

GAIN

Global Autogas
Industry Network

Autogas Updates



WORLD LP GAS ASSOCIATION

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Clean Air Initiative — opportunity for autogas

With leadership from the World Bank, the Clean Air Initiative for Asian Cities (CAI-Asia) promotes and demonstrates innovative ways to improve the air quality of Asian cities through partnerships and sharing experiences. CAI-Asia brings together stakeholders from government, the private sector, and civil society that have an interest in improving air quality in major cities in Asia, as well as global development agencies, international nongovernmental organizations and multinationals, that share in the commitment to assist cities in Asia to address their air quality concerns.

An important focus of CAI-Asia's work will be to reduce transportation-related air pollution, where motor vehicles are major contributors to poor air quality which kills almost half a million Asians every year.

In order to identify issues surrounding cleaner transport fuels and implications for the refining industry in Asia for producing cleaner fuels as part of an integrated strategy to improve air quality, a "Cleaner Fuels" dialogue commenced July 2003, in Singapore. The dialogue includes 12 major regional and national oil companies and automobile manufacturers like Ford Motor Company. Experts are currently exploring solutions, such as air quality management, improvements in air quality monitoring, reducing emissions from in-use vehicles, introducing advanced engine technology, and improving maintenance programs, fuel quality, and traffic management.

The main objective, however, will be the introduction of cleaner vehicle technologies in the region — which presents a valuable opportunity for GAIN to demonstrate the benefits of autogas. *(Continued on page 5...)*

What's New

- GAIN Council Meeting, 14 October 2003, Santiago, Chile
- 16th World LP Gas Forum, 15-17 October 2003, Santiago, Chile
- James Rockall joins WLPGA staff, page. 7
- Visit our website: www.globalautogas.org

Accidents spur new safety measures in Turkey

Sometimes bad news can lead to good progress. In Turkey, consumers and resident associations are very concerned about two explosions at LP Gas facilities in Ankara and Izmir. These two unfortunate incidents, however, have highlighted the need to handle and use LP Gas according to established safety practices - and the necessity for governments to enforce these codes and safe practices.

Turkey's LP Gas sector, which consumed 3.5 million tons last year, is the biggest market in Europe. LP Gas is widely used in Turkish homes for cooking, and has become increasingly popular over the past six years as a low-cost, low-pollution fuel for cars. However, while Turkey has strict regulations governing the storing and retailing of LP Gas, they are not universally applied. Many outlets operate without official permission, and many have never been checked to see if they are safe. The government has been well aware of the problem, but has previously been unable to structure a response. *(Continued on page 2...)*

Policy

ALGPA makes the point: Autogas is important to Australia

In our last issue, Autogas Updates discussed the Australian government's budget decision to remove LP Gas's excise-free status compared with petrol and diesel. We also contended that this was not a good idea, arguing that, "fuel tax incentives are a very small part of a country's budget and a fraction of the entrenched global petroleum market — but they are mammoth in importance to the development of a fledgling market like autogas. Taking back these incentives has the potential to sideline the movement to autogas, and maybe worse to erode confidence in governments to find and commitment to sustainable energy policy."

The Australian LP Gas Association (ALGPA) is also working to advise policy-makers on the potential drawbacks of discontinuing autogas incentives. A recent study, "The Indirect Taxation of LPG in Australia: Quantifying the Costs and Benefits of the Current Differential Treatment," conducted by Access Economics and published by ALPGA, argues that the current policy of exempting LP Gas from transport fuel excise is an effective, efficient and appropriate policy — and should be continued. The study attempts to quantify the costs and benefits, in both long term and transition contexts, of the current excise concession for LP Gas and any move to eliminate it. The conclusions make an effective case of continuing the autogas incentives:



- The economic cost of the government's current LP Gas excise exemption for autogas is in the range of \$30 to \$100 million per annum — representing a fraction of the government's tax revenue.
- The Greenhouse abatement benefits provided by LP Gas as a clean transport fuel are in the order of \$30 to \$50 million per annum — indicating that the "costs" of foregone tax revenue to the government are finely balanced with the social and economic benefits of greenhouse abatement.
- Additionally, the benefit-cost equation clearly favours the retention of the excise exemption because of the significant infrastructure and vehicle investments which have already been made by the industry and consumers — removal of the excise exemption would result in short-run, net negative transition costs of up to \$110 million per annum.

Another report in the series from Access Economics showed that Australia has more than enough LP Gas to fuel a robust autogas market — for at least the next two decades. According to ALPGA experts, "The use of LP Gas as an alternative transport fuel is saving us from an over-reliance on petrol — up to 13 million barrels of oil a year."

These benefits in energy security and the reduction of Australian dollars spent on imported oil, along with significant greenhouse abatement benefits, comprise a strong argument for rational policy decisions supporting autogas as a cleaner and more sustainable transportation option in Australia. For more information or copies of the reports, contact ALPGA at <http://www.alpga.asn.au/home/>

Autogas safety issues (continued from page 1)

Now city authorities are attempting to shut down facilities which are operating illegally. The national government has reacted to the explosions by promising greater regulation and the State Petroleum Directorate has already produced a list of regulations which it wants to see passed into law. Other city municipalities, however, have been slower to act.



Outlets which sell autogas pose the gravest danger, especially since many, including the Ankara explosion site, are situated in existing petrol stations close to residential areas. According to one industry source, as many as 1,000 of these stations are unregulated one-man operations that receive their LP Gas from unlicensed suppliers. According to Orhan Alkan, CEO of Aygaz, Turkey's largest LPG distributor, "The necessary regulations already exist...but it will be up to authorities to enforce them."

GAIN stresses that LP Gas, like any fuel, can be dangerous if not handled properly. Adhering to safety precautions and the use of approved equipment should always be practiced.

Ford continues to expand autogas options in the UK

Adding to its already wide range of commercial vehicles available in autogas, Ford recently introduced the Transit Connect autogas bi-fuel vehicle in the U.K — the only autogas factory fit petrol/LP Gas bi-fuel vehicle available in its market segment. The 1.8 petrol/LPG bi-fuel 115PS engine comes in three Transit Connect models, the fuel tank, located in the spare wheel recess, holds 59 litres of fuel, and servicing is the same as petrol models every 12,500 miles or 12 months. The autogas version of the Transit Connect priced at £1,800 over the equivalent petrol models, however, after applying for the 70 percent Powershift grant, the customer cost is only £40 over the diesel models. According to Ford, with autogas priced at around half the price of diesel, operators can be saving after a few hundred miles of use, and that's before any congestion charge savings.



Ford also recognises that London congestion charges and the availability of 1,300 LP Gas filling stations across Britain are combing to increase the demand for autogas amongst customers, fleets and owner-operators alike. That's why they've also decided to make Britain's favourite car, the Ford Focus, available in an autogas/bi-fuel format. The Focus is available with a 1.8 115 PS bi-fuel, petrol/LP Gas engine, comes with a standard three years/60,000 miles warranty, and has an excellent insurance rating. At £15,000, the autogas Focus is roughly £2,000 more than the petrol version, but it is eligible for a Powershift grant equivalent to about £1,200. This latest model offers great fuel economy and has created a lot of interest with London motorists seeking to avoid congestion charges. There are now 40 models in the Ford autogas line-up, all of which are factory-fitted – not aftermarket conversions – and meet the highest emission requirements.



Pauny autogas tractor



The Argentine company Pauny has launched its first model of an environmentally-friendly tractor running on autogas. Equipped with three 250 litre LP Gas tanks, the prototype can run for 10 hours before

refuelling. It is "a little more expensive" than a common tractor, but that difference "will be compensated by the fuel savings", stated the company representatives. "The ecological" tractor, so-called by its designers, will help cut down approximately one third of agricultural production costs, according to authorities of Cordova province (centre of the country), where the company is located.

Jaguar track car

Cosworth Racing (UK) has modified a fleet of eight three-litre V6 Jaguars to run on autogas. Designed after the style of a Le Mans sports-racer, the Palmer Jaguar JP1 will be used for track days and corporate driving events as part of Jonathan Palmer's "Motorsport Sensation" programme. The new Jaguars produce 245bhp, which give the cars a 0-60mph time of 3.6 seconds.



Calor Gas engages Nissan to supply vehicles

Last month, Autogas Updates reported that Nissan would begin making the Primera available in the autogas format. This plan has now moved further along from a commercial and marketing perspective, following a contract with Calor Gas to purchase Primersas for its fleet. Ian Davis, group purchasing manager of Calor Gas, said, "Feedback from drivers is positive. They think the Primera is a good, comfortable, quiet drive." Dave Murfitt, fleet sales director, Nissan, said: "The autogas vehicle combines all the benefits of the standard Primera with the addition of a fully warranted LP Gas conversion. "We are confident Calor and their drivers will be happy with their decision and we hope to build on our relationship with them."

Europe

Aygaz preparing for autogas growth in South-eastern Europe

According to the Turkish Automotive Manufacturers Association, total auto sales in Turkey are growing rapidly, with sales up 178% over last year. Aygaz, the leader of the LP Gas sector in Turkey is hoping to capitalise on this growth, and is holding discussions with a number of vehicle manufacturers in order to increase OEM options to customers. Aygaz is also seeking to expand into developing fuel markets in South-eastern Europe, and has a joint venture with OPET to enter the Southeast European petrol and autogas market, starting with Bulgaria.



Vauxhall reports sales growth in UK market

Vauxhall's 2003 sales of Dual-fuel autogas vehicles had already surpassed last year's total. By July, the company had sold 2,700, compared to last year's total of 2,400. In fact, Vauxhall sold 435 Dual-fuel cars and vans in July alone, with 90% going to fleets. This impressive achievement is due to rising petrol fuel costs, congestion charging, the increasing range of autogas vehicle options, and increasing demand from the UK fleet sector. With such increasing success, the company has gained a front running position in the alternative fuels sector in the UK. Vauxhall's most popular model in this range is the Dual-fuel Astra, with 1.6i and 1.8i engines. Sales of this model have topped 800 units so far in 2003.

Can Wales lead the way for Europe?

Phil Lowndes, co-founder of 10 month old LPG Vision UK thinks that, "Autogas is one area in which Wales can lead the way in Europe — the cost and environmental benefits are far too great to ignore." If all public sector vehicles in Wales were to switch to autogas, it would cut fuel bills by £80m a year. That is the claim of a Cardiff-based LP Gas conversion company, which points to how cheap LP Gas is to buy - it can be as low as 28p a litre. LPG Vision UK, which says its figure includes the initial cost of doing the conversion, also points to LP Gas's environmental benefits.



Less polluting than both petrol and diesel, it claims public-sector vehicles, including everything from refuse lorries to ambulances, could also see a 85% reduction in emissions if they switch. Lowndes said, "If the 132,000 public sector vehicles in South Wales, averaging just 20,000 miles a year at a notional 38 mpg, were converted, it would save £240m over three years. "Converting their fleets would be a win-win situation for local authorities - not only will they save money, they will reduce emissions massively."

At present, LPG Vision UK says Swansea council is the only local authority in Wales to be testing the fuel - on one of its refuse trucks - but it expects others to follow suit. Lowndes said, "The conversion market was held back for a long time because people were worried about finding an autogas refuelling station. Because it was new, they also wanted reassurance on things like safety and reliability. There are now no barriers whatsoever. Technology and safety are proven, conversion is quick and cost-effective and another two or three autogas refuelling points are opening up every week as petrol companies and supermarkets prepare for the inevitable. Government grants are also available for converting some vehicles, and there are already 112 LPG stations in Wales. For more information, visit <http://www.lpgvision.co.uk/>

Gazprom prepares for autogas demand growth

Gazprom affiliate company Sibur (Russia) plans to expand its network of autogas filling stations because it expects domestic demand to surge fivefold to reach 1.5 million metric tons per year by 2010, up from 300,000 tons per year this year. Sibur currently produces enough LP Gas to supply 250 filling stations. Sibur's plan is to set up mobile autogas fuelling units based on trucks with tankers that will allow the units to be moved to new locations in a short time. Sibur produces roughly a third of Russia's 6.8 million tons per year production of LP Gas. LP Gas costs 4,000 rubles (\$131.8) per ton, or half the price for gasoline.



Indian Oil Corporation active in autogas

Following a strong response from customers to its existing autogas stations, Indian Oil Corporation plans to open four more in and around Chennai by year end. IOC also has plans to open additional stations, including one in Coimbatore. In addition to the new stations, the company plans to modernise the retail outlets to make them more on par with international standards.

IOC also introduced autogas for vehicles in Chandigarh, which now joins the ranks of India's premier cities which boast autogas service. IOC is hailing autogas as the 'alternate fuel of the millennium'. According to IOC officials, it is an eco-friendly option with significantly lower carbon monoxide and nitrous oxide exhaust emissions than petrol/diesel. Hydrocarbon residue and particulate contamination are also lower by 80-90 per cent when compared to traditional fuels. At current prices, autogas gas is 35 percent cheaper than petrol.

Autogas kits have legal sanction in India and they are available in the price range of Rs 23000-28000. Cars with multi-fuel tanks would need a costlier kit than cars with old carburetors.

Diesel allowed in Korea, but autogas to be promoted

The long controversy surrounding the use of diesel-powered passenger cars has finally ended, as the government decided to allow the sale of these vehicles in the domestic market beginning in 2005.

During a critical policy meeting March 2003, the government made a final decision to adjust the emission standards of diesel powered vehicles to match the level of the European Union, and allow sale of those vehicles meeting EURO-3 emission standards in 2005, and EURO-4 standard vehicles from 2006.

Key points of this measure include a 50% reduction in consumption taxes for vehicles meeting the EURO-4 emission standards during the year 2005, providing a systematic framework for promoting the supply of autogas and CNG vehicles, developing electric and hybrid electric vehicles, and creating a special task force for legislating special measures on air quality improvement in metropolitan areas.

The Ministry of Environment has also announced a nationwide expansion of its programme for converting diesel-powered vehicles to autogas, starting in the later half of this year. The Ministry will work with the city of Seoul to initially convert 135 diesel vehicles to autogas. Garbage trucks owned by the government bodies, district governments, and public institutions, as well as 25-passenger vehicles and small-sized freight vehicles will also be subject to the conversion programme. The partners will also examine performance and emissions in order to demonstrate the air pollution advantages of autogas over diesel fuels. The programme is to be expanded to three metropolitan areas by 2004, and nationwide by 2005.

Clean Air Asia Initiative (continued from page 1)

Since a number of the oil companies signing the "Singapore Statement" are WLPGA members (including Bangchak Petroleum Public Company, BP, ChevronTexaco, ExxonMobil, Indian Oil Corporation, Pakistan State Oil, Petron Corporation, PTT Public Company Ltd, Shell, Showa Shell Sekiyu K. K., Singapore Petroleum Company, Thai Oil Company Limited.), CAI-Asia presents a tangible opportunity for GAIN to share autogas technologies which have been so successful in other regions. Likewise, Ford stated that it's goal for CAI-Asia is to build on its traditional strengths and deliver products for a better world. In this regard, Ford will have to look no further than its successes in delivering clean, efficient autogas vehicle models to the UK market.

Tackling air quality issues in the mega-cities of Asia will be a challenge, and it will be important for industry to work together with policymakers if the proper mechanisms are to be put in place for autogas to emerge as an effective solution. A valuable resource in this area is "Developing a Sustainable Autogas Market—A Guide for Policymakers," available on the GAIN website. For more information on how to get involved, contact Charles Melhuish, Lead Transport Sector Specialist, (cmelhuish@adb.org) or Cornie Huizenga, CAI-Asia Secretariat (chuizenga@adb.org) . <http://www.worldbank.org/cleanair/index.htm>

Americas

Proactive autogas leadership in Mexico

IMPCO Technologies, Inc. recently announced an agreement with the Mexican Ministry of Transportation to work in collaboration on the development and implementation of a programme to convert public transportation vehicles in Mexico to alternative fuels. The programme is to be implemented by the end of 2003, targeting 120,000 gasoline-fuelled taxis for conversion to autogas and CNG. The programme is unique in that it is the first time the Mexican government has signed such an agreement with a private firm. In doing so, the government hopes to leverage IMPCO's technology and global expertise to put an alternate fuels programme together to achieve lower emissions and improve the economics for the vehicle owners.



In concert with the national programme, Puebla City is working with IMPCO to convert its entire municipal vehicle fleet to autogas. The conversions will be done by IMPCO's Mexican distributor, Equipos para Gas (EGSA). The conversion programme will consist of three phases, starting with the conversion of 800 vehicles, followed by 1,000 and then 1,500 vehicles. Luis Zertuche, mayor of Puebla City, says, "The city selected IMPCO because of the company's reputation for quality, technical support, and post-sales service and a history of success. Also, IMPCO is the only autogas provider that has Mexico City's environmental certifications for all the vehicle brands and models in our fleet." Additionally, the governor has approved incentives that include the release of all state taxes to public transportation vehicles that run on an alternative fuel. For more information, visit: www.impcow.com

U.S. Propane Vehicle Council expands scope

The Propane Vehicle Council (PVC) recently completed its restructuring effort, emerging with an expanded focus on all motor fuel issues, including off-road (forklift), over-the-road, and the agricultural (stationary engines) segments of the market.



PVC will act as the industry umbrella organization serving the needs of the propane motor fuel market. The PVC will work with the Propane Education & Research Council (PERC) and the National Propane Gas Association (NPGA) to ensure the propane motor fuel industry is well represented with all stakeholders involved.

The US forklift market represents a major market for LP Gas in the U.S., where LP Gas is currently the dominant fuel of choice. However, over the past several years increases in competition from the electric and natural gas industries have begun to threaten what has been a traditional propane market. Therefore, the Propane Vehicle Council will undertake a comprehensive and cohesive approach to recapture, retain and expand off-road market share. For more information, visit the Propane Vehicle Council at <http://www.propanevehicle.org/>

News from the States

City of Brownsville Purchases Three Propane Buses. The City of Brownsville, Texas, recently ordered three, 30-foot autogas transit coaches from National Bus Sales of Chino, California. Each bus costs approximately \$265,000, and delivery is expected in February 2004. The funding came from a Federal Transit Administration grant administered by the Texas Department of Transportation. The City plans to replace 2-3 buses per year if funding is available.

Two New Clean Cities. The Clean Cities Program officially welcomed two new coalitions in April. The Middle Georgia coalition was designated on April 17. The New York City coalition was designated on Earth Day. The New York City Clean Cities Coalition has made great progress in promoting the use of alternative fuel and alternative fuel vehicles. Their efforts to increase the use of domestically produced, cleaner burning alternative fuels such as ethanol, natural gas, propane, biodiesel, and electricity are helping to reduce the nation's dependence on imported oil, strengthen energy security, and improve our environment. DOE Official Tom Gross stated that, "Clean Cities coalitions are the pathfinders—they're leading the way. They are taking immediate steps to solve the problem of oil dependency today, with alternative fuels."

More autogas pilot projects in South Africa

The Gauteng, South Africa provincial government has converted 210 of its official vehicles to run on autogas instead of petrol. According to local officials, the conversions were one of many new projects aimed at improving the quality of the air in the province. The government claims that vehicles running on autogas are emitting far lower levels of so-called greenhouse gases than vehicles running on petrol; and, carbon monoxide and nitrous oxide emissions have gone down about 80% and hydrocarbon emissions about 60%. The cost of the conversions are expected to be recovered over the lifetime of the vehicle.

The current conversions were a pilot project that could eventually lead to the conversion of the Gauteng government's entire vehicle fleet. To support the effort, the government is calling upon corporations and individuals to follow the government's example in choosing autogas for improving the environment.

James Rockall joins WLPGA staff

In July 2003, WLPGA welcomed James Rockall as Director of Market Development. James is responsible for promoting LP Gas worldwide and will be managing a number of projects covering all aspects of LP Gas use. Not least amongst them will be GAIN, for which James will take over as programme co-ordinator. James will be present at the upcoming GAIN Council meeting scheduled for the 14 October 2003 in Santiago de Chile, where he will gauge opinion on how to best develop the Autogas market worldwide.

James has a strong energy and business development background, educated as a chemical engineer with an MBA. Before joining WLPGA, James worked 9 years for Shell International and 2 years for Alstom SA. He is British and lives in Paris with his wife and 2 children.

Top 10 autogas incentives

The US-based National Council for State Legislators recently conducted a survey of alternative fuel vehicle users in the United States. The study included a section on which incentives were used most often for promoting the adoption of alternative fuels, like autogas. Vehicle Grants, followed by Vehicle Rebates were the clear favourites. Other incentives, in order of preference, included: Grant for Infrastructure, Income Tax Credit for, Vehicle Sales Tax Reduction, Reduced Vehicle Cost from Manufacturer, Fuel Price Discount, Rebate for Infrastructure, Sales Tax Credit for Infrastructure, Free Training.

Calendar of international events

World Fuels Conference – USA 2003
21-23 September 2003 - Washington, DC
www.worldfuels.com

Envirotech 2003 – Vehicle Emission Reduction Strategy
7-9 October 2003 – Jakarta, Indonesia
www.segarjakartaku.or.id

16th World LP Gas Forum
15-17 October 2003 - Santiago, Chile
www.worldlpgas.com/forum

World Fuels Conference - Asia 2003
26-28 October 2003 - Sydney, Australia
www.worldfuels.com

Purvin & Gertz - Latin America LPG Seminar
10-13 November 2003 - Miami, Florida, USA
www.purvingertz.com/seminars

Online Resources

Australia LP Gas Association
www.alpga.asn.au/home/index.asp

Ford Connect UK
www.ford.co.uk/ie/transitconnect/

Vauxhall UK
buypower.vauxhall.co.uk/dualfuel/intro.jhtml

Clean Air Initiative for Asian Cities
<http://www.worldbank.org/cleanair/caiasia/>

US Clean Cities
www.cities.gov

GAIN
www.worldlpgas.com/gain

GAIN: Network News

Addressing autogas safety concerns

Like many fuels, autogas is flammable, which means that it can be dangerous if not handled properly. The recent explosions in Turkey are a case in point. (see article on page 1) Fortunately, these isolated incidents are not indicative of the overall safety record of autogas fuels and vehicles. In fact, with over 8 million vehicles on the road worldwide, autogas has demonstrated a strong safety record equal to or better than vehicles operating on traditional fuels such as gasoline. There are two fundamental reasons behind the inherent safety of autogas: the structural integrity of the autogas fuel system; and the physical qualities of autogas as a fuel.

Much of the concern over autogas safety is perception – and the lack of familiarity with gaseous fuels. For these reasons the industry has undertaken strict measures and advanced technologies to ensure safety. Nonetheless, autogas is occasionally the victim of alarming news articles in an isolated accident—often regardless of the cause.

In reality, substantial evidence shows autogas to be relatively safe. A risk assessment study carried out by Dutch research institute TNO concluded that the safety of modern autogas vehicles is in fact better than for gasoline vehicles. Another study by the Belgian research organisation, DNV, demonstrated that the risk of tank rupture is higher with gasoline than with autogas.

These findings are supported by the fact that there is no increase in insurance premiums for autogas vehicles – reflecting the statistical safety record of autogas vis-à-vis all other vehicle fuels. Moreover, it is revealing to note that one of the more popular and wide-spread engine applications for autogas is the public school bus. Government decisions to use clean, safe and economical autogas to transport community school children is a clear endorsement of the autogas safety record.

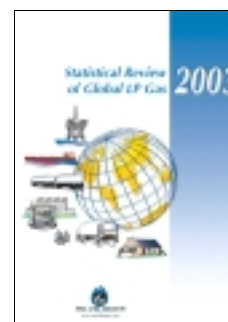
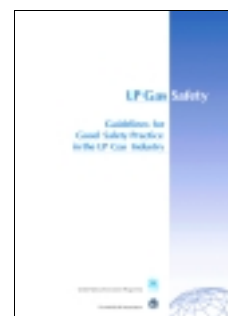
GAIN strongly advocates that the best way to ensure safety is to follow established regulations and safety practices, and work with approved equipment dealers and installers. To learn more, please refer to our publications: “**LP Gas Safety—Guidelines for Good Safety Practice in the LP Gas Industry**” and **Autogas Safety Fact** sheet.

Before closing, I would also like to draw your attention to our latest publication, **Statistical Review of Global LP Gas 2003**. You will find the document packed with detailed statistics across all LP Gas sectors and regions – a must for all in the LP Gas industry. You can order all the WLPGA publications online, by visiting the WLPGA website at www.worldlpgas.com.

I am looking forward to seeing you in Santiago.

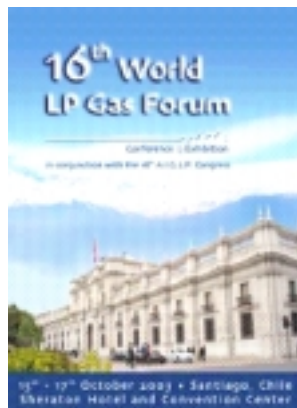
James Rockall

Director, Market Development (jrockall@worldlpgas.com)



LP Gas: Delivering Value to New Markets

16th World LP Gas Forum, Santiago, Chile, 15-17 October 2003



The 16th World LP Gas Forum will take place in Santiago, Chile from 15-17 October 2003. With the theme of “LP Gas – Delivering Value to New Markets”, this year’s conference will focus on new market developments with high-level updates on the global and regional market outlook for LP Gas, LP Gas marketing innovations and new technology for LP Gas operations. It will also feature a session addressing “LP Gas, a development instrument for Latin America” and a special roundtable on “Good Business Practices in LP Gas Distribution”. An international exhibition will be held concurrently in the Santiago Sheraton Hotel, the Forum venue.

For more information and online registration, visit www.worldlpgas.com/forum or email worldlpgas@colloquium.fr.