



Day 2 – 17th of December – The LNG show case

The aim in this part of the project is to provide recommendations and improve show cases, exchange experiences and discuss how we stimulate as many ports, terminal operators and shipping lines to use/offer LNG.

During a group activity insights from the overview earlier in the day was discussed and a discussion also started regarding the definition of the LNG show case, important areas to cover and which target groups/stakeholders is an important part of the project. This resulted in a list of a number of actions – these actions have been compiled in the material below. There is no order of priority in the actions below.

Action	Purpose	Contents	Comments
Create a cost-benefit analysis	To show ports and ship-owners the benefits of investing in LNG, estimated pay back time	Recommendations, costs, efficiency, state of development	
List technical options and evaluate them	To give reliable, unbiased information to ship-owners and ports	Recommendations, costs, efficiency, state of development, positive (and negative) aspects of LNG	
Compile list of pro:s and con:s for LNG	Compile information, spread selected information to stakeholders	Positive (and negative) aspects of LNG LNG supply,	Review all positive and negative aspects with regard to LNG, convince stakeholders of the positive aspect. Show future of LNG → LBG biogas
Define health aspects	Show LNG as a fuel of the future (lower emissions)	Health aspects broken down to local relevance	
Develop bunkering procedures	Uniform procedures	The procedures need to be efficient, safe, secure, uncomplicated... What regulation exist in different countries? Spreading of information	There is a need for: - one uniform global standard for LNG bunkering procedure - today lack of regulation/legislation for LNG procedures
Study the environmental advantages & disadvantages	Show LNG as a fuel of the future (lower emissions)	List environmental advantages and disadvantages	How bad is the methane slip during bunkering?
Physical show case Example: Gothenburg / Lübeck	Spread information to stakeholders	Bring technological solutions to common problems, graphical pictures, facts and figures. Decide on issues discussed in the show case (max 3):	Make clear definition of practical show case, assumptions and boundary conditions → set frames.



		<p>security, environment, cost. Show good examples, learn from their experiences, show progress (planning, funding, decisions, building, running). Make show case interesting to the public: User interaction, how to present the findings at the show case.</p> <p>Collect information about steps to be shown in the show case: what is important.</p>	
Analyze market	<p>Compile information, spread selected information to stakeholders</p>	<p>Understand the global trend (supply chain ex Qatar→Europe, total market value, compare Norway 30% LNG)</p> <p>Estimate future development, (fuel demand, goods, passengers)</p> <p>Investigate what other initiatives there are from LNG suppliers (other than GasNor)</p>	
Compilation of statistics	<p>Compile information, spread selected information to stakeholders</p>	<p>Collect port statistics (fuel demand, cargo, ferries), estimate number and type of ships that will use LNG in 2020/2030, create an overview of all LNG vessels in the North Sea Region (probably focus Norway)</p> <p>Compile a list of stakeholders, interested ship-owners, ports, city councils etc</p> <p>Identification of relevant layers, existing knowledge in other projects</p> <p>Interact with other work packages of CNSS project</p>	<p>Structure and prioritize topics to investigate</p> <p>Q&A on LNG</p>
Define complete structure of LNG supply chain	<p>To get an overview of the complexity (production, transport, storage, bunkering, propulsion & emission, land transport)</p>	<p>Risk handling</p> <p>Bring technological solutions to common problems, graphical pictures, facts and figures</p>	



		<p>Identify the difficulties in the different parts of the supply chain</p> <p>Finalize the show case structure in the supply chain model</p> <p>Collect current status for supply chain in different areas</p>	
Create communication plan	<p>Decide on which information should reach the specific stakeholders, what actions the project wants from the different stakeholders and how to communicate with them</p>	<p>Get an overview of the current opinion of LNG of the various stakeholders</p> <p>Define information structure</p> <p>Compile a list of stakeholders, interested ship-owners, ports, city councils etc</p> <p>Inform stakeholders of show case</p> <p>--> Clearly present what stakeholders should do (clear conclusions)</p>	<p>Convince stakeholders of LNG's positive aspect</p> <p>Decide on format of presentation (seminar, TV program, panel, newsletter, web site...)</p>
Create internal reporting template	<p>Merge information gathering structure</p>	<p>Define a structure for the document information (table of contents)</p>	