LNG in Transport from vision into reality
Cees Dikker
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MARKET ATTRACTIVENESS OF IWW

- Vast network of IWW with high accessibility
- Cheapest modal transport option
- High operational safety
- High on-time delivery standards

• High growth potential
• Innovation in engine technology, fuel will develop the market

Figure 1: Quarterly transport performance of goods on inland waterways in EU-27 - Mio TKm

MARINE EVOLUTION

Environmental

Containerized fuel oil propelled barge

LNG propelled barge

Total costs of ownership

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HOW WILL LNG BENEFIT IWW

- Pricing discounted to diesel
- Leaner burning fuel, with zero x, reduced x & x
- Reliable engine technology availability
Focus on Marine & Road
North West Europe
Including Addressing Own Demand
- 2 barges with ISB on Rhine

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WHAT WILL HELP DEVELOP THE MARKET

LNG POLICY ASKS

DERISK
CUSTOMER
CONVERSION

DEVELOP
STANDARDS

GENERATE
AWARENESS

Engine technology
- Fuel substitution, Emissions compliance
- Fuel quality, Engine efficiency

Economics
- Price premium to diesel technology
- Total costs of ownership
- Payback period

Regulations
- Fueling infrastructure providers (Permits, safety guidelines)

FOCUS ON KEY PRIORITY
SUMMARY

- Solve the market entry barriers
- Drive Regulation & Standards to promote on LNG propelled barges in the Rhine
- Promote awareness session on LNG fuel amongst key policy making bodies

Think Big