



# ***D13-PROPOSAL OF COMMERCIAL CONTRACTS TO ESTABLISH SELLING POINTS***

## **1.- AVILA PROVINCE**

---

In the province of Avila and in the framework of the PROBIO project and as a result of the meetings between Avila Energy Agency and the main stakeholders in the Petrol Station sector, there is a new selling point formalized on 27th November 2008 in a contract signed by the President of the Avila County Council and the Petrol Station Manager.

This new Biodiesel point is located in the municipality of Hernansancho (Ávila) and the Petrol Station is called “La Moraña” Petrol Station, which has been added to the biodiesel points card system as a very active member.

Moreover in the framework of the project there are two selling points: ES Las Fuentes and ES Chaherrero that were not at the beginning of the project, as were related in the interim report

## **2.- HUELVA PROVINCE**

---

The main purpose of this task has been to promote the establishment of new selling point for biodiesel.

Diputación de Huelva, for this task, has offered and sent the proposed contract drafts to the new gas station located in our province.

However, the municipalities of the province, still showing great interest at first, eventually decided not to sign any contract with the distributors of biodiesel.

## **3.- BURGOS REGION**

---

In the province of Burgos 3 contracts to establish new selling points have been signed. On the other hand, in the framework of the PROBIO project another two petrol stations have been opened.

The Association of Petrol Station of Burgos has been participating in the expert panel formed at the start of the project. This situation has been very helpful to get the achievement of the Project.

In December 2008 there was a meeting with the representatives of the association where the point card system was introduced.

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

---

We now have one operating biodiesel station in Ljubljana, the capital of Slovenia, with a monthly sale of biodiesel from 60-90 l biodiesel. Such marketing is in the test phase and could be cancelled any moment.

Starting point for preparation of commercial contracts agreements:

General and specialized public has been informed about PROBIO project and our foreseen activities. We disseminated e-info on PROBIO project and its web page to local authority. We have contact the distributors, which were interested to collaborate by this project. Furthermore we have contact Municipal Council, distributors, and large consumers in order to propose them the Commercial agreements.

Regarding the communication with large consumers, municipalities, producers and distributors we have prepared the Proposal of Commercial Agreements between municipalities and distributors to establish new selling points. We are optimistic and we will do everything we can in order to collaborate by the establishment new selling points, when the conditions will be more favourable (if not during the project implementation then after it).

We have presented commercial agreements to the municipalities in the Pomurje region (Hodoš, Črenšovci, Cankova, Beltinci, Razkrižje, Veržej,..).

We have 2 signed Commercial agreements:

- Municipality CANKOVA
- Municipality HODOŠ

#### **4.- ABRUZZO REGION**

---

During the first Panel Control meeting which was held in Pescara some problems connected to the Italian legislation came out. As a matter of fact, because of legal constraints, Italian gasoline stations (opened to the public) cannot sell a blend with a percentage of biodiesel higher than 5%, moreover it is not compulsory to declare it, so the general public is not aware neither of the blend nor of the possibility of using biodiesel as a renewable biofuel. (**annex 1 D.Lgs. 128/05 (See Other Deliverables)**)

A different situation exists for those distributors that are not opened to the public but that are used by big consumers to refuel, for example their fleet, where it is possible to use a diesel biodiesel blend with a percentage of biodiesel higher than 5%.

For this reason Regione Abruzzo staff started immediately to work in order to find a possible solution to overcome the above mentioned problems that strongly hindered to actualization of Probio Project WP4, and in particular the establishment of new selling points, which do not exist in Italy and which are impossible to establish due to the previously mentioned law, D.Lgs. 128/05.

Therefore, we contacted the Mayor of Pizzoferrato Municipality and we had several meetings with him to assess the above mentioned solution. After having verified that the solution was viable, we wrote and sent to the coordinator the Following CONTINGENCY PLAN:

### **Contingency Plan Regione Abruzzo:**

*Because of legal constraints, Italian gasoline station cannot sell a blend with a percentage of biodiesel higher than 5%, D.Lgs. 128/05. Moreover it is not compulsory to declare it, so the general public is not aware neither of the blend nor of the possibility of using biodiesel as a renewable biofuel. For this reason in Italy there are no Biodiesel selling points and it is not possible to open any new one.*

*The solution that we propose is to use a gasoline station owned by a municipality in Abruzzo (Pizzoferrato) that sells the customers through member cards. It would be the first example of biodiesel selling point in Regione Abruzzo and in Italy. This would also give us the possibility to develop the point cards system. The cards could be distributed to the customers and other people that must go to that specific gasoline station to refuel biodiesel. We have already spoken to the mayor of this Municipality who told us that they are ready to collaborate with us. If we develop this initiative as a pilot/demonstration project we can pave the way for the future and hopefully create good conditions for other similar initiatives.*

Unfortunately, in Pizzoferrato there were elections and a new Mayor was elected. After a transition administration the new elected Mayor decided to give the management of the distributor to the privates and therefore the Italian legislation D.Lgs. 128/05, and all the mentioned constraints are now applicable. For this reason we could not continue ahead with what was previously stated in our Contingency Plan..

The distributor now does not belong to the municipality anymore because it was sold to a private owner who cannot sign any agreement because of the legal constraints that now affect this distributor as well as all the other distributors in Italy. We have tried to obtain a derogation to the law D.Lgs. 128/05 in order to open a new selling point in Pizzoferrato but we didn't succeed.