

# NGVA Europe Presentation Dossier

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## The Mission (1/2)

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- To provide a platform for all parties involved in the European NGV business to work jointly in order to optimize the use of available market opportunities.
- To collect, review, and disseminate new information on technological innovations, environmental demands or proposed legislation.
- To collect, review and disseminate reliable statistical information concerning the NGV market development.
- To prepare and present well founded projections of future market potentials including a sensitivity analysis based on different scenarios.
- To develop draft position papers documenting desirable changes of standards (CEN/ISO), international regulations (GRPE), European emission regulations (MVEG) and other EU legislation.
- To have a dialogue with national NGV associations, European associations (e.g. Eurogas, Marcogaz and GERG) and international associations (e.g. IANGV, IGU and IEA), seeking consensus on proposed position papers.
- To coordinate national and European lobbying activities based upon approved position papers (national actors to promote the same message as NGVA Europe would be promoting on the European or international level).
- To adopt a pragmatic attitude to an ever changing political climate. Europe is a flexible concept. We now have the EU, the EFTA, the EEA, the EU candidate countries, the

## The Mission (2/2)

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Mediterranean Union, and the Eastern Partnership to consider. NGVA Europe will keep its doors open to support of activities in all of the EMEA (Europe, Middle East and Africa) countries, but focus on the pan-European area.

- In Sweden biomethane now accounts for 58 % of the fuel used in NGVs. It is essential to highlight the large potentials for use of renewably sourced methane, and the fact that all biological waste can be used for very efficient production of biomethane, also in other countries.
- To support the use of LNG which requires far less space for fuel storage than CNG and thus is an excellent alternative for heavy duty vehicles in daily use. LNG also provides an opportunity for cost efficient over land transportation of NG/ biomethane into areas without close access to the natural gas grid.
- To become the preferred internet source for general information concerning the NGV business.
- To become recognized by the EU as a major stakeholder representing all of the parties interested in the future growth of the NGV market.
- To become the main source of information concerning European NG/biomethane refuelling opportunities. The refuelling infrastructure is the key to continued progress, and it is essential that NGVA Europe can (1) provide an overview of current refuelling opportunities, and (2) offer suggestions concerning future infrastructure developments (e.g. using the Blue Corridor concept).

# Registered Offices

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- One of the strategies that has been defined for the new Association is to use time limited staffing arrangements (with renewal options) and a similar approach concerning the localisation of its offices.
- The Association is now domiciled in Spain and the bylaws are in accordance with the Spanish rules for non profit organisations. An English language version of the bylaws is also available.
- The physical presence of NGVA Europe in Spain is linked to the fact that the General Manager, Dr. Eng. Manuel Lage, who has a wide and long lasting experience with commercial and natural gas vehicles, was also responsible for the institutional relations of IVECO/Fiat in Spain until end of 2009.
- Lobbying in Brussels is one of the main objectives of the Association, therefore a new permanent NGVA Europe branch office in Brussels will be opened.
- In line with the provisions of the bylaws, other branch offices may be opened later.

# Staff Members

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NGVA Europe has three people of permanent staff:

- General Manager: **Manuel Lage**
- Marketing & Communications Manager: **Matthias Maedge**
- Management Assistant: **Pilar Pérez**

# General Manager

## Main responsibilities

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**Manuel Lage.** Ph.D. Mechanical Engineering

Senior industry manager with more than 30 years experience in the truck industry, having been responsible for Engine Engineering, Truck Development, Strategy and Product Planning, Sales & Marketing and Business Development.

Former responsible for IVECO Natural Gas Vehicle Development. He was also responsible of Institutional Relations of IVECO/Fiat in Spain.



### **Main responsibilities:**

- Chief Executive Officer of the Association
- To carry out the lobbying actions, mainly at European level, in line with the priorities established by the Working Committees, and confirmed by the Board and by the General Meeting
- To establish a yearly *road map* in which any of the actions defined by the Working Committees have to be included and assigned responsibilities and timing
- To guarantee the correct development of the Association activities, on a day to day basis, and also via special events
- To represent the Association in different European and International fora

# Marketing & Communications Manager

## Main responsibilities

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**Matthias Maedge.** Master in Political Science, Media & Communication and English / German Translation.

Last employment: Student employee of Patrick Meinhardt, member of the German parliament, shadow secretary of education, Liberal Democrat (FDP).  
Responsible for: Writing press releases for regional / nationwide issues and preparing surveys pertaining to the implementation of the Bologna Process.

Fluent in German, English, French and Spanish.



### Main responsibilities:

- Membership acquisition, contact and development
- Event monitoring and information
- Coordination with other associations
- Marketing of the own association. Exchange of information and news. Website.
- Training courses organisation and development

# Management Assistant

## Main responsibilities

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**Pilar Pérez.** Master in Arts.

Last employment:

Assistant to the Natural Gas Vehicle Development in Iveco España S.L.  
Customer services in Old Church Art Gallery, London  
Area di Conservazione. Museo Luigi Pecci. Florence. Italy

Fluent in Spanish, English and Italian.



### Main responsibilities:

- Agenda coordination for NGVA Europe events and participations
- Fiscal and Social Security Association details. Monitoring and data supply
- Daily back office and travel organisation
- Budget data support and updating

## Board of Directors

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- Chairman: **Trevor Fletcher, The Hardstaff Group, Nottingham (U.K.)**
- Vice-Chairman: **Gerhard Holtmeier, erdgas mobil e.V., Berlin (Germany)**
- Secretary: **Hans Wach, Gasmobil AG, Arlesheim (Switzerland)**
  
- Directors:
  - Marco Brigati , ENI S.p.A., Milano (Italy)**
  - Enrique García-Poggio, Gas Natural S.A., Madrid (Spain)**
  - Pablo Cebrian, IVECO España S.L. Madrid (Spain)**
  - Maurizio Pastine, Fiat Group Automobiles S.p.A., Turin (Italy)**
  - Anders Mathiasson, Swedish Gas Association, Stockholm (Sweden)**
  - Thomas Freund, Swagelok, Lachen (Switzerland)**

# Working Structure. The New Approach

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The **New Approach** was presented at the last General Meeting in Turin/Italy (09-08) and means the reorganisation of NGVA Europe's working structure. It has been decided to replace NGVA Europe's former Technical Committee and Marketing & Communications Committee by so called ad-hoc Working Groups.

The work of NGVA Europe is now organised in four main lines of activity:

1. **Staff responsibilities:** Marketing & Communications, European Projects, Coordination & Cooperation with other European & world organisations, preparation of official NGVA Europe documents etc.
2. **Technical work** (coordinated by appointed experts from among the Association's members): General technical work of the own Association and a permanent representation in EU/UN technical working parties on standards and emission regulations
3. **Lobbying activities** are coordinated by the General Manager, Manuel Lage, and supported by Michele Ziosi (Fiat/NGV System Italia)
4. Work in NGVA Europe **ad-hoc working groups** on various issues (see next slide)

# Ad-hoc working groups & coordinating responsibilities (as decided 4th Febr. 2009)

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- **Technical Coordinator:** Flavio Mariani – ENI Gas & Power, Italy
- **Coordinator for EU/UN Working Parties:** Martin Seifert – SVGW, Switzerland

## 1. Biomethane

Coordinator: Peter Boisen, CRC Chairman, Sweden

## 2. Dual Fuel Technology

Coordinator: Jürgen Brachetti – Brachetti & Partner, Germany

## 3. Education/Training

Coordinator: Gijsbrecht van Schoonhoven – Ingeniebüro van Schoonhoven, Germany

## 5. Exhibition Coordination

Coordinator: Mark Lawday – Luxfer Cylinders, United Kingdom

## 5. LNG & L-CNG

Coordinator: Enric Boné – IDIADA, Spain

## 6. Successful Market Initiatives

Coordinator: Gabriele Gozzi – Idromeccanica, Italy

# The Country Representatives Committee (CRC)

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The CRC is a link between NGVA Europe and the national NGV interests

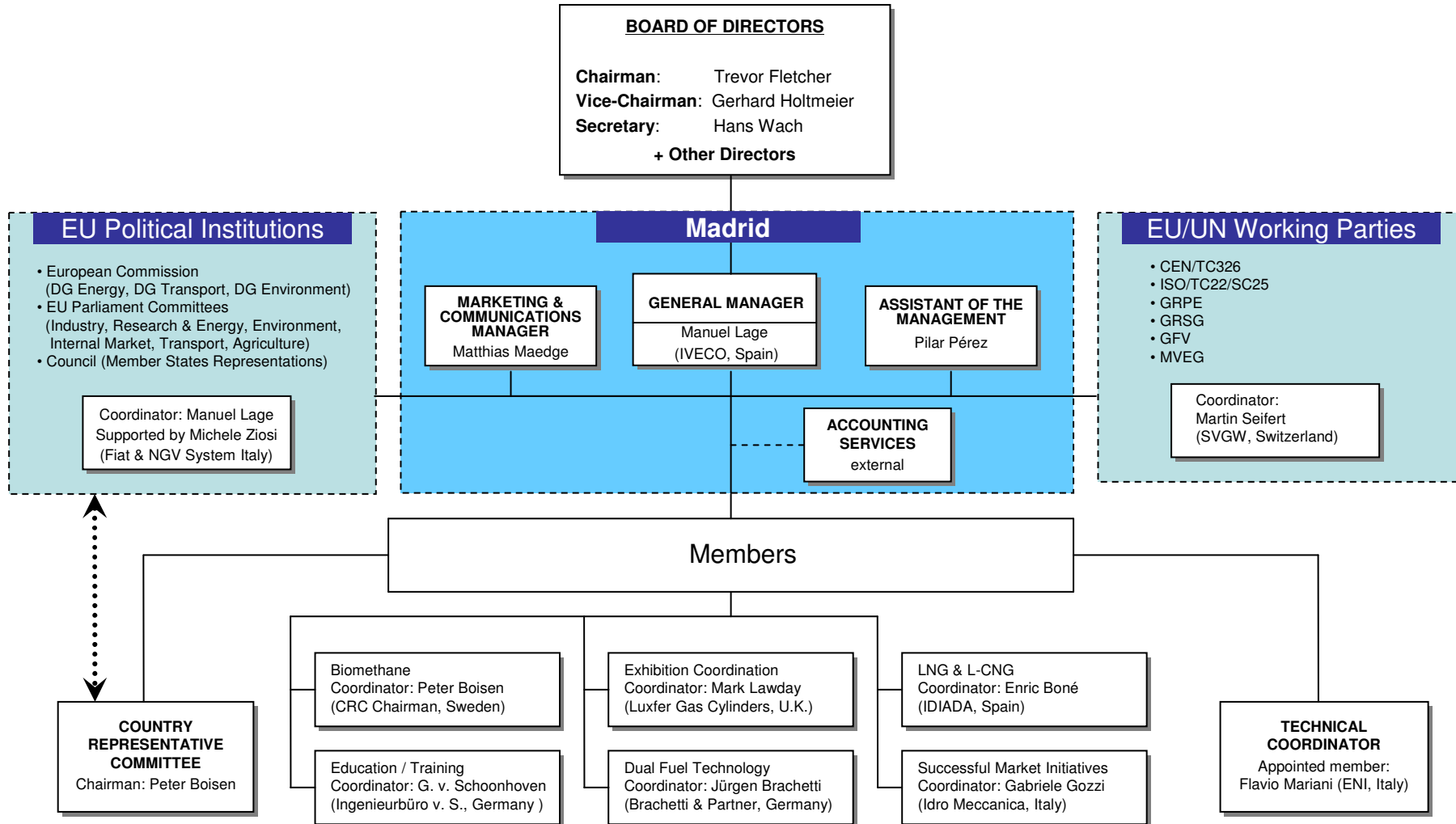
- New proposals on standards, regulations and legislation will be distributed to the CRC members, in order to better coordinate NGVA Europe's lobbying work together with national NGV interests.

Early information exchange of this nature will enable the start of national lobbying activities

- The CRC representatives supply statistical updates on the national NGV developments as per June 30 and December 31 each year
- The CRC representatives also provide NGVA Europe with a compact overview concerning their national NGV market (main stakeholders, national legislation affecting NGV market developments and any other generally interesting information)

**Chairman of the CRC: Peter Boisen**

# Organisation Plan



# Lobbying activities: Roadmap Brussels

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As the Roadmap Geneva, the Roadmap Brussels is a working document which will be kept continuously updated by NGVA Europe. It is describing the most important EU policy regarding NGVs, now and soon being on the European political agenda. These activities will mark the presence of NGVA Europe's interests in the definition of the legislation regarding NGVs in general.

This work is coordinated by M. Lage, our General Manager, who is frequently traveling to Brussels. He is mainly supported by Michele Ziosi, representing the NGVA Europe members NGV System Italia and Fiat, who is also resident in Brussels.

The country representatives are also involved in the review of the Roadmap. We are encouraging them to contact Members of the European Parliament (MEPs) from their respective countries in order to help seeking for political support of NGVA Europe positions. Part of the lobbying work must be undertaken also on a national level. The overall message is coordinated by NGVA Europe.

In this first edition of the Roadmap we have just listed the initiatives we are working on. In a next revised version of this Roadmap we will explain more in detail the content of each proposal being on the European political agenda.

# Roadmap Brussels: Policies affecting NGVs in 2008 (1/2)



EU COMM Initiatives	dealt with by NGVA Europe	Rapporteur (MEP)	last plenary session
2005/0283 (COD) Promotion of clean road transport vehicles	yes	Dan Jorgensen	2008-10-21
2007/0295 (COD) Type approval of motor vehicles (EURO VI)	yes	Matthias Groothe	2008-11-17
2007/0297 (COD) Under review - Emission performance standards for new passenger cars	voted and approved	Guido Sacconi	2008-12-17
2007/0019 (COD) Monitoring of GHG emissions from fuels	yes	Dorette Corbey	2008-12-16
2008/0016(COD) Energy produced from renewable sources	yes	Claude Turmes	2008-12-16

# Roadmap Brussels: Policies on NGVs in 2009 (2/2)



EU COMM Initiatives	dealt with by NGVA Europe	Rapporteur (MEP)	last plenary session
2008/2214(INI) Under review - Follow-up of national energy efficiency action plans	yes	András Gyürk	2009-02-18
2008/0147(COD) Under review - The charging of heavy goods vehicles	yes	Said El Khadraoui	2009-03-09
2008/2240(INI) Under review - Greening Transport Package and Internalisation of External Costs	yes	Georg Jarzembowski	2009-03-10
2008/2217(INI) Under review - The Action Plan on Urban Mobility (TRAN)	yes		2009-04-22
Under review - Public consultation on DG TREN green paper on energy	yes		

# Technical working activities: Roadmap Geneva

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The Roadmap Geneva is a working document we keep continuously updated. It describes NGVA Europe's working activities in Geneva. These activities reflect NGVA Europe's interests in the definition of technical standards & regulations regarding NGVs.

Geneva work is related to international technical standards & regulations and provides the technical basis for EU policy. It is carried mainly out in ISO (Int. Standardization Org.) and GRPE (Working Party on Pollution and Energy) working groups.

NGVA Europe coordinates its activities with the International Association of NGVs (IANGV), which is also working on these issues on the world level (e.g. UN activities) and other major national interest parties (like ENI, NGV System Italia, etc.)

This work is coordinated by Martin Seifert, representing NGVA Europe member SVGW (the Swiss Association of gas & water) and also IANGV. He is mainly supported by Flavio Mariani, representing NGVA Europe member ENI, from Italy.

# Roadmap Geneva: Working Priorities (1/2)



Work item	Priority	Explanation/Remarks	Action
Including NGVs in UN-related carbon trading or emission trading schemes	medium	Swiss climate “cent” initiative	Monitoring of UN-activities
Changing the UN ECE total hydrocarbon standard to a methane cap	high	<ul style="list-style-type: none"> <li>• EU-legislation</li> <li>• Amendment to UN-Regulation 115</li> </ul>	Lobbying to change THC value to a methane cap
Harmonizing ISO and UN regulations	high	<ul style="list-style-type: none"> <li>• ISO 15500 Fuel system components</li> <li>• ISO 15501 CNG Fuel systems</li> <li>• ISO 11439 Cylinders</li> </ul> All ISO-standards in review inside ISO TC 22 CS25	Including ISO in ECE R110 and ECE R115
Establishing of a biomethane fuel quality standard at UN ECE	high	Biomethane gas quality standard	<ul style="list-style-type: none"> <li>• Establishing a NGVA Europe biomethane regulation working group</li> <li>• To formulate a strategy for biomethane standard in ECE R110</li> </ul>
Creation of worldwide LNG vehicle, fuel quality and fuelling station standards/ regulation	high	Relevant standards committee's: CEN/TC 326 ISO TC 22 SC25	<ul style="list-style-type: none"> <li>• Following LNG Standards</li> <li>• Including LNG-standards in ECE R110/115</li> <li>• Adding of amendments to ECE R110/115 regarding LNG</li> </ul>

# Roadmap Geneva: Working Priorities (2/2)



Work item	Priority	Explanation/Remarks	Action
To ensure that the CNG fueling station signage consolidated resolution is included in the next series of treaty amendments on road signage	medium	In Europe the road sign for CNG refueling stations is accepted	Include the CNG refueling station signage in EU resolutions
Increasing the percentage of hydrogen allowed by UNECE for methane/ hydrogen blends	low		Investigation by a technical working group
Continuous representation of NGVA Europe in the informal working group on gaseous fuelled vehicles (GFV)	high		Evaluation of new UN-amendments
Continuous participation in the informal GRPE working group on Environmentally Friendly Vehicles (EFV) ECE/TRANS/WP.29/GRPE	medium		Following the discussions in regard of gaseous fuel vehicles
Including dual fuel engine technology into UN ECE regulations	medium		<ul style="list-style-type: none"> <li>• Creation of a list of all Interested parties</li> <li>• Definition of the gaps in Standards and emission legislation</li> <li>• To formulate and promote relevant amendments to ECE-Regulations</li> </ul>

# Fee Structure 2010



Level	Votes	2009 annual membership fee (excl. VAT)	Category 1 Commercial enterprises	Category 2 Associations	Category 3 NGO's, Public Entities and Private Persons
			Criteria	Criteria	Criteria
			Annual sales turnover million Euro	Annual income budget, million Euro	Annual income budget, million Euro
A	11	€ 14.000	>1000	>10	n.a.
B	8	€ 11.200	501-1000	5-10	n.a.
C	5	€ 7.000	101-500	1-5	n.a.
D	3	€ 4.200	10,1-100	0,5-1	>0,5
E	1	€ 1.400	0,1-10	0,1-0,5	0,1-0,5
F	0	€ 350	0-0,1	n.a.	0-0,1

N.B.:

For NGO's, public entities and private persons only levels D-F are offered

Note: Level F only applies for Category 1 and 3 if the annual sales turnover/annual budget income is not exceeding 100.000 €

Paid up memberships offer the following benefits:

- All A-level members have the right to claim a seat on the board. The directorship, however, is a personal responsibility of the nominated person
- Access to members' section of NGVA Europe web site
- Access to NGVA Europe events at discounted membership rates
- Possibility to join NGVA Europe committee work
- Reasonable support from NGVA Europe staff
- NGVA Europe press releases, newsletters, statistical reports,
- Reviews of pending ISO/CEN standards, UN ECE regulations and EC/EEA legislation
- All the NGVA Europe members are automatically also members of the IANGV

## Association address

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NGVA Europe's head office is located at the following address:

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28022 Madrid, Spain

Office:               +34 913 252 836  
Fax:                    +34 913 252 421

NGVA Europe Staff:

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Matthias Maedge (Marketing & Communications Manager)  
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Pilar Pérez (Assistant)  
[pilar.perez@ngvaeurope.eu](mailto:pilar.perez@ngvaeurope.eu)