

FINAL PROGRAMME

# A Profitable Environment For NGVs and the World Fair Of Natural Gas & Hydrogen Vehicles



**ENGVA 11<sup>TH</sup> ANNUAL EUROPEAN NGV CONFERENCE**

**& GENERAL MEETING OF THE MEMBERS**

**BOLZANO/BOZEN, ITALY  
FIERA BOLZANO (MESSE BOZEN)  
7 – 12 JUNE 2005**

**[WWW.ENGVA.ORG](http://WWW.ENGVA.ORG)**

## **REGISTRATION FOR THE CONFERENCE**

**All the registration materials for the conference and exhibition can be found through [www.engva.org](http://www.engva.org). The registration can be done electronically. If you would like a hard copy of these forms, please contact ENGVA at: [info@engva.nl](mailto:info@engva.nl) or +31 23 554 3050**

Sponsored by: The Autonomous Province of Bolzano/Bozen, Dynetek, Endress and Hauser, Iveco, Volvo Car Corporation, Raufoss Fuels Systems, Emer, Idro Meccanica, Bauer Kompressoren, NGV System Italia, Tomasetto Achille S.A., IGU, Greenfield Se.Pi, Schandl, Hosted by: Alpengas



## THE 11<sup>TH</sup> ANNUAL EUROPEAN NGV CONFERENCE & EXHIBITION

### A PROFITABLE ENVIRONMENT FOR NGVs

The conference theme, ***A Profitable Environment for NGVs*** reflects the fact that the NGV industry is moving forward and that NGV entrepreneurs, as well as the environment and the European population will be "*profiting*" from expanded use of natural gas as a transportation fuel.

### THE WORLD FAIR OF NATURAL GAS AND HYDROGEN VEHICLES A VEHICLE EXHIBITION MILESTONE

ENGVA, in partnership with the Gas Vehicles Report (GVR) has created a 7000 m<sup>2</sup> exhibition that should be the largest display to date (and test drive) of gaseous fuel vehicles – natural gas and hydrogen – throughout Europe. ***The World Fair of Natural Gas and Hydrogen Vehicles*** runs concurrently with the ENGVA conference and throughout the weekend on 11<sup>th</sup> and 12<sup>th</sup> June. The **World Fair** demonstrates the close linkage between NGVs and hydrogen vehicles, providing visible evidence that NGVs truly are the pathway to hydrogen. The Exhibition provides a commercial forum for European vehicle manufacturers of NGVs and hydrogen vehicles to show their newest technologies, providing a virtual marketplace and sales opportunity to the visitors from the surrounding region, European and other countries worldwide. Members of the general public are invited to join the exhibition during its four day opening so that they can view – and in some cases *drive* – the latest NGV and hydrogen technologies available **today!**

### PRINCIPAL SPONSOR & HOST THE PROVINCE OF BOLZANO

The autonomous government of the Province of Bolzano (Bozen) is the generous sponsor and host of this year's conference. The local Bolzano transit company with its growing fleet of NGV buses is providing ENGVA conference participants (and accompanying partners) with complimentary bus and train service for the duration of the conference and provides train service between the historical town centre and the nearby conference and exhibition venue. (The bus takes about 10-15 minutes, depending upon traffic; the train about 5-6 minutes, twice hourly).

## TUESDAY, 7<sup>th</sup> JUNE 2005

- 9:30-12:00**      **JOINT MEETING OF INTERNATIONAL ASSOCIATION  
for NGVs and ENGVA TECHNOLOGY COMMITTEES**
- 14:00-17:00**      **MEETING OF THE ENGVA BOARD OF DIRECTORS  
(PRINCIPALS ONLY)**

**20:00- ~22:30 DINNER FOR THE BOARD OF DIRECTORS & PARTNERS  
(Principals Only!)**

A special dinner for the Board of Directors will be held at the Schloss Korb Restaurant in the hills overlooking Bolzano. Transportation from the Four Points Sheraton will depart at **19:30** and return following dinner.

## WEDNESDAY, 8<sup>th</sup> JUNE 2005

### THE GENERAL MEETING OF THE MEMBERS (ENGVA Members Only)

ENGVA's annual General Meeting of the Members is structured to maximize information about the association's comprehensive activities and to encourage participants to engage in an interactive dialogue with ENGVA officers, staff and the committee Chairpeople. Presentations will be abbreviated (15 minutes) and followed by questions, answers and discussion. Topics cover a full range of ENGVA's accomplishments for the past year – politics, marketing, technology and membership – and looks to the future, seeking input from members about their preferences regarding the direction and strategies of the association to better serve the needs of the members.

### THE PROGRAMME

- 09:00-12:30**      **GENERAL MEETING OF THE MEMBERS**
- 09:00-09:15**      **Welcome & Introductions, *Peter Boisen, (Chairman of the Board)***
- 09:15-09:30**      **State of the Association, *Jeffrey Seisler, (Executive Director)***
- 09:30-09:45**      **Questions & Answers, Discussion**
- 09:45-10:00**      **Report on the Membership, *Anna Pouls, (Manager of Member Services & Communications)***
- 10:00-10:15**      **Question & Answers, Discussion**
- 10:15-10:30**      **Marketing & Communications Committee Report, *Gabriele Gozzi, (Chairman)***
- 10:30-10:45**      **Questions & Answers, Discussion**
- 10:45-11:00**      **Break**
- 11:00-11:15**      **Technology Committee Report, *Flavio Mariani, (Chairman)***
- 11:15-11:30**      **Questions & Answers, Discussion**
- 11:30-11:45**      **Treasurer's Report, *Loek Mober, (Treasurer)***
- 11:45-12:15**      **Questions & Answers, Discussion**
- 12:15**              **Closing, *Peter Boisen***
- 12:30-13:30**      **Lunch, attendees of the general meeting of the members only**

## FINAL PROGRAMME

### 11<sup>th</sup> ANNUAL EUROPEAN NGV CONFERENCE A PROFITABLE €NVIROENVIRONMENT for NGVs

WEDNESDAY, 8<sup>th</sup> JUNE 2005

#### 14:00-15:30 Opening Session: A Profitable €nvironment for NGVs

Moderator and Opening Presenter: *Peter Boisen, Chairman of the Board of ENGVA*

#### **Welcome and Presentation from the Autonomous Province of Bolzano/Bozen, Luis Durnwalder, President**

NGV Politics, Economics & the Environment: A Win-Win for Local Governments & the Citizens

*(Mr. Durnwalder's presentations will be delivered in German. Simultaneous translation will be available for this session only.)*

#### **Keynote Presentation: "NGV Business Opportunities for the Natural Gas Industry," George Verberg, President, International Gas Union**

European NGV State of the NGV Union, *Jeffrey Seisler, European Natural Gas Vehicle Association*

#### 15:30-16:00 BREAK & REFRESHMENTS

#### 16:00-17:30 Successful NGV Business Strategies

It is important to understand the varieties of creative strategies being used in different countries to achieve a profitable market for NGVs and the various stakeholders. Each situation is unique but they also share common elements that can help other NGV entrepreneurs achieve success in their own countries.

Moderator: *Pierre Fischer, Secretary to ENGVA Board of Directors*

- Business Case Synergies in the German NGV Market, *Alexander Dreisow, gibgas*
- Italian NGV Business: 'On the Rise', *Renato Gaudio, Consortium NGV System Italia*
- Home Fuelling is Now A Reality: How All NGV Stakeholders Can Benefit, *John Lyon, FuelMaker*

## WEDNESDAY 8<sup>th</sup> JUNE 2005

**18:00 OPENING OF THE WORLD FAIR of NATURAL GAS & HYDROGEN VEHICLES, FIERA BOLZANO & COCKTAIL RECEPTION**

**Fiera Bolzano Exhibition Centre**

(The Fiera exhibition centre is directly adjacent to the Four Points Sheraton Hotel)

**18:30 Press Conference, at the Exhibition Stand 17 of The Province of Bolzano**

**20:00 Exhibition Close**

## THURSDAY, 9<sup>th</sup> JUNE 2005

### **9:00-10:30 European Growth Markets for NGVs**

Growth in new European markets will be important for the long term sustainability of NGVs in the region, including the surrounding areas of the Mediterranean. Economic development, extension of the natural gas network, and the long term oil supply/demand outlook have very positive implications that will be highlighted in this session.

Moderator: *Sean Blythe, Advanced Fuels*

- South-Eastern Europe: Strategies for NGV Success, *Davor Matić, Energy Institute "Hrvoje Požar"*
- NGV Opportunities in Russia and the Commonwealth of Independent States, *Eugene Pronin, Gazprom*
- The History and Future of Gaseous Alternative Fuels in Turkey, *Yusuf Siyalom, Aygaz*

### **10:30-11:00 BREAK**

### **11:00-12:30 Customers Profit from NGVs**

*Listening to the customer* has been a recurring and important theme at past ENGVA conferences. It is essential to understand their experiences, opportunities, and challenges in the marketplace so that our industry can be responsive to their needs and their growth. Experienced NGV champions 'tell their stories.'

Moderator: *Mario Pirraglia, FuelMaker*

- The Egyptian NGV 'Revolution': Profit & Clean Air, *Yehia El Ridi, Egyptian Fajr Natural Gas Company*

- Operational Experiences with Over-the-Road, Heavy Duty NGVs, *Trevor Fletcher, The Hardstaff Group*
- Biogas for Vehicles - Market Build-up and Production in Sweden, Experience from West Sweden, *Bernt Svensén, Business Region Göteborg* and *Peter Undén, Svensk Biogas AB*

### **12:30-14:00 LUNCH**

### **14:00-15:30 World View of NGV Developments (presentations and round table)**

European NGV market developments must be viewed in context with developments in the rest of the world. Brief reports of NGV activities in the world regions will be provided by international NGV champions, followed by a round table discussion.

Moderator: *John Lyon, Sr. Vice President, IANGV*

- NGV View from North America, *James Harger, Clean Energy*
- Dynamic Growth for Latin American NGVs, *Carlo Evi, President, Latin American NGV Association (ALNGV)* & *R. Fernandes, VP, ALNGV*
- Appropriate Strategies and Technologies for Asia-Pacific NGV Markets, *Datuk Abdul Rahim Hj Hashim, Chairman, Asia Pacific Natural Gas Vehicle Association*

Round table discussion joined by:

- *Juan Carlos Fracchia, President, International Association for NGVs, and by*
- *Jeffrey Seisler, Executive Director, European Natural Gas Vehicle Association*

### **15:30-16:00 BREAK**

### **16:00-17:30 Gaseous Fuels & Petroleum: Synergies Toward a New Environment**

A profitable environment for gaseous fuels and a cleaner environment using them are important realities that will drive NGVs into the so-called hydrogen future. Experts from the fuel industries that are likely to form long term partnerships with the NGV stakeholders will share their perceptions and visions of the pathway to the future.

Moderator: *Garth Harris, International Association for NGVs*

- Fuels and Technology for Today and Tomorrow: a Well-to-Wheel Analysis, *David Rickeard, Esso Mobil*
- A Shell Hydrogen Perspective of Gaseous Fuels Today & Tomorrow, *Henk Mooiweer, Shell Hydrogen*
- Pressure on Petroleum: Diversification to Gaseous Fuels?, *Peter Tjan, Europa (European Petroleum Industry Association)*

## **THURSDAY, 9<sup>th</sup> JUNE 2005**

### **Cocktails and Dinner at CASTLE KATZENZUNGEN**

Castle Katzenzungen, a restored 12<sup>th</sup> century castle with a panoramic view is a unique venue that today is used for concerts, cultural events and receptions.

**19:00-19:30 Natural Gas Buses from the Conference Centre/Four Points Sheraton Hotel**

**19:15 Bus from Walterplatz (Bolzano centre)**

**19:30-20:30 Reception**

**20:30 Dinner**

**22:30-24:00 Return to Conference Centre/Four Points Sheraton Hotel and Walterplatz in the centre of Bolzano**

# FRIDAY, 10<sup>th</sup> JUNE 2005

## The Original Equipment Manufacturer (OEM) Panels

### ***Clean Vehicle Marketing Opportunities: What are you doing to sell your (NGV) products...and what are you expectations for the future?***

The closing session, consisting of open discussion panels with original equipment manufacturers – light duty and heavy duty vehicles and engines – have become a hallmark of ENGVA's annual conferences. The sessions provide an opportunity for interaction among the OEMs as well as engaging back-and-forth dialogue directly with the audience. These sessions are consistently among the highest rated of the ENGVA conferences. The theme of both the light and heavy duty OEM panels is straightforward, critically important, and gets to the heart of the NGV market: getting the public – commuters and fleet operators - behind the wheel of their favourite NGV!!

*Invited speakers will include representatives from Europe's major OEMs*

#### **9:00-10:15 Heavy Duty OEMs**

Moderator: *Roy James, Chive Ltd.*

Brief overview of natural gas HDV product offerings.

#### **Round Table Discussion with:**

- Manuel Lage, Iveco
- Karl-Heinz Keller, DaimlerChrysler
- Peter Harnoc, €kobus
- Oliver Schneider, Evobus Italia
- Klaus Kress, MAN

#### **10:15-10:30 SHORT BREAK**

#### **10:30-12:00 Light Duty OEMs**

Moderator: Peter Boisen

Brief overview of natural gas LDV product offerings

- Klaus Böhn, CNG-Technik, GmbH (Ford QVM supplier)
- Michele Ziosi, Fiat Auto
- Steffan Schrahe, Opel Special Vehicles
- Staffan Johannesson, Volvo Car Corporation
- Karl-Heinz Keller, DaimlerChrysler

#### **12:00-12:15 CLOSE OF CONFERENCE:**

Summation by Peter Boisen, Chairman of ENGVA

Normally ENGVA provides a technical tour on the day following the conference. This year, because the conference is being accompanied by the



**World Fair of Natural Gas and Hydrogen Vehicles** the afternoon has been left open to allow visitors to the exhibition and for test driving NGVs.

**12:00-18:00 IANGV Council Meeting**

Because ENGVA is a member of the International Association of NGVs, all ENGVA members also are IANGV members. ENGVA members are invited to participate in the discussions, debate, and decisions that drive the IANGV and the global NGV industry.

**SATURDAY, 11<sup>th</sup> JUNE 2005**

**10:00-19:00 WORLD FAIR OF NATURAL GAS AND HYDROGEN VEHICLES**

**SUNDAY, 12<sup>th</sup> JUNE 2005**

**10:00-18:00 WORLD FAIR OF NATURAL GAS AND HYDROGEN VEHICLES**

**THE PARTNERS PROGRAMMES**

As usual, ENGVA will provide exciting venues and extensive but *very reasonable* programmes for accompanying partners.

**Half Day Tour of Bolzano**

**WEDNESDAY, 8<sup>th</sup> JUNE 2005**

**(Meet in Lobby of Four Points Sheraton 09:15; Return ~15:00)**

**(Exact return time depends on local conditions.)**

Bolzano is a compact town with beautiful mountain views and passages filled with cafés and a variety of high quality fashion and crafts for sale. A leisurely walking tour of Bolzano will provide an overview and highlights of the town's historic sites. After taking a 20 minute ride into the mountains on a cable car, participants will have lunch at The Holzner Hotel, the first in Bolzano and frequented by European royalty and VIPs. Following lunch, participants will take a 45 minute round trip tour of the Crown of the Dolomites in a special, 120 year old historical train (normally reserved for special guests of the Province). Participants then will return by cable car and everyone will be taken back to town centre after lunch. (Transportation also will be provided back to the Four Points Sheraton.)

**Full Day Tour  
The City of Merano  
& The Gardens of Trauttmandorff Castle  
THURSDAY, 9<sup>th</sup> JUNE 2005**

**(Meet in Lobby of Four Points Sheraton 09:00; Return ~16:30)  
(Exact return time depends on local conditions.)**

Once a fortified Medieval town, Merano today is known for its health spas, architectural beauty, and shopping. Merano is filled with elegant buildings, many representative of the Liberty style, and beautiful parks and gardens that make this town one of the gems of the Alpine region. In the 16<sup>th</sup> century Tyrolean nobility chose to build their sumptuous residences here. In the 19<sup>th</sup> century a group of local doctors proposed Merano develop as a health spa and it became among the most popular resorts in Central Europe. The Kurhaus, a magnificent example of Liberty-style architecture was built in 1914 and today is used for concerts, conferences and exhibitions.

Participants will be taken to Merano by coach (about 30 minutes drive from Bolzano) to tour the town centre and some of the most significant sites. Time will be left to wander the old promenades and the Via dei Portici where the best of regional and European goods are sold. Following lunch in one of Merano's fashionable eateries participants will be taken to Trauttmandorff Castle part way between Merano and Bolzano for a visit to their famous gardens. The Gardens of Trauttmandorff Castle present a variety of environments, including the Japanese Garden, water and terraced gardens, orchid house, olive groves and dessert cacti. Visitors can stroll through the gardens at their leisure (audio tours are available) and even stop at the small café overlooking the lily pond.

## **WORLD FAIR OF NATURAL GAS AND HYDROGEN VEHICLES**

The World Fair of Natural Gas and Hydrogen Vehicles is a first-time attempt to bring together the current and future technologies that, long term, will dominate that portion of the transportation sector that replaces petroleum. Highlights for exhibitors include:

- Opening of the exhibition following the opening sessions of the ENGVA conference
- Cocktail reception in the exhibition area Wednesday, 8<sup>th</sup> June
- Open to the public 9-12<sup>th</sup> June, anticipating thousands of visitors

**OPENING AND COCKTAIL RECEPTION**

**Wednesday 8<sup>th</sup> June: 18:00 – 20:00**

**PRESS CONFERENCE**

**Wednesday 8<sup>th</sup> June: 18:30 at the Province of Bolzano exhibition stand number 17**

**THE EXHIBIT IS OPEN TO THE PUBLIC**

**Exhibition Opening and NGV Ride-and-Drives**

**Thursday, 9<sup>th</sup> June: 10:00 – 20:00**

**Friday, 10<sup>th</sup> June: 10:00 – 20:00**

**Saturday 11<sup>th</sup> June: 10:00 – 19:00**

**Sunday 12<sup>th</sup> June: 10:00 – 18:00**