

# INTERVIEW

with Mr David Graebe  
from GAZPROM Germania  
Polish Magazine „Time For Gas!” (Czas Na Gaz!)



**In August GAZPROM Germania has signed an agreement to expand its network of natural gas filling stations – how many stations are you going to open, when and where they will be located?**

Under the agreement we signed mid August, GAZPROM Germania has taken over twelve natural gas filling stations from the Bavarian energy supplier Ferngas Nordbayern (FGN). All filling stations are located in Bavaria: most are open for the public, while four are dedicated for the refilling of the natural gas bus fleets of private companies. All in all, by the end of 2013, we will have expanded our network of natural gas filling stations to 23. These stations are located in Germany, in Berlin, Brandenburg, Baden-Württemberg, Mecklenburg-Lower Pomerania and Saxony.

**How do you see the total current growth of the natural gas infrastructure market in Germany and what is your forecast for the next future?**

We observe a very positive dynamic, especially in Germany where there is increasingly strong industry commitment on the refueling and vehicle side. The country now counts 915 CNG filling stations, for a fleet of 100.000 natural gas vehicles, and these numbers are growing fast: in the first six months of 2013, Germany's Federal Motor Transport Authority registered 4,300 natural gas vehicles, the largest number of any comparable period ever. We can affirm that natural gas as a transport fuel in Germany is definitely a cost-effective option, especially for large fleets of vehicles – for example taxis – vans or trucks.

**What is your planned share in this growth?**

Natural gas a fuel is a growing market in Germany and Europe. We are committed to increase the use of natural gas, the most environmentally-friendly and the cheapest fossil fuel for transport. By the end of 2013 alone, we will have expanded our network of filling stations from 23 and in the next 2 years we plan to grow to at least 35 CNG stations.

**Does world crisis have an influence on the intensity of the growth of NGV market in Germany?**

The current economic crisis hasn't had a significant effect on the growth of the NGV market in Germany, mostly because Germany has been spared a harsh economic downturn, witnessed in other EU countries. We even observed that despite overall decline in new registrations, the share of NGV registrations grew relatively higher than other alternative fuels. One of the obstacles to further growth of the NGV market in Germany is political. First of all, users as well as the industry need reassurance that the current favourable tax regime for NGVs will remain intact until a critical mass of NGVs – about 3-4% of all registered cars – is on the road. This would help innovators to recoup their investments in infrastructure and research and development. And secondly, we are advocating for more transparency at the filling station. Because diesel and petrol are sold in litre and gas is sold in kilogram, the real advantages of gas in terms of efficiency per unit is hidden to consumers. One kilogram of gas will drive you further than one litre of diesel of petrol, but this is not obvious at filling stations. Therefore we demand a new pricing model taking into account the greater reach of gas.

**What is the total current number of NGVs in Germany?**

According to Erdgas Mobil, the German initiative of leading Energy suppliers on natural gas as fuel, the very precise answer is 96.349 NGVs in Germany. And this number is expected to grow significantly. For example, the German Energy Agency (DENA) already this year reported that the demand for natural gas as a transport fuel has increased by 60 % in the first half of 2013 when compared to the previous year and it is expected to keep growing. Moreover, the German government, together with the Energy Agency – gathering vehicle manufacturers such as Daimler or Opel, filling stations operators (BP, Shell), and gas producers represented through Erdgas Mobil launched the "Initiative for Natural-Gas-Based

Mobility" (Initiative Erdgasmobilität), setting an ambitious target of 1.4 million NGVs and 550,000 commercial vehicles by 2020.

**Your company is involved also in development of the pipeline network for the transportation of huge quantities of natural gas – what are the numbers for 2013 and how they correspond to your results in 2012 and plans for 2014?**

In 2012, Gazprom export delivered 33 bcm of natural gas to Germany, and 138.8 bcm to Europe as a whole. In the first nine months of 2013, Gazprom export exported 118.35 of gas to Europe, up by 15.5% year-on-year. These gas volumes were imported for various uses, including power generation, heating, and for still a very small share, transport.

**What are the advantages for GAZPROM Germania from sponsoring natural gas events, like the Blue Corridor Rally?**

The answer is simple. We strongly believe that the natural gas has a great potential as fuel in transport and we want to share this conviction with citizens and consumers. Through our events we also invite local business partners and interested parties to participate in the discussion, to exchange their views and concerns with us. The 2013 Blue Corridor Rally, which gathered natural gas vehicles for a 3,900km tour around the Baltic Sea, helps us to demonstrate the environmental and economic benefits of using natural gas in transport. In Europe alone, €68 to €77 billion can be saved by 2050 when further developing the use of natural gas in transport compared to a business as usual scenario. Most savings can be generated before 2030, between €58 and €67 billion. As for the environment, increasing the share of gas in the EU energy mix by only 1 percent will reduce greenhouse gas emissions by 3 percent.

**Regarding NGV and natural gas filling stations, what is your forecast for the coming years?**

As regards volumes, meanwhile the use of gas for transport has grown to some 45 bcm

worldwide. For the next 5 years, the International Energy Agency's (IEA) predicts that by 2018 gas use in transport could increase by nearly 10% to 50 bcm worldwide. Other forecasts say that in Europe alone, market demand for natural gas as fuel could reach 40 bcm of additional gas by 2030.

However in terms of NGVs, market development is still in its infancy. For example, although Germany is the biggest European vehicle market with some 52 million vehicles in total, there are only a little more than 100.000 NGVs on German roads. In comparison, Italy counts a little less than 750 000 NGVs, about half of Europe total 1.8 million NGVs. The

development of gas in transport could drive these figures up, while reaping environmental and economical benefits. Public and political support will be crucial for NGVs to step out of a niche market.

**Will GAZPROM Germania surprise the market with next strategic plans for the next future?**

Together with other companies of the Gazprom group we are currently preparing plans for an increased introduction of natural gas as fuel in various European countries. Especially the use of LNG as fuel for heavy duty trucks

and buses and for ships will be key in our future development ambitions. All strategies require implementation and we know how challenging it can be to bring all partners together and put projects to reality. But as we have recently demonstrated we are able to live up to our plans and deliver, e.g. in cooperation with our partner Solbus we just started commercial operation of LNG buses in the Polish city of Olsztyn. A first step with more to come.

**Thank you for interview**

Sylwia Bujalska

„Time For Gas” – CZAS NA GAZ magazine

## ABOUT GAZPROM GERMANIA

Berlin-based GAZPROM Germania GmbH is a subsidiary of the world's largest natural gas producer, Moscow-based Gazprom. Since its establishment in 1990, GAZPROM Germania GmbH has developed into an internationally operating group of around 40 companies in over 20 countries in Europe, Asia, and North America. Its main business activities include the storage and trading of natural gas and marketing natural gas for transport. It employs around 1200 employees, 200 of which work at its Berlin headquarters. Together with its strategic partners, GAZPROM Germania GmbH helps ensure a reliable, environmentally-friendly, and sustainable energy supply for Europe.

## Znamy finalistów konkursu

# Napęd Nowej Ery

DO DRUGIEGO ETAPU OGÓLNOPOLSKIEGO KONKURSU BRANŻY LPG ZAKWALIFIKOWANYCH ZOSTAŁO 6 PROJEKTÓW, KTÓRE ZDANIEM JURY MAJĄ NAJWIĘKSZE SZANSE PRZYCZYNIĆ SIĘ DO POSZERZENIA WIEDZY EKSPERCKIEJ NA TEMAT GAZU PŁYNNEGO, A TYM SAMYM POBUDZIĆ RYNEK DO DALSZEGO ROZWOJU.

**W FINALE DRUGIEJ EDYCJI KONKURSU NAPĘD NOWEJ ERY ZNALAZŁY SIĘ NASTĘPUJĄCE PROJEKTY:**

• W PODKATEGORII PRACA MAGISTERSKA:  
Możliwości i uwarunkowania wykorzystania gazów płynnych (LPG) w przemyśle gazowniczym - autor Michał Fujawa, Akademia Górniczo-Hutnicza w Krakowie

Badanie korodującego działania LPG na miedz - autor Anna Kulińska, Politechnika Warszawska

Wpływ parametrów przemian fazowych podczas awarii butli zawierających gaz LPG na koncepcję działań ratowniczych - autor Piotr Kosowski, Szkoła Główna Służby Pożarniczej w Warszawie

• W PODKATEGORII PROJEKT NAUKOWO-BADAWCZY/WYNALEZEK:

Smart Hybrid-innowacyjne metody zmniejszenia zużycia paliwa w samochodach wyposażonych w instalację LPG - autor Rafał Setlak, Politechnika Śląska w Gliwicach

Zastosowanie ciekłego gazu LPG w systemach spalania mieszanek ubogich w silnikach o zapłonie iskrowym z bezpośrednim wtryskiem paliwa - autor Piotr Oleksyk, Czakram Jacek Okoński Sp. J.

Badania zdolności technicznych powierzchni elektrochemicznie polerowanej i pasywowanej przy zastosowaniu w próbnikach do poboru i przechowywania próbek skroplonych gazów węglowodorowych. Wpływ zastosowanej obróbki powierzchniowej oraz sposób czyszczenia próbników na reprezentatywność analizowanych prób - autor Kamil Kurpiel, absolwent Politechniki Krakowskiej

O wyborze prac zakwalifikowanych do finału zdecydowała komisja konkursowa w składzie: Andrzej Olechowski - Dyrektor Polskiej Organizacji Gazu Płynnego, Beata Altkorn - Kierownik Zakładu Analiz Naftowych Instytutu Nafty i Gazu, Maciej Paczuski - Profesor nadzwyczajny w Instytucie Chemii Politechniki Warszawskiej Filii w Płocku, Sławomir Karpisz - Ekspert ds. Technologii i Jakości Gazu ORLEN GAZ oraz Wojciech Mackiewicz - Redaktor naczelny gazo.pl.

Organizator w porozumieniu z jury podjął decyzję o nieprzyznaniu nagrody w podkategorii praca doktorska z powodu braku zgłoszeń spełniających warunki formalne. Kwota pierwotnie przeznaczona na nagrodę w podkategorii praca doktorska zostanie przekazana na wyróżnienia specjalne w pozostałych dwóch kategoriach, tj. praca magisterska i projekt naukowo-badawczy lub wynalazek.



Zwycięzców konkursu poznamy już w tym miesiącu podczas oficjalnego ogłoszenia wyników w gmachu filii Politechniki Warszawskiej w Płocku. Laureaci otrzymają tytuł Odkrycia Nowej Ery oraz granty i nagrody rzeczowe o łącznej wartości 25 000 zł. Dodatkowo zwycięzcy konkursu zostaną zaproszeni przez Polską Organizację Gazu Płynnego, organizatora konferencji „LPG-wyjątkowa Energia” do wygłoszenia prelekcji na temat nagrodzonej pracy. Wydarzenie to odbędzie w marcu 2014 roku.

II edycję konkursu Napęd Nowej Ery organizują ORLEN GAZ i Politechnika Warszawska, a wspierają: Polska Akademia Nauk, Narodowe Centrum Badań i Rozwoju, Polska Organizacja Gazu Płynnego, Instytut Nafty i Gazu, The World LP Gas Association, LPG Exceptional Energy, ORLEN Laboratorium, targi GasShow oraz media naukowe, studenckie i branżowe: serwis PAP Nauka w Polsce, Akademickie Radio Kampus, portale gazo.pl, e-petrol.pl oraz magazyn Czas na Gaz!

Więcej informacji oraz Regulamin konkursu znajduje się na stronie [www.napednowejery.pl](http://www.napednowejery.pl)