



# ***D15-PROPOSAL OF COMMERCIAL CONTRACTS TO PROMOTE THE BIODIESEL USE***

## **1.- AVILA PROVINCE**

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From APEA we made so many efforts to promote the biodiesel in large consumers as private companies with big truck fleets, we contacted and proposed them to sign a Commercial Contract with Biodiesel Distributors. To facilitate this process we sent the following documents to the Private Large Consumers and to Petrol Stations Distributors including a model of contract:

Commercial Contract Model is attached.

Despite of the efforts made by us with so many contacts, at the moment there is no contract signed, but we hope to see the results in the short term.

## **2.- HUELVA PROVINCE**

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Originally was drafted and sent a contract adapted to the current reality of biodiesel in the province of Huelva, which aims to transform into an agreement of good intentions for a possible use of biodiesel in vehicles such large consumers.

After several meetings initiated in mid 2008 with the main distributor in the province (BIONOR), which found very reasonable new agreement, he was moving to circulate it among your clients

At the same time we contacted with the secretary of the Association of Transportation Huelva both by email and through various phone calls, sending in the original first and then the final. In a meeting in mid-March 2009, it was agreed that the first was not viable under the conditions in which the biodiesel is currently in the province. The second, however, if it seemed perfectly feasible.

At the meeting with the association, held this year in May 2009, attended the 4 largest shipping companies in Huelva.

At the meeting information about the Project as well as the contract was given.

The initiative had seemed very interesting to them, so they decided to study it and respond at a future meeting.

### **3.- BURGOS REGION**

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There have been numerous contacts with large enterprises within the province to achieve this task. We have held meetings with transport companies, builders, distributors .... in order to get the contracts signed.

The efforts have been successful since a signature of the contract from Huidobro (supplier of biodiesel) with the transport company Grupo Rasero (22 trailers in the province) have been obtained. The contract can be found attached. Different civil works companies have also shown their interest (Arranz Acinas, COPSA,...)

### **4.- POMURJE PROVINCE**

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We have prepared and presented this proposal, but taking into account the current situation, we couldn't convince large consumers to sign it.

We have presented those proposals at different events, that we have had or in the municipalities. Through this they would improve the biodiesel situation in their municipalities and in the Pomurje region, because they are now completely aware of the importance of renewable energy sources.

### **5.- ABRUZZO REGION**

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In our Panel Control we included ARPA s.p.a. which is the company that manages the Regional Public Fleet. They own distributors that are not opened to the public and that are used by big consumers to refuel their fleet, where it is possible to use a diesel biodiesel blend with a percentage of biodiesel higher than 5%.

Since the beginning of the project they showed great interest in collaborating, in signing up the commercial contract agreements. As a matter of fact, they already had a successful experience in 2001 with a experimentation of 25% blend that they were willing to repeat. Therefore, we proposed them to sign the commercial agreement for the use of biodiesel in their fleet. We had different meetings before and after writing the commercial agreements and we finally organized the signing of the agreement in our offices. When the representatives of the consumer ARPA and the producer FOX Petroli met in our offices some economic problems aroused. In particular, at the actual market prices the cost of biodiesel is higher than the cost of diesel. For this reason they told us that the signing of the agreement could take place only when the cost of biodiesel and diesel is the same. For this reason we sent proposals to try to solve these problems, but all our efforts were useless. We contacted them repeatedly, also by phone