

Session V Innovation for Change



Makoto Arahata, Counsel to Operating Officer, Mitsui Marubeni Liquefied Gas Company chaired the final session of the Forum. He began by introducing the speakers

Brian Feehan, PERC - <http://www.propanecouncil.org/>

Warring Nielsen, Elgas – www.elgas.com.au

Inigo Palacio Prada, Repsol – www.repsol.com

Jorge Montt, Gasco Chile – www.gasco.cl

Dayo Adeshina, Strategic Energy Ltd - <http://www.strategicenergyltd.com/> and Kevin Robertson, LPGSASA - <http://www.lpgas.co.za/>

Brian Feehan from PERC focused on bringing LP Gas innovation to market (as is being done in the US) and how this could be replicated in many other markets across the globe. Innovation is driven by PERC in the US because of its funding. Many examples were given by Brian Feehan of the types of PERC initiatives that are implemented today in many different applications: school buses, generators, CHP (Combines heat and Power Systems), pest management initiatives and poultry house sanitization.

Warring Nielsen discussed innovation in the advocacy field with his presentation entitled “Being Effective with Policy Makers” Government Policy will always remain a working canvas that reflects the issues and the political climate of the day and will always need constant attention. He mentioned four key areas that are important throughout a government and industry partnership. Firstly, one has to recognize the issues in your country today and how best industry can benefit by tapping into these, industry must be constantly engaged with government being proactive and educating policy makers on what is happening in within industry and in the role you can play. Industry must maintain strong and supportive towards its Industry Association and build further strengths with aligned industry groups.

Inigo Palacio Prada discussed “LP Gas in Nautical Applications”. His presentation underlined the advantages of nautical applications running on LP Gas – a win-win situation for everyone. Importantly, fuel savings for fishermen are key as well as the elimination of water contamination and pollution – this is especially important in those areas concentrating on fish farming. It is also a method of energy diversification. The benefits for the LP Gas industry are the new business line, innovation, environmental protection and profitability. Repsol have support from the administration in Spain to bring about some changes at this level.

Jorge Montt discussed Gasco’s “Innovation for Double Digit Growth”. This company is a pioneer of LP Gas in Chile and is now selling and recharging of cell phones – a major diversification of the business, a major innovation. Because of the business model that already existed and the proximity of sales teams to customers, GASCO people recognized an opportunity for the business and began delivering cell phones to its traditional customers in the LP Gas field.

Dayo Adeshina and Kevin Robertson presented “Innovation Driving Demand in Africa”. Kevin Robertson talked about converting from paraffin (or kerosene) to LP Gas and also discussed a project working with Escom (South African Power Company) because of the failure of Koeberg – nuclear power plant to produce power. Dayo Adeshina gave an outline of LP Gas in Africa and spoke about challenges in West and East Africa and then gave insight into the market in Nigeria. He spoke about innovation currently driving demand – these included the mobile filling truck and the lite cylinder

A full day was also dedicated to new technology at the Global Technology Conference (GTC) with nearly 50 speakers providing insights into cutting-edge innovation that drive market growth in the Autogas, operations technology and applications innovation fields .

At the Forum’s press conference on the opening day Michael Kelly, Market Development Director for the WLPGA said that ‘In home heating, LP Gas also helps consumers significantly reduce their carbon footprints’ and it is one solution in combating Climate Change.