sup>st</sup> World LP Gas Forum in Seoul from James Rockall, Managing Director of the World LP Gas Association.



# World LP Gas Forum 2008, Seoul, 26 September Global Technology Conference

The day dedicated to the second Global Technology Conference was extremely successful.



A total of 48 high level presentations from 17 countries were delivered to participants through 3 parallel sessions with each session consisting of 16 papers.

The profile of the speakers included university professors, LP Gas car manufacturers, Autogas conversion industry representatives, LP Gas marketers, and equipment manufacturers.



“ The exchange of information and ideas was amazing at the World LP Gas Forum in Seoul. I left the Forum with new ideas, several new friends in the industry, and a renewed sense that the propane industry has a very bright future ”

**STEVE FERRO**  
IT Director - Application Development, Ferrellgas



**22<sup>nd</sup> WORLD  
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