

JOINT WORKSHOP

New market-ready gas utilisation technologies for commercial users

We have the technology!

9th March 2016

Introduction

Jos Dehaeseleer - Marcogaz

Jean Schweitzer - DGC

marcogaz
TECHNICAL ASSOCIATION
OF THE EUROPEAN NATURAL GAS INDUSTRY

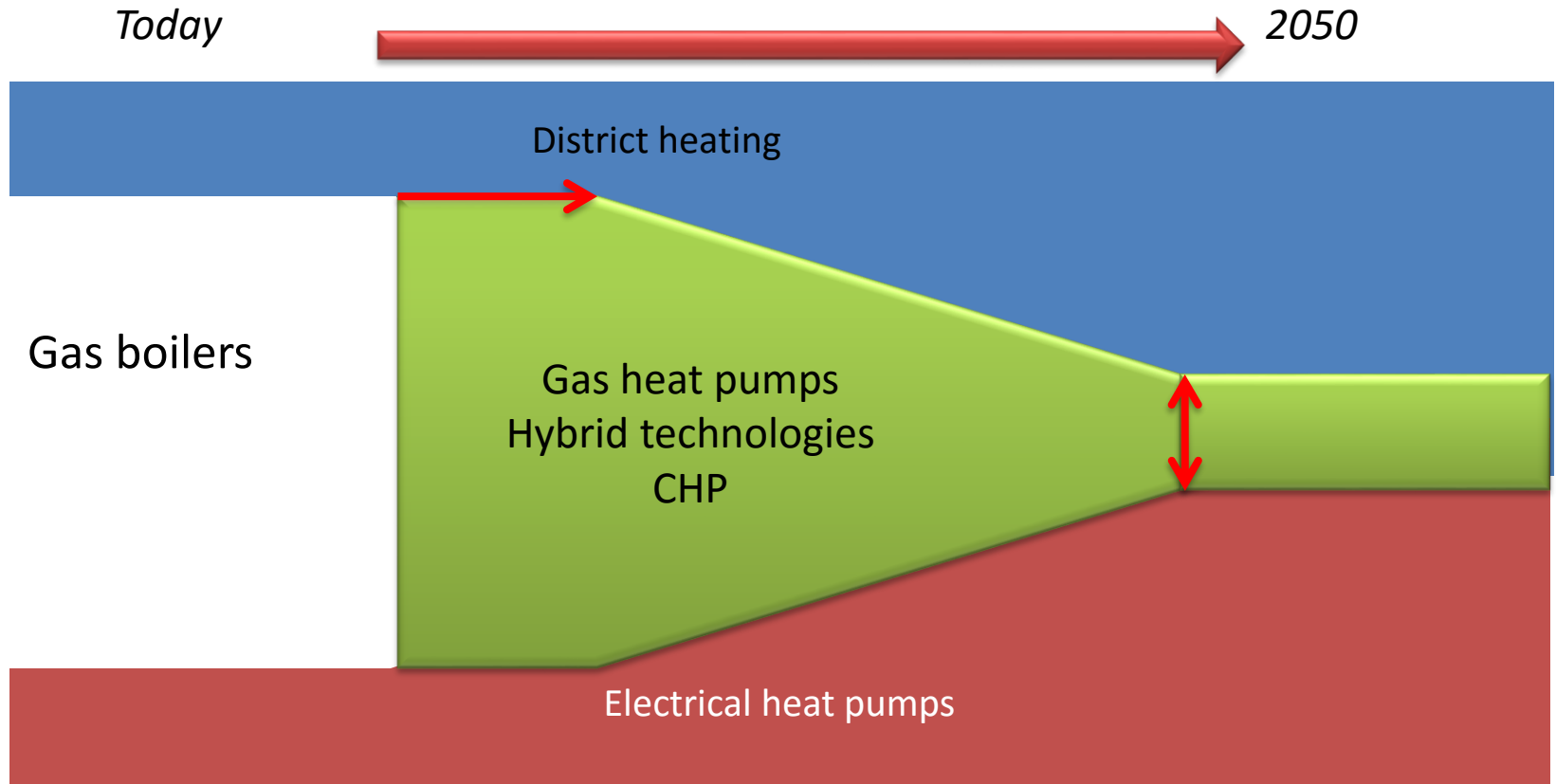
eurogas


GERG
gas research group
The European gas research group

DELTA
Energy & Environment


COGEN
EUROPE

Toward a fossile-free heating market?









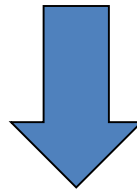
Ref. source DELTA

We need new gas technologies!

New gas technologies?

Compared to gas boilers

	GHP	CHP	Hybrid
Energy efficiency			
Upfront costs Appliance(s) & installation			
Relevant Market (2016)	Commercial (*)	Commercial (*)	Domestic



Relevant Market (2020?)	Domestic	Domestic	Domestic
-------------------------	----------	----------	----------

() Commercial market = Hotels, schools, large buildings, etc...*

From appliances to systems

Today: One house/one energy/one appliance

Tomorrow:

Integrated approach

- **Multi-energy systems**
(gas, el, RE, etc.)
interconnected
- **Multi-function**

TREND SEEN IN THE Commercial market:

**installations = more and
more systems that are
multi-energy / multi
technology**

New gas technologies are today more adapted to the commercial market!

- 1) The payback time (PBT) for commercial customer is much lower compared to the PBT domestic customer.
- 2) The commercial customer is able to manage the complexity of multi systems

The commercial market will pave the way to the domestic market that may need new business models.

WORKSHOP: New market-ready gas utilisation technologies for commercial users

- New market-ready gas utilisation technologies: **Success stories (case studies)**.
- **Business models:** how to bring those technologies on the market

Morning

We have the technology! - New market-ready technologies case studies – part I

Moderated by Arnaud Duviolguerbigny, COGEN Europe

Overview of mature products on the market & prices and the prospects for market development

John Murray, Delta Energy & Environment

Mini CHP manufacturer - EC Power

Bjarne Bogner, EC power

Mini CHP manufacturer - ENER-G

Matt Chassagne, ENER-G - UK

Mini CHP manufacturer- SenerTec

Markus Mültner, Senertec

Break

We have the technology! - New market-ready technologies case studies – part II

Moderated by John Murray, Delta Energy & Environment

Engine driven gas heat pumps - AISIN

Stefano Benedetti, AISIN Toyota

Abs. gas heat pumps – Robur

Luigi Tischer, Robur

Afternoon

Ways to bring appliances to the market – Part I

Moderated by Noel Regan, Eurogas

Routes to market for successful mini-CHP commercialisation and deployment in businesses

Alexandra Tudoroiu-Lakavice, COGEN Europe

Promotion of small-scale CHP in Denmark

Asger Myken, DONG Energy

View from ESCO

Pascal Roger- FEDENE

Break

Ways to bring appliances to the market – Part II

Moderated by Robert Judd, GERG

New technologies implementation – views and examples from ENGIE

Régis Contreau, GRDF & David Dupuis, CRIGEN

Keys for GHP market-ready - positive case studies with heating and cooling production in Spain

Ignacio Leiva, SEDIGAS

100 Gas heat pumps campaign in Denmark

Jean Schweitzer, Danish Gas Technology Centre

Discussion and conclusions

Moderated by Daniel Hec, ENGIE