

March  
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GAINN

Open conference

# LNG as Marine Fuel: The Moment of Truth



Co-financed by the European Union  
Connecting Europe Facility

Venue: Salón de actos - Sede APV - Fase III, Av. Muelle del Turia, s/n 46024, Valencia (Spain)

08:30	09:00	Registration			
09:00	09:30	Opening Session - Chairman: Aurelio Martínez, Chairman and CEO of the Port Authority of Valencia			
09:00	09:05	Welcome Address - Aurelio Martínez, Chairman and CEO of the Port Authority of Valencia			
09:05	09:10	Introduction to the GAINN Conference "LNG as Marine Fuel: The Moment of Truth"- Vicente del Río, General Manager of Fundación Valenciaport			
09:10	09:30	"Motorways of the Sea policies" - Brian Simpson, EU Coordinator of Motorways of the Sea. <i>tbc.</i>			
09:30	10:30	SESSION 1: Optimisation of the LNG Supply Chain - Chairman: Manuel Lage, Secretary-General of GASNAM			
		<table border="0"> <tr> <td style="border-right: 1px solid black;"><i>Are the consumer prices of LNG competitive against heavy fuel oil (HFO) prices?</i></td> <td style="border-right: 1px solid black;"><i>50% of LNG consumer prices are due to logistic costs, what is being done to reduce this extra cost?</i></td> </tr> </table>	<i>Are the consumer prices of LNG competitive against heavy fuel oil (HFO) prices?</i>	<i>50% of LNG consumer prices are due to logistic costs, what is being done to reduce this extra cost?</i>	
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09:30	09:50	The LNG logistic costs, the next challenge - Speaker <i>tbc</i>			
09:50	10:10	The LNG storage business and associated costs - Claudio Rodríguez, General Manager of Infrastructures of ENAGAS			
10:10	10:30	The LNG Baltic Experience - Bogdan Oldakowski, Secretary-General of Baltic Ports Organisation			
10:30	11:00	Coffee break			
11:00	12:00	SESSION 2: Small Scale Distribution Model - Chairman: Ángel Crespo, Business Development Manager of Molgas			
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11:00	11:20	The LNG American distribution model - Diego García, Country Manager of ABS Europe Ltd.			
11:20	11:40	Small scale LNG from LNG terminals - Cyril Hugoo, Project Manager of Elengy			
11:40	12:00	What to consider when developing LNG tanker supply chains - Klaus Rasmussen, Business Development Support of Moving Energy			
12:00	13:00	SESSION 3: How to increase the demand. Potential Consumers – Chairman: Rui Lopes, Port Security Officer and Heliport Director of APRAM - Administração de Portos da Madeira			
		<table border="0"> <tr> <td style="border-right: 1px solid black;"><i>How to assure the profitability of the LNG facilities?</i></td> <td style="border-right: 1px solid black;"><i>Why have other consumers chosen LNG?</i></td> <td><i>Success stories</i></td> </tr> </table>	<i>How to assure the profitability of the LNG facilities?</i>	<i>Why have other consumers chosen LNG?</i>	<i>Success stories</i>
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12:00	12:20	The use of LNG in high speed crafts - Iván Fernández, Technical Manager of Fred Olsen			
12:20	12:40	The whole truck fleet running on LNG -Transportes Monfort. <i>tbc.</i>			
12:40	13:00	LNG used to foster the growth in a greenhouse. <i>tbc.</i>			
13:00	13:05	Group photo			

13:05	14:30	Lunch
14:30	15:30	SESSION 4: The pioneers in the use of LNG - Chairman: Mario Dogliani, Head of R&D of Rina Services
<i>What are the advantages of using of LNG? Direct your question to the most relevant owners</i>		
14:30	14:50	A ferry company powered by LNG - Kari Granberg, Project Manager NB, Viking Line, <i>tbc.</i>
14:50	15:10	The use of LNG in cruise vessels - Costa Crociere, <i>tbc.</i>
15:10	15:30	LNG from a shipowner perspective. A Baltic SO <sub>2</sub> solution - Dick Höglung Fanantial Manager Terntank Rederi A/S
15:30	16:00	Coffee break
ROUND TABLE of Technical Solutions Available - Chairman: Mercedes de Juan, R&D Project Manager of Fundación Valenciaport		
<i>Which are the most suitable technical solutions?</i>		<i>What are the main suppliers offering?</i>
16:00	17:00	Round table: MAK, MAN, WÄRTSILA and ROLLS-ROYCE <ul style="list-style-type: none"> <li>- Alejandro Benito, Marine Executive Director for Caterpillar in Barloworld</li> <li>- Fernando Marcos, Sales Manager of Man Diesel &amp; Turbo</li> <li>- Josu Goigogana, General Sales Manager Ship Power of Wärtsila</li> <li>- José Antonio Losada, Marine General Sales Manager Spain &amp; Portugal of Rolls-Royce, <i>tbc.</i></li> </ul>
17:00	18:00	SESSION 5: LNG as fuel. A challenge from the technical point of view - Chairman: Jaime Pancorbo, Technical Manager Bureau Veritas Spain&Portugal
<i>What is new?</i>		<i>How to increase the autonomy of the vessel?</i>
<i>How to reduce the bunkering time?</i>		
17:00	17:20	Innovations on LNG membrane cargo containment systems - Victor Alessandrini, Business Development Manager of GTT
17:20	17:40	Ultimate high pressure tanks: Lattice pressure vessels - Manuel López, Director of CIMNE - Singapore Ltd.
17:40	18:00	Comparing LNG, CNG and LPG use in small vessels - Pedro López Vizcaino, Project Manager of Seaplace
18:00	18:15	Closing Speech
The Spanish maritime strategy regarding the implementation of LNG as marine fuel - Rafael Rodríguez, General Manager of the Spanish Directorate for the Marine Merchant		



Consortium:

