LNG BUNKERING

BUILDING SMALL SCALE LNG SUPPLY CHAIN
SYNERGIES BETWEEN INDUSTRY AND MARINE

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Seminar agenda

LNG in Baltic Sea Ports Projects
LNG Stakeholders Platform Seminar

Seminar topics
- New LNG terminals in Estonia and Finland - what will be the impact on the distribution of LNG in the region?
- Will the LNG small scale bunkering network in Baltic be developed?
- LNG distribution and shipowners - what is the latest?
Skangass at a glance

- Competitive fuel
- Security of supply
- Knowhow
- Safety
...this is what we do...
Supply points

- Gävle
- Lysekil
- Fredrikstad
- Risavika
- Skangass terminals
- Existing supply points
- Future supply points?
- Rotterdam
- Zeebrugge
- Świnoujście
- Klaipėda
- Pori
- Visby
- Sköldvik
- Tornio
- SECA
- SECA
- Skangass terminals
- Existing supply points
- Future supply points?
Bunkering solutions

- **Truck to Ship**
  - Flexible
  - Cost effective
  - Typical 55m3/truck
  - Typical 1.5 hour/truck
  - Suitable if small volume
  - Suitable if long turnaround

- **Local storage**
  - Fixed spot
  - Scalable storage
  - Higher flow rate
  - Medium to big volume

- **Bunker vessel**
  - Supreme flexibility
  - High flow rate
  - Medium to big volume
Learning points

- Market potentials not always as they look…
- Long processes (supplier and customer)
- Capital intensive business
- First movers needed (on both sides…)
- “Dooers” are appreciated, but huge potential risks

Rules and regulations
- not always clear
- not always up to date
- not always harmonized
The customer perspective

• Smart solutions
• Cost effective
• Security of supply
• Safety

It must be easy to choose LNG!!
Part of the product
Competence makes the difference
THANK YOU!

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